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PUBLISHED EVERY FRIDAY

THE CANADIAN GROCER AND GENERAL STOREKEEPER

CIRCULATES IN EVERY PROVINCE

SELL ONLY THE BEST

In Competition with the World we have received the

Highest Awards Made . . .

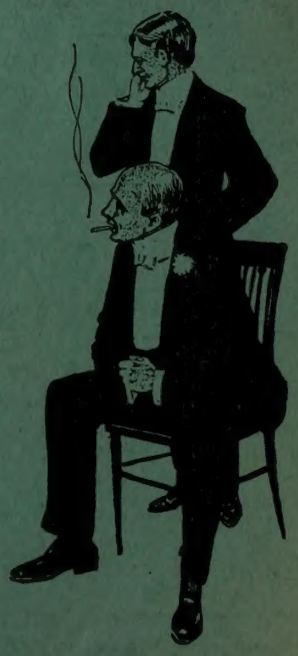
These substantiate our claim that : : : : :

Colman's Mustard

IS THE BEST IN THE WORLD

LET US REASON TOGETHER.

THIS is the time of year above all others when men reason. The old year is dead and gone, and the new, with its many possibilities, is making its bow. In the reasoning process, business matters cannot well be ignored by business men. Success in business depends on reasoning. We want to reason with you in just a few words : Biscuits is one of the important staple lines in every grocer's store. Does it not therefore follow that there must be variety and quality if your business in this line is to be successful ? The products of our factory have both variety and quality. There are nearly 500 different kinds of buscuits to select from, and their quality is good because nothing but the best materials are used in their manufacture. As no other manufacturers in Canada can say this to the same extent, the logical conclusion is that Christie's are the biscuits for you to stock.



Christie, Brown & Co., Limited

Toronto and Montreal.

THE DOMINION MOLASSES CO. LIMITED.

HALIFAX, N.S.

These are our Brands and they are the best in the market. Every puncheon of our molasses is **guaranteed** to give perfect satisfaction. When you want molasses send to us for samples and prices. We have all kinds, in puncheons, tierces and barrels.

The Dominion Molasses Co.,

Limited

HALIFAX - - - - NOVA SCOTIA.

The Auer Gas Lamp.

"TURNS NIGHT-TIME INTO DAY-TIME."

New Styles. Lower Prices.

Are you interested in a lamp which gives 100 candle power?

Are you interested in lighting your store brilliantly? You know it draws trade?

Are you interested in saving half of your bill for coal oil?

Are you interested in having the agency for a lamp which does this?

No. 28
100 Candle Power.

Then write for our Catalogue and Discounts.

EVERY LAMP GUARANTEED.

AUER LIGHT CO., 1682 NOTRE DAME ST., MONTREAL.

YOU WANT TO BE A LEADER IN YOUR TRADE

Manufactured from a blend of the finest
MOCHA, EAST INDIAN, JAVA, COSTA RICA and MYSORE COFFEES.

NO CARAMEL, NO GLUCOSE used in their manufacture.

BROMLEY'S COFFEE ESSENCES

The HOSPITAL says:—
"It is quite the best of its kind we have ever tested."

The LANCET says:—
"Distinct evidence of its genuineness and value was afforded in the fact that, by a suitable treatment crystals of Caffeine, the important stimulating principle of Coffee, were extracted from it. It is free from objectionable admixtures."

BRITISH MEDICAL JOURNAL says:—"It is a well-made liquid preparation, and Caffeine was abundantly found therein."

WILL ACHIEVE YOUR DESIRATUM

GOOD AND PERMANENT PROFITS.

LARGE AND INCREASING SALES.

Dr Laing's Cream Sauce

THE ONLY SAUCE IN THE WORLD CONTAINING
PURE GRAPE JUICE
AND
RICH DEVONSHIRE CREAM.

SOLE AGENTS FOR CANADA, **W. G. PATRICK & CO.,** Merchants, 29 Melinda St., **TORONTO**

Wasting Your Energies?

If it pays to push an article, it pays to push it to some purpose and to push more with an object of gaining permanent trade than of temporary profit. If the demand for any article stops when you stop pushing it 95 per cent. of your energy has been wasted.

You waste no energy whatever in advocating the sale of the "Griffin" Brand of Dried Fruits and the "Thistle" Brand of Canned Fish, because people who buy them once will buy them again and again. Briefly, the intrinsic merit of both these articles backs up the highest praise you can give them.

"Griffin" Brand Dried Fruits.

Seedless Raisins and Prunes. Dried Apricots, Peaches and Pears in all their original goodness. A revelation to the grocer who has been buying other Brands.

Selected with the greatest care and shipped in original boxes right from the Vineyards and Orchards on the Pacific Coast.

Look for the "Griffin" trade mark before you buy.

"Thistle" Brand Canned Fish.

Canned Haddies, Kippered Herring and Herring and Tomato Sauce. Selected, cured and packed by Captain Austin of The Thistle Canning Co., Little River, N.S.

Absolutely clean, rich, delicate, appetizing. Prepared right at the water side where they are caught. The brand of highest quality and so recognized the world over.

ARTHUR P. TIPPET & CO., AGENTS,

Montreal. Toronto.

You can promote the health of your customers by encouraging them to eat fish.

You can promote the health of your own exchequer by encouraging them to buy...

HALIFAX,
ACADIA,
BLUENOSE

BRANDS of prepared codfish. These are put up at our factory in La Have, N. S., and are the cleanest and most inviting fish product that has ever been shown on the Canadian market.

They are a new thing.
You can make money on them.
It will pay you to get interested.
You ought to write for prices.

BLACK BROS. & CO., Limited,

HALIFAX, N.S.

Every Housewife...

knows the advantages of a good broom. It's the foundation of a clean home. We want you to know our brooms. They are good brooms. Drop us a line and our traveller will call.

The **Waterloo Broom and Brush Co.,**

WATERLOO, ONT.

"ROYAL" SALAD DRESSING.

This popular table relish and Mayonnaise dressing has been made for about thirty years, and has been extensively advertised for the past twelve years. Nothing but its merit and excellence, its "Royal" quality, could have ever made the growth and success with the fine grocery trade throughout the country, that has been made with "ROYAL" SALAD DRESSING, the "Best of the Nest."

The Horton-Cato Mfg. Co.,

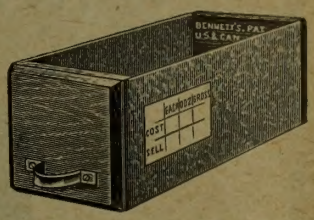
DETROIT, MICH., - WINDSOR, ONT.

...THE...

Bennett Manufacturing Co.

Bennett's Patent Shelf Box and Cabinets for Hardware, Grocery, Seed and Drug Trades, etc.

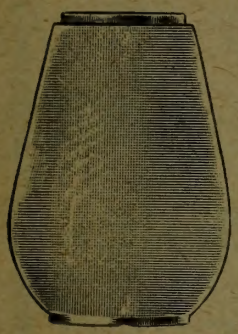
Owing to the steady and rapid growth of our business new quarters were needed.



Address all communications to our New Factory:

Pickering, Ontario

ARE YOU USING OUR

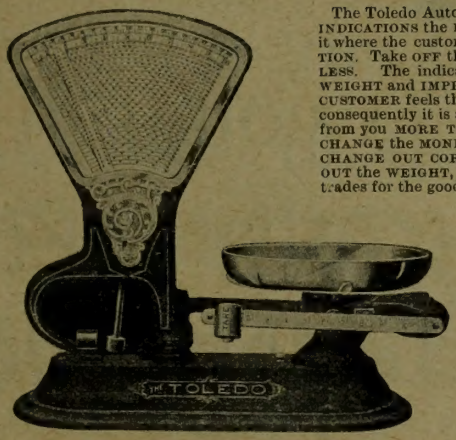


Cold Blast or Jubilee Globes

Aetna or Quaker Flint Chimneys?

Give them a Trial.

THE SYDENHAM GLASS CO.
OF WALLACEBURG, LIMITED.



MERCHANTS.

The Toledo Automatic Computing Scale SHOWS to EVERY CUSTOMER in LARGE INDICATIONS the EXACT WEIGHT they get. If you use a Cash Register you place it where the customer MUST SEE the INDICATIONS. This is for YOUR PROTECTION. Take OFF these INDICATIONS and you would consider the Register VALUELESS. The indications on a Toledo Scale PROTECT you from over and DOWN WEIGHT and IMPRESS your CUSTOMERS with YOUR HONEST PRINCIPLES. The CUSTOMER feels that he is PROTECTED when he buys goods over a TOLEDO SCALE, consequently it is a TRADE BRINGER. The customer values the GOODS he buys from you MORE THAN THE MONEY he hands you, otherwise he would not EXCHANGE the MONEY FOR the GOODS he gets. You are CAREFUL to count his CHANGE OUT CORRECTLY, and in plain view, why not use a Scale that COUNTS OUT the WEIGHT, it being to the customer of more VALUE than the MONEY he trades for the goods?

MADE IN CANADA.

Drop a postal asking for Catalogue to

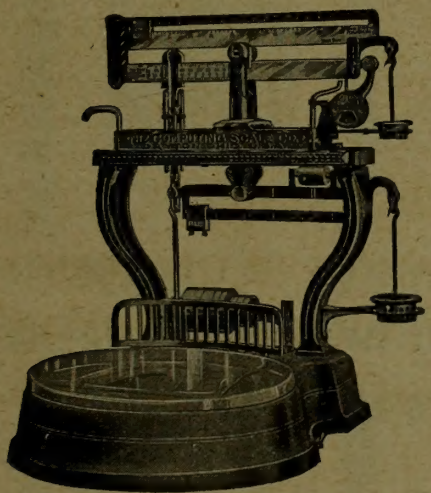
DEAN & McLEOD, Canadian Agents,
The Toledo Computing Scale Co.,
HAMILTON, ONT.

Toronto Agency: 156 Bay St.
Montreal Agency: 1782 Notre Dame St.

THEY EARN THEIR COST

while you pay for them.

SOLD ON EASY MONTHLY PAYMENTS.



The Computing Scale Co. of Canada, Limited

164 King Street West, Toronto, Canada.

Manufacturers of...

DAYTON COMPUTING SCALES.
MONEY-WEIGHT SCALES.

ADOLPHE E. SMYLIE, President — HENRY ROWLEY, Vice-Pres't — H. W. PETHERBRIDGE, Sec'y and Treasurer

NATIONAL LICORICE CO.

Successors to
YOUNG & SMYLIE
BROOKLYN, N. Y.
S. V. & F. P. SCUDDER
BROOKLYN, N. Y.
MELLOR & RITTENHOUSE CO.
CAMDEN, N. J.
H. W. PETHERBRIDGE
BROOKLYN, N. Y.
DOMINION LICORICE & NOVELTY CO.
TORONTO, CAN.

Y. & S., SCUDDER, and M. & R. Brands of PURE STICK LICORICE, Acme Licorice Pellets, M. & R. Wafers in bags, Licorice Lozenges, and a full line of Licorice Specialties, including the celebrated soft licorice lines sold under the Company's brands as follows: THE FLEXIBLE LICORICE, THE PLIABLE LICORICE, THE ELASTIC LICORICE.

OFFICE—106 JOHN ST.

106-116 John St.,
227-237 Plymouth St., } **Brooklyn, N.Y.**

Illustrated Catalogue on request.

When you sell your customers

Japan Tea

you sell them Tea that is **Pure, Wholesome, Delicious** and **Invigorating.**

There is no Tea grown that can equal the fine, sweet, healthful Teas of **JAPAN.**

They may be **imitated,** but can never be excelled.
Please your customers and sell

JAPAN TEAS

Has stood the test of every climate.

HIGHEST AWARD

Wherever demonstrated, including the following Dominion, State, and International Exhibitions

Industrial Exhibition	Toronto, Canada	-	1903
Provincial Exhibition	Halifax, N. S.	-	1903
Provincial Exhibition	Victoria, B. C.	-	1902
Pan-American Exposition	Buffalo, N. Y.,	-	1901
Paris Exposition	Paris, France	-	1900
Trans. Miss. Exhibition	Omaha, Neb.	-	1898
World's Fair	Chicago, Ill.	-	1893

The products of THE ST. CHARLES CONDENSING CO. are famous the world over for HIGH QUALITY, ABSOLUTE PURITY, and ADAPTABILITY for all the purposes of fresh milk.

Home Office and Address:

Correspondence and trade orders solicited.

St. CHARLES, ILL., U.S.A. **FACTORIES: Ingersoll, Ontario, Canada, St. Charles, and Chenning, Ill.**

THE

MOST PROFITABLE to the GROCER

and

MOST SATISFACTORY to the LAUNDRESS

is Cold Water **STARCH** **IVORINE**

ASK TRAVELLERS THE PRICE

THE ST. LAWRENCE STARCH CO., Limited, - PORT CREDIT, ONT.

ANY DEALER
who goes without a line of

"IMPERIAL" BRAND MAPLE SYRUP

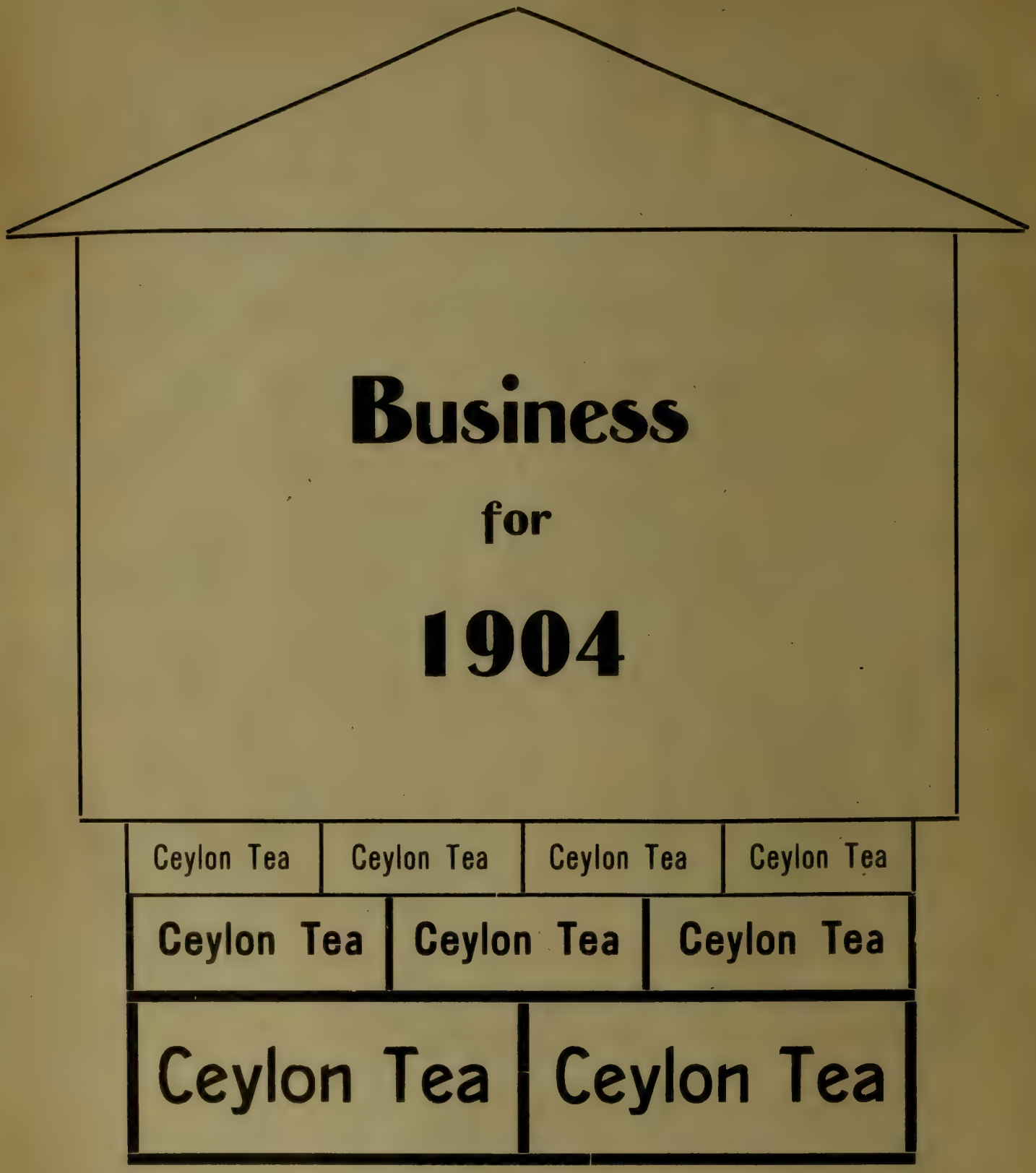
is missing a good opportunity to secure a steady and profitable trade.

Agents:
ROSE & LAFLAMME,
MONTREAL.

Paterson's Worcester Sauce

has a larger sale than any other sauce on the market—the reason is not hard to find.

ROSE & LAFLAMME,
Agents, Montreal.



CEYLON TEA is a solid foundation on which to build a substantial and profitable business for 1904.

Ceylon Tea
BLACK and GREEN

Ceylon Tea
BLACK and GREEN

CANE SUGAR.

Consumers are becoming more critical in their tastes every day, and, more than ever before, are insisting on the best of everything. Sugar, like butter, is an article very easily judged by the average housekeeper; keep up your reputation for fine goods.

ST. LAWRENCE EXTRA GRANULATED

is perfection. Made from West India Cane Sugar. No blueing at all used in its process of manufacture. This is a strong feature.

The St. Lawrence Sugar Refining Co., Limited,

MONTREAL.

TO OUR MANY CUSTOMERS
AND FRIENDS

WISHING YOU THE
Compliments
of the
Season
and a
HAPPY and PROSPEROUS
NEW YEAR.

American Coffee & Spice Co.
TORONTO.
SOLE PROPRIETORS
LEES & LANGLEY'S
WORCESTERSHIRE SAUCE.

New Year's Greetings from Canada's Greatest Pickle House

"Many Happy Returns of the Day"—a wish extended in no mere formal manner to our many customers, stretching from the Atlantic to the Pacific.

The old year was a great business year for this house, which means also that it was a great year for all grocers selling the Pickles, Marmalades and Jellies bearing the brand—"**Sterling.**"

Thanks—and here goes our best foot forward for 1904.

The **T. A. LYTLE COMPANY,** Limited
124-128 Richmond St. West, TORONTO.

Pure, Delicious, Best.

are the THREE TERMS that correctly describe

HIGHEST AWARD, LONDON, 1893.

STRETTON'S
(PRIZE MEDAL)
Worcestershire
SAUCE

Our Special Cheap Line, the "**PURE**" Worcester, is the best and cheapest on the market. Ask your Wholesale House to send you on a case with your next order.

CANADIAN AGENTS:

Messrs. S. H. Ewing & Sons, Montreal.
Mr. John Fisher, Manufacturers' Agent, Toronto.
E. Nicholson, Winnipeg. L. H. Millen, Hamilton.
Messrs. Clawson & Co., St. John, N.B.
Messrs. Wm. Tuffts & Son, Vancouver, B.C.
Mr. H. H. Stimpson, Halifax, N.S.

Sole Manufacturers
Stretton & Co., Limited, WORCESTER, ENGLAND.

It's All Right.

The quality is always up to the mark, and you are serving your own interests as well as your customers by giving them

"Reindeer Brand"

condensed milk. Every tin guaranteed.

W. G. A. LAMBE & CO., Agents.

"Wee McGregor's" Breakfast Food

Is acknowledged to be the most economical.
It is easily prepared. Cooks in five minutes.

"Gran' for the Morn's Mornin'"

THE F. J. CASTLE COMPANY, Limited, OTTAWA, CAN.

"KKOVAH"
Jellies (all flavors)

"KKOVAH"
Custard Powders

"KKOVAH"
Blanc Mange Powders

Etc., Etc.

"NEVER-DRIP-A-DROP" Tea Strainer—The most ingenious strainer ever invented. Keeps all tea leaves or coffee grounds out of the cup. Positively never drips-a-drop. Fits any tea pot. **We are agents for the grocery trade.**

THE GREIG MANUFACTURING CO.

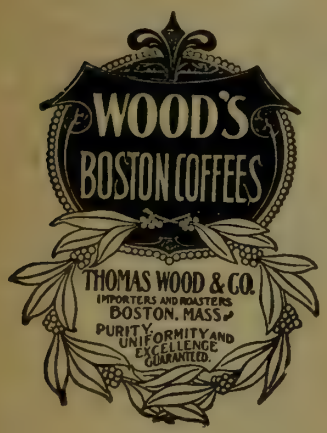
MONTREAL. **LIMITED**

TEAS— That show the retailer a handsome profit.

We are carrying a complete assortment of splendid values which can be retailed at 25c. and up, and you make a good profit, and guarantee your customers exceptional quality for the money.

W. H. GILLARD & CO., Wholesale Grocers, - HAMILTON.

Branch CANADA GROCERS LIMITED.



A HAPPY NEW YEAR!

To-Day All Begin Again.

New Ledgers opened. New Ideas adopted. New Schemes outlined. New Plans projected. New Enterprises started. New Business in line.
May New Successes await you all.
But don't forget this—
While all around are new, some old friends are best, and one is

WOOD'S COFFEES.

Canadian Factory and Salesroom, **No. 428 St. Paul St., MONTREAL.**

To All Our Customers and Friends

We Wish

The Compliments of the Season

AND

A Prosperous New Year.

BALFOUR & COMPANY, WHOLESALE GROCERS, **Hamilton, Canada**

The New Laundry Blue

—MADE IN CANADA.—

"Blues Linen as White as White Can Be."

We Would Like the Trade to Understand That "Blueol" has Been manufacted to compete with the best imported blue to be had on this market, and we claim it to be superior both in strength and working qualities. It is "Canada's Best" and "Canada's Best" is the "World's Best."

—WRITE FOR SAMPLE AND PRICES.—

J. M. DOUGLAS & CO.,

Established 1857 **Manufacturers, MONTREAL.**

Window and Interior Displays

Timely Hints and Suggestions.

THE most frequent excuse made by the merchant who neglects his window is that he has no time. Few in this day dare say that they do not think a well-dressed window sells goods. They would not risk setting up their opinion against that of the ninety-nine out of a hundred who insist upon the expenditure of much time and money on the display of goods seen by passersby. But they will hide behind the excuse that the time consumed is more than can be afforded in the store, implying by this that business is so brisk that the entire attention of the staff is necessary to wait on the customers.

Ask the same merchant how he would meet the contingency of an overflow of customers, and he would say that he would engage more clerks. And yet, although he will admit that in some cases at least, the tasty display of an article will sell it, he often cannot see that the employment of one more clerk for window dressing would mean a larger business. He is loath to add to his present staff, simply because, for the few additional dollars a week he would have to pay, there would not appear any direct, immediate return. An extra clerk is much more profitable when employed as a window-dresser than if he were engaged solely as a salesman.

But this cry is in almost every case made without thought. There are many minutes during the day which are idled away by all the clerks. These, if set apart for one clerk to be spent in decorating the window, would mean no additional help, and procure all the beneficial results of an attractive store. "I haven't time" is very often equivalent to "I have not the ambition to make time." Those time-consuming displays that cost much money in addition, are not a necessary part of the window plans. An excellent display can be arranged in far less time than is wasted every day in almost every store, and after a clerk gets experience, the time spent grows less and less. The plans should be thought of during the regular business or out of hours, and the arrangement can then be quickly worked out. If the merchant who "hasn't" time would make time, he would come to an appreciation of the value of good displays that would make them as important as any other branch of the business.

A Starch Window—Dressed for E. Brown & Co., Peterboro, by Andrew Graham.

This Week's Illustration.

This starch window was dressed by Andrew Graham for E. Brown & Co., Peterboro, and contained nothing but the products of The Edwardsburg Starch Co. The idea was obtained from that company's advertisement, and "The Queen of Starches" is the central figure, seated in a fur-lined chair. Behind stands a figure of a negro holding a Japanese umbrella over the queen. The illustration shows the rows of packages of starch, between which bulk starch was carelessly piled. The background consisted of pyramids of packages, flanked by two pictures, given by a soap company. This plan of using bulk goods in the window is very seldom employed, and yet it is in many cases very effective. It gives a "stocky" appearance, and, by its unusualness, forms an attraction. With such a window it is necessary to have other features that relieve the roughness of such a display, and this is effected in the window shown by means of the rows of packages, the pyramids and the figure at the back.

OBSERVE DETAIL.

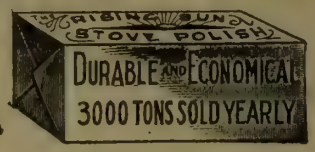
Although a large part of the work in connection with window dressing is the formation of a plan to be followed in the arrangement, it is not by any means all that requires close attention. Any clerk in the store may be capable of suggesting excellent ideas to the window-dresser, but only the latter can be depended upon to carry out the idea in a way that will give the best results.

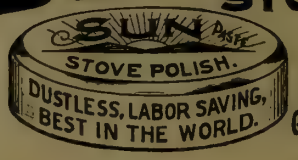
In the actual arrangement the time spent on detail is of great consequence. The general plan may be closely followed without obtaining a good effect, whereas the same plan may be made much more attractive by observing what would be usually called the unimportant part of the display.

Exposed framework may not interfere with the intended design, but it utterly ruins the value of the window. The plan is almost always general in its character, and, however good, may be spoiled by the filling in. The slant of one prominent article, the introduction of too many objects, or neglect to conceal a rough framework may rob the display of most of its value, however cleverly conceived the plan may be. Many of these faults may be avoided by a close inspection of the window from the street.

RISING SUN STOVE POLISH and SUN PASTE STOVE POLISH

IN CAKES
WELL KNOWN AND RELIABLE





IN TINS
GUARANTEED TO THE TRADE

Our packages are larger and more attractive in style than any others.
The quality of our goods is superior to anything else on the market.

MORSE BROS., Proprietors, Canton, Mass.

For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

INQUIRIES FOR CANADIAN TRADE.

THE following were among the recent inquiries relating to Canadian trade received at the Canadian Government office in London :

1. A Liverpool firm of commission and general merchants, offering good references, are seeking the representation of a good Canadian exporter.

2. Inquiry is made respecting the nature of the encouragement offered by any municipal authority in Canada in the event of a company or group of capitalists starting a new industry by erecting a factory for the manufacture of a staple article not at present being produced in the Dominion.

3. An Irish dairy society desires to get into touch with parties in Canada who can supply them with small cut-up boards, suitable for nailing into butter boxes.

4. A provision and produce broker in the North of England desires to get into communication with a first-class packer of provisions in Canada.

5. Application has been made for the addresses of iron works (blast furnaces) or steel works in Canada, by a firm desiring to bring before them propositions concerning the utilization of slags.

6. A Vienna commission merchant, with English experience and good references, is anxious to hear from Canadian exporters starting a Continental connection.

7. The names of parties in different parts of Canada, willing to act as buying agents for a large manufacturer of sauces and other similar grocers' sundries have been applied for.

8. A West of England firm have asked to be furnished with the name of a large Canadian canning house requiring representation in Great Britain.

The following enquiries were received at the Canadian Section of the Imperial Institute, London, Eng.:

9. An engineering company seeks the co-operation of some first-class Canadian manufacturers prepared to take up the manufacturing agency of their brick and tile machinery.

10. A timber manufacturing firm, in a position to place considerable orders, wishes to hear from Canadian shippers of box shooks.

11. Enquiry has been made for the addresses of Canadian manufacturers of carpets.

12. A Bristol manufacturer of fire bricks for furnaces, who can ship advantageously from Avonmouth, would like to hear from Canadian buyers of these goods.

[The names of those making inquiries may be obtained from the Editor of THE CANADIAN GROCER.]

CORRESPONDENCE.

PROBLEM FOR MANUFACTURERS.

Editor "Canadian Grocer":—I beg to call your attention to an important point in regard to Canadian export trade. In the first instance Canadian manufacturers cannot supply the home markets. The requirements of the country are growing so rapidly the manufacturers are unable to keep pace, and the results are a failure to make a success of the home markets and a feeble export trade.

The West is developing rapidly, and with the building of the Grand Trunk Pacific and the Canadian Northern an immense new area of territory will be open for settlement.

At the present time the total population of the West from Winnipeg to Dawson is only about a million, merely a handful of pioneers, and on good authority it is stated, eastern manufacturers were unable to supply the requirements of these people. What will they be able to do in a few years when the population for the whole Dominion will be double what it is now.

For years manufacturing in the West will be comparatively small. The great bulk of their requirements will have to be supplied by the eastern manufacturer. The popular cry of the day at the present time is short on nearly all lines of staples.

The most important point to study on this subject is can the manufacturers supply the home markets and create a surplus for the export trade. Never before in the history of Canada has this question of manufacturing for the wants of the people become so prominent. Canadians must now understand they have more work on their hands than any other country in the world. They must also have complete faith in the successful development of the whole Dominion. They must also understand there are thousands of articles that could be manufactured in the country that we purchase abroad.

Let the Canadian manufacturer run his eye over the map of Canada, and take note of the thousands of miles of new railways to be constructed, and an increasing population to cater for, and I think he will agree with me that this is a subject for consideration.

Your remarks in an editorial upon the unsuccessful attempt of the Canadians to open a market in South Africa brought this subject to my attention.

GILBERT S. McCONNELL.

Vancouver, B.C., Dec. 17, 1903.

BROKE ALL CANADIAN RECORDS.

The Winnipeg Tribune published on Saturday, December 19, a Christmas number which for size and quantity of advertising is said to have outrivalled all Canadian competitors.

This big issue contained 60 regular size pages of news, special Christmas matter and holiday features, and had a handsome lithograph frontispiece. The advertising pages contained 282 columns of advertisements, which is the largest amount of advertising ever carried in a single issue of any Canadian newspaper. The paper was gotten out by the regular staff and printed on The Tribune's big Hoe press.

TO ALL OUR FRIENDS

A Happy and Prosperous New Year.

And, by the way, if requiring any goods in a hurry before our travellers see you, wire or phone us at our expense.

LUCAS, STEELE & BRISTOL, The Original Quick Shippers, **Hamilton.**

Imperial Mixed.

A new biscuit—very small—to retail at a low price. Fills a long felt want.

You can easily handle a barrel.

THE CANADA BISCUIT CO., LIMITED

King St. West and Bathurst St. Cars pass our Works. ***King and Bathurst Streets, TORONTO.***

JAMES TURNER & CO.

Wholesale Grocers, = HAMILTON,

Wish all their customers. . .

A Very Happy New Year.

Thomas Kinnear & Co.

Wholesale Manufacturing
and Importing Grocers

49 Front St. East,

TORONTO.

Telephones { Main 37
Main 104

Sole Agents for

CROWN BLEND TEA
" COFFEE
" BAKING POWDER
" MOLASSES
VICTORIA EXTRACTS

PROMPT SHIPMENT.

HAPPY NEW YEAR!

We wish you both health and prosperity for 1904.

Health will be assisted by eating only the best of cheese.

Prosperity will be promoted by selling it.

YOU KNOW THESE BRANDS.

They are recognized as the highest grades of cheese on the market. Other makers may imitate our opal jars and our labels, but in supplying

MacLAREN'S IMPERIAL
CANADA CREAM
MacLAREN'S ROQUEFORT

you know

that you will satisfy your customer.

KEEP THEM ALWAYS IN STOCK.

A. F. MacLAREN IMPERIAL CHEESE CO., Limited,
Manufacturers and Agents,
TORONTO.

Business Changes

ONTARIO.

D. M. MACPHERSON, trader, Lancaster, has made an assignment to F. T. Costello, Alexandria. A meeting of creditors was announced for 26th inst.

W. Trott, grocer, St. Thomas, has assigned to F. H. Coles.

Libbitt & Co., grocers, Carleton Place, are retiring from business.

J. M. Everett, grocer, Hamilton, has sold out to J. M. Semmens.

W. W. Trott, grocer, St. Thomas, has assigned to E. J. Cole, London.

E. Bergeron, grocer, The Lake, has daker, has assigned to W. A. Cole.

J. W. Holmes, baker and confectioner, Wiarton, has sold out to J. Buckley.

J. Lanthier, general merchant, Wendaker, has assigned to W. A. Cole.

J. A. Copp, tobacconist, Woodstock, has advertised his business for sale.

The premises of The Canadian Produce Co., Toronto, have been damaged by fire.

J. W. Watson, general merchant, Minden, has advertised his business for sale.

Rutherford, Marshall & Co., produce and commission merchants, Toronto, have dissolved partnership. W. J. Marshall continues in business under the old firm name.

QUEBEC.

J. A. Pare, general merchant, Lachine, is dead.

Gagne & Limard, traders, Quebec, have registered.

A. Longpre, Montreal, is starting a tobacco business.

Drolet & St. Jean, grocers, Quebec, have registered.

P. Mercier, confectioner, Windsor Mills, has made an assignment.

The assets of Charbonneau & Fils, grocers, Magog, have been sold.

J. E. Guimond, Jr., trader, Grand Mere, has made an assignment.

The Canada Trading Co., Montreal, have dissolved partnership.

H. Girard, general merchant, St. Paul's Bay, has effected a compromise.

The assets of Price Bros., general merchants, Iberville, have been sold.

Bedard, Nap & Co., tobacco and cigar dealers, Montreal, have registered.

A. G. McBain & Co., grain merchants, Montreal, have made an assignment.

Start the New Year right!

UPTON'S

JAMS
JELLIES
AND
ORANGE
MARMALADE

are the right kind of goods to sell or use.

A. F. MacLAREN IMPERIAL CHEESE CO., Limited, SELLING AGENTS. TORONTO.

The assets of A. D. Spear, general merchant, St. Adolphe de Howard, have been sold.

J. E. Paradis is preparing a statement of the estate of J. B. M. Dion, grocer, Quebec.

W. Curry, of W. & F. P. Curry & Co., wholesale general merchants, Montreal, is dead.

Levine Bros., general merchants and fish dealers, Fox River, have compromised.

La Societe de Fabrication de Fromage No. 1 de la Paroisse de St. Damien have registered.

The stock of G. Bourgue, grocer and dry goods merchant, St. Rosaire, has been sold.

J. Hyde has been appointed curator to T. S. Williamson, wholesale produce merchant, Montreal.

N. H. Turcotte, general merchant, St. Eulalie, is offering to compromise at 15c. on the dollar.

The assets of the estate of J. W. Morrow, general merchant, Robinson, are advertised to be sold.

Wilks & Michaud have been appointed curators to J. O. Lemire & Co., general merchants, St. Guillaume d'Upton.

J. Belisle & Frere, general merchants, St. Stanislas de Champlain, have made an assignment. Their assets have been sold.

A meeting of the creditors of Marchand & Co., hay and grain merchants, Pont de Maskinonge, was advertised for 28th inst.

MANITOBA AND N.W.T.

Code & Crozier, merchants, Olds, have assigned to A. McKay.

J. Smale, grocer and shoe merchant, Neepawa, is closing up business.

Bell Bros., general merchants, Regina, have been succeeded in business by A. Bell.

NOVA SCOTIA.

J. C. McDonald, grocer, Mabou, has assigned.

Consent has been registered for M. O. Kirkpatrick, general merchant, Diligent River, to do business in her own name.

BRITISH COLUMBIA.

H. Ives, grocer, Victoria, has sold out to Mrs. Nicking.

R. Drancy, canner, Namu Harbor, is adding a sawmill to his business.

Brown Bros., grocers, Vancouver, have compromised at 10c. on the dollar.

The British Columbia Jobbing & Confectionery Co., Victoria, have assigned to W. H. Price.

A. G. Smith & Co., commission and storage merchants, Vancouver, have been succeeded by G. W. Dunlap & Co.

E. A. Baker has been appointed trustee for the creditors of G. C. Hamilton, confectioner and fruit dealer, Vancouver. Mr. Hamilton has been succeeded in business by Mattinoci & Carli.

BROKERS FOR CANADA BEAN CO.

W. H. Millman & Sons have been appointed official brokers for The Canada Bean Co., Limited, head office Ridgetown, representing Toronto and vicinity.

WE WISH ALL

A

Happy

AND

Prosperous

NEW YEAR

THE

Davidson & Hay,

LIMITED,

Wholesale Grocers,

TORONTO.

DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

Cool Cured Cheese.

THE results of the experiments in cool curing of cheese by the Dominion Department of Agriculture at the four illustration stations located at Brockville, Cowansville, St. Hyacinthe and Woodstock the last two years have just been published and show very encouraging results. At these four illustration stations over 70,000 cheese from some 40 factories have been cured during the last two seasons. As the cheese were collected from the factories, a number from the same vat from all factories were set aside each week, and after being carefully weighed, one was placed in the curing room and the mate to it put in the upper storey where the temperature was not controlled. When the cheese of the corresponding week were sold, these cheese were again weighed as before, and the difference in shrinkage noted. From this difference the saving in shrinkage on the whole lot was calculated. The following table shows the actual saving of shrinkage on all the cheese handled this season to date at the four cool curing stations :

Curing room	No. of cheese.	Shipped weight.	Shrinkage saved lbs.	Value.
Brockville	9,536	761,59)	9,869	$1,011.39
Cowansville	14,080	1,137,159	13,694	1,497.44
St. Hyacinthe	9,255	7 1,076	6,816	690.76
Woodstock.....	12,898	1,013,562	14,410	1,461.17
	45,769	3,623,396	44,609	$4,659.76

The total value of the saving, namely, $1,669.76, represents the interest at 6 per cent. on over $75,000, or, in other words, would provide for a capital outlay of nearly $2,000 for each of the factories contributing cheese. As everyone knows the past two seasons have been remarkable for the very cool weather and moist condition of the atmosphere that prevailed all Summer. In an ordinary season the saving of shrinkage would be very much greater, because a high temperature and a dry air are the two conditions that increase the shrinkage.

But the saving in shrinkage is only a minor consideration. The main one is the great improvement in quality. The cheese cooled in the cool rooms and those cured in uncontrolled temperatures have repeatedly been examined and compared by a large number of cheese buyers, cheesemakers and others, and in every case the cool cured cheese has been pronounced the best in quality.

Opening in Calgary.

J. Y. Griffin & Co., pork packers and provision merchants, of Winnipeg, are opening upon the first of the year an extensive branch of their business at Calgary, Alta., under the management of Mr. C. R. Dixon, who has represented them in the West for a number of years, and who is known throughout the West as one of the old-time grocery travellers of the pioneer days. The Calgary branch of J. Y. Griffin & Co. controls their business over the district from Edmonton to Macleod, Maple Creek to Revelstoke on main line, and from Dunmore to Cranbrook on the Crow's Nest railway, including Lethbridge, Raymond, Cardstone, and territory south of Lethbridge.

After the first of January all business in connection with the firm in this district is to be handled through the Calgary branch, which has just completed a large up-to-date warehouse, with electrical appliances, cold storage and track facilities, and which is one of the finest warehouses in Calgary.

They will carry on a general provision business, including eggs, butter, cheese, and poultry, in connection with their cured meat business.

The head office of the company is Winnipeg, and they now have branches at St. Thomas, Ont., Calgary, Alta., Nelson, B.C., and Vancouver, B.C.

Egg Trade With Yukon.

Special to "The Grocer."

Vancouver, B.C., Dec. 25.—A commercial man who has spent several seasons in Dawson and the north, and has taken active charge of forwarding goods, especially such perishables as eggs and dairy produce, thinks the eastern packers have something yet to learn in the matter of packing cases for eggs.

He points out that the methods in use for packing eggs for the Britsh export trade will not adapt themselves successfully to the trade with the Yukon and even for the Western trade of this Province there are the same objections. Much of the wood used is jack pine or some similar balsamic timber, which, when it gets damp gives off an offensive odor which the eggs readily absorb. Basswood or elm cases are all right if put together properly.

But it is in the putting together that a serious mistake is made. The same cases used for the export refrigerator stock are used in sending goods out here and for the northern trade. These are made tight and lack ventilation. All ventilation openings should be at least half an inch wide, and should be at the side, the boards being left that distance apart. The ventilation opening at the top is of no use. If the opening is only at the top, the lower tiers of eggs do not get ventilation as the card sheets between the layers stop air from going down.

The close case system may be all right for the Old Country trade, which is entirely a refrigerator service, but conditions here and in the north for transportation are different. All during the summer and shipping season the weather is warm in the north, and there is no refrigerator service. Should an egg get broken in the tight case the air, which is somewhat heated cannot be changed or ventilated and the odor of the broken egg, which rapidly becomes bad, is sent all through the case.

This gentleman, in talking of the subject said: "I have written to eastern shippers on the subject, but they do not seem to understand the difference in conditions. They persist in quoting the Old Country trade, while I have endeavored to make it clear that conditions are different ,and the methods do not apply. Had we refrigerator service to Dawson it would be all right as shipments are now made."

"If the shippers will not take a leaf from the book of the United States shippers, who have caught on to the needs of the northern trade in this matter of shipping eggs, they will be the losers by it," he concluded. "More than that, it will be of little use for the Manufacturers' Association to have sent Dr. S. Morley Wickett and Mr. Bell all the way to Dawson if the packers always throw the Old Country trade at us for a comparison,"

Telegraphic Address, "DOMINO," Charlottetown.

The Dominion Packing Company, LIMITED.

Codes Used A.B.C. LIEBERS PRIVATE.

Charlottetown, P.E.I. Canada.

TO THE TRADE

Our travellers are now out with full samples of our new pack Canned Meats, etc. We guarantee the quality equal to any packed on the American Continent. All bright, artistic labels. Let us give you quotations on your season's requirements—it pays to look ahead.

C. C. Corned Beef, 1's, 2's, 6's and 14's, square tins.
Whole Ox Tongues, sizes, 1½'s, 2's and 2½'s.
Prime Roast Beef, sizes, 1's, 2's and 6's.
Prime Roast Mutton, sizes, 1's, 2's and 6's.
Lunch Tongue, size, 1's, 2 doz. to case.
Oxford Sausage, sizes, 1's and ½'s.
Oxford Brawn, sizes, 1's and 2's, square tins.
Compressed Cooked Ham, sizes, 1's and 2's, square tins.
Potted and Deviled Meats, sizes, ½'s and ¼'s.
Chipped Dried Beef, sizes, 1's and ½'s.
Honeycomb Tripe, sizes, 1's and 2's.
Royal Baked Beans, sizes, 1's, 2's and 3's, either plain or with sauce.
Lunch Sausage, size, ½'s, 4 doz. to case.
Vienna Sausage, size, ½'s, 4 doz to case.
Soups, Ox-Tail, size, 2's, 2 doz. to case,
Kidney Stew,
Mutton Broth.

ABOVE ALL PACKED IN KEY-OPENING TINS.

Royal Condensed Mince Meat, 36-12 oz., 36 packages to case.
Home-Made Wet Mince Meat, 2 and 5 lb., fibre packages; 7, 14 and 25 lb. pails, tubs and bbls.

We control the product of

"The Charlottetown Preserving Co."

Pure Fruit Jams, Canned Fruits, etc.

Branches at HALIFAX, SYDNEY and ST. JOHN'S, NFLD.

We desire to thank our many customers for the patronage extended to us during the closing year and to wish for them during 1904, a very Prosperous and Happy New Year.

F. W. FEARMAN CO., Limited

PORK PACKERS and LARD REFINERS.

HAMILTON, ONTARIO.

Our English Brawn

Is a Trade Winner, always delicious and appetizing, nothing to equal it in the market.

Put up in Five-Pound Pails, Twelve to the Case.

Order Sample Case.

The Park, Blackwell Co., LIMITED

PORK AND BEEF PACKERS,

TORONTO, ONT.

PROVISION AND DAIRY MARKETS.

Toronto.

Provisions—No particular feature is noticeable in the provision market this week, the usual holiday dullness is being experienced though prices show little alteration, a better tone being anticipated after this week. Dressed hogs are easier than at last writing. We quote:

Long clear bacon, per lb	$ 0 08½	$0 09
Smoked breakfast bacon, per lb	0 13	0 13½
Roll bacon, per lb	0 10	0 10½
Medium hams, per lb	0 12	0 12½
Large hams, per lb	0 11	0 11½
Shoulder hams, per lb	0 09½	0 10
Backs, per lb	0 14	0 14½
Heavy mess pork, per bbl	16 50	17 00
Short cut, per bbl	19 00	19 50
Shoulder mess pork, per bbl	15 00	15 50
Lard, tierces, per lb	0 08	0 08½
" tubs "	0 08¼	0 08½
" pails "	0 08¼	0 08½
" compounds, per lb	0 07¼	0 08
Dressed hogs, light weights, per 100 lb	6 40	6 50
" heavy "	....	6 25
Plate beef, per 200-lb. bbl	....	10 50
Beef, hind quarters	6 50	9 50
" front quarters	4 00	6 25
" choice carcases	6 50	7 62½
" medium	5 00	5 75
" common	4 50	5 50
Mutton	5 00	6 00
Lamb	7 00	8 00
Veal	6 00	9 00

Butter—The butter market is dull. The quality generally is not very high although some nice lots are being received. Complaint is still heard that consignors are not particular enough in grading and suffer in consequence. Receipts are fairly heavy and while as usual demand for first quality is good, poor is dragging. Prices remain about as last week. We quote:

	Per lb.	
Creamery prints	0 21	0 22
" solids, fresh	0 20½	0 21
Dairy rolls, large	0 16½	0 17½
" prints	0 17	0 19
" in tubs, best	0 16	0 17
Under qualities	0 14	0 15

Cheese—No life is descernable in the cheese market and dealers seem unable to size up the situation in any other terms than that of dullness. We quote:

	Per lb.	
Cheese, large	0 10½	0 10½
" twins	0 11	0 11¼

Montreal.

Provisions—The volume of business in hog products for the Christmas trade has been fairly satisfactory. Prices have been fairly well maintained. The export trade in smoked meats has been disappointing but there are indications of an improvement. Trade in lard is good. We quote:

Canadian short cut mess pork	$17 50	$18 50
American short cut clear	17 50	18 00
American fat back	18 00	18 50
Bacon, Wiltshire, per lb	0 13	0 13½
Extra plate beef, per bbl	11 50	12 00
Lard "Boar's Head" brand, tierce basis	....	0 07½
Carloads, less	....	0 00½
20-lb. tin pails, tierce basis	....	
Half-bbls., over tierce	....	0 00½
50-lb. tubs, "	....	0 00½
20-lb. wood pails "	....	0 00½
10-lb. tins, "	....	0 00½
5-lb. tins, "	....	0 00½
3-lb. tins, "	....	0 01

Wood net, tin gross weight

	Wood.	Tin.
1 to 25 pails	1 68	1 58
26 to 49 pails	1 66	1 56
50 pails and over	1 62½	1 52½

Butter—The local market is very firm. Owing to the continued cold weather receipts are very small, and, as has been noted before, the quality is not up to the usual standard. The demand at present is for October creameries, but supplies are short. The market is expected to continue steady. We quote the following unchanged prices: Fresh Winter made creameries, 21 to 22c.; finest October and November, 22c.; creamery prints, 22 to 23c.; dairy rolls, 17 to 17 1-2c.; dairy tubs, selected, 16 to 17c.; medium, 14 1-2 to 16c.

Cheese—The market continues quiet and prices are unchanged. The mild, fresh make is selling at 11 to 11 1-2c.; Summer strong cheese, 12 to 12 1-2c.

St. John, N.B.

Provisions—In pickled meats this is not a busy season. Prices, particularly pork, seem easy. Smoked meats continue to hold quite firm but begin to feel the lower price of pork. Lard has not been a money maker for the trade this season. Rather lower prices are quoted. In fresh meats the Christmas trade has tended to quite full values. Splendid beef has been sold. The Atlantic steamers help the sale of mutton, which is otherwise dull. They take it freely. Lamb is cheap. For veal, quite full figures are asked. Poultry is high, particularly turkeys. Pork is freely offered and rather easier.

Butter—Is unchanged. Really fancy stock is difficult to get, even creamery is being complained of.

Cheese—Has but a fair sale, while full prices are asked. There is little life in the market.

Eggs—Are held at full figures and for fresh hennery stock fancy prices are asked.

A Compromise Effected.

A compromise has been arrived at between The Pakenham Pork Packing Co. and a number of contributories of that company. Mr. McAndrew, official referee, this morning issued an order confirming the agreement whereby the contesting contributories consent to pay 75 per cent. of the amount which the liquidator alleges to be due by them. The amount which will be realized by this compromise will be about $1,098.

Those who have consented to the agreement and the amount due by them are as follows: William Brewster, $135; John Brewster, $150; James Ewan, $160; John Graham, $150; J. J. Leask, $160; S. St. John, $155; H. J. Stone, $160; W. Tocher, $160; Alonzo Young, $210.

The majority of the contributories are residents of Stouffville and the surrounding country.

"Fake" Butter Merchants.

Some commission crooks have been unearthed in Columbus, O. They professed to be good hotel and restaurant customers for farm produce, such as butter, milk, and the like. After fleecing the nearby farmers out of about $30,000, they were unearthed. They operated in Long Island, N.Y., for awhile. They were finally haled to court and are likely to have the law meted out to them.

CANADIAN MEATS

CHEESE and BUTTER.

Consignments handled in—

London, Liverpool, Glasgow,

or sold cost freight and insurance.

WHITELEY, MUIR & CO.,

Head Office, 15 Victoria Street,

LIVERPOOL, - ENGLAND.

Western Union Code.

REFRIGERATORS.

REFRIGERATORS.

Fit up your store with a Eureka Refrigerator and you will have a refrigerator that will dry wet matches.

Write for our catalogue, guarantee test and testimonials which are free.

Eureka Refrigerator Co.,

Wilbert Hooey, Manager.

54 Noble St., TORONTO

This cut represents No. 13. Phone Park 513.

Brooms
Brushes
Baskets

Butter Ware
Butter Paper
Butter Paper

Wooden Ware
Willow Ware

Walter Woods & Co.

Hamilton and Winnipeg.

The finest New Year resolution you can make—one that will indicate that you are either shrewd or honest is to give the best possible value to your customers and sell

Blue Ribbon *Ceylon* Tea

A Happy New Year to all our agents and branches in every town in Canada.

Handle only the Best!

Gillett's Perfumed LYE

is the **Standard** article.

There are many imitations of it being offered. **REFUSE THEM** and handle only the **ORIGINAL** and **BEST**, the kind that pleases your customers and gives you no trouble to sell.

E. W. GILLETT COMPANY LIMITED

London, Eng. **TORONTO, ONT.** Chicago, Ill.

We are buyers of

Poultry, Butter AND Eggs.

The best facilities for handling consignments. Up-to-date Cold Storage.

The J. A. McLean Produce Co., Limited

73-75-77 Colborne Street

Telephone Main 2491. Toronto.

Right....

That all grocers should know that there are no goods on the market that

Sell at Sight

and yield such handsome profits as those of the

Crown Mfg. Co.

WRITE FOR QUOTATIONS ON:

Crown (H.B.) Fruit Candies
Crown Unfermented Wines
Crown Cordials
Crown Jelly Powders
Crown Catsups
Crown Spices
Crown Chewing Gum, etc.

Crown Mfg. Co.
TORONTO.

London Provision Market.

Thomas Nesbit & Co., London, Eng., in their prices current of December 14, say:

Weather, fine and mild. Business, fairly good.

Butter—Best descriptions in steady demand, medium and lower qualities in less request.

Bacon—Irish, 1s. and 2s. lower; Danish rather dearer for lean and cheaper for fat selections. Canadian, etc., steady. Demand steadier for all kinds.

Hams—Only small sizes wanted. Trade generally unsatisfactory for the season.

Lard—Bladdered slow; pails, etc., dull.

Eggs—Demand slow, market quiet.

Cheese—Canadian, best and medium qualities in good demand at late values.

Prices of butter for weeks ending 14th December, 1901, 13th December, 1902, and 12th December, 1903, were as follows:

	1901.	1902.	1903.
	s. s.	s. s.	s. s.
Danish.....per cwt.	114 " 116	110 " 121	108 " 116
Normady..... "	90 " 114	86 " 114	70 " 102
Dutch..... "	108 " 110	106 " 114	104 " 106
Canadian, etc.. "	65 " 102	84 " 106	74 " 94

Canned Meat for Kaiser's Tars.

Sealed bids are asked for canned meats for the North Sea and Baltic stations of the German navy. The latter station needs for January 15, 1904, delivery:

Five hundred and seventeen cases of 12 cans each of 6.6 lbs. boiled beef; 333 cans of 12 cans each of 6.6 lbs. boiled mutton.

April 1, 1904, delivery: 555 cases of 12 cans each of 6.6 lbs. boiled beef; 278 cases of 12 cans each of 6.6 lbs. boiled mutton; 200 cases of 12 cans each of 6.6 lbs. corned beef.

October 1, 1904, delivery: 546 cases of 12 cans each of 6.6. lbs. boiled beef; 264 cases of 12 cans each of 6.6. lbs. boiled mutton.

The successful bidder enters into the agreement that he supplies all the canned meat necessary in case of war and for the period of the life of the contract which is up to March 31, 1905.—International Fleisch. Ztg.

Average Live Beef Prices.

The prices of beef cattle—beef on the hoof—have averaged as follows for the months and years named, says the National Provisioner:

Months.	1903.	1902.	1901.	1900.
April.	$4.92	$6.80	$5.35	$5.10
May.	4.75	7.00	5.40	5.20
June.	4.90	7.45	5.70	5.30
July.	5.00	7.90	5.35	5.35
August.	5.20	7.85	5.30	5.55

A Brantford Industry.

THE announcement on another page of this issue that the large packing house at Brantford has been reopened by The Matthews Co., will be welcomed by well-wishers of the packing industry. It will be remembered that this plant was erected by The Farmers' Co-operative Packing Co. in 1900, and met with disaster. Since purchasing the property in October the new owners have completely remodelled the house to suit their requirements. Every detail has been carefully arranged to secure the best possible results with the very greatest efficiency, for it is anticipated that the plant will run to full capacity from the start.

It is a pleasing fact that The Matthews Co.—operating three of the largest packing houses in Canada, capable of killing some 12,000 hogs weekly—is purely a Canadian concern. Those acquainted with the career of the Matthews factories at Peterboro and at Hull, predict a like success for the Brantford "triplet."

NEW FACTORY OPENED.

THE handsome new factory of the National Cash Register Company, of Dayton, Ohio, located at 98 Lombard street, Toronto, was formally opened on the 28th inst. Several of the officers of the company from Dayton were present in addition to the entire selling force of Canada.

In the evning a banquet tendered by the factory force to the officers of the company and Canadian salesmen was held in the fourth floor of the building, which was beautifully decorated with American and Canadian flags. Among the prominent manufacturers present was Mr. J. M. Taylor, of the Taylor, Forbes Co., Guelph, whose interesting address was very well received.

City Commissioner Fleming, to whom much credit is due for his efforts to have the branch established in Canada, in responding to the toast of "Toronto and the City Council," expressed the hope that the business of the branch would some day rival that of the head establishment at Dayton where nearly 4,000 men are employed in the manufacture of cash registers.

The officers of the company stated that the factory will be operated in the same progressive spirit that has made the Dayton factory famous throughout the world.

The branch offices in Canada are located at 129 King street west, Toronto, Montreal, Que., St. John, N.B., Winnipeg, Man., Vancouver, B.C., Regina, N.W.T., and Calgary, N.W.T. Frank E. Mutton represents the company in Toronto and J. W. DuLaney is the superintendent of the Canadian factory.

GOOD NEWS TO-DAY

The big co-operative packing house at Brantford is a new centre of "Matthews Methods."

To-day this western plant (entirely remodelled) with its scores and hundreds of busy workmen, joins forces with the east in making "Matthews" Hams and Bacon; "Matthews Rose Brand" Lard; "Matthews" Cooked and Jellied Meats (18 varieties); "Matthews" Famous Sausages, and 101 other toothsome products, which so readily find favor for their goodness, and their attractive appearance.

BEGIN WELL

The New Year by provisioning your bacon counter with "Matthews" Meats---the name which guarantees to you reliability and highest quality, which steadily improves the trade of all who sell the "Matthews" products.

THE GEORGE MATTHEWS COMPANY, LIMITED.

Established 1868
Incorporated 1894

PETERBOROUGH
HULL
BRANTFORD

NEW BRITISH STANDARD OF WEIGHTS.

(From U. S. Consul Boyle, Liverpool, Eng.)

THE British Government has taken the first step toward the adoption of the decimal system of weights. It has just been announced by the Board of Trade that, under a special order in council, it will sanction the use of a weight of 50 pounds, instead of the present standards of 112 pounds (called a hundredweight) and 56 pounds (called a half hundredweight). The 50 pounds is by this action made a legal standard of weight. This reform has been adopted after forty years of agitation by Liverpool merchants and later on by petitions to the Government by the Chambers of Commerce throughout the country, and particularly by the Chamber of Commerce of this city. Liverpool has felt the necessity for the change more than any other city, as this is the leading entrepot for American and colonial produce of bulk, the weighing of which is a considerable item in the handling and, indeed, in the ultimate cost of the shipments. More cotton, corn, provisions, and tobacco are imported into Liverpool than into any other city in the world, and by far the largest proportion of these imports come from the United States; so the United States is peculiarly interested in the reform just instituted. The Liverpool Journal of Commerce comments approvingly as follows:

"All these great quantities are calculated by the American sellers in pounds avoirdupois, but by the British buyers they have had to be counted in hundredweights, quarters, and pounds, in accordance with our antiquated and absurd and anomalous system of weights. What is the consequence? To give a concrete example: The buyer wishes to ascertain, say, the weight of 100 pounds of tobacco; to do so the nearest weight he can employ is a quarter, or 56 pounds, to which must be added smaller weights until the exact quantity is ascertained. But two 50-pound weights will give him the exact amount at once; three will give him the weight of 150 pounds, four 200 pounds, and so on, smaller weights being used for fractions of 50 pounds. The consequence is an enormous simplification of calculation. It should be remembered that the men who weigh these materials at the docks are not, as a rule, mathematicians who can tell the time of day by algebra. They are largely day laborers, who have not had a superior education, and to weigh quantities with a set of weights necessitating the calculation of fractions of pounds, and thereby the use of dozens of small weights, necessitates a mental effort of which all are not capable, and the use of a multiplicity of weights which confuses them, leads to errors and loss of time—and time is money. But by the adoption of a 50-pound weight a unit of calculation has been obtained which will sweep away a whole set of weights, prevent errors, and save confusion, time and money. It should be remembered that the present complicated and wasteful method of calculating weights has to be gone through four times—first, when the goods are warehoused; second, by the customs, for the purpose of duty; third, in the counting-house; and fourth, in the factory—and in all these cases the same cumbrous system of calculation by hundredweights, quarters, and pounds has to be gone through, and the loss of time, convenience, and money quadrupled. But by the adoption of a 50-pound weight, though four separate calculations will still be necessary, they can be done simply and quickly. The saving in bookkeeping will alone be great. The present system necessitates a maze of figures of different denominations; but by their reducton to the one common denominator of pounds weight whole columns of figures will be saved and the risk of mistakes minimized."

Americans have great difficulty in understanding the English system of weights—almost as much as they encounter in trying to understand the English fractional system of coinage. For instance, if you ask a man here how much he weighs he will tell you, say, "11 stone 7." A "stone" is 14 pounds; so 11 stone would be 154 pounds, and adding the extra 7 pounds the weight given would be 161 pounds. Even Englishmen "to the manner born" have to make a mental calculation in arriving at the result in pounds in such a case. Sometimes provisions and other articles are sold at so much a stone, and then if the quantity purchased weighs a few odd pounds over a stone or a number of stones the purchaser and seller have to figure out the price per pound. It is the hope and expectation that the results from the adoption of the new standard weight of 50 pounds will be so satisfactory that before long the old-fashioned "hundredweight" of 112 pounds will be entirely abolished along with the stone, and that a decimal fractional system of 5 pounds, 10 pounds, and 25 pounds will come into general use.

ORANGE CULTURE IN CALIFORNIA

THE fruit industry of California was founded at the time of the establishment of the missions of the Franciscan monks, says Scientific American. As early as 1792 there were about five thousand trees growing at the different missions. Apples, pears, oranges, lemons, limes, and olives constituted the greater portion of these trees. As they nearly all did well, they proved the possibility of fruit culture in California. The fruit era did not begin until about the time of the great gold excitement of 1849. Most of the immigrants to the State thought of nothing but gold; but a few of the more far-seeing obtained possession of some of the old orchards, and reaped a handsome profit by selling fruit at the exhorbitant prices that then prevailed.

Much of the land in California is especially adapted to the cultivation of citrous fruit. While by far the greater portion of the commercial crop of the state is at present grown in Southern California, the citrous fruit can be safely and profitably grown along the foothills of the Sierra Madre Mountains from San Diego to Tehama Counties, a distance of over seven hundred miles.

The method of propagating citrous trees, such as the orange, does not materially differ from that employed in the propagation of other fruit trees. One of the most difficult questions which the prospective orange grower must decide, is whether to use seedling or budded trees. The pros and cons of the question cannot be discussed here. The general tendency of progressive growers is to use only trees budded with thoroughly tested and approved varieties. Practically all the advance that has been made in improving citrous fruits by propagating and selecting seedlings, hybrids, and the like, which produce superior or peculiar fruits, depends upon propagation by budding and grafting. The centre of orange culture in California is Oroville, in Butte County, about 150 miles north of Los Angeles. The climate is especially adapted for the cultivation of citrous fruits, and is so mild that the frost never injures the trees.

Throughout the Sacramento and San Joachim valleys orange trees are planted in bluffs or foothills in soil of a deep, gravelly, porous nature. So boundless is the market that, although thousands of young trees are yearly planted there is still room for more.

In preparing the land for orange cultivation, ploughing and harrowing both ways is necessary in order to fit the soil for the orange tree. Irrigation is also necessary, because of the scant Summer rains. Water is piped to the lands in a common ditch with a gentle slope, and a regular flow of irrigating water is obtained. Since orange growing exhausts the soil in time, fertilisers, both natural and artificial, must be freely used. February, March, and April are the months when the ground is ploughed and cross-ploughed; afterwards it is harrowed each way to within three feet of the trunks. The soil under the trees is cultivated by gangs of men. Trees are

RETURNED JAN 11 1904 R. ans 13 14

A WORD OF THANKS.

We wish to express to our many customers our appreciation of their very hearty support given us during the year that has just closed. We have made many changes and improvements during the last year, and are in a better position than ever to look after your requirements ; especially is this noticeable in our

TEA and COFFEE DEPARTMENTS.

TEAS.—We still maintain our reputation for carrying the largest and most carefully selected stock of TEAS in the trade. Our values are unequalled in ASSAMS, CAPERS, CEYLONS, CONGOUS, DARVEELINGS, GUNPOWDERS, INDIANS, JAPANS, KANGRA VALLEYS, OOLONGS, S. O. PEKOES, YOUNG HYSONS, etc.

COFFEES.—This Department is in charge of an expert, devoting his whole time and attention to it. Our trade in high-grade ROASTED COFFEES is steadily increasing. Our blends are rapidly replacing many lines that had heretofore been considered standards. We ROAST, BLEND and GRIND all our COFFEES on the premises, and guarantee satisfaction.

GREEN COFFEES.—Our stocks are always large and well assorted. We can at all times show you exceptional values in RIOS, SANTOS, BOURBONS, EAST INDIANS, JAVAS, MOCHAS, PLANTATION CEYLONS, JAMAICAS, etc.

YOUR ENQUIRY FOR SAMPLES AND QUOTATIONS WILL BE CHEERFULLY ATTENDED TO.

THE **EBY, BLAIN CO., LIMITED**

WHOLESALE GROCERS, - TORONTO.

RETURNED JAN 11 1904 Rec'd Book 14 P. 19 Aud

planted 25 feet apart, or 70 to the acre. Year-old seedlings are procured from the nurseries, which seedlings in three years attain a strong growth. When the trees are ready to bud they are pruned, all the upper branches being cut off, so that nothing but the forked stump, some three or four feet high, is left. Two T-like incisions are made in the bark, into which incisions the new bud is inserted. About two buds are inserted in each trunk. All superflous growth is checked, and every atom of nourishment directed toward the development of the new graft. February and March is the time for pruning ;- September and October the time for budding. May, June, July, August, and September are devoted to cultivation and general oversight. In November the fruit begins to mature, and all else is dropped in order to gather the crop. The gathering season is in full operation by the middle of the month ; every man, woman, and child must work to pick, pack, and ship the ripe fruit.

Three years after budding, or six from planting the seedlings, the trees begin to bear. The first crop is 280, the second 420, the third still greater, and that of each succeeding year slightly more than its predecessor, if cultivation be never neglected. Neglect is promptly indicated by shrinking and discoloured foliage and diminutive fruit.

The oranges cultivated are Washington naval and tangarines. Co-operation among the neighboring orchards provides for handling and shipping the ripe fruit. A central packing house receives the fruit from the orchards. The highest grade is 80 to the box, diminishing to 96, 112, 126, 140, 150, 176, and 200 to the box. A hopper is employed, into which the fruit is dumped, the sizes being separated in passing down the incline, the fruit dropping in its proper opening.

HOLIDAY SOUVENIRS.

DOMINION PACKING CO.

THE Dominion Packing Co., of Charlottetown, P.E.I., have issued a very handsome holiday price-list. The outside pages are done in blue, gold and white, the front bearing the trade-mark of the company, and the back a most tempting plate of fruit, suggestive of The Charlottetown Preserving Co., who are controlled by The Dominion Packing Co. The price-list is decidedly the finest that has come under our review. The company are to be congratulated on their good taste and enterprise.

GRAND UNION HOTEL, OTTAWA.

One of the handsomest Christmas souvenirs seen this season is the menu card of the Grand Union Hotel, Ottawa, a copy of which lies on the editor's desk. It is got out in a booklet form, embossed in gold on the first page with the words "Wishing You a Merry Christmas," and on the back in green and red with a sprig of holly.

The inside pages are decorated with excellent illustrations of the hotel and other views of Ottawa and with programmes for breakfast, luncheon and dinner calculated to send into ecstacies of delight the most exacting epicure.

BLACK & CO.

"The Grocer" acknowledges the receipt of a very handsome Christmas and New Year's card from Mr. Stanley W. McCulloch, representing Black & Co., wholesale grocers, importers and blenders of teas, Truro, Nova Scotia. The card was an excellent example of fine typography.

DOMINION MOLASSES CO., HALIFAX.

"The Canadian Grocer" acknowledges receipt of the season's greetings from The Dominion Molasses Co., Halifax., N.S. The little pamphlet sent out is very artistically gotten up, the front cover representing a sugar mill scene in red and black on slate colored background. The inside note gives the company's address on one side with the season's greetings in artistic type on the opposite page, while the last page expresses in a few well-chosen words the company's thanks to their customers during the past year, and a solicitation for continued support during 1904. The little work is tied with a pale blue silk ribbon. The delicate taste displayed in the pamphlet reflects credit on the artist as well as the company.

CONFECTIONERY

A DEPARTMENT FOR RETAILERS.

Follow Up Holiday Trade.

CONFECTIONERY is a matter to which practically every grocer has given more or less special attention for the holiday trade. If this line has been handled with ordinarily good judgment it can not but have proved a profitable line. The higher grade goods which "The Grocer" has from time to time recommended to the trade pay a handsome profit and find a ready sale for Christmas and New Year's.

It is of course to be expected that immediately following the festive season that the public surfeited with the many good things in which they have been indulging, will not be large buyers of fancy confectionery, but is this a valid reason for allowing the department to run down and become uninteresting. We think not.

If the grocer has been able to dispose of a line of first-class goods in supplying the holiday demand he has established a connection that is worth keeping.

The way to keep that connection is to keep up your stock of the best confectionery. One tires of cheap goods much more readily than of the better grades, and is won back again much more readily by first class confectionery.

The conclusion to be drawn is that the confectionery department should be kept up to a high standard after the holidays. It is not necessary to have a large stock, but the stock should always be fresh and displayed in a neat, attractive manner, where it will strike the eye of the casual buyer the most easily. When your holiday customer again enters your store he has recalled to his mind the excellence of the confections he last purchased. He is induced to buy again. The customer who comes on purpose to duplicate his before Christmas purchase is not disappointed.

Do not dissipate the influence of a good holiday confectionery department by allowing your stock to become stale, run down or untidy.

It is a department that will repay the attention given.

Solemn Truths About Pie.

THE popular thought that pie is distinctly an American confection is an erroneous impression, the word pie being of Celtic origin. Just here it may be said that a pie in the American sense is in England usually called a tart, and the name pie is given only to the one made of meats. Here, as in many other instances, a ridiculed Americanism is the best old English; Robert Green, in England in 1589, found no sweeter compliment for "Carmella dear" than: "Thy breath is like the steam of apple pies." Then again, we find the versatile Charles Dickens responsible for the following eulogy of the pie:

"Columbus discovered a world—granted—but what is Columbus compared to the man who first made pie? That man was a creative genius, if you like. That man, that pieman, left behind him a boundless legacy of good to future ages. Millions of people are to-day moulding pies, with all the relish of expectant appetite, and how melancholy to think that not one knows the name of the dead benefactor. We should like, for our part, to build a city and adorn it in a grand square, with an obelisk to the immortal founder of the pie."

A cook book of 1710, written by Patrick Lamb, a cook to royalty, cites the culinary fashions of the 17th century and mentions buttered apple and quince pies. In fact, pie is of such ancient origin that doubtless it existed in the Garden of Eden, for surely wherever there was an apple there certainly must have been a pie.

Probably no article of food among the many concocted to tickle the palate of man has been more berated and abused than that which flourishes under the name of pie. Yet it holds its ground with remarkable tenacity. In defence of the healthfulness of pie, Dr. James W. Gray published the following article in The American Journal of Health:

"A glance at the elemental constituents of the ordinary pie of commerce affords reasons for its intrinsic nutritious qualities and healthfulness.

"In eggs, milk, and the various berries and fruits, very perfect foods are recognized, for in them are found in great variety the life sustaining powers.

"By careful selection of the best of these foods, and combining a portion of each in the ideal nutition for the preservation of healthful life, a scientifically made pie affords within itself all these requirements of a model food.

"But there are pies and there are pies. The average home-made pie, owing to the improper equipment and baking facilities, is almost invariably a disease breeder, instead of a health help. The pies offered by some of the smaller bakers as evidence of their constructive ability are even worse, as a rule. In every large city, fortunately, there are large concerns which have reduced piemaking to an exact science, and whose product is not only appetizing, but is deserving of all praise, from a health standpoint. Eat pie, if you would be healthy, not only as a dessert at dinner, but eat it for breakfast, if your appetite craves it; eat it morning, noon, or night; it cannot harm you. Let the children have it when they will."

Confections at the World's Fair.

EXHIBITS of confectioners, chocolate makers, soda fountain manufacturers and bakers will be installed at the World's Fair in the great Palace of Agriculture, and these displays will partake of the central idea of the exposition—life and motion. Moving exhibits are the sought-after things in all departments. Every exhibitor, where practicable, is expected to be doing things. This is an age when people "want to know how." So the candy maker can show his processes. The chocolate manufacturer can display his methods and results so far as he is willing the public shall know.

The confectioners and chocolate makers are in the immense food section in the northwest portion of the Palace of Agriculture. All American exhibits in these lines will be found in this section. The foreign exhibits in the same class will be in the foreign section, devoted to agricultural products of all kinds, adjoining the food section on the north.

Chocolate makers will show keen rivalry in giving interesting and attractive exhibits. Displays of the finished product, arranged in unique ways to catch the eye of the visitor, will occupy a large space. An instructive feature will be the demonstration of the manufacture of chocolate. One large manufacturer will not only give a practical demonstration, from the raw material to the finished product, but he will serve it, already prepared, on the table, and twice a day a young lady, trained in domestic science, will deliver a lecture illustrating and explaining the use of chocolate in the preparation of foods.

Most Important Of All.

All grocers will agree with us that the most important commodities that they handle are tea, coffee, sugar and flour. Sugar and flour are pretty nearly the same the world over. Coffees vary. **Chase & Sanborn's** famous brands of coffee are always the same and vary only from other kinds in being superior. For this reason they are the favorites with grocers everywhere, because they invariably give satisfaction to their customers.

Chase & Sanborn,

MONTREAL, P.Q.

Grimble's

BRAND.

Pure Malt

VINEGAR

Agent I. S. WOTHERSPOON thanks his friends for having written for samples, and to learn that same have given satisfaction. **Grimble's Vinegar** is always **ALL RIGHT.**

If you don't know it, write for sample.

I. S. WOTHERSPOON,

204 Board of Trade Building,

MONTREAL, P. Q.

GROCERS' NOVELTY.

THE

Ingersoll

American Watches.

RETAIL PRICES, **$1.25 to $2.50**

ARGUMENT.

We now offer a practical time piece for the Grocery Trade of Canada, and base our statement upon the following:

First—It is absolutely guaranteed to keep accurate time.

Second—It stands rough usage and does not get out of order easily, making it the only watch for dealers outside of the jewelery trade to handle, and also making it a practical one for sportsmen, boys and all men who give a watch hard usage.

Third—Its low price and high quality insure a tremendous sale, which we further augment by furnishing many handsome advertising devices for your store.

Fourth—Last but not least, these watches offer a handsome profit. Price cutters are not supplied.

Sold by several leading Grocery Jobbers of Canada. We will tell you who they are upon request.

Trial Offer—To any Grocery Dealer who will write to us upon his business letter head and inclose 75c. we will send a sample watch (duty not paid) and our catalogue, so that he can test its accuracy and durability.

INFORMATION ON REQUEST.

ROBT. H. INGERSOLL & BRO.

51-53 Maiden Lane, - - - NEW YORK, U.S.A.

WISHING YOU ALL A VERY

Happy AND Prosperous

NEW YEAR

THIS IS WHERE WE MAKE THE GOOD GOODS.

JUST LOOK THROUGH THIS LIST.

WHITE SWAN BAKING POWDER
WHITE SWAN FLAVORING EXTRACTS
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WHITE SWAN COFFEES
WHITE SWAN CREAM TARTAR
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WHITE SWAN SPICES—full line
WHITE SWAN HERBS and SEASONINGS
WHITE SWAN FLAKED RICE
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ALL PURE AND GOOD.

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Ryan, Wm., Co., Toronto.
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Thomas, J. P., Quebec, P.Q.
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Computing Scale Co. of Canada, Toronto.
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Financial Institutions.
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Eby, Blain Co., Toronto.
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Adamson, J. T., & Co,, Montreal.
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Grocers' Engineering Co., London, Eng.

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Page, C. S., Hyde Park, Vt.

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Greig Mfg. Co., Montreal.
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MacLaren, A. F., Imperial Cheese Co., Toronto.
Napoli Macaroni Co., Toronto.

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Capstan Mfg. Co., Toronto.
Clark, Wm., Montreal.
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Foster Pottery Co., Hamilton, Ont

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Eureka Refrigerator Co., Toronto.

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Canadian Salt Co., Windsor, Ont.
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Bennett Mfg., Co., Pickering, Ont

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Edwardsburg Starch Co., Cardinal, Ont.
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Eby, Blain Co., Toronto.
Ewing, S. H. & A. S., Montreal.
Gillard, W. H., & Co., Hamilton
Hudon, Hebert & Cie, Montreal.
Japan Tea Traders' Ass'n.
Marceau, E. D., Montreal.
Mathewson, J. A., & Co., Montreal.
Salada Tea Co., Montreal and Toronto.
Wood, Thos., & Co., Montreal.

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Canada Paper Co., Toronto.

Yeast.
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Best for You.

There will be no half-way satisfaction when you sell Windsor Salt. "It is best for you and your customer, too." And we use the word "best" in its deepest meaning —best by test!

Pure, white, dry, crystaline. The Salt that doesn't cake because every particle of moisture is dried out. Sifted, not ground. "Best for you" because there is no half-way satisfaction in selling it.

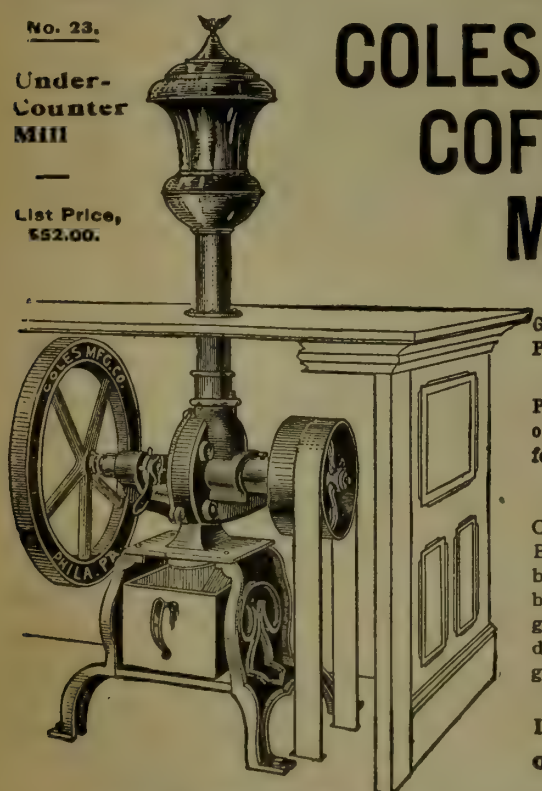
Windsor Salt.

The Canadian Salt Co., Limited,
Windsor, Ont.

No. 23.

Under-Counter Mill

List Price, $52.00.



COLES COFFEE MILLS

None better for Granulating or Pulverizing.

Our mills will Pulverize without heating Coffee.

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders.

A GREAT LABOR-SAVER.

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COLES MANUFACTURING CO., PHILADELPHIA PENN'A.

The compliments of the season to all our customers and friends. May 1904 prove prosperous and happy.

THE BRANTFORD STARCH WORKS, LIMITED.
BRANTFORD, CANADA.

THE CANADIAN GROCER

President:
JOHN BAYNE MACLEAN,
Montreal.

The MacLean Publishing Co.
Limited

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, North-West Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

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A GOOD OLD YEAR TO CANADA.

NINETEEN HUNDRED AND THREE is a year which Canadians ought to remember kindly. It was a good year for Canada; in fact the best that the country has ever seen. It was a significent year in many respects. It saw in agricultural and industrial development generally, the greatest progress yet experienced.

The crops of grain and fruit were on the whole, exceedingly bountiful. In the lumber industries the experience was most gratifying. The railways had more business than they could handle and therefore earnings were consequently the largest on record. The banks also reflected the active and generally healthy condition of trade.

The most disturbing feature of the year was a slump in the stock market due to the inflated value of prices. This to some extent counteracted the generally satisfactory trade conditions, but in spite of this, 1903 is easily the banner year commercially in the history of Canada.

The foreign trade, like the home trade, was also the most satisfactory in the history of the country. The total, taking into account the import as well as the export business, was about $460,000,000, which is about 90 per cent. larger than the aggregate ten years ago. In both exports and imports records were established as well.

Confidence in the future is no doubt to some extent shaken by the threatened industrial depression in the United State, as well as by the unsatisfactory trade conditions in Great Britain and Germany. But Canada has less to fear from a general depression than any other country in the world.

The exceeding good crops of last year is a good basis upon which to start the New Year. Then there promises to be an even larger influx of immigration than during 1903. This, with the extensive railway construction projects which are under way and contemplated, must necessarily create a large demand for material and merchandise of every description.

The New Year is starting off under auspicious circumstances and business men, by the employment of proper business methods, will in all likelihood find trade as satisfactory as during the prosperous year that has just gone.

TRADE WITH NEW ZEALAND.

THE efforts being made by New Zealand merchants to increase their trade with Canada under the mutual preferential tariffs should be met with enthusiasm on the part of Canadians. New Zealand is a most progressive and interesting part of the Empire and Canada should not loose any opportunity of bettering our trade relations with our sister colony of the Antipodes. The island colony is largely agriculture and consequently we are not large purchasers from her, but on the other hand she is no inconsiderable customers of ours.

The trade and navigation returns for the year ending June 30, 1903, show that our imports from New Zealand amounted to $41,903, of which $41,592 came under the free list and $311 was dutiable. Our exports to New Zealand, however, were as follows:

	Product of Canada.	Not Product of Canada.
The Mine	$ 428	
The Fisheries	19,316	
The Forest	215	
Animals and their produce	1,023	
Agricultural Products	54,014	$5,250
Manufacturers	375,571	6,671
Miscellaneous		50
	$450,567	$11,971

These figures, although not large, are indicative of what lines may be developed in this direction in the future.

THE LATE ANDREW PATTULLO.

THE tragic death in London of Mr. Andrew Pattullo, M.P.P. for North Oxford in the Ontario Legislature, is most regrettable. He was a man blest with more than the usual amount of ability and his amiable nature made him a host of friends.

Although as editor and proprietor of the Woodstock Sentinel Review, which he had made one of the best provincial dailies in Canada, his time was well employed, he, however, devoted a great deal of attention to public affairs and particularly such as were for the public good.

There is possibly no man in Canada who has done more in behalf of the cheese and dairy industry of this country than the late Mr. Pattullo. He was also one of the pioneers in the movement for good roads, and the success which has attended that movement is largely due to his efforts. The two associations in Ontario which were organized in behalf of the dairy industry and the good roads movement, honored him by making him their president.

It was characteristic of Mr. Pattullo that whatever he undertook to do he did it with his whole might. Canada can ill afford to spare such men, and his death is a distinct loss to the country in general and to the Province of Ontario in particular.

A GOOD GOVERNMENT IN TROUBLE.

THE meaning of the election in North Renfrew is obvious. It means that the confidence of the people in the Ross Administration is gone. This is to be regretted. The Government, has on the whole, been a good one. Measured by the standards of Government in the other Provinces of the Dominion, it is rather superior. But evil days have evidently fallen upon it.

Its political opponents may charge it with all sorts and conditions of maladministration. There is no doubt that some members of the Administration rest under very grave suspicion indeed; but to charge the Government as a whole with maladministration is to levy a charge that cannot be substantiated by facts.

The loss of prestige and the threatened loss of office is nearly altogether due to the acts of its servants. The acts of some of these servants will go down into the political history of this country as among the most disgraceful ever practiced. And these have gone on multiplying until they have practically ruined the Administration. The latter cannot plead irresponsibility. It is just as responsible as a merchant is for the action of his clerks; and it must pay the penalty.

Placed under similar conditions a board of directors would either resign or at least make an appeal to the shareholders. This is what the Ross Government in Ontario should do.

The people are the shareholders and they are manifestly dissatisfied. The least the Government, therefore, can do is to appeal to them through the ballot box.

The plea that the Opposition is weak, may be true, but whatever may be the condition of Mr. Whitney and his party, the Government should not attempt to carry on the affairs of the Province under the present unsatisfactory state of affairs.

Office is not everything. Good government far transcends it in importance. As long as the present state of affairs exists Ontario cannot have good government.

U. S. TRADE WITH CANADA.

THE unfairness of the United States tariff against Canada is illustrated by statistics just given out from Washington on the trade between the two countries for the past ten years. The total commerce of the United States in 1893 was $1,652,000,000, while in 1903 it will aggregate about $2,460,000,000, an increase of about 50 per cent. In the meantime her trade with Canada has increased from less than $100,000,000 in 1893 to over $185,000,000 in 1903, or approximately 85 per cent. That is to say the trade of the United States with Canada has increased nearly twice as fast as the whole trade of the great Republic. But it is on analysis of the constituents of this trade that the injustice becomes most apparent. Of our total trade with the United States we bought from them in 1903 $130,000,000 while they bought from us only $55,000,000. In 1893 the figures were respectively $57,000,000 and $34,000,000. That is, while our imports from them in ten years increased $73,000,000 or over 125 per cent. their imports from us increased only $21,000,000 or about 60 per cent. In short, our imports from the United States have increased twice as fast as their imports from us.

It is apparent from these figures that Canada is the best market that the United States has. Americans are awakening to this fact as is evidenced by the growing agitation for reciprocity on the American side. Reciprocity which at one time had many friends in Canada, can at present scarcely summon a baker's dozen advocates, but on the other hand there is a growing feeling in Canada among both political parties in favor of a course of fiscal reprisals. The Canadian people felt but survived the McKinley and Dingley tariffs. They are more independent of American markets than ever before in their history, while the importance of Canadian markets to the United States was never so great as at present.

Americans who are interested in the Canadian trade would consult their interests by advocating the reduction of the absurdly high tariff which, as the above figures show, allows of only a one-sided trade, a kind of trade which will not be borne forever.

STOCK TAKING.

STOCKTAKING is the order of the day. The jobbers are already at it. The retail trade will soon be engaged in this masculine form of house-cleaning. It is no pleasant task to ransack the whole stock of a large store, but it is one of the very greatest importance. It is necessary, in the first place, in order to judge, correctly, the business done during the past year and secondly to bring to light forgotten lines or goods that have proved slow sellers.

That the first end may be attained great care should be taken in the proper valuation of damaged, shopworn or out-of-date goods. To set them down in the stock list at cost price is merely to deceive one's self and to make all the worry and bother of no use. The merchant should be as flint against any disposition to boost the value of his stock. He will be rewarded in the knowledge that his stock is actually worth what it appears in the stock lists, and that his nominal profits for the past year are not subject to any discount for dead stock on hand.

But this is merely the bookkeeping side of stocktaking and is useful for the information not that is merely acquired but that is made use of as well.

When, therefore, stock has been gone over and the damaged, shopworn or slow goods discovered the next thing is to get rid of them. They merely take up room. It would be a good idea to separate out all this kind of stock; establish a bargain counter; advertise it well; and at once get rid of unappreciated goods and create the interest in your store always incident to a bargain counter. The large departmental stores have won no small part of their success by means of the bargain counter, there is no reason why the smaller merchant should not reap some of its advantage at least in getting rid of undesirable stock.

With the capital thus set free a cleaner and fresher stock can be got in and discount saved.

A GOOD AND INEXPENSIVE SCHEME.

TALKING to a local merchant, a representative of "The Grocer" learned of a scheme which is believed to be quite original and which has been instrumental in increasing sales to no small degree. It is as follows: On a slip of white paper 4x6 the merchant has printed at top of sheet the firm's name, address and nature of business, leaving plenty of space below where he can fill in with colored pencil or ink any announcements he wishes to make about his store, any special sales, new goods arriving, articles he wishes to create sales for, etc. Of course prices are always mentioned.

These slips are put in packages sent out, and are sure to be noticed by persons opening same. This scheme should work well with casual buyers. By keeping them posted on what you are doing, and what you have to sell, you gradually get them interested in your store and finally you secure them as regular customers.

You no doubt have a nice line of breakfast bacon. Just put this on your slip with prices plainly marked and enclose with to-day's orders. It will help the housewife to decide what to get for breakfast to-morrow. You will be surprised at the result obtained from this inexpensive kind of advertising.

HOLIDAY TRADE.

R. G. Dun & Co. in their review of the holiday trade up to Saturday, 26th instant, speak as follows of Canada:

Despatches from the Dominion of Canada testify to a liberal retail holiday trade, but wholesale operations are expected to be small for a period. Prospects for next year are considered encouraging. Retail trade in Halifax has been stimulated by holiday purchases, but wholesale trade is decreasing, as is customary at this season. Similar conditions are reported as existing in the St. John district, and labor is well employed, while lumber prospects are bright. Indications for the coming year are favorable. Quebec reports holiday trade satisfactory, and business generally good. Quiet conditions are anticipated in wholesale circles during the next few weeks at Montreal, as travellers are of their routes. Holiday retail trade is brisk, particularly in the city, and collections are prompt. Wholesale trade is quiet in Toronto, but retail sales are heavy and the holiday business surpassed any preceding year.

HINTS TO BUYERS.

Contributors are requested to send news only, not puffs of goods they handle, or the arrival of standard goods that everyone has in stock, or that they are offering goods at close figures, or that they have had an unusually large sale this season.

Lucas, Steele & Bristol have very choice lot mild Canadian cheese.

Buyers' attention is directed to this week's advertisement of E. D. Marceau, Montreal. The stocks of teas offered are such as should appeal to all; the values are guaranteed.

L. Chaput, Fils & Cie., Montreal, have just received into store 1,200 boxes Griffin & Skelley's Italian style Oregon prunes, sizes 30s to 40s, 40s to 50s, 50s to 60s, 60s to 70s, and 70s to 80s, fine quality and prices right.

The Eby, Blain Co. have just passed into stock a shipment of "Nickel Plate," "Brass King," and "Glass King" washboards. These lines are the finest of their kind manufactured.

Look out for Lucas, Steele & Bristol's Mermaid kippered herring in cartoons.

H. P. Eckardt & Co. report a large business doing in Heinz tomato soup in 2-lb. and 3-lb. tins.

The offerings of "Owl Chop" and "Bee" brand teas made to buyers in this week's issue of "The Canadian Grocer" by L. Chaput, Fils & Cie. should interest buyers. Qualities are guaranteed the best.

Armour's Extract Beef and Vigoral are finding a ready sale with the Eby, Blain Co.

Lucas, Steel & Bristol have just received choice lots of haddies in 15 and 30-lb. boxes

Buyers of extra fancy Japan rice may procure same from H. P. Eckardt & Co.

Lipton's teas and coffees are in store with Lucas, Steel & Bristol.

H. P. Eckardt & Co. are selling a pure cane sugar syrup in half barrels at a very low price.

PERSONAL MENTION.

Mr. George Mann, Montreal, manager of the eastern branch of the Salada Tea Co., has been confined to the house for over a week. A severe cold is responsible for his absence from business.

Mr. Chas. Runk, Western Ontario representative for Messrs. S. Davis & Sons, Montreal, is in the latter city during the holidays. Mr. Runk reports very good business, particularly in the clear Havana goods put up by his firm.

Your representative ran across Mr. J. J. Ryan, the Toronto and Western representative of J. M. Fortier & Co. in Montreal recently. Mr. Ryan, who is well known to the trade is an active hustler. He reports business for his lines in the West very satisfactory and the prospects bright.

Mr. Wilson B. Mills, formerly the representative of the American Coffee Co., in Canada, and more recently with Lees & Langley, coffee roasters, Toronto, has severed his connection with the latter firm, to take a more remunerative position. Mr. Mills has the reputation among the trade of being a man thoroughly versed in coffees, and there are few better coffee judges in the country.

THE GROCER BRINGS RESULTS.

The Canadian Grocer:

During 1902 I advertised in your paper re potatoes. The add was in your Export number and I have recently received a letter from Mannheim, Germany, inquiring for Canadian potatoes.

This is evidence that your Export number is not only read, but preserved. I happened to mention this matter to your Mr. W. H. Lindsey, of London, who asked me to send you the above information. I am enclosing you the letter and envelope.

(Signed) C. M. McILHARGEY.
Stratford, Ont., Dec. 29th, 1903.

TAKING HOLIDAYS.

L. Chaput, Fils & Cie, Montreal, will close from Thursday, December 31st, to Monday, January 4th, thus giving their large staff the benefit of an extra holiday. As customary all the travelling representatives of the house are in the city attending the annual meeting which is held on the 30th of December.

TAKEN INTO PARTNERSHIP.

Mr. Alfred B. Lambe, grocery, broker and commission merchant, Toronto, has taken his son, Hugh E. Lambe, into partnership under the style of Alfred B. Lambe & Son. The firm has taken offices in the Royal building, 27 Wellington street east. The senior member of the firm has been connected with the tea and grocery business ever since he left school, 33 years ago, in Toronto. His son Hugh E. Lambe, although a young man, has already served a good apprenticeship in the grocery brokerage business, having been with J. L. Watt & Scott and other firms.

The following is an advertisement that appeared in this paper in this position in November, 1899, when we first introduced Ceylon Green Teas to the world. Are our predictions not likely to be verified? Look for our ad. next week for figures of the decline of the Japan tea trade.

ARE YOU SELLING . .

"SALADA"

PURE UNCOLOURED CEYLON GREEN TEA

If not, you are not keeping up with the times. Green Ceylons will displace Japan Teas inside of five years, just as Ceylon Blacks have Congous. Write us for samples.—Nov. 3rd, 1899.

"SALADA" TEA CO., TORONTO and MONTREAL.

"Horse Shoe" SALMON

For 25 years the standard in Canada.

Every can guaranteed.

The quality unexcelled.

It is so thoroughly known among consumers that all grocers should give it prominence.

New Pack is in the hands of the wholesale trade.

SOCKEYE **SALMON**

"Sovereign" and "Lynx" Brands

ARE THE CHOICEST IN THE MARKET.

EVERY TIN GUARANTEED.

TO BE HAD OF ALL GROCERS.

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

Toronto, Dec. 30, 1903.

Groceries.

YOU can sum up the whole situation in two words—"stock taking," remarked a Front street wholesaler to "The Grocer" representative this week, and a visit to the other jobbers confirmed this statement. Travellers are off the road, and the whole staff in most houses are busy winding up the business of the year. What orders are being filled have been received by mail or wire. As stock has not yet been taken, the result of the year's business can not be definitely estimated, but there is a general agreement that the volume is ahead of last year and probably the profits as well. As to the future, there seems no discernable reason why the prevailing prosperity should not continue. Business men are going cautiously, and trade is generally conceded to be on a sound basis. The holiday dullness is found to permeate everywhere, and scarcely a change in prices is noticeable. Canned goods maintain their strong position. Coffees are firm with a rising tendency. Spices are normal locally, but cloves are up in London, and cloves, pepper and pimento are generally strong. Syrups and molasses are meeting a seasonable demand. Glucose is the largest seller. Rice and tapioca are featureless. Teas are firm with a strong demand for low-grade Indian and Ceylon on the spot with little such available. The brunt of the dried fruit trade is over, the feature being the strength of prunes. Sugar has developed a weakness owing to the unsettling effect of the holidays and cutting on the part of American refiners. As we go to press a decline of 5c. per cwt. is announced.

CANNED GOODS.

There is no change of importance to quote in canned goods. The market is very strong in all lines, particularly in corn and tomatoes. We quote :

Apples, 3's	....	0 80
" gallons	....	2 20
Asparagus	....	3 50
Beets, 2's	....	0 90
Beets, 3's	....	1 00
Blackberries, 2's	1 50	1 70
Beans, 2's	0 82½	0 85
Corn, 2's	1 00	1 10
Cherries, red, pitted, 2's	....	2 20
" white	....	2 40
Peas, 2's	0 87½	1 40
Pears, 2's	1 45	1 60
" 3's	1 90	2 10
Pineapples, 1½'s	1 50	1 60
" 2's	1 80	2 00
" 3's	2 25	2 40
Peaches, 2's	1 55	1 70
" 3's	2 45	2 60
Plums, green gages, 2's	1 10	1 40
" Lombard	1 00	1 30
" Damson, blue	0 95	1 25
Pumpkins, 3's	....	0 95
" gallon	....	2 50
Rhubarb, 3's	....	1 80
Raspberries, 2's	1 40	1 60
Strawberries, 2's	1 40	1 60
Succotash, 2's	....	1 00
Tomatoes, 3's	....	1 05
Lobster, talls	....	3 35
" 1-lb. flats	3 50	3 70
" ½-lb. flats	1 90	2 90
Mackerel	1 00	1 25
Salmon, sockeye, Fraser	1 65	1 75
" " Northern	1 65	1 75
" " Horseshoe	1 65	1 75
" Cohoes	....	1 15
Chums	1 25	1 35
Sardines, Albert, ¼s	....	0 15
" ½s	....	0 23½
" Sportsman ¼s	....	0 14
" ½s	....	0 23
" Portugese ¼s	0 08	0 10
" P. & C., ¼s	0 25	0 27
" P. & C., ½s	0 35	0 38
" Domestic, ¼s	0 03½	0 04
" ½s	0 09	0 11
" Mustard, ¼ size, cases 50 tins, per 100	8 00	9 00
Haddies	....	1 00
Kippered herrings, domestic	....	1 00
" " imported	1 45	1 55
Herrings in tomato sauce, domestic	1 00	1 10
" " " imported	1 45	1 55

COFFEES

The bulls are still dominant in the coffee market and the market is steadily rising. All indications are of a short crop, how short time alone will tell. The character of the men who are buying coffee is such as to confirm the view which expects higher prices. Locally there is little changing hands, as jobbers are pretty well stocked for immediate requirements. We quote :

	Per lb.	
Green Rios, No. 7	....	0 08¼
" " No. 6	....	0 08¾
" " No. 5	....	0 09
" " No. 4	....	0 09½
" " No. 3	0 10½	0 11¼
Mocha	0 21	0 25
Java	0 22	0 35
Santos	0 11½	0 14
Plantation Ceylon	0 26	0 35
Porto Rico	0 22	0 25
Guatemala	0 22	0 25
Jamaica	0 15	0 20
Maracaibo	0 15½	0 23

SUGAR.

The firmness noted in our last has not been maintained, and, instead of an advance in raws of 1-32c., we have this week to record a decline of 1-16c. from last spot sales. There was a sale on December 28 of 2,000 bags Cuba centrifugals, ex store, at 3½c., duty paid, for basis 96 degrees, which, less the duty of 1.348c., shows a price, cost and freight New York, of, say, 2.15c. For import, Unites States refiners, after their recent heavy purchases, are indifferent buyers, though some sugars might be placed on basis of 2½c. C. and F. The Reciprocity Treaty is now in operation, but it will take time for its full effect to be felt, and it is early yet to forecast the probabilities. For the immediate future, the outlook is weak. There are now 37 central factories grinding in Cuba against 18 last week, and as the supply is on the increase, there may be a disposition on holders' part, for a time at least, to market their goods as fast as made in order to realize the proceeds. We may therefore expect some irregularity to the situation until the changed conditions are properly understood. For week ending December 23, receipts at U. S. Atlantic ports were only 19,293 tons, while meltings were increased to 30,000 tons, leaving stocks of 89,326 tons, or barely three weeks' supply. The reduction in stocks for the week is 10,707 tons, and, tons. Combined stocks in United States there is a deficiency of nearly 50,000 tons. Combined stacks in United States and Cuba are 213,326 tons, an excess of 26,066 tons compared with last year. Total stocks of Europe and America (including Cuba) at latest uneven dates up to December 24 were 3,333,326 tons, or 217,066 tons increase from same period last year. The bulk of the increase is apparent in the stocks of continental countries. European quotations for 88 per cent. test remain unchanged at 8s. 1½d., f.o.b. Hamburg, for December-January shipment. Refined markets have been interfered with by the Christmas holidays, although in the United States there has been a fair demand for actual requirements. The situation has been somewhat unsettled with some refiners cutting .05c. to .10c. in special cases, and one New York refiner guaranteeing prices for 30 days. These, or other similar influences, have effected our local market, and, as we go to press, we have to record a decline of .05c. per 100 pounds throughout the list. Demand locally is almost nil, but as soon as stock-taking is over, there should be a very marked improvement in this respect. We revise quotations as follows :

Paris lumps, in 50-lb. boxes	4 68
" in 100-lb. "	4 58
St. Lawrence granulated	4 03
Redpath's granulated	4 03
Acadia granulated	3 93
Berlin granulated	3 93
Standard granulated (Wallaceburg)	3 83
Crystal granulated (Wallaceburg), 1902	3 93
Imperial " (Dresden)	3 88
Granulated (Dresden), 1902	3 78
Phoenix	3 93
Bright coffee	3 78
Bright yellow	3 73
No. 3 yellow	3 68
No. 2 "	3 48
No. 1 "	3 38
No. 1 " (Wallaceburg)	3 38
No. 1 " (Berlin)	3 38

Granulated and yellow, 100-lb. bags, 5c. less than bbls.

SPICES.

There is in the New York market large spot buying of pepper, embracing about all the lots that have been pressing for sale. Spot supplies of Singapore are now extremely small, with practically none to arrive. Cloves have advanced ¼c. in London, and are much firmer

"Condor" Japan and Black Tea, Baking Powder, Mustard, Vinegar.

Madam Huot's Coffee

"Nectar" Black Tea, in lead packets and fancy tins only.

The Gem.

Here you will find not only quantity, but above all quality, and most advantageous prices.

I HAVE TO OFFER YOU

2,515 Half-Chests Japan Tea, natural or colored leaf, all prices and quality, from 16½ to 42½c.

613 Half-Chests Japan Dust, Siftings and Fannings, from . . 6 to 11½c.

386 Chests and Half-Chests Ceylon and Indian Green Teas, fancy finished or natural leaf, from 15½ to 20c.

26 Packages Formosa Oolong and Scented Orange Pekoe, choicest quality, at 40c.

1,532 Packages Gunpowder Teas—Moyune and Ping Suey, Pin-head, Pea-leaf and Imperial, all prices, from 13½ to 45c.

470 Packages Yg. Hyson Tea, Moyune and Ping Suey, of all sorts, from 13½ to 40c.

425 Half-Chests China Congou Black Tea—Ning Chow, Souchong, Pecco Congou, Packlum, and Kaisow, from 10½ to 30c.

591
7,133

Packages Indian and Ceylon Black Teas, from the best gardens of those countries, and all selected with the greatest care for their high liquoring qualities.

Grand Total, 7,133

COMING INTO STOCK *Ex Str. "Empress of India":*

100	Half-Chests Japan Tea, extra value, at	16½c.
94	Catties Pea-leaf Gunpowder, extra choice leaf and liquor, at . .	26½c.
53	Catties Pea-leaf Gunpowder, good leaf, well rolled, at . . .	22½c.
250	Catties Packling Congou Black Tea, a bargain, at	12½c.
100	Bundles, 8 x 5 in. boxes each, every box matted separately, Blue Jay Japan Tea, exceptional value at	23½c.

ASK FOR SAMPLES. IT PAYS.

Specialty of high-class goods in TEAS, COFFEES, SPICES and VINEGARS.

E. D. MARCEAU

281-285 ST. PAUL STREET

MONTREAL

"Old Crow" Baking Powder, Mustard, Vinegar, Black Tea.

"EMD" Baking Powder, Vinegar, Spices, Coffee.

JANUARY

A good Candy month. Every month is a good Candy month, if you have the right Candy.

Our Confectionery is right, very much right.

Did you sell McGregor-Harris' Chocolates for Christmas trade? Then you know.

We make Quaker Marmalade —another fine line for January.

McGregor - Harris Co., Limited

33 Pearl St., TORONTO.

TOBLER'S SWISS MILK CHOCOLATE is delicious. Try it.

BROWNE & WELLS, Limited, TORONTO

CANADIAN AGENTS.

FISH AND OYSTERS

WHOLESALE

The F. T. JAMES CO., Limited

76 Colborne Street, TORONTO.

Butter Eggs Poultry Game

CORRESPONDENCE SOLICITED.

The Wm. Ryan Co., ... Limited.

70 and 72 Front St. E., Toronto.

BUTTER and EGGS

—WE ARE—

BUYERS and SELLERS

Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

Rutherford, Marshall & Co.

Wholesale Produce Merchants,

TORONTO.

under large buying by Zanzibar and European markets, indicating smaller crops than were expected. There is a general tendency towards revival of a broad demand for all lines of spices. Pepper, cloves and pimento are in such very strong demand that the trade should not be surprised at sharp advances. The local trade is normal. We quote :

	Per lb.			Per lb.	
Peppers, blk	0 18	0 19	Cloves, whole	0 25	0 35
" white	0 23	0 27	Cream of tartar	0 25	0 30
Ginger	0 18	0 25	Allspice	0 13	0 16

SYRUPS AND MOLASSES.

No sugar syrups are procurable. Molasses is very firm in all grades. Glucose syrups are in good demand, and the prospects are for steady prices. American reports announce an unexpected rise in glucose, while molasses is dull but firm. We quote :

Syrups—		
Dark		
Medium	0 30	0 32
Bright	0 35	0 37
Corn syrup, bbl., per lb.		0 02¾
" ½ bbls., "		0 02¾
" kegs "		0 03
" 3 gal. pails, each		1 30
" 2 gal. " "		0 90
" 2-lb. tins (in 2 doz. case) per case		1 90
" 5-lb. " (in 1 ") "		2 35
" 10-lb. " (in ½ ") "		2 25
" 20-lb. " (in ¼ ") "		2 10
Molasses—		
New Orleans, medium	0 23	0 30
" " ½ bbls	0 25	0 32
" open kettle	0 45	0 50
Barbadoes	0 47½	0 50
Porto Rico	0 38	0 42
Maple syrup—		
Imperial qts		0 27½
1-gal. cans	0 95	1 00
5-gal. cans, per gal		1 00
Barrels, per gal		0 75
5-gal. Imp. brand, per can		4 50
1-gal. " per case		5 10
½-gal. " "		5 60
Qts. " "		6 00

RICE AND TAPIOCA.

There is no change to report in these lines. Rice is dull. Tapioca continues to maintain the recent advance. We quote :

	Per lb.			Per lb.	
Rice, stand. B		0 03½	Sago	0 03½	0 04
Patna	0 05	0 05½	Tapioca	0 03½	0 03¾
Japan		0 07	Carolina rice		0 10

TEAS.

The latest advices from London, dated December 17, say : The auctions held today being the last before the Christmas interval, business will be more or less of a holiday character till January 4, when public sales will be resumed. The market closes with a firm undertone, and, although prices have but little responded to the increased activity, more buyers have been willing to purchase, and the closing shows promise of a healthy reopening of business with the commencement of the new year. In the meantime, clearances both for home consumption and export are going on steadily, and the totals for the month appear likely to be about on the same scale as in December, 1902. Locally there is the usual demand, while prices are maintained strong. Low-grade teas are firmer. There is a very strong demand for lower grade Indians and Ceylons on spot, but practically no stocks. The Russo-Japan situation is having the effect of strengthening holders of Japan, but the place Indian and Ceylon greens have taken in the market to a degree neutralize the effect of the warlike outlook. We quote :

Congou—half-chests, Kaisow, Moning, Paking	0 12	0 60
" caddies, Paking, Kaisow	0 19	0 50
Indian—Darjeelings	0 35	0 55
" Assam Pekoes	0 20	0 40
" Pekoe Souchongs	0 19	0 25
Ceylon—Broken Pekoes	0 36	0 42
" Pekoes	0 27	0 30
" Pekoe Souchong	0 17	0 35
China Greens—Gunpowder, cases, extra first	0 42	0 50
" " half-chests, ordinary firsts	0 22	0 28
Young Hyson, cases, sifted, extra firsts	0 42	0 50
" " cases, small leaf, firsts	0 35	0 40
" " half-chests, ordinary firsts	0 28	0 38
" " " seconds		0 23
" " " thirds	0 16	0 18
" " " common		0 15
Pingsueys—Young Hyson, ½-chests, firsts	0 28	0 32
" " " seconds	0 18	0 19
" " half-boxes, firsts	0 28	0 32
Japan—½ chests, finests May pickings	0 38	0 40
" Choice	0 33	0 37
" Finest	0 30	0 32
" Fine	0 27	0 30
" Good medium	0 25	0 28
" Medium	0 21	0 23
" Good common		0 20
" Common		0 19

Foreign Dried Fruits.

The holiday dullness is felt all through the dried fruit lines. The trade all agree, however, that a very good business has been done in all lines. The quality has been right, and importers have not had to face the feature of depreciating values. Nearly all goods have gone into consumption. There has been little disposition to speculate, and, as no surplus stocks are held, a good steady trade is anticipated. Business has been on a good substantial basis with buyings for actual demands. The advance in currants is maintained. It is reported from port of shipment that 600 bags of filberts are afloat for Canada, presumably sold for October shipment, but shipped late. Advices from California are bullish. The market is very firm for prunes, while for apricots it is prohibitive. We quote :

CURRANTS.

	Per lb.			Per lb.	
Fine Filiatras	0 04½	up	Vostizzas	0 07	0 08
Patras	0 06	0 06½			

RAISINS.

	Per lb.	
Valencia, fine off-stalk	0 06½	0 07
" selected	0 07	0 09
" selected layers	0 08	0 09½
Sultana	0 06½	0 10
Californian seeded, 12-oz	0 08½	0 09
" " 1-lb. boxes	0 10½	0 11
" unseeded, 2-crown		0 07½
" " 3-crown	0 08	0 08½
" " 4-crown	0 09	0 10

DATES.

	Per lb.			Per lb.	
Hallowees	0 04½	0 05	Fards	0 07½	0 09½
Sairs	0 04¼	0 04½			

PRUNES.

	Per lb.			Per lb.	
100-110s		0 04	60-70s	0 07	0 07½
90-100s	0 04½	0 05	50-60s	0 08	0 08½
80-90s	0 06	0 06½	40-50s	0 08¼	10
70-80s	0 06½	0 07			

CANDIED PEELS.

	Per lb.			Per lb.	
Lemon	0 10	0 12½	Citron	0 15	0 18
Orange	0 11	0 13			

FIGS.

	Per lb.			Per lb.	
Tapnets		0 03¾	Elemes	0 09	0 20
Naturals	0 06½	0 09½			

APRICOTS.

	Per lb.	
Californian evaporated	0 10½	0 15

PEACHES.

	Per lb.	
Californian evaporated	0 08	0 12

Country Produce.

EGGS.

The egg situation is growing more and more serious. Stocks are very light and the demand keeps strong even at the high prices ruling. Pickled are almost all sold. An offer of 21c. for a carload was refused on Tuesday. Strictly new laid are almost unobtainable. Higher prices for selected and cold storage are expected. There has, however, been no change in prices up to time of writing. We quote :

Eggs, strictly new laid, per doz	0 30	0 35
" selected, per doz	0 26	0 27
" cold storage per doz	0 22	0 23
" pickled, per doz	0 21	0 22

WHITE BEANS.

The bean market has been very dull during the holidays; but demand is expected to pick up with the opening of the new year. We quote :

Beans, mixed, per bush		1 25
" prime, "	1 50	1 60
" handpicked, per bu h	1 75	1 80

HONEY.

The situation remains unchanged. A good seasonable demand is met at current prices, and, as stocks are full, no serious price fluctuations are at all likely before the opening of Spring. We quote :

Honey, extracted clover, per lb	0 07	0 08
" sections, per doz.	1 50	1 75

DRIED APPLES.

There is practically nothing doing in this line at present. Dealers report no inquiry. We quote :

Apples, dried, per lb	0 03	0 04
" evaporated	0 06	0 06½

POULTRY.

The soft weather just before Christmas and the rush of stock held back rather demoralized the market for poultry, and lower values all round ruled the earlier part of the week for dressed. Better prices are expected in latter part of week. We quote :

Chickens, live per lb	0 07	0 08
Old hens " "		0 05
Ducks " "	0 08	0 09
Turkeys " "	0 11	0 12
Chickens, dressed, per lb	0 09	0 11
Old hens, " "	0 06	0 07
Turkeys, " "	0 13	0 14
Geese, " "	0 09	0 10
Ducks " "	0 09	0 11

Fish.

The fish men report a good active demand, especially for oysters. Supplies are quite fair. Perch are slightly stronger and finnan haddies somewhat easier. We quote :

Whitefish, frozen, per lb		0 09
Trout, frozen, per lb		0 09
Herrings, fresh, per lb		0 07
British-Columbian salmon, frozen, per lb		0 12
Halibut, frozen, per lb		0 12
Perch, per lb		0 06
Mackerel, frozen, per lb		0 10
Haddock, per lb		0 06
Cod, per lb		0 08
Tullibees, per lb		0 06
Gold eyes "	0 04½	0 05
Finnan haddies, per lb		0 08
Bloaters, per box		1 25
Oysters, standard, per small pail		4 05
" selects "		4 80
Fresh-water herring, frozen, per lb		0 04½

Green Fruits.

The market this week has been a little quiet after the Christmas rush, but, under the circumstances, is satisfactory. The season's trade has been very large indeed and away ahead of last year. Oranges are the chief sellers. Californias, for the better qualities, are a little green this season. Mexicans are selling best for the cheaper grades. Jamaicas are out of the market, as are also California grapes and holly. Mexican oranges are cheaper and bananas dearer. Pines are dear and hard to obtain. We quote :

Florida oranges, per bbl	2 00	3 25
Florida tangarines, in strops		7 50
" " in ½-strops		4 00
Japan " per bundle (2 boxes)		1 25
California navels, per box	3 00	3 75
Mexican oranges, "		2 25
Messina lemons, new, per box	2 75	3 00
Valencia oranges, 714 case		5 00
" 420 case		5 00
Florida grape fruit, per box	5 25	5 50
Florida pineapples, per crate	4 00	4 50
Bananas, large bunches	1 75	2 50
" small bunches	1 25	1 50
Apples, per bbl	2 00	2 50
Almeria grapes, per keg	5 50	6 50
Florida tomatoes, per crate		4 50
Tomatoes, green house, per lb		0 40
Cranberries, Jersey, per bbl		9 25
" Budd's longkeepers, Cape Cod, per bbl		10 50
Limes, per case		1 25

Vegetables.

A better demand for vegetables has been met the last ten days. Celery, cabbage and potatoes have been mostly called for. The latter still keep scarce and high, as also are onions. We quote :

Cabbage, per doz	0 40	0 75
" red, per doz	0 40	0 75
Potatoes, per bag	0 90	1 00
Potatoes, per bag, car lots	0 75	0 80
Sweet potatoes, per bbl		5 00
Onions, per basket		0 40
Onions, per bag	1 35	1 50
Spanish onions, per crate		1 00
Spanish onions, large cases		2 50
Bunch lettuce, per doz. bunches	0 30	0 40
Radishes, per doz. bunches		0 50
Brussels sprouts, per bush		1 00
Mushrooms, per lb	0 60	0 75
Mint, per doz bunches		0 20
Parsley, " "		0 20
Sage, per doz		0 10
Savoury, per doz		0 10
Beets, per bush		0 40
Carrots, per bag	0 50	0 60
Parsnips, per bag	0 50	0 60
Artichokes, per bush		0 75
Vegetable marrows, per doz	0 40	0 75
Butter squash, per doz	0 75	1 25
Hubbard squash, per doz	0 75	1 50
Pumpkins, per doz	0 75	1 25
Yellow turnips, per bag		0 35
White turnips, per bag		0 50
Oyster plants, per doz	0 20	0 30
Leeks, per doz		0 30
Celery, per doz	0 25	0 60
California celery, large case		5 00
" small case		2 75

Seeds.

The market is featureless, suffering from the prevailing holiday dullness. Prices are unchanged as below for ordinary qualities, best samples are higher. We quote :

Red clover, per bush	5 25	6 00
Alsike "	4 50	5 75
Timothy, per "	1 10	1 35

Grain, Flour and Breakfast Foods.

GRAIN.

Manitoba and Ontario wheat and oats are higher and more scarce this week. Manitoba wheat, Northern No. 1 is 1c. and No. 2 1c. firmer respectively. Red wheat is 1c. firmer, white wheat ½c. firmer. Oats are 1c. firmer. Our quotations are :

Manitoba wheat, No. 1 hard, per bush, Toronto	0 93	0 93½
" Northern No. 1 " "	0 89	0 89½
Manitoba wheat, " No. 2 " "	0 87	0 87½
Red, per bushel, on track Toronto	0 80½	0 81
White " " "	0 81	0 81½
Barley " " "	0 44	0 48
Oats " " "	0 31½	0 32
Peas " " "	0 65	0 66
Buckwheat " " "		0 47
Rye, per bushel, " " "	0 56	0 57

FLOUR.

The flour market continues steady with demand brisk. Our quotations are :

Ontario patents, per bbl	3 80	4 05
Hungarian patents "	4 30	4 50
Manitoba bakers' "	4 00	4 15
Straight roller, "	3 50	3 60

BREAKFAST FOODS.

Breakfast foods are quiet this week. Last week's prices continue unchanged. The prospects are for brisk markets beginning early in January. We quote :

Oatmeal, standard and granulated, carlots, on track, per bbl		4 25
Rolled oats, standard, carlots, per bbl., in bags		3 50
" " " " " in wood		3 90
" " " " for broken lots		4 00
Rolled wheat, per 100-lb. bbl		2 50
Cornmeal		4 00
Split peas		4 75
Pot barley in bags		4 00
" in wood		4 25
Swiss food, per case		2 88
Aunt Sally's Pancake Flour, per case		2 00

Hides, Skins and Wool.

Very little change is noticeable in the market this week. Dealers report a moderate demand with prices ruling at last week's quotations. We quote :

HIDES.

No. 1 green, per lb		0 07½
" 2 " "		0 06½
" 1 " steers, per lb		0 08
" 2 " " "		0 07
Cured, per lb		0 08½

CALFSKINS.

Veal skins, No. 1, 6 to 14 lb. inclusive		0 09
" " " 2 " " "		0 07
" " " 1 15 to 20 lb "		0 08
" " " 2 " "		0 06
Deacons (dairies), each	0 60	0 70
Lamb and sheep skins		0 85

WOOL.

Unwashed wool, per lb	0 09	0 10
Fleece wool, "	0 16	0 17½
Pulled wools, super, per lb	0 17	0 19
" " extra "	0 20	0 21
Tallow, per lb	0 04½	0 04¾

QUEBEC MARKETS.

Montreal, Dec. 30th, 1903.

Groceries.

BUSINESS during the week is reported by jobbers as practically over for the year. Travellers are generally in for their annual visit, going over their affars and prospects for future trade with their principals. Business from outside points is done by letter and wire and orders are coming in in a comparatively satisfactory manner. The information received this week by your representative is very meagre, "Nothing to say," is the general report. Sugars are quiet, though reports from New York indicate a fair amount of business activity. Monday's report from Willott & Gray giving a decline of 1-16, also that some refiners were cutting prices 10c. per 100 lb. Teas are quiet and little business turned over. Syrups and molasses are unchanged in prices. Coffees and spices continue firm. Canned goods trade is quiet, no changes to report. Foreign dried fruits are without noticeable features business being small. Dates at the very low prices prevailing, have sold well. In green

fruits business is quiet. New California oranges are in and receiving close attention. Rice and tapioca are dull. Fish are also very quiet, the business during the week being reported poor. Eggs are now at famine prices a further advance being noted this week. There are not more than two weeks' supplies in sight. The bean market is steady at figures quoted last week. There is little activity in maple products now that the Christmas trade is over. Business in evaporated apples is not very brisk. The market for rolled oats is very strong at present and an early advance is predicted. Pot and pearl barley are now freely obtainable. Your representative takes pleasure in wishing all his numerous friends in the trade who have so kindly kept him in touch with the market, a very prosperous New Year.

SUGAR

The sugar business is reported very quiet. What little business there is going is for small lots as jobbers are not taking much into store on account of stock taking time this week. New York reports at hand to-day state prices declined 1-16, raws quiet, buyers holding off. Refined sugars unsettled, some refiners cutting prices 10c. We quote:

Granulated, bags and bbls	$4 00
" ½-bbls	4 15
" bags	3 95
Paris lump, boxes and bbls	4 55
" " ½-boxes and ½-bbls	4 65
Extra ground, bbls	4 40
" " 50-lb. boxes	4 60
" " 25-lb. boxes	4 70
Powdered, bbls	4 20
" 50-lb. boxes	4 40
Domino lumps, boxes and bbls	4 45
" " ½-boxes and ½-bbls	4 55
Phoenix	3 90
Cream	3 75
Bright coffee	3 75
" yellow	3 75
No. 3 yellow	3 65
No. 2 "	3 45
No. 1 " bags and bbls	3 30 3 35
Raw Trinidad	3 10
Trinidad crystals	3 15 3 20

SYRUPS AND MOLASSES.

Business during the past week has been very quiet in both syrups and molasses. As regards the complaint of the arrival of New Orleans mixed molasses and the action of the Government in issuing a special circular covering such goods, it may be said that the trade generally are interested. The report that some of this mixed molasses had its origin down East has been denied by the merchants and importers in the Maritime Provinces and they say there is nothing in that statement. Such molasses as has been shipped from eastern ports has always been received and passed without complaint. It is also stated that as no complaints are made from outside points in Quebec about mixed molasses it would appear that the mixing must be done locally.

It has been admitted that there has been more or less old molasses hanging around Montreal for the last two or three years, and this has been offered by the holder very cheap, not only to jobbers in this city but also in other towns and cities in Quebec. The new ruling of the department will undoubtedly discourage the importation of mixed molasses from United States points, as the new change calls for a deposit of 3-4c. per lb. or 10 1-2c. per gallon, on molasses coming from United States until testings are made at Ottawa. These restrictions will practically make it impossible for mixed goods to be sold here even in the face of the high price ruling on genuine Barbadoes. We quote:

Barbadoes, in puncheons, old	0 39
" new	0 42 0 43
" in barrels	0 42½ 0 44½
" in half-barrels	0 43½ 0 45½
New Orleans	0 22 0 35
Antigua	0 37
Porto Rico	0 45 0 48
Corn syrups, bbls	0 02¾
" ½-bbls	0 02¾ 0 03
" ¼-bbls	0 03
" 38½-lb. pails	1 30
" 25-lb. pails	0 90
Bbls., per 100 lb	2 75
½-bbls. "	2 75
Kegs "	3 00
Cases, 2-lb. tins, 2 doz. per case	1 90
" 5-lb. " 1 doz. "	2 35
" 10-lb. " ½ doz. "	2 25
" 20-lb. " ¼ doz. "	2 10

TEAS.

The situation this week owing to the holidays is very quiet, in fact it may be said that ther is practically no business doing. No changes are reported by brokers. It was learned that a little trading had been done in Japans but nothing of any account. We quote:

Good to medium Japans	0 17½ 0 20
Fine to choice Japans	0 23 0 26
Ceylon greens	0 14½ 0 18
Indian greens	0 16 0 19
Japan style China congoes	0 08 0 10
Pealeaf Gunpowder	0 21½ 0 23
Common "	0 12½ 0 15
Ceylon blacks	0 14 0 18
Indian "	0 11½ 0 20

COFFEE.

The coffee market shows slight fluctuations in New York, about five points lower, though this will not effect the firm prices ruling to-day. The market continues strong both in New York and abroad and there is nothing to indicate, judging by the statistical position, that prices will not be higher. Locally very little is doing. We quote:

Good cucutas	0 09 0 09½
Choice "	0 11½ 0 12½
Jamaica coffee	0 08 0 10½
Java	0 17½ 0 22

SPICES.

The spice market is holding up firmly though no special features are noticeable. All grades continue strong. We quote:

Nutmegs, per lb., as to size	0 40 0 60
Penang mace, per lb., as to quality	0 70 1 00
Pimento, ground	0 18 0 20
Cloves	0 20 0 25
Pepper, ground, black (according to grade)	0 18 0 24
" " white	0 27 0 29
Ginger, whole Cochin	0 17 0 19
" " Japan	0 13 0 14
" " Jamaica	0 12 0 18
" " African	0 12 0 13
Ginger, ground Japan	0 15
" Cochin	0 19 0 20
" " Jamaica	0 18 0 20
" " African	0 13 0 14
Cassin	0 0 16

RICE AND TAPIOCA.

Both rice and tapioca show no change this week and very little business doing. The firm tone in Tapioca has not in any way affected sales, very little trading being done at this time of the year, as a rule in this line. We quote:

B rice, in bags	3 40
" ½-bags	3 40
" ¼-bags	3 50
" pockets	3 50
In 10-lb bag lots an allowance of 10c. is made.	
CC rice, in bags	3 30
" ½-bags	3 30
" ¼-bags	3 40
" pockets	3 40
Imported Patna rice, in bags	4 62½
" " in ½-bags	4 75
" " in ¼-bags	4 87½
In the open territory prices are about 10c. less	

"MOUNT ROYAL" FANCY RICES.

Mandarin Patna	4 25	Japan Glace	4 50
Imp. Glace Patna	4 50	Crystal Japan	4 75
Polished Patna			3 87½
Indian Bright			3 60
Java Caroline			3 50
Lustre			3 75
Snow Japan			4 87½
Japan Ice Drips			5 25

Tapioca, medium pearl	0 02¾ 0 03
" seed pearl	0 03 0 03¼
" flake	4 00
Imported Italian	0 09
Fancy Head Carolina	0 10

CANNED GOODS.

There is nothing of interest to note. Business is very quiet. That Canadian packers are putting up their goods in better style than formerly is clearly evident. Your correspondent this morning saw in a leading wholesale grocer's sample room, Canadian haricot beans and Petit Pois, which, for quality were admitted by a gentleman, who had a thorough knowledge of the finest French goods, to be equal to any of the foreign pack. The goods were certainly of the highest quality and reflect great credit on the packer. A sale was made this week by a jobber of 1,550 cases Canadian salmon for English account, at a very good figure. We quote:

Tomatoes	1 05
Corn	1 00
Peas	0 87½ 1 40
String beans	0 82½ 0 85
Strawberries, preserved	1 40 1 60
Succotash	1 00
Blueberries	1 10
Raspberries	1 40
Lawtenberries, 2s	1 50
Raspberries, black	1 35
Gooseberries	1 55
Pears, 2s	1 45 1 60
" 3s	2 10
Peaches, 2s	1 55 1 67½
" 3s	2 40 2 60
Plums, Lombard 2s	1 30
" Green Gage, 2s	1 40
Cherries, red pitted, 2s	2 20
Baked beans, 3s	0 90
3 lb. apples	0 90
Gallon apples	2 20
2-lb sliced pineapples	2 00 2 10
Grated pineapples	2 40
Singapore whole pineapples	2 40
Pumpkins, per doz	0 95
Spinach	1 00
Sugar beets	0 90 1 40
Salmon, pink	0 90 1 00
" spring	1 40
" Rivers Inlet red sockeye	1 50
" Fraser River red sockeye	1 50 1 70
Lobsters, talls	3 45
" 1-lb. flats	4 00
" ½-lb. flats	2 25
Canadian Sardines, ¼s	3 65 4 00

1842 **BEGIN TO WORK AT ONCE.** 1904

TIME IS MONEY.

We ask a little of your time to consider the Best values we are offering you in Teas just now, and you will make money.

NOW IN STORE—1000 Half-Chests Famous "Owl Chop" Japan Teas.
(1903 crop) No. 100, No. 200, No. 50.

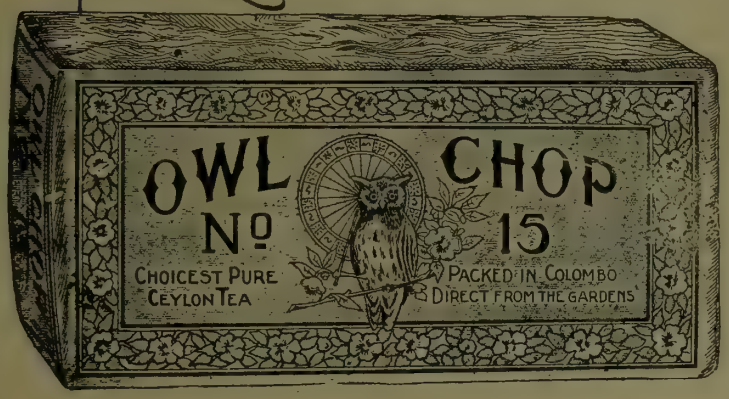
The Best Teas in the market for the money. Will compare favorably with other teas at higher prices.

RETURNED MAR 31 1904 Cut Book 17 Page 47

TO ARRIVE IN JANUARY—600 Half-Chests Ceylon Green Tea. 50 lb. boxes.

This line was well bought and we want our customers to share in the profits.
Be convinced of those facts by communicating with us at once.
Always pleased to send samples and prices.

DIRECT FROM THE GARDENS. **"OWL" BLACK CEYLON TEAS.**



No. 5, Red,	20c. lb.
No. 10, Green,	28c. lb.
No. 15. Silver,	35c. lb.
No. 20, Buff,	38c. lb.
No. 30, Gold,	47c. lb.

(30 and 60-lb. Boxes).
Freight paid in 5-box lots.

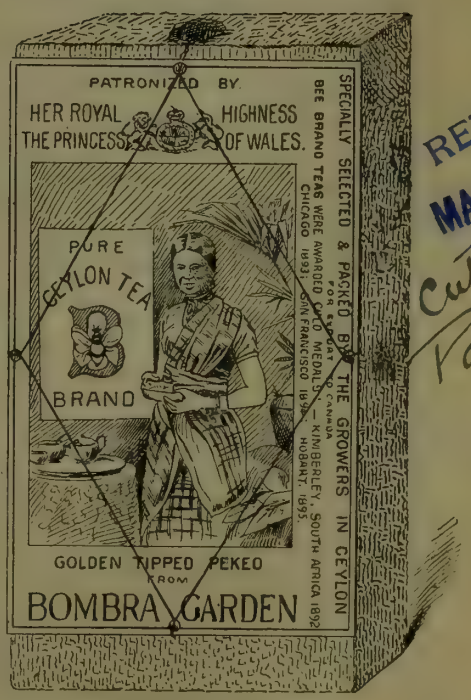
Finest Quality Selected Garden.	Choicest Pick of Gardens.
GOLDEN TIP.	**FLOWERY PEKOE.**
RED LABEL.	**GREEN LABEL.**
50 x ½s.	50 x ½s.
10 x 1s.	10 x 1s.
40-lb. Cases.	40-lb. Cases.

Freight paid in 5-box lots.

FULL ASSORTMENT OF OTHER TEAS AT DEFYING PRICES
WITH BEST QUALITY **CUP STYLE.**

TRY US. **TRY US.**

Quickest Shippers.


PATRONIZED BY
HER ROYAL HIGHNESS
THE PRINCESS OF WALES.
SPECIALLY SELECTED & PACKED BY THE GROWERS IN CEYLON
BEE BRAND TEAS WERE AWARDED GOLD MEDALS — KIMBERLEY, SOUTH AFRICA 1892
CHICAGO 1893 SAN FRANCISCO 1894 HOBART 1895
PURE CEYLON TEA
BEE BRAND
GOLDEN TIPPED PEKOE FROM BOMBRA GARDEN

RETURNED MAR 3 190 Cut Book 17 Page 47

L. Chaput, Fils & Cie., Wholesale Grocers, MONTREAL

Importers of TEAS, COFFEES, WINES and LIQUORS. Sole Agents for "Dubonnet" Tonic Wine.

ESTABLISHED IN 1842.

VAN HOUTEN'S Pure Soluble COCOA

Cheapest in use. **Best** and **Goes Farthest.**

Grocers who value their reputation with their customers never miss an opportunity of commending the **best** goods in each line. Van Houten's Cocoa is the **best** in the **Cocoa line.**

Wholesale agents for the Dominion of Canada.

J. L. WATT & SCOTT, - - TORONTO
WATT, SCOTT & GOODACRE, - MONTREAL

Baled Hay.

There is very little activity at present. Export trade is at a standstill. Farmers are holding out for better prices. We quote:

No. 1 timothy	10 00	11 00
No. 2 timothy, choice	9 00	9 50
No. 2 timothy, ordinary	8 50	8 75
Clover, and clover mixed	7 00	8 00

Ashes.

There are very few offerings at present. Prices as quoted are unchanged.

First pots, per cwt	5 95	6 00
Seconds	....	5 55
Pearls, per 100 lb	7 00	7 25

Hides.

Beef hides have dropped another half cent. Receipts from country points are large. We quote:

No. 1 beef hides	0 08	0 08½
No. 2 "	0 07	0 07½
No. 3 "	0 06	0 06½
Lambskins	....	0 75
No. 1 calfskins	....	0 10
No. 2 "	....	0 08

SALADA MEN IN TORONTO.

A number of the branch managers of The "Salada" Tea Co. have been in Toronto during the past week, and paid a visit to headquarters. Mr. J. A. Elmsley, manager of the Chicago branch; E. W. Gilbert, of the Pittsburg branch; Chas. Sutherland, of the Detroit branch; A. J. Spiller, of the Buffalo branch; Mr. Mosgrove, of Toledo, and J. J. Hedges, of Wisconsin, were among those present. Mr. James A. McGuane, of the New York branch; Mr. Weaver, of St. Paul, Minn., and some others, were unable to come through press of business.

A TRADE PROSPECT.

This is how the contributor to one of the magazines tells of the way in which a little girl revealed the outlook for trade to the country storekeeper:

"From one of the smaller cottages at the end of the street came a barefooted child in a colorless calico dress and slat sunbonnet. With the important air of a heavy buyer she entered the village store and handed across the counter a blue teacup. The proprietor took the teacup and said in brisk tones:

"'Well, Emmy, what does you ma want to-day?'

"'Please, sir, ma wants an egg's worth of molasses,' and she carefully placed a large white egg on the counter.

"The storekeeper poured out a little molasses into the cup from a stone jug and set the cup before his customer.

"'Mr. Smith,' she said, as she took her purchase, 'I'll be back in a little while for some ginger. Ma said to tell you the black hen was on.'"

WHAT TO EAT IN COLD WEATHER.

ALL food contains nitrogen, the substance which supplies muscle, flesh or strength, says Food and Drink. Carbon, another element contained in food, gives warmth. The colder the weather, the more carbon is required. Alcohol is almost wholly carbon, and, hence, produces heat, but it does not add a particle of flesh, nor strength. A person feels stronger after taking a drink of spirits, but it is not real strength. It is only strength preternaturally drawn in advance, the nervous system having been stimulated to make that draught, by the influence which the alcohol had on it.

The following substances have a large percentage of carbon, and also a good percentage of nitrogen, so that they furnish warmth in cold weather, and also make muscle:

Good for Heat, not for Strength.

	Carbon.	Nitrogen.
Potatoes,	11	0.36
Milk,	10	0.03
Butter,	65	0.00
Lard,	80	0.00
Soup,	75	0.75
Wheat,	39	2.00
Rye,	38	1.00

Good for Both Heat and Strength.

	Carbon.	Nitrogen.
Beans,	88	38
Boast Beef,	58	15
Veal,	52	14

Better for Strength Than Heat.

Lean Meat,	13	15

It will be seen that the best food, at this season, is roast beef, or beans, as both furnish heat and muscle. While potatoes, butter, lard, soup, etc., give warmth, they, like alcohol, furnish little or no strength. Even bread contains but little nourishment.

NEW BRUNSWICK MARKETS.

Office of "The Canadian Grocer":
St. John, N.B., Dec. 28, 1903.

CHRISTMAS has come and gone. There was a large business done, though somewhat interfered with by the total lack of snow. There was the usual rush at the retail stores during the last few days. With some it seems impossible to get things early. They leave their buying till the stores are so full of people that it is very difficult to get served, and then they find in place of getting what they want that they have to be satisfied with what others have left. Even those who try to be early find that every day will bring to light some need which has been overlooked. One feature this year which touched more homes than any other was the high price of poultry, so much in demand at this season, particularly the high price of turkeys, which toward the last sold freely at 25c., and those wanting large numbers found it very difficult to get them at all. In general markets the advance in cream of tartar, rather unusual at this season, is a feature; also the continued advance in cloves. Rice continues firm with an occasional chance to pick up a little lot at rather lower figures.

Oil.

In burning oil the market continues very firm. The outlook for linseeds is for low prices, with buyers backward.

Turpentine is high. Lubricatings begin to have more attention. A new company have opened a warehouse on the south wharf and The Sun Oil Co. have made a change of managers. Fish oil is very scarce.

Salt.

There is nothing new. There are the regular receipts of Liverpool coarse salt. A fair stock is held and prices are unchanged. In fine salt the demand is light.

Canned Goods.

Inquiry is met for American tomatoes, but none are yet here; in fact, some are still selling Canadian below cost of American, though they are losing a profit fairly theirs. Corn is the next firm line. Salmon is quite a good stock. There has been a good trade. There is a fair stock of blueberries. In domestic sardines a rather better run of fish toward the close of the season caused a rather better output than was expected. Stocks held are not large. Haddies and clams are both short.

Green Fruit.

The demand is rather light now that Christmas is over. There was a very large sale of Jamaica oranges, the price being low and quality good. This interfered with Valencias, which, at this season are just fair quality. There was some call for Floridas for fancy fruit, the sale of Californias being very light. Lemons are low. Cranberries are high. Apples sell freely. It is many seasons since such Bishop Pippins were seen. They are the finest apples we have at this season.

Dried Fruit.

The sale has been large, particularly in nuts, which have been low and of good quality. Market is perhaps rather overstocked in raisins. Dealers are somewhat anxious to know how the California market will turn. They largely lost the Canadian market this season and will lose it altogether if they do not do something to regain it. For years, in fact, ever since there has been a California Association, this has been a most unsatisfactory line. Prunes are quite low and apricots very high. Dates arrived rather late.

Sugar.

There has been a good sale. The market is rather dull. One advantage since the new arrangement with the refineries has been the lessening of grades of yellow. Still, for those who want the very bright or the dark, they find it difficult to get suited, there being really but two grades offered.

Molasses.

December is a quiet month. Porto Rico is about all that is held here. There is always a good sale right after the new year, at least during the first two months. Prices are held veey firm. New Orleans shows quite an advance.

Fish.

Very little doing. It is not a popular Christmas line. There is a fair supply of fresh fish, though limited variety. Smoked herring hold at high prices. In pickled, stocks are light. Dry fish are at least no higher. In smoked haddies demand is quite well met.

Flour, Feed and Meal.

Little of interest. Some millers have been inclined to cut Ontario grades. Manitobas are unchanged. Oatmeal has a fair sale at even figures. Cornmeal is unchanged. Beans are in light stock, with prices firm. Full prices are asked for barley and peas. Feed is quite freely offered.

NOTES.

A. L. Goodwin is carrying a large stock of peanuts. This is a line which has shown quite a continued advance during the last few weeks.

The time to sell Clark's Meats is ALL THE TIME

60 VARIETIES

Something to suit all seasons.

Now is the Time for Mince Meat

Put in a stock of the old reliable "Capstan" Brand Mince Meat

Put up in ¼ pails (½-doz. in crate), 25-lb. pails, 60-lb. and 75-lb. tubs, half-barrels and barrels (about 600 lb.). Also Condensed Mince Meat in packages (3-doz. pkgs. in case).

Ask your wholesale grocer for it or see our travellers.

The Capstan Manufacturing Company, Toronto, Ont., Can.

EPPS'S GRATEFUL. COMFORTING.

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.

In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg.

THE MOST NUTRITIOUS. COCOA

BRITISH COLUMBIA MARKETS.

Vancouver, B.C., Dec. 24.

THE Christmas trade is about over, but the indications are that it has been very satisfactory in its proportions. Judging from appearances there has never been a better holiday season's trade in the Province. In Vancouver the retail merchants have been doing a rushing business all week, and for the past three or four weeks the wholesale trade has been busy with out of town orders. The reports from New Westminster, Nanaimo and from Victoria are also of very satisfactory Christmas trade.

* * *

The most interesting feature of the markets has been the poultry supply. Nearly all this stock is imported from the east. The supplies of turkeys which were received from Washington early in the season, for Thanksgiving were very limited and sold at much higher figures than have prevailed so far on the Christmas stocks. The first small shipments of eastern goods that came forward, and most of which went north to White Horse and Dawson sold high too. The Christmas supplies for the local market all came forward in good time, and so far as reported, in good condition.

The last cars to arrive came to hand on Sunday night and were ready for distribution on Monday. That gave plenty of opportunity to send them to outlying points where there was demand. While prices have not been quite as high as seemed likely three or four weeks ago there was no oversupply. The retail prices were not quoted much

higher than 20 to 23c. for turkeys in most instances, with an occasional exception for choice selections.

* * *

The quality of the brids sent forward has been very good, and there has been but one little difficulty. The practice is growing in the east to ship in cold storage, birds which have been frozen with the feathers on. This suits the Old Country market all right, possibly, but here the trade has not been accustomed to it, and in most instances does not want it. A few cases of birds with the feathers on were received in some of the car lots which arrived here. It was found that these did not take the popular fancy and in some instances the dealers refused to take them, when dressed stock was substituted. This possibly arose through an oversight, and is not taken as a very serious error.

* * *

That there has been good reason for anticipating that the prices quoted on poultry earlier in the season would be advanced, is shown by the fact that several merchants did not receive all the goods they ordered, and were consequently not able to fill orders they had taken. Though it may have caused some little inconvenience, it is a much better condition of affairs, than in some past seasons when stock has been carried over in cold storage and late in the season, sold at almost any figure.

A gentleman in the wholesale trade who returned from the east a few days ago was much surprised to hear of the prices at which Christmas poultry was being sold. He said that on the open produce markets in Toronto and Hamilton, he had seen the farmers getting as good figures right from their sleighs, as were being realized here.

* * *

The steamer Danube, which has just sailed north for Skagway with mails and passengers for White Horse and Dawson, had quite a large quantity of fresh meat beef, mutton and pork, for White Horse. A small portion of this may find its way down river to Dawson, but most of it is used in White Horse and at the different road houses on the Winter trail, which are served from there.

The steamers north from here, which make fortnightly trips in the Winter months take considerable quantities of fresh meat every time. The Danube this time took out a shipment of feed grain, and some small lots of groceries and other goods for White Horse.

* * *

Latest advices from White Horse state that the citizens of that northern town have taken in hand active steps for opening a Winter trail to get into the new placer gold diggings in the Alsek and Kluahne districts. These locations are somewhat over 100 miles from White horse by the Summer trail, but a recently returned prospector "mushed" out from Ruby Creek in three days.

The White Horse people, all the leading citizens being identified with the movement, have undertaken to raise $2,000 by popular subscription, most of which has already been pledged, and part of it will be spent in letting the outside world know the value and importance of the new find. There are several creeks, Ruby, Fourth of July, Twelfth of July, in one district and Bullion Creek in another, which have all shown up so well that the strong probability is another camp nearly if not quite equalling the Klondike has been found.

To provide means of reaching the ground before spring opens and to get in supplies for the big crowds who will go there next season, the business men of White Horse have taken the Winter trail in hand. The White Horse member of the Yukon Council, Mr. Robert Lowe, is bringing before the council a request backed by a largely signed petition, for an appropriation to open a Summer trail so that the camp will be easily reached at all seasons. Last season the difficulty was that prospectors could not get provisions in. At the time the first finds were made, people who went in were asked to pay a uniform price of $1 and $1.50 per pound for all provisions. A little later on the prices were handsomely reduced to 50c. and 75c. per pound, which still made living high, when potatoes cost 75c., sugar 75c., flour and bacon 50c. per pound. Your correspondent has seen original bills which were paid by men who made the trip and stayed in some time. They left because, even at the prices named provisions ran out.

* * *

From all indications the big movement in the north next Spring will be to the districts referred to above. The trade, especially wholesale, in Vancouver, is interested insomuch as it will mean a very large business in outfitting and later on in sending forward stocks of supplies, if there are some hundreds of people attracted to the new field. From all reports it is likely there will be some movement before the Winter is over, and the closeness of the ground to easy means of transportation will ensure a large number of prospectors spending at least a portion of the season in the new country.

OTTAWA TRADE GOSSIP.

Ottawa, Dec. 30, 1903.

NOW that the Christmas trade is over for 1903, the question being put to the retail grocers as you meet them is, "Well, how did you find Christmas trade?" Your correspondent has met a good many, and all were fairly well pleased. With some it was the best year they ever had, others found the business was done in so short a time preceding Christmas that it was impossible to handle it properly, but apparently merchants were well satisfied. There did not appear to have been any great cutting of prices as has been usual during the holiday season.

At present, New Year's business is causing a stir. Retailers report a good trade being done.

The sugar market is as usual, no change having taken place.

Molasses is firm at same quotations, 43 to 44c.

In canned goods prices are looking very firm, especially for corn. Some wholesale houses are trying to buy whenever they can, as stocks are scarce. The jobbing price is now $1 for corn and $1.05 for tomatoes, with a likelihood of an advance price from 87½c. to $1.10.

Rolled wheat is expected to be higher in price. Quotations are now $2.75 a barrel.

Low-grade Ceylons are said to be scarce.

Citron peel is reported pretty well sold out.

There was a great demand for Vostizza currants this season, and very few happened to have been imported. Just now it is impossible to get any.

A good business is being done already in dried fruits. Prunes, peaches and apricots are selling fairly well.

Flour advanced 10c. a bag this week. Demand is very good considering the season of the year. The wheat market is very firm.

Albert sardines are practically out of the market. The failure of the catch in the Mediterranean is the cause. It is said they intend to pack the Portuguese fish, which is not up to the regular standard of quality.

The price of poultry of all kinds was high during the week before Christmas. Turkeys brought from 15 to 18c. on the local market; geese, 10 to 11c.; ducks, 13c.; chickens, 11 to 13c. Prices are firm this week owing to the demand for New Year's trade.

Hams and bacon are in good demand. Prices are a little firmer than some time ago. Quotations for choice hams are 12½ to 13½c.; bacon, 13 to 13½c. Lard is quoted same as last report, 8½ to 9c. for pure, and 9 to 10c. for kettle rendered.

NOTES.

Mr. J. B. Lauriel of Robertson Bros., reports a banner business in Christmas confectionery for his firm. Their warehouse on Queen street is the largest here, and their display was one of the finest to be seen anywhere.

The F. J. Castle Co. have recently installed a large fruit cleaner, which so far has proved a success. It both washes and dries the fruit thoroughly, leaving a new appearance to any old stock when cleaned. It rather improves the coating of new fruit instead of destroying it, as some cleaners do.

The Ottawa Retail Grocers' Association will hold their annual meeting the second Monday in January. The election of officers for ensuing year will take place and reports for past year will be received.

TEAS, GROCERIES, PROVISIONS, WINES and LIQUORS.

The Largest Stock, = The Greatest Variety.

OUR POLICY:

LOW PRICES.

QUICK TURN OVER.

BIG BUSINESS.

A few trial orders will convince you of...

OUR RELIABILITY.

Best Equipment. Competent Staff.

Perfect Organization.

HUDON, HEBERT & CIE.,

Importing Wholesale Grocers and Wine Merchants,

MONTREAL.

The Most Liberally Managed Firm in Canada.

TRADE IN COUNTRIES OTHER THAN OUR OWN.

Oregon Prune Situation.

THE Oregon prune situation is beginning to develop signs of strength which a short time since would have been considered to be impossible, says The New York Journal of Commerce. Early in December it was stated in quarters from which it would be expected that nothing but the most favorable statements relative to the condition of supply and demand would issue, that there was much grumbling among growers over the lack of demand, and the fact that less than one-half of the 900 or 1,000 carloads of Oregon Italian prunes produced this season had been sold. At that time it was said a basis price of even 1½c. was not sufficiently attractive to interest Eastern buyers.

It does not appear that the demand from the east has materially improved in the interim, but other causes for the time at least equally potent have been at work to give the market tone. The most important of these influences appears to have been the work of the various associations in getting control of the stocks, which, so long as they remained in the hands of individual growers, were pressed for sale at constantly lessening prices. A statement issuing a few days ago from one of the most influential of the organizations, the Williamette Fruit Growers' Association, was to the effect that 400 to 450 cars would easily cover all that remained unsold of the current crop, and that of this quantity 75 per cent. is in the hands of the several associations. This statement finds support in the stronger tenor of advices received from Oregon during the past week, and the evident disposition on the part of holders there to make no further concessions in the way of lower prices, as inducement to eastern buyers.

In the eastern market in common with California prunes, Oregons have come in for an unusual amount of attention for this time of the year, and as stocks here are light the market has a firmer tone. The scarcity of Italian prunes in the east does not reflect any extraordinary demand for that variety at any period of the season so far, but is attributed to the fact that as in the case of other descriptions of Pacific Coast dried fruits purchases for forward shipment from the primary market to the east were on an exceptionally small scale this year.

Florida Fruit Shipments.

By the end of the month there will have been shipped out of Florida, according to the estimate of John S. Arnold & Son, of Jacksonville, 1,200,000 boxes, leaving 1,000,000 boxes yet to be sent forward to distributing markets.

Delay in California Cured Fruits.

As a remedy for recurring complaints each year as to delays in transportation of cured fruit products, The California Fruit Grower suggests that the traffic departments of the transportation companies arrange for the regular despatch at stated intervals of solid trainloads of the fruit from the Coast during the period of its most active movement. As most of the product is destined for far eastern points, the claim is made that the trains could be handled more expeditiously if made up solid of one commodity. Such trains, it is argued, could be given preference over less important shipments, thus obviating in a great measure delays to cars containing cured fruit which constitute part of mixed train loads, and are therefore often sidetracked in such trains, when solid trains of fruit products would be allowed to proceed.

Molasses in New York.

N. W. Taussig Co., New York, say of molasses: "Receipts during the past have not been very large, and buyers have found it very difficult to get the proper assortment and quantity required for their orders. Locally there has been a good demand, and deliveries have taken place, and the wholesale grocery trade have shipped molasses almost as fast as received by them to their customers. There is no accumulation or any stocks of any consequence here. This market continues firm at previous quotations. Foreign molasses is in better demand and more attention is being given to same, and with the turn of the year we expect a heavy demand to spring up for all grades."

American Beet Sugar.

Willett & Gray say of the American beet sugar crop: "Several factories in Michigan are approaching the end of their campaign and results are disappointing. The heavy rains this Fall delayed the harvesting of beets and extreme cold weather came on before the pulling was finished, leaving many roots frozen in the ground. In some sections the yield is one-third less than anticipated, but elsewhere fairly good results have been obtained. Four new factories have been built in Michigan this year, but the output of sugar will, unfortunately, not much exceed that of last year. Favorable reports are received from New York, Utah, Idaho and some parts of Colorado and California, but the production in certain localities in Ohio, Nebraska, Colorado, Washington and California is smaller than was expected. It is still too early to ascertain definite figures for the season, but present indications point to a total production of beet sugar in the United States of 210,000 tons (2,240 pounds each), being a reduction of 23,000 tons in the preliminary estimate. Last year the total crops amounted to 195,463 tons."

American Sweet Corn.

According to The American Grocer the pack of corn in 1903 follows two previous years of an output below the average and 1,731,478 cases lighter than the large pack of 1900. There was every preparation for a large output, notwithstanding seed was scarce, inferior in quality and high in price. The crop of seed corn in Maine, Connecticut and New York was light; and a large part of the supply was concentrated in a few hands, more with a view of regulating competition than in making a corner and forcing up the price. While the climatic conditions were favorable to the general crop of corn, resulting in a yield of 2,300,000,000 bushels, they were exceedingly unfavorable for sweet corn in New York and Maine, two States which under the best conditions could supply over 4,000,000 cases. In Illinois the result was fine; in Iowa there was a defficiency. The total pack of corn in the United States and Canada for the year 1903 was 4,751,146 cases, against 1,288,664 cases in 1902, an increase of 462,482 cases.

Land Values in Cuba.

It is reported that land owners in Cuba are confident that the approval of the treaty of reciprocity will improve the value of real estate on the island, as it will give scope to the establishment of a certain number of new central sugar factories and impart a strong impulse to agricultural pursuits of all sorts. The erection, in the district of Holguin, by an American syndicate of two large factories of a capacity of 1,000 bags of sugar per day, each, is already spoken of, and the preparation of the land for cane planting for same has been commenced.

"Quaker" brand Ceylon Tea

(Green and Black)
in ½-lb. and 1-lb.
leaded pkgs.

The merits of this celebrated brand of Ceylon Tea have been recognized throughout Canada, Newfoundland and the West Indies. Critical judges have pronounced it simply without a peer at the price.

Are you prepared to place before your customers during **1904** a Tea that will satisfy the most critical consumers, that will bring them back for more, once they try it?

If you are, write to us for sample of the particular grade you want, say whether **black** or **green,** and we will mail you sample with full particulars as to price, size of packages, etc.

"Quality" and "Quaker" Tea are synonymous.

J. A. Mathewson & Co.,

Agents for Canada and Newfoundland.

MONTREAL, P.Q.

To our Customers

We're well pleased with the response you have made to our Holiday offerings. Our trade was indeed large, and we take this opportunity of heartily thanking you; also extending to you our best wishes for a

HAPPY and PROSPEROUS NEW YEAR.

'Phone Main 645-3394.

McWILLIAM Mc. AND E. EVERIST

25-27 Church St., Toronto.

The DAWSON Commission Co., Limited

FRUIT, PRODUCE AND COMMISSION MERCHANTS.

Cor. Market and Colborne Streets, TORONTO

DRIED APPLES

WE ARE BUYERS
LARGEST DEALERS IN CANADA

The W. A. GIBB CO.

5 and 7 Market St., HAMILTON

Xmas Anticipations

Oranges—All kinds.
Lemons—New Messinas.
Nuts—All varieties.

PRICES RIGHT.

Address just . . .

CLEMES BROS.
TORONTO.

GREEN FRUITS

Fresh Fruit Carried by Grocers.

APPARENTLY the handling of fruit by retail grocers is increasing everywhere, except possibly in the large cities where fruit stands exist on almost every corner, and even there all except a few grocers carry some fresh fruits, says an American exchange. In the smaller towns it is almost impossible to buy citrus fruits or bananas anywhere else. Fruit selling is usually an adjunct of the grocery or the cigar store.

This department of the grocery trade might be profitably developed in many instances without requiring the investment of much extra capital or without incurring any important risks. Some retailers have discovered the opportunities here and are making the most of them.

One objection which many consumers have to buying of fruit stores is that they must carry home their purchases themselves, and one who has made the attempt knows how difficult it is to carry a knobby bundle of bananas. The grocer has his delivery wagon and can send the fruit home with other goods. This might seem like a small thing, but the influence of delivery would undoubtedly make the difference in buying and grocers might as well have the advantage of the additional business if they care for it.

As modern life is developing, tropical fruits, which were formerly considered luxuries purely, are now coming to be classed as necessities, and naturally to be included in any list of staples which may be prepared. This fact can be utilized by the retail grocer to good advantage, the result depending upon his own ability to sell profitably and it might be added that his environment, the character of his trade and other similar features will be important factors in his success.

British Object to Mixed Lots.

WRITING to the fruit division, Ottawa, Mr. A. W. Grindley, inspector of the Department of Agriculture in Great Britain, quotes as follows from a letter received from a firm of fruit importers: "If your department, through a circular, could induce shippers to use some common sense in sending apples, you would do them much good financially. For instance, yesterday the Tunisian was cleared up, the bulk having been disposed of earlier in the week, and in the catalogues there were over 1,250 lines under 10 barrels each (we should guess averaging two and three barrels), of different varieties. We do not know of any trade where so much money is being wilfully thrown away."

Regarding this point, Mr. Grindley refers to one lot of apples catalogued on October 23, in which there were 30 varieties in a lot of 41 barrels, and says that no buyer will pay top prices for these mixed lots, and that the shipper loses heavily every time. The establishment of co-operative packing and shipping houses, advocated by Mr. MacKinnon, is pronounced by Mr. Grindley a splendid idea, and one that, if carried out, would to a large extent do away with the small lots of mixed varieties of which importers complain.

Quebec Endorses Apple Box.

THE Pomological Society of Quebec, at its annual meeting at Hemmingford, recently adopted a resolution recommending to the fruit growers and shippers of Quebec the adoption of a box 10 x 11 x 18 inches, the same as that used in British Columbia and adopted by the Ontario Fruit Growers' Association at their convention at Leamington, Ont., a couple of weeks ago. Nova Scotia, it is said, will adopt the box in February, so that by next season a uniform size of box will be in use throughout the Dominion.

The meetings were held in the town hall, and there was a good attendance of farmers and fruit growers. Among promient fruit men present were W. W. Dunlop, Outremont; A. McNeill, chief fruit inspector, Ottawa; R. W. Sheppard, Montreal; W. T. Macoun, of the fruit division of the experimental farm at Ottawa; R. Brodie, Notre Dame de Grace; G. Reynaud, Latrappe; J. C. Chapais, St. Denis; C. P. Newman, Lachine Locks; F. L. Dery, Ottawa; E. C. Edwards, Covey Hill; W. H. Walker, M.P.P., Huntington; J. M. Fisk, Abbotsford, and Stanton R. Jack.

Among the Fruit Men.

M'WILLIAM & EVERIST.

THE firm of McWilliam & Everist, Toronto, comprised of G. McWilliam and F. Everist, are at the present time carrying on one of the largest and most successful fruit and commission businesses in Canada. During the 30 years of the firm's existence they have seen the fruit trade grow from such small beginnings as four or five cars of oranges a year for holiday trade to the big proportions which the fruit trade in Toronto is assuming at the present time. Instead of being limited to importations of oranges from the Mediterranean, frequent consignments of Jamaicas, Floridas, California navels and seedlings are regularly received, also large quantities of Mexicans, which have become so popular that they have all but pushed Valencias out of the market. The fruit trade in other lines has also grown by leaps and bounds, and, as the country gets opened up, fruit merchants look to see Toronto become the distributing point for a still larger quantity of fruit.

McWilliam & Everist are well satisfied with their share of this lively trade in fruits, such as oranges, lemons, figs, nuts, bananas, dates, pineapples and grapefruit. A representative of "The Grocer" interviewed a member of the firm at their large and commodious warehouse, which is taxed to its utmost capacity by the demands of increasing business, and saw on every hand indications of prosperity, giving ample evidence to corroborate their statement that 1903 has been the banner year in the history of their business.

Export Apple Trade.

The following estimate of the apple exports for week and season ending Dec. 26, 1903, has been prepared by Mr. Fred. Barker, apple exporter, Church street, Toronto :

	Liverpool.	London.	Glasgow.	Various.	Total.
Portland	11,920	....	3,775	....	15,695
New York	371	1,097	218	2,860	4,546
Boston	10,329	652	168	373	11,523
Halifax	1,037	....	....	....	1,037
St. John, N.B.	284	....	1,860	....	2,141
Week's total	23,941	1,749	6,022	3,233	34,945
Same week, 1902	45,200	5,036	140	2,994	53,370
Season to date	1,147,613	519,790	378,699	407,085	2,453,187
Last " "	1,024,059	264,915	327,590	158,965	1,775,529

Mr. Barker is in receipt of the following cable from James Adam, Son & Co., Liverpool, dated Dec. 30.:

"No Canadian apples selling to-day ; market has an upward tendency ; would advise shipments."

Variety of Pears for Export.

The Editor, "Canadian Grocer" :—I notice on page 49 of "The Grocer" of December 11, that Mr. Wolverton is reported as saying that the Bartlett pear is the best for export. If Mr. Wolverton is not incorrectly reported, he referred to its excellent dessert qualities only. As an export pear it has been a failure so far in the hands of Canadian shippers. It is a quick-ripening variety, and to ship it to Great Britain with safety it should be picked on the green side and placed at once in cold storage. As soon as it is cold wrap in paper, pack in half cases holding about 20 pounds of fruit, and ship by refrigerator car and cold storage chamber. The mistakes made are packing without cooling, using too large a package, and delaying the cooling process for some time after picking. Anyone interested should write to the Fruit Division, Ottawa, and secure, free, the bulletin "The Export Pear Trade," by W. A. MacKinnon.

"ONE WHO KNOWS."

Ottawa, Dec. 17.

WINNIPEG TRAVELLERS.

The annual meeting of the United Commercial Travellers of Winnipeg was held Saturday evening last, and 40 new members initiated. The meeting was well attended and a good social time experienced.

Sorting Week.

THE RUSH OF THE WEEK has depleted your stock, you will need an extra supply for **NEW YEAR'S.** From reports received the trade has been thoroughly well satisfied and pleased with the fruit we shipped on their Xmas orders. Let us count you as a customer.

ORANGES, LEMONS, GRAPES, Etc.

WHITE & CO.,

PHONES { Main 4106 / " 4107 Wholesale Fruits, - Toronto.

F. KESSELL & CO. 7&8 Railway Approach, London Bridge, ENGLAND

ARE OPEN TO REPRESENT MANUFACTURERS OR MERCHANTS IN

FRUIT PULPS FRESH FRUITS, CANNED GOODS, AND GENERAL PRODUCE For GREAT BRITAIN

HIGHEST REFERENCES. CORRESPONDENCE INVITED.

BANKERS—LONDON JOINT STOCK BANK, LONDON.

Seasonable Goods Now Arriving.

Extra Fancy Northern California Navels, Extra Fancy Florida Oranges, Extra Fancy Malaga Grapes, Extra Fancy New Messina Lemons, New Dates, Figs, etc., and Nuts of all kinds.

The above are in stock, all finest quality. **Fancy Sweet Sonoras,** all sizes, also **Valencia Oranges, 420's and 714's due in a few days.**

Soliciting your orders, **HUGH WALKER & SON,** Guelph, Ont

Dried Fruit

cleaned and renovated by the latest improved machinery and appliances.

GUARANTEED TO GIVE SATISFACTION.

J. T. ADAMSON & CO.
27 St. Sacrament Street,
MONTREAL.
Tel. Main 778.

References—THE TRADE. L.D. 'Phone 578

GEORGE H. DUCK,

Importers' Agent and Fruit Broker.

Correspondence Solicited. **TORONTO, CANADA.**

Christmas Fruits.

Get our quotations before placing your Christmas orders. It will pay you.

HUSBAND Bros. & Co.

Wholesale Fruit and Commission Merchants.
82 Colborne St., TORONTO
Phones—Main 54, Main 3428.

DEPARTMENT OF ADVERTISING SUGGESTION AND CRITICISM

Edited by
John C. Kirkwood,
TORONTO.

NOTE—Herein are discussed the principles and practice of advertising. Subscribers are invited to send Mr. Kirkwood specimens of their newspaper and other advertising, for the purpose of review in this department. Address care of Department of Advertising, THE CANADIAN GROCER.

Profitable Advertising for Grocers.

IN looking through a goodly number of Canadian weekly newspapers—dailies, too,—for examples of advertising, I was struck with the absence of grocery advertisements. There were dry goods announcements in abundance, but comparatively little grocery advertising. Just how to explain this condition of affairs is hard. It would seem, however, to indicate that the grocers belittled the value of advertising; that is, so far as their business is concerned. It seems to indicate, too, that newspaper publishers have not been very active among grocers in the direction of development of advertising. Just here I may say that, judging from my own experience, weekly newspaper publishers are not very good or very aggressive advertising solicitors, notwithstanding the fact that their prosperity depends very largely upon the amount of advertising carried in their newspapers. I cannot do otherwise than consider it short-sighted and a misuse of opportunity for a grocer of any pretension or ambition not to advertise. Accordingly, I desire at this particular time, at the opening of a new year, to talk over this subject very briefly with the retail grocer.

With a good many, the question of cost, is the barrier that stands in the way of their advertising. The uncertainty of its "paying" is a sufficient reason for them to refuse to spend money on advertising. The intangible character of the transaction is so present with them in their consideration of the subject that they think of advertising as nothing more or less than a gamble. Others, again, are unable to judge the value of newspaper space, and are inclined to think any proposal by a publisher as being decidedly too profitable for the publisher, and dislike exceedingly to enter into any contract where the profits are so enormous.

This question of the cost of advertising is very apt to be viewed in a very wrong and narrow way. No newspaper publisher can guarantee that an advertisement in his paper will be profitable, yet this is just what many a merchant wishes the publisher to do. A publisher sells space, nothing more, nothing less. He offers space in his paper, three inches deep, six inches deep, one column wide, two columns wide, three columns wide. He sells space, and this space is worth money; how much money depends upon the extent and character of the circulation. He gives merchants an opportunity through the use of space in his paper to tell the community what to buy, and where to buy. This opportunity varies in worth: If the newspaper has a circulation of 1,000, it is worth so much; if the circulation be 2,000, or 5,000, the opportunity is worth a good deal more. That is, space in a paper with a large and choice circulation is worth more than space in a paper with a small circulation. An opportunity to tell 500, 1,000, or 3,000 families, a large portion of whose money is being spent daily for groceries, why this money should be spent at one store rather than at another, is worth no small sum to a wideawake, aggressive, ambitious grocer. Such a grocer has every week several excellent reasons for inviting these families, the heads of households, to his store, and there is no cheaper, speedier, better way to acquaint buyers with his weekly offerings than by engaging space in a local paper.

This leads me to say that the burden of sale is not on the publisher but on the merchant. The publisher sells space, but the profitable use of the space sold lies with the merchant. If a grocer, for example, who buys space, neglects to use it intelligently, brightly, persuasively, he cannot expect his advertising to be profitable, and, if he be honest, he will blame himself for the failure. Having an opportunity is one thing; the right use of an opportunity is quite another thing. We all have known men to own horses which stand idle in their stalls most of the time, or else wander about a big pasture field. They do no work; yet we do not say the horses are no good. It is their owners whom we censure. So is it with much advertising: Some advertisements stand unchanged week after week, using up space which must be paid for; and some ramble so that they fail to sell a penny's worth. Such advertising is costly, because it represents waste. The grocer who advertises, or rather, who thinks he is advertising, by engaging space in his local paper and then giving neither time nor attention to a right use of this space, might just as well cancel his contract.

In dismissing this question of the cost of advertising let me say that a better question is—What will advertising yield? Advertising can yield, will yield, and does yield a most profitable return on the money spent—if done rightly. I know grocers in towns where conditions are much the same as those that exist in almost every community, this whole country over, who are ready to say that they could not do business without advertising. The cost of advertising doesn't concern them; the necessity of advertising was long ago admitted. The business-producing power of advertising is daily perceived. But these men put their whole thought into their announcements to the public and fill the space they employ with news that throbs with the activity of a busy store.

The purpose of this department of Advertising Suggestion and Criticism in "The Canadian Grocer" is to assist retailers in their advertising. If any grocer feels himself unable to write advertisements that will sell goods, he will find in these columns every week something calculated to help him in this direction; if his difficulties are not being met or touched upon, he is urged to write a personal letter to the editor, who is ever ready to give what assistance he can to any interested in this department.

There is another phase of the advertising problem related to cost, yet quite another matter; namely, the question of what space to use. I am of the opinion that many advertisers use more space than is wise, and that in this circumstance lies the reason for a good deal of the poor advertising too often seen. Just because space is cheap it is not always a good thing to buy more of it than one would otherwise do. For ordinary use a small space is to be preferred to a large one. This applies to the grocery trade. If I were writing to dry goods merchants I might take another view of space. When the space to be occupied is big

EASTLAKE STEEL SHINGLES

ARE SO EASY TO HANDLE.

Made of steel, they fit together perfectly by means of their patent side lock, and can be very quickly laid by any handy man.

And they last so long—being absolutely fire, rust, leak and lightning proof—that you can't afford to use any other.

Galvanized or Painted and Very Moderately Priced.

THE

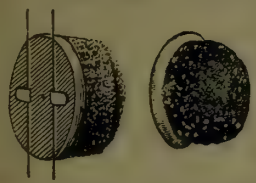
Metallic Roofing Co., Limited

TORONTO, MONTREAL, WINNIPEG.

To Butchers and Hide Buyers!

We wish to purchase your Hides, Calfskins, Sheep Pelts, Tallow and Bones.
We advance money if desired. We pay spot cash.
We pay the freights. We pay full market values.
We want agents everywhere to sell Page's Perfected Poultry Food and other poultry supplies. For further particulars, address **C. S. PAGE, Hyde Park, Vt. U.S.A.**

A SELLING ARTICLE.



We have had an exceptionally large demand for our bird seed of late, due to two causes. **1 The low price** at which we have been able to sell it, notwithstanding the advance. **2. The quality,** which has always been the same.

Samples and full particulars free.

NICHOLSON & BROCK, TORONTO

TRADE WITH ENGLAND

Every Canadian who wishes to trade successfully with the Old Country should read

"Commercial Intelligence"

(The address is 168 Fleet St., London, England.)

The cost is only 6c. per week. (Annual subscription, including postage, $4.80.)
Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.

there is considerable difficulty in filling it with interesting items. The probability is that generalities and large type are used to fill up. It will be found in most cases that a small, short, pointed, specific, nicely set up advertisement will do more work than one which is long, indefinite, and loose looking. The temptation is to tell too much, and the danger of a long story is that most of it will be forgotten. Economy of words and space is worth while. Six inches single column is a good-sized space, and one that can be made effective in good hands; indeed, I have seen a space half this size used to very great advantage. Or if one prefers a double-column advertisement, a space three or four inches deep is a very nice size. But to take half pages, or full columns, is, according to my judgment, unwise and wasteful.

There is waste in advertising, some of it inevitable, just as the carpenter's plane makes waste; some of it preventable. And there is a waste in not advertising. The greater waste is the latter.

A GENEROUS FIRM.

ON Christmas Eve, C. F. & J. Galt remembered their many employes in their usual substantial fashion. Including those in the "Blue Ribbon" tea and "Blue Ribbon" coffee and spice departments, over 60 persons are employed by them in Winnipeg alone, and from the highest to the lowest each received, besides good wishes, a nice cheque from the firm. Though very reticent in such matters, it is known that C. F. & J. Galt distribute every year a considerable sum in this way, and, indeed, it would be hard to find a house more thoroughly considerate of its employes, or one which treats them more generously.

CATALOGUES, BOOKLETS, ETC.

"THE GOPHER TALE."

The Winnipeg Free Press is usually hitting upon some scheme which brings itself to the attention of Canadians. The management has just issued a pretty little booklet of 22 pages entitled, "The Gopher Tail: a good luck bringer." The booklet, which deals with the Indian legend in regard to the gopher tail as a good luck charm, as given in Parkman's "The Conspiracy of Pontiac," is nicely printed and freely illustrated, and accompanying each copy is a gopher tail, nicely mounted, for use as a watch pendant. In a publisher's note it is pointed out that although the Indians on the different reserves had been requested to secure as many tails as possible, only 833 had reached Winnipeg in time for mounting.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.
Contractions count as one word, but five figures (as $1,000) are allowed as one word.
Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.
Where replies come to our care to be forwarded, five cents must be added to cost to cover postages, etc.

FOR SALE.

THE manufacturing plant of The Canadian Broom Company, Limited, of Ottawa, and consisting of—2 horse motor, $60; lot of pulleys and belting, $15; 1 scraper, $20; broom winders, $26; whisk press, $12; also, 1 hurl cutter, 1 clipper, 1 scraper, 1 elbow winder, 1 Faultless press, 1 lever press, $165 for the lot; lot of shafting, $27; clipper, $12; 2 winders, $23; 2 Faultless presses, $30; bleach house, $20; power knife sharpener, $5; hurl cutters, $4, and other chattels. The schedule prices of the above articles amount to $454. Any reasonable offer for the whole or any part will be considered. Parties interested in securing the above plant or any part thereof should communicate with the undersigned at once, as the estate must be closed up by the 15th January, 1904. Terms: cash. Dated Dec. 17th, 1903. WM. A. COLE, Assignee, or 163 Sparks st., Ottawa. (2)

SITUATIONS VACANT.

BAKER—Good on bread and cakes; state wages. Box 191, CANADIAN GROCER, Toronto. f

BAKER wanted—at once—first-class baker. Box 192, CANADIAN GROCER, Toronto. f

BAKER wanted—at once—good on bread and cakes; steady job to first-class man; state wages and experience. Box 193 CANADIAN GROCER, Toronto. f

TRAVELLING SALESMAN wanted to represent us in the Counties of Wellington, Huron, Grey, and Bruce. Must know grocery business and have established connection. The Davidson & Hay, Limited, Toronto. (1)

BEANS. Hand-Picked Beans a specialty. Can ship in Jute Bags, Cotton Bags, or Barrels, to suit customers. Good broker wanted to represent me.

J. G McKILLOP, - West Lorne, Ont.

I Can Sell Your Grocery Business

no matter where it is or what it is worth Send description, state price, and learn how. **W. M. OSTRANDER, 172 North American Bldg., Philadelphia.**

INCREASE YOUR BUSINESS
By subscribing to BOOKSELLER AND STATIONER.
Be informed on the Book, Stationery and Fancy Goods Trades—What to buy. Where to buy.
MONTHLY: One dollar per year.
MacLEAN PUBLISHING Co., Limited,
Montreal, Toronto, Winnipeg.

FLOUR AND CEERAL FOODS

Canadian Barley All Right.

THE speech of Mr. Chaplin in England, in which it was alledged that the soil of the colonies was unfitted for growing barley, has brought out the following letter from Mr. Jas. A. Cochrane, of Hillhurst, P.Q., who writes to an evening paper as follows:

"Sir,—In your 'Special Cables' of yesterday, Mr. Chaplin is said to have stated that the soil of the colonies was unfitted for the growth of barley, and was unlikely to be for years to come, a statement which might make any Canadian farmer smile at the wilful ignorance of the Tory variety of the little Englander.

"Dr. Wm. Saunders, director of experimental farms, in his 1901 report, gives the average yield at the Indian Head, Northwest Territories, experimental farm as 61 bushels 1 pound per acre, and the average results of the six varieties which produced the largest crops in 1901 at all the experimental farms in Canada at 5 bushels, 30 pounds per acre. Wilson in 'British Farming,' puts the average for Great Britain at 36 bushels.

"Barley flourishes in Southern Alberta, which is undoubtedly the most promising field for the production of this valuable cereal in the British Empire, the dry Summer climate making it an easy matter to secure the brightness for which the Bay of Quinte district was long famous."

Milling in the West.

THE OGILVIE MILLING CO. have this year added to their already large mill in Winnipeg an additional storey, thus bringing the capacity up to 3,500 barrels of flour daily, and the entire capacity of all the mills operated by the company up to 12,500 barrels per day.

In addition to this 12 new elevators have been built, located at the following points: Altamont, Belle Plaine, Burnside, Clan William, Chater, Esterhazy, Fotherby, Newdale, Qu'Appelle, Rossburn, Sperling and Westwood.

Plans have also been completed for the erection of a mill and elevator at Fort William next Spring, and already 4,000 piles have been delivered on the ground, which will be used to carry the foundations of the proposed new buildings. The mill will have a capacity of 2,500 barrels a day and the elevator will hold 750,000 bushels of grain.

Northwest Crops.

Dr. W. Elliott, Commissioner of Agriculture for the Northwest Territories, was in Toronto last week looking into the system of registration of births, deaths and marriages in Ontario. Dr. Elliott says that the crop estimate for the Territories for July had to be reduced about 5 per cent., on account of the prolonged rainy weather that followed. Speaking of Prof. W. H. Coard's agricultural college at Regina, Dr. Elliott said that Prof. Coard still kept his business connection secret, not caring to disclose the name of the philanthropist supporting it. He, however, was doing well at the college, and had expressed the hope that at the end of two years the Government would take over the institution.

The Time to Clean Wheat.

THE way to test a load of wheat at the mill door is to clean it through a good receiving separator and then weigh it in a correct hopper scale, says a writer in The American Miller.

If your mill doesn't pay as it should, examine your wheat after you have paid for it to see how much worthless stuff you have paid for.

Don't blame your head miller if, after taking in wheat, dirt and all, you don't make money.

Do the cotton mills buy cotton, seed and all, and try to make cloth out of it, or do they require it to be clean of seed?

If you will clean your wheat, it doesn't require a man of so much ability to guess what the wheat is worth at the mill door. If you do not clean your wheat before paying for it you had better let the best guesser you have about the mill do the receiving; and even then he can't guess sufficiently correct to make a satisfactory deal on both sides.

An editorial in the October number of The American Miller says: "This is the one place in the mill where there is the greatese chance for loss or profit, according to the ability of the man in charge." This statement can't well be repeated too often.

Do not try to reach out or enlarge your business until you get what you have on a paying basis by using business methods. That is my motto.

Our millers write pages on the importance of clean wheat, but most of them do their cleaning too late; at a time when they have to stand all the loss. This should be divided; clean it some while the other fellow has an interest in it. Put the little brass bucket aside for a while and try the plan of cleaning the wheat and giving the farmer the screenings and dirt. You will be surprised to find how much more satisfactory it will be.

Do the elevator men give the millers the same discount that they require of the farmer to make the wheat grade up, or do they buy from the farmer and deduct two and three pounds per bushel, selling to the miller, one per cent. short, cheat, screenings, dirt and all?

From the amount of screenings cleaned out of the wheat shipped east from the western elevators, I would judge we get it tail, hoof and horns with the hide, and do the separating ourselves, in our own way and at our own loss.

I will make this statement, that the lack of getting good, clean wheat at the mill door has broken more millers than any one thing in the business to-day.

If there is one miller in the United

Soup Season

is now in full swing; and every merchant should have a good stock of our fancy macaroni for soups. Following assortment put up in attractive dust-proof 1-lb. packages, 24 or 48 to case.

WEDDING RINGS,
ALPHABETS,
STARS,
DITALINE,
TUBETI,
TUBETINI.

Send for samples and our book "Purity" delivered to your address free of all charges.

DO IT NOW.

NAPOLI MACARONI CO.,
Hayter and Teraulay Sts., TORONTO, CANADA

Best wishes for a Prosperous
and Happy New Year.

The Tillson Co., Limited.

Tillson's Pan-dried Oats

States who thinks the wheat should not be cleaned before paying for it, I would be glad if he would state his reason in The American Miller and we will try and stir up some interest in this matter.

Distribution of Seed.

BY instruction of the Hon. Minister of Agriculture another distribution will be made this season of samples of the most productive sorts of grain to Canadian farmers for the improvement of seed. The stock for distribution is of the very best and has been secured mainly from the excellent crops recently had at the branch Experimental Farm at Indian Head in the Northwest Territories. The distribution this Spring will consist of samples of oats, Spring wheat, barley, Indian corn and potatoes. The quantities of oats, wheat and barley to be sent this year will be four pounds of oats and five pounds of wheat or barley, sufficient to sow one-twentieth of an acre. The samples of Indian corn and potatoes will weigh three pounds as heretofore. Every farmer may apply, but only one sample can be sent to each applicant, hence if an individual receives a sample of oats he cannot also receive one of wheat, barley or potatoes, and applications for more than one sample for one household cannot be entertained. These

TELEPHONE { MAIN 1257 " 4675

Wm. McCann Milling Co.

MILLERS
AND GRAIN DEALERS

192 King Street East
TORONTO.

John MacKay
Limited
Successors to John MacKay, deceased
ESTABLISHED 1854.

POT and PEARL BARLEY (by patent process), *SPLIT PEAS, BUCKWHEAT FLOUR, Etc., CHOP* of all kinds BY CAR LOAD.

Caledonia Mills,
BOWMANVILLE, ONT.
Correspondence solicited.

FLOUR FEED CEREALS

Place a Trial Order with Us for a Full Line of Our Goods.
QUALITY UNEXCELLED. SATISFACTION GUARANTEED.

Ontario Winter Patents,
Manitoba Blends,
Pure Manitoba.

Rolled Oats (Standard and Granulated)
" Barley, Oatmeal,
" Wheat, Pot and Pearl Barley
Wheatlet, Farina, Split Peas.

"Matchless" Feed.

THE G. CARTER, SON & CO., Limited,
ST. MARYS, ONTARIO.

samples will be sent free of charge through the mail.

Applications should be addressed to the Director of Experimental Farms, Ottawa, and may be sent in any time before the 1st of March, after which the lists will be closed, so that all the samples asked for may be sent out in good time for sowing. Parties writing should mention the sort or variety they would prefer, and should the available stock of the kind asked for be exhausted, some other good sort will be sent in its place.

Origin of Bread Making.

THE discovery in Egypt of a loaf of bread 4,000 years old or older, a part of which was well enough preserved to make it possible to identify barley as the grain of which it was made, recalls the fact that one of the most remarkable of all inventions is so old that we have not only no account of it, but nothing pointing to it, and so common to-day that we rarely think of it as an invention or wonder—it is bread. There have been found in Egypt pictures and inscriptions that carry the history of bread-making very far back, and show us some of the early processes. Yet what they show us is unmistakably bread, and the invention of the process lies far back of that. We can learn from the monuments and records from Egypt what we might have suspected, that grain was broken by pounding before the art of grinding was invented, and that food was warmed and perhaps cooked with hot stones before ovens were known. But a loaf of bread made from grain pounded to pieces and baked between hot stones is just as much bread as the loaf upon our breakfast table, and the circumstances or process of the invention of the art of making it is still a mystery.

Primitive man spent most of his time as the wild animal does, in seeking food. That grain grew wild and that our hungry ancestors chewed the kernels as they probably chewed at one time or another almost everything that their teeth could deal with, can easily be imagined. But at what time it occurred to man to make bread, to break the kernels, mix the resulting meal with water and apply heat to it we do not know and can never find out, for man did this so early that it was too old and familiar a story to be recorded when he learned how to make records.

Man ate the flesh of animals for a long period before he found it better cooked than raw, and there is undoubtedly a good deal of history in Charles Lamb's humorous account of the discovery of roast pig. The benefit of cooking was probably discovered accidentally. The step from raw to cooked meat is too long to have been taken by primitive man as the result of reflection or experiment. If man's first taste of roast meat came from animals in a burning forest, it would not have been unnatural for him to try heat on grain.

The breaking of the kernels would easily have suggested itself as a relief to his teeth, and mixing the coarse meal with water would have readily occurred to him as a means of making the meal stick together, without which any process of baking or roasting would have been most inconvenient of application. But unless the cooking of food were discovered accidentally it was a greater advance on the pre-existing state of knowledge than the most remarkable of the inventions that have distinguished the nineteenth century.—British Baker and Confectioner, of London.

Baking Contest in France.

THE competition organized by the French Minister of War for a prize of 20,000 francs for the best kind of military bread, capable of keeping fresh for 40 days, has now been decided. Seventy-two competitors took part in this contest, but 69 were struck out, as their bread did not fulfill the requirements of the military commissariat.

The three remaining samples were sealed up, and, on their being opened after the lapse of 40 days, the bread prepared by a Marseilles chef, M. Sinopoulon, gained the prize of 20,000 francs, and the inventor has obtained a contract for the supply of military bread to the entire French army. This military bread is officially known as "pain de guerre," and popularly as "biscuit."

The old kind was made of pure white flour, but the process of manufacture was such that it was too hard to be eaten by human beings. Its chief purpose seemed to be to load the men's haversacks with unnecessary weight, for during the manoeuvres whenever the order was given to consume the "vivres de reserve," men promptly threw away the ration or gave the "pain de guerre" to the villagers for the pigs.

In the Winter season "biscuits" were consumed by the soldiers, who first placed them ad hoc on the top of the rusty stove to bake. Some years ago experiments were tried in various regiments with a double object in view—first, to induce the men to eat the military bread, and, second, to effect a saving on the other stores.

So called "poudings" were served up to Dumanet, the chief ingredient being pulverized "biscuit." But Dumanet did not favor the "pouding" much more than the "biscuit" in its natural form, even when currants—an unprecedented dainty for French troops were added to the mixture. The new military bread is reported to be more palatable than the old.

New South Wales Wheat.

The official estimate of the wheat yield of New South Wales is 28,570,000 bushels, an increase of 12,500,000 bushels compared with the record of the year 1901. About 18,500,000 bushels are available for export.

Gluten—Quality and Quantity.

IT is well known that some flours are not so good for breadmaking purposes as others, although they may be quite as rich in gluten, says The American Miller. Millers long ago learned that the nature of the gluten rather than its quantity was the determining factor as to the suitability of flour for bread.

Scientists have been studying the question to discover what variations in fact were comprised under this general term of "elasticity," which millers have used to indicate gluten quality. Dr. Kosutany at a scientific meeting in Berlin discussed the causes of the observed variation in gluten. The chief constituents of gluten, as we are aware, are glutenin, which makes the dough hard and fragile, and gliadin, which gives it elasticity, softness, and adhesiveness. He found that during removal of the starch by washing the dough in water 17 per cent. of the glutenin was converted into gliadin. This transformation is probably due to various causes, some of which he cannot explain. They depend on the presence or absence of certain enzymes. Thence the necessity of experimentally establishing the proportion between the components of the gluten.

For this purpose he invented a method of analysis which gives the quality of gluten in a few minutes. The instrument constructed by Professor Retjo, under the direction of Dr. Kosutany, makes it possible to determine tenacity of the dough and automatically record its physical properties when stretched or compressed. Comparing the diagram obtained with the instrument for wheat, flour, and that of other cereals, it is found that the first alone gives a concave line. An elevated diagram signifies that more water must be added to the dough. Too soft a dough can be made consistent with salt, and hard, fragile dough is rectified with hot water and prolonged repose. The diagram also indicates that the noxious influence of hot milling begins to manifest itself at 75 deg. C., and that germination is also injurious. These results correspond with the observation of millers in regard to "killed" flour and "sprouted" wheat.

START
THE NEW YEAR
RIGHT

By carrying a full line of

GOODWILLIE'S FRUITS IN GLASS.

DELICIOUS FLAVOR,
PURITY IN PREPARATION,
ATTRACTIVE PACKAGE

GOOD SELLERS.

ROSE & LAFLAMME, Agents,
MONTREAL.

BATGER'S

English
Marmalades

are **DELICIOUS TABLE REQUISITES,**
in demand the whole year round.

AND

They should be kept in stock by all grocers who wish to

PUSH

MARMALADES that will give entire satisfaction.

ROSE & LAFLAMME.
Agents,
MONTREAL.

MOVING.

Finding our premises too small we are taking a larger warehouse. You know what this means—

Bargains

because we want to reduce stocks to the smallest possible quantity.

We are always

Cheap Sellers

but during January will have to try and do even a little better than usual for you.

CANADA BROKERAGE CO., LIMITED

Phone { 2282 Main. / 870 " }

48 WELLINGTON ST. EAST, TORONTO.

U. S. TOMATO PACK LARGE.

OUR friends across the line are not worrying this year over a shortage of tomatoes. The 24th annual report of the tomato pack, made by The American Grocer, reveals the natural results of the short pack and the very high prices of 1901, which brought about a rapid extension of the industry, exhibited by an increase of acreage and the building of new canning factories, notably in Virginia and Maryland, and, to a less extent, in Indiana, which movement went on with greater force in 1903. The pack of 1903 turns out to be the heaviest on record, reaching a total of 10,555,115 cases, and undoubtedly surpasses the heavy output of 1902 by over half a million cases, after allowing fully 500,000 cases for houses in Maryland and Virginia, unlisted and not reported in 1902.

The total pack compares with the output of the nine previous years as follows :

Year.	Cases of 2 doz. tins each.
1903	10,555,115
1902	9,494,812
1901	4,518,221
1900	5,849,593
1899	7,404,923
1898	5,797,806
1897	4,149,441
1896	3,541,188
1895	4,194,780
1894	6,586,979
Total for ten years	62,092,858
Average per year	6,209,286
Average per year 1901-03	8,189 383
Average per year 1902 03	10 024,963

"As the stock of tomatoes packed in 1901 was absorbed before the opening of the packing season of 1902," says The American Grocer, "it is evident that the total supply of 1899-1901, aggregating nearly 18,000,000 cases, and showing an average annual output of about 6,000,000, was so insufficient to meet requirements that prices advanced from the low point of 70c. in 1901 to $1.60 in 1902. It is also clear that a pack in two years of over 20,000,000 cases, or over 10,000,000 as the yearly average, is far beyond the country's requirements, so much so that the market dropped from 87½c. to 62½c. between January and November, 1903. It is oversupply and not statistical information that is responsible for the condition of the market. . . . . The acreage was increased, new factories operated by the score, and the result is a supply largely in excess of demand, with prices that make tomato packing unprofitable.

"The future of the industry depends upon the packers, with whom rests the power to fix the relation of supply and demand. The capacity of tomato packing establishments is far above meeting annual requirement, and unless they reduce acreage, stop packing slack filled tins and improve grades they must expect an unremunerative market in 1904. The pack of 1903 in Indiana, Iowa, New York, New Jersey, Ohio, Missouri and Pennsylvania was below the capacity of the plants in those States. In Maryland and Virginia it seems that the average per house was very high. One firm handling the product of 80 houses shows an average output of 7,800 cases ; another with 10 houses, 7,500 cases. If all the plants in all the States are worked to the full capacity they can produce 12,000,000 to 15,000,000 cases of tomatoes. The consumption has been largely increased by low prices, and it may be during the first half of 1904 it will be heavy enough to cut down the supply to a point that will leave a carry-over that will not be a menace to the market, provided there is no extension of the industry and acreage is kept low."

BACK ON THE ROAD.

Mr. Fred E. Tobias, who some little time ago severed his connection with the

Mr. Fred E. Tobias.

firm of Lucas, Steele & Bristol, Hamilton, has joined the travelling staff of George Foster & Sons, Brantford, and will from the first of the month represent them in what is known as the Peninsular or Niagara District. His many friends will be glad to learn of his return to the road, and Brantford is to be congratulated on the latest addition to the energetic corps of travellers who so ably represent the Telephone City.

THE COFFEE SITUATION.

WILLETT & GRAY in their weekly statistical report thus size up the coffee situation : The coffee markets continue to fluctuate heavily, following speculative sentiment for higher values and realizations to secure profits. The trade proper, as is usually the case in front of the holiday season, is quiet, but there is a strong belief that there will be a better demand from the country with the turn of the year. The pretensions of the Brazil holders at present are rather above the parity of this market, and the disposition is to await developments rather than undertake new business at the present level. There is no question about actual supplies being large enough for all purposes as the situation is at present, but speculators seem to attach considerable importance to the reports of damage by drought to the next crop. It is not too much to say that confirmations are accumulating, going to show that the drought has been severe, and that the blossomings have not set sufficiently well to insure anything more than a moderate crop, and inasmuch as the drought has extended over such a long period, the belief prevails that the trees have been weakened to such an extent as to incur a serious prejudice to the ensuing crop. As we have stated in previous reports, the fact that the current crop will be smaller than originally estimated, has been pretty well discounted, so the question hinges on whatever the growing crop will finally turn out to be. In January estimates are usually forthcoming from Brazil firms as to the probable size of the ensuing crop, and these are awaited with more than the usual interest.

COCOA AND SPICE STANDARDS.

ACCORDING to the new U. S. Government food standards in spices, pepper is so defined as to exclude from the standard product pepper hulls, pepper dust or other pepper by-products, says Tea and Coffee Trade Journal. The ash standard of black pepper is made a maximum of 7 per cent., and for white pepper a minimum of 4 per cent., of which not over ½ per cent. shall be sand. Macassar and Bombay maces are not considered as standard mace. Standard mustard is given a maximum of 2½ per cent. of starch derived from mustard.

In the cocoa schedule standard chocolate is defined as the product made by grinding kernels of the cocoa bean without removing the fat or adding other substances, the fat standard being a minimum of 45 per cent. The amount of sugar in sweet chocolate is not limited by the standards. Cocoa is prescribed as the kernel deprived of part of its fat and pulverized. The standard sweet cocoa has a maximum limit of 60 per cent. of sugar, but no minimum limit of fat is fixed for either cocoa or sweet cocoa. Chocolate coatings are treated as sweet chocolate.

To all our customers

a Merry Christmas
and
a
Prosperous New Year

S. H. EWING & SONS,

Telephone Bell Main 65.
" Merchants 522.

96 King St., MONTREAL

CENTRAL Business College

STRATFORD, : ONT.
BEST COMMERCIAL SCHOOL IN ONTARIO.
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W. J. ELLIOTT, Principal.

MOTT'S DIAMOND CHOCOLATE. JOHN P. MOTT & CO HALIFAX, N.S. ESTABLISHED 1849
IS THE BEST.

For Sale Everywhere.

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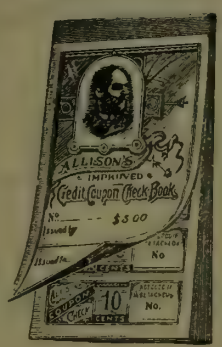
ASK FOR

MOTT'S.

Cultivating Weeds

wouldn't be considered very profitable by the farmers, yet thousands of merchants are cultivating the weeds of business by continuing the Old Style Pass book—errors every day. Forgotten charges. Hundreds of little things make a big aggregate amount. Adopt the modern ALLISON COUPON SYSTEM and throw away your time wasting devices. Look here—



IF A MAN WANTS CREDIT

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. NO PASS BOOK. NO WRITING. NO TIME LOST NO KICKING. There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.
C. O. BEAUCHEMIN & FILS, MONTREAL.
ALLISON COUPON CO., Manufacturers,
Indianapolis, Indiana.

COWAN'S

Perfection Cocoa (Maple Leaf Label). **Royal Navy Chocolate, Queen's Dessert Chocolate, Chocolate Cream Bars, Cowan's Cake Icings,** Chocolate, Pink, Lemon Color and White

Cowan's Swiss Milk Chocolate, Famous Blend Coffee, etc., etc.

Are the standard goods for purity and excellence.

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Burlington Canning Co.

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Manufacturers of

ALL KINDS OF CANNED GOODS

Fruits, Vegetables,
Meats, Poultry,
Pork and Beans,
Jams, Jellies, Catsups,
and Relishes.

All goods under "Burlington Brand" are strictly first-class, produced in the Burlington district, packed fresh from the field and unequalled in natural flavor.

Do you use . . **FOSTER'S POTS?**

STRONG DURABLE LIGHT

POROUS AND CHEAP

THOSE WHO DO WILL HAVE NO OTHER.
A post card brings price list and all particulars.

The FOSTER POTTERY CO.
HAMILTON, ONT. Limited

Want Ads.

In this paper cost 2 cents per word first insertion, 1 cent per word subsequent insertions. Contractions count as one word, but five figures (such as $1.000) may pass as one word. Cash remittance to cover cost **must in all cases** accompany orders, otherwise we cannot insert the advertisement. When replies come in our care 5 cents additional must be included for forwarding same. Many large business deals have been brought about through advertisements of 20 or 30 words. Clerks can be secured, articles sold and exchanged, at small expenditure.

MacLEAN PUBLISHING CO., Limited
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Full Weight Full Count

in all our orders of wrapping paper. Inferior paper does not give you both weight and count as our brown and manilla does. They are strong and durable.

CANADA PAPER CO.
Limited
Toronto, Montreal and Windsor Mills, Que.

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR RETAIL MERCHANTS.

Cigarette Trade.

LAST year Canada imported 9,158,000 the same time exported 648,000, valcigarettes, valued at $50,107, and at ued at $736. The imports and exports with their values and respective countries are as follows :

IMPORTS.

From—	Number	Value
Great Britain	5,915,300	$27,646
Aden	22,000	86
Malta	195,000	764
Cuba	9,000	123
Egypt	2,202,700	16,410
France	21,000	74
Germany	193,000	1,862
Russia	1,000	7
St. Pierre	2,000	12
United States	597,000	3 123
	9,158,000	$50,107

EXPORTS.

Country	Number	Value
To British Africa	6,000	$ 10
To Denmark	8,000	20
To Norway and Sweden	632,000	700
To United States	2,000	6
	648,000	$736

Damaged by Fire.

The premises of the Montreal Cigar factory, 197 McGill street, were considerably damaged by fire last week. When noticed the blaze was in the second and third storeys of the building, and though the flames were not much in evidence, it took four streams and half an hour's hard work before the fire, which was in a large quantity of tobacco, was got under control. The top storey was damaged by smoke, and the ground floor, occupied by the Montreal Fruit Exchange, by the large amount of water used to confine the blaze to its starting point. Much property was saved by the covers spread by the salvage corps of No. 1 Station. Owing to the nature of the material burning the men experienced much inconvenience from the thick black smoke emanating from it.

The loss, which is covered by insurance, is between three and four thousand dollars.

Ate Tobaccoed Soup.

PROMPTED by jealousy because the girl he most admired was going to supper with his rival, a young man emptied the contents of his tobacco pouch in the oyster stew which was being made at a social held in the Bellinger schoolhouse, near Emericksville, Pennsylvania, says The Cigar and Tobacco Journal.

One of the young women tasted the stew and nearly fainted. She thought she had been poisoned. A young man tasted the soup and announced that it was flavored with nothing more dangerous than tobacco. An investigation followed. The jealous young man was accused, and finally confessed. Some of the young men proposed holding him under the schoolhouse pump, but one of the girls suggested that he be compelled to eat the soup and to pay for it at the rate of 25c. per plate. Rather than stand under the pump, he consented to eat all he could, and to pay for the rest.

The girl he most admired leaned on his rival's arm and applauded as plate after plate was set before the victim.

Tobacco in War.

DESPITE the anti-smoking leagues and similar organizations, says The London Evening Standard, tobacco grows in popularity year by year, and by no class of persons are its virtues more appreciated than the gallant soldiers of the King, not a few of whom have gone into battle pipe in mouth as well as sword in hand. In comparatively recent years there has been a great change in the attitude of the high military authorities toward the fragrant weed; for, though not absolutely forbidden, smoking was for a long time condemned by the British Army commanders, as witness the famous "General Order No. 577," issued by the Duke of Wellington just before he relinquished the supreme command. "The Commander-in-Chief," it read, "has been informed that the practice of smoking pipes, cigars and cheroots has become prevalent among the army, which is not only in itself a species of intoxication occasioned by the fumes of tobacco, but undoubtedly occasions drinking and tippling by those who acquire the habit; and he entreats the

The enormous sale of

OLD CHUM

Cut Plug Smoking Tobacco

proves its superior quality.

Sold By All Leading Wholesale Houses.

The American Tobacco Co.

OF CANADA, Limited.

CURRENCY

Plug Chewing Tobacco

is a

Quick Seller.

Handled by all Leading Wholesale Houses.

Our Money Talks

"Put up or shut up!"

Not elegant, but expressive.

We offer to send cigars "on suspicion."

We will send 1,000 cigars, charges prepaid, to any reliable grocer in Canada, and will take back at invoice price any stock unsold at the end of three months. No quibbling. Thus the grocer is positively protected.

We don't want the cigars back, so you can depend upon it that what we send will be right;—"too good to return," is the way one grocer put it.

How many 10c.-"Pharaohs" and 5c.-"Pebbles" shall we include.

J. BRUCE PAYNE, LIMITED, Mnfrs.,
GRANBY, QUE.

A NEW YEAR'S RESOLVE

"I hereby solemnly undertake to sell ***T. & B. 10c. size*** Smoking Tobacco during the year we have just entered upon. I am only sorry that I have not been doing so all along."

—JOHN ALDERMAN

For more particulars, write us.

Geo. E. Tuckett & Son Co., LIMITED

HAMILTON, CANADA.

THAT OFFER

we have been making on Pipes we feel like continuing. The response from grocers was greater than our expectation. Here it is again :

On approval, 3 dozen assorted pipes, $6.00, return if not satisfactory. Pipes will retail at 25c. to 75c. We pay carrying charges.

W. B. REID & CO.,
Wholesale Tobacconists
58 Yonge St., TORONTO.

Popular Brands:

"QUEEN'S NAVY,"
"UNION JACK,"
"CONQUEROR,"
"WIG WAG,"
(Great 5c. plug.)

MANUFACTURED BY
The Erie Tobacco Company
WINDSOR, ONTARIO.

The Compliments of the Season, Gentlemen.

May the New Year be a very prosperous one with you.

T. J. Horrocks,
Wholesale Tobacconist
Wellington St. East, TORONTO

The Chamberlain Cigar

The **best value** in Canada! Sold the **world** over! It will help your **trade tremendously!** Order a sample lot to-day!

SAVE THE BANDS AND RETURN THEM TO
J. M. FORTIER, Limited,
MONTREAL.

MANUFACTURERS OF
Cigarettes and Cut Tobaccos

MAKING THEIR LETTERS

McALPIN

Don't forget the meaning of "**McAlpin**" as applied to Tobaccos. And, don't forget to sell McAlpin Tobaccos in 1904.

Smoking:
TONKA
SOLID COMFORT
PINCHIN'S
HAND MADE

Chewing:
BRITISH NAVY
KING'S NAVY
BEAVER
APRICOT

McALPIN CONSUMERS TOBACCO CO.,
Limited
TORONTO, CANADA.

officers commanding regiments to prevent smoking in the mess-rooms and in adjoining apartments, and to discourage the practice among the officers of junior rank in their regiments."

In the third year of the twentieth century the foregoing seems somewhat curious reading; and, despite the great Duke's prejudice against it, tobacco played no small part in winning more than one of the great battles that brought him fame and glory. Indeed, it is highly probable, that but for its soothing influence the history of the terrible and prolonged Peninsular campaign would have had a less agreeable interest for the people of England, as well as for our ancient ally more immediately concerned.

Output of Mexican Cigars.

There are 670 factories turning out tobacco products in Mexico. The production in all lines is increasing, with the exception of snuff. During the fiscal year 1902-1903, 16,074,174 pounds of cigars were manufactured.

Tobacco Culture in Hayti.

THE following information with regard to the cultivation of tobacco in the Negro Republic of Hayti is taken from the report of the Imperial German Resident Minister in Port au Prince: Tobacco, which is the most important article of export in the neighboring islands of Cuba and Porto Rico, as well as in the other parts of the Island of Hayti, which consists of the Republic of San Domingo, is scarcely cultivated at all in the Republic of Hayti. Its cultivation requires too much care and trouble if it is to be remunerative. The only large tobacco plantation was laid out a few years ago by a German firm near Port au Prince. The tobacco cultivated there is chiefly suitable for cigars and cigarettes. The goods are made by hands from Cuba and Jamaica, who teach the Haytians at the same time. The firm would be able to make 10,000 boxes of cigars in a year. But as boxes, paper, labels, and wrapping tobacco have to be imported, and the foreign hands have to be paid in gold, the price of cigars is too high at present. In Port au Prince it is true cigars are sold a cent each, but those for which there is the greatest demand cost from 10 to 14 Haytian cents each, or about 2¾d.

George Washington's Statue in Tobacco

An exhibit that will attract more than ordinary attention at the World's Fair will be a statue of George Washington made up of tobacco. It will be modelled after the equestrian statue and group in the Capitol Square at Richmond, Va.

Bright and dark tobacco in the various shades will be used, the pedestal being of Virginia bright tobacco, with the figure of Washington and the surrounding figures in dark tobacco.

Around this monument will be assembled the products of the State of Virginia, such as manufacturers' and dealers' exhibits of tobacco, and also the modern machinery and appliances used in the trade.

Virginians are responding liberally to the requests for money for the exhibit, and it will undoubtedly be a success.

How a Chinaman Smokes.

IN Persia and in Japan pipes about the size of a baby's thimble are used, providing two draws—a great waste of time. It is the Chinaman, however, who in smoking gets endless work out of practically nothing at all. He carries a fittle box about twice the size of an ordinary silver cigarette case. This is half filled with water. In one end is a removable tiny tube to serve as pipe. At the other end is the pipe stem. First of all he removes the tube and blows through it to remove all blockage. Then he fumbles through his awkward clothes, searching for tobacco, and produces a bit of rag in which it is wrapped. Carefully he extracts a wad of tobacco, puts away his rag and slowly plugs the tube, which holds perhaps the tenth part of an ordinary cigarette. But he never has any matches. So he has to borrow or hunt out a brown paper stem and light it—it glows for a long time and can be puffed into flame again—he gives a long draw; slowly, appreciatively, the smoke oozes from between his Celestial lips; he spits; he draws again and gets small result. The smoke is over. He removes the tube, blows through it and the proceeding begins all over again.

Buller and the Tommy.

Sir Redvers Buller knows the value of the "divine herb." During the Red River Expedition in 1870 a soldier of the King's Royal Rifles was badly in need of a smoke. Seeing a figure that was familiar just before him, he slapped the individual on the back and asked, "Got a pipeful of baccy, mate?" When the figure turned, revealing the features of Captain Buller, as Sir Redvers then was, the soldier was overwhelmed with confusion. Producing his own empty pipe, the officer replied, "Very sorry I can't oblige, but I haven't a pipeful for myself."

Philippine Cigars.

In the Philippines the use of tobacco is universal. The native child acquires the tobacco habit as soon as it is able to walk. In the northern provinces especially, it is no uncommon sight to see a child five or six years old puffing vigorously at a big cigar. The women smoke fully as much as the men, and commonly smoke cigars where the men use cigarettes. In the northern parts of Luzon immense cigars, often a couple of feet long and as thick as the wrist, are used. Such a cigar is suspended from a rafter of the house by a string, and smoked during the day by all the members of the family as desired.

We drop business this week and wish our grocer friends

A HAPPY NEW YEAR.

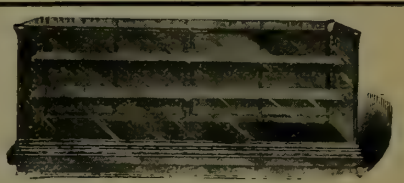
The W. H. STEELE CO., Limited
Wholesale Tobacconists, TORONTO.

McDougall's Scotch Clay

PIPES

are the standard of the world.

D. McDougall & Co., Glasgow. Scotland.



Our Patent "CORONATION" Floor Case.

This case with its ALL GLASS Top (no wood above the glass) is THE VERY FINEST display case in the world today. We are making TWENTY of this style of case to ONE of ANY OTHER, and are receiving orders from ALL parts of the Dominion for this MAGNIFICENT case. It is fitted with the very best British Plate Glass THROUGHOUT, including the mirrors in the doors and the shelves, in short, it is the MOST EXQUISITE and most UP-TO-DATE floor case on the market anywhere in the world to-day.

A large number of Grocers throughout the Dominion are now handling cigars as a special branch and ARE doing WELL with them. Are YOU right in line with these progressive and wide-awake men? If not, YOU OUGHT TO BE. If you desire to fall in the ranks by taking up this GOOD PAYING side-line you cannot do better than consult us about the very best and most modern display cases made especially for that line of business. In order to make a good display of, and to keep your cigars right it is necessary to have a first-class case of OUR manufacture. We turn out nothing but the very best goods, and our prices ARE REASONABLE for such goods.

Dominion Show Case Co.
53 Richmond St. East, - - TORONTO.

Tobacco Notes.

On Saturday last "The Grocer" had the pleasure of a visit from Mr. John Kirk, who represents the interests of The J. Bruce Payne, Limited, Granby, P.Q. It would take very little to convince Mr. Kirk that the Payne company and the "Pharaoh" cigar are the two greatest institutions on earth.

WALL PAPER

THE attention of "The Grocer" has been called to the following articles one of which is from a trade journal published in the United States, and the other from an English trade journal. We believe these will be appreciated by the wall paper dealer as well as by the manufacturer, for both are occasionally troubled with claims that ingrains, and sometimes printed wall papers have stained or spotted when hung. It has been found, on carefully looking into the reason for these imperfections, that in nearly every case the cause of the trouble is not to be found in the goods, but in the method of hanging. The deep rich colorings now so much used, and, in fact, the lighter and more delicate colorings also, require that care should be used in hanging, and the condition of the walls and ceilings must be carefully taken into account.

Paper hung on a room that is damp and cold, and that has been shut up for some time, will frequently stain when the paper is drying out on the wall. Such a room should first be thoroughly aired, and if in winter time should be heated if possible.

Thin, sloppy paste is another frequent cause of trouble. Even for the cheapest papers the paste should be as stiff as it can be worked, and made of good quality flour, and the lengths should never be allowed to soak. Each length should be hung as pasted.

The suggestions are well worth preserving for reference. It will be noticed that each of the experts referred to employs a different method in some respects, and in some particular jobs the one method might have advantages over the other. This is where the experience of the paperhanger should be in evidence. The articles are as follows:

Discoloration of Ingrains and How to avoid it.

In conversation with a gentleman connected with the paper-hanging trade, bearing on this topic, he gave us the result of his experience, which may be worth while putting into print for the benefit of others. He set out with the statement that he would guarantee to make a good job anywhere, and he recited this experience.

A customer came with a client and selected a paper, a blue ingrain, patterned. The painter took it away, and in due course it was hung. Within a few days complaints came to the warehouse that the paper was faulty, and had dried all in patches. To appease the "customer's" "customer," a new paper was supplied free of charge—this time a red one—and sent on to the job. This was hung, and after the usual "decent" interval the complaint came along, accentuated and emphasized by vigorous adjectival English, and demands for compensation.

It was at this stage that our informant came on the scene. He had been away on his holidays, and the transactions had all taken place during his absence. As an expert the matter was referred to him, and he took it up in earnest. He found (1) that the wall on which it was hung was a painted wall, (2) that the work had been done on a wet day, (3) that the paper hanger had religiously kept closed up every avenue of air, (4) that he had not lined the painted walls prior to papering, and (5) that he had used thin, sloppy paste.

The room was thereupon done under the direct supervision of the expert. First the walls were stripped and lined, the lining being hung horizontally. Secondly, the paste was made very strong, but stiff. Thirdly, the windows and doors were kept closed while the paper was being hung. Fourthly, the paper was pasted as "dry" as could be done with safety, and not allowed to stand; and, fifthly, as soon as the walls were hung, doors and windows were opened to circulate the air as much as possible, and, with a fire in the grate, the original blue paper was hung—and turned out an unqualified success. Our informant said that with these conditions, i.e., stiff, strong paste, free from alum, dry pasting, walls lined when the under surfaces are painted (brown paper in sheets preferred), he would guarantee the work turning out well in ninety-nine cases out of one hundred. We believe he is right ! !—From the Journal of Decorative Art.

Valuable Hints on Hanging Wall Paper.

By E. A. Edmunds, Brooklyn.

The manner of treatment described in the following lines has served me with unqualified success for many years :

First, prepare the walls. If they are painted, size them with washing soda ; nothing else. Make the solution strong enough so that you can see it cut the paint as you spread it on. Care should be taken to prevent it from running down over the finished woodwork. When dry it will be ready to receive the paper. The treatment makes the paint porous so that the paste can take hold and obviate the disasters of "peeling off" and "opening" at the joints on becoming thoroughly dry. It destroys grease and renders the semi-saponified paint to good purpose as a backing.

The wall should always be sand-papered to remove the small lumps after plastering up the holes and cracks.

If the walls be clean, hard finished plaster, irrespective of their age, I treat them with a strong solution of glue and vinegar(cider vinegar preferred). Dissolve the glue in water over a slow fire, then thin down with vinegar, and apply copiously. The vinegar destroys the enemy (lime) which causes the paper to shrink apart at the joints and bleach out in spots. I cannot recall an instance where this solution has failed, even on soft, chalky, "hot" walls. All new walls or parts of walls should be treated with a coat of this vinegar size.

In no case should good papers be put on over old ones, or over kalsomine.

The factor that contributes most to the appearance of a nice room is cleanliness; without this your work will be a failure, irrespective of the cost of paper. In order to attain this you must use your paste so heavy that it is barely possible to work it out evenly on the back of the goods without injuring them. This applies to all grades and kinds of wall hangings, whether of paper or tapestry. In the latter case (tapestry fabrics) it is often advisable to paste the wall, then "roll" the goods on.

The knife and straight edge should be used to trim with, especially on heavy goods. For "butted" work hang the strips from a sixteenth to an eighth of an inch

WALL PAPER

Remember this is JANUARY—in a few weeks the Spring WALL PAPER trade will be in full swing—are you ready for it? Not many dealers delay buying this late—if you are one of the "late ones" take a suggestion—ORDER NOW, before the choice is further curtailed. Write us for salesman to call or for samples.

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"A Merry Christmas"
and
"A Prosperous New Year."

S. H. & A. S. EWING
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apart, then work them gradually together, and when you have the room all hung, carefully roll down the joints, then with a clean wet sponge moisten the joint by passing the sponge over it once only. This latter act is to remove the gloss the roller makes, and applies to ingrains or other pulp papers. Do not sponge printed or surfaced goods, the colors will run.

The practice of these formulas obviates the use of lining paper, except where they must be used to prevent the heaviest goods, such as Lincrusta, etc., from pulling the putty-coat of plaster off.—Carpets, Wall Paper and Curtains.

TRAVELLERS' MUTUAL BENEFIT.

THE Commercial Travellers' Mutual Benefit Society met in the Y.M.C.A. parlors, Toronto, Saturday night, week, to nominate the officers for the coming year. The elections will take place on January 23. President George Anderson was in the chair. The reports show that this has been one of the most successful years of the society.

The following were nominated:

President, S. R. Wickett, F. Fielding.

Vice-President, Joseph Taylor, R. R. Davis.

The following were re-elected:

Treasurer, J. A. Ross.

Trustees, Toronto, H. E. Bond, Robert Maxwell, G. E. A. Bradshaw, George H. Haslem, F. J. Zammers; Hamilton, E. A. Daly, J. Hooper; Montreal, C. L. Shorey, W. E. Ramsay; Kingston, M. S. Sutherland, J. F. Baker; London, J. M. Dillon, W. H. Escott; Winnipeg, Hyman Miller, C. C. McGlashan; Brantford, J. P. Morrison, J. W. Harris; Berlin, C. Huenn, J. Knuff; Guelph, H. F. Molden.

The following new branches were opened: Barrie, R. M. Butler; Peterboro, A. G. Dickson; Chatham, F. C. Stegman.

It was decided that the Toronto trustees might appoint trustees for Windsor, St. Catharines, Stratford, Ottawa, and St. Thomas.

A HANDSOME "CONDOR" TRAY.

E. D. Marceau, Montreal, is offering to his customers a magnificent Japanese bronze card tray as a souvenir. This tray is a sample of the very fine work Japanese artists are noted for, and will prove an ornament to any house. If buyers of "Condor" Japan teas will drop Mr. Marceau a line at 285 St. Paul street, he will take pleasure in forwarding them one of these handsome trays.

ORDER FROM SOUTH AFRICA.

Henri Jonas & Co., Montreal, are in receipt of an order from a firm in Durban, Natal, this week. The knowledge of the excellent quality of Jonas' Flavoring Extracts having been carried to that distant part of the British Empire is most flattering to the firm. It but bears out the general rule that where once introduced these goods will hold their own. When the Yukon business first opened up a consignment of Jonas' Extracts was among the first orders sent up, and since that time they have been a standard there.

We have recently taken up the manufacture and sale of the

Templeton Cheese Knife

It is the greatest device for merchants retailing cheese. "Soon pays for itself," is the testimony of everyone who has used the machine for the past year.

Keeps Cheese Fresh.
Easy to Operate.
Saves from Waste.
Pleases every Customer.

Sold on Easy Terms. Write us for particulars

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Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a Special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

Address, BUSINESS MANAGER,
CANADIAN GROCER,
Montreal and Toronto.

VANCOUVER, B.C.

C. Gardiner Johnson & Co.,

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Supply C.P.R. Company's Cars, Steamers and Hotels, and leading Clubs of Canada.

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Manufacturers and shippers requiring representation in the Orient are invited to correspond with us.
Our facilities for doing business are second to none.

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IF YOU HAVE ANYTHING TO SELL WRITE CAMERON GORDON & Co.
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EASTERN MANUFACTURERS
—AND—
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All **EYES** are turned on

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Represent some of the leading houses in
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INCREASE YOUR TRADE. WRITE ME.
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"ACME"
TABLE SALT

Ask your wholesale grocer for it. Put up in 24 3-lb. cartoons in a case, and in 50-lb. box.

TORONTO SALT WORKS, Toronto, Ont.

The popularity of our **seal quarts** is evidensed by our sales. Are **you** handling this up-to-date style of package? The housekeeper's verdict being, it pays to get the big bottle.

Are you still using soap in bath or have you reached that pinnacle of fashion where **Perfumed Toilet Ammonia** is craved for?

JOHN G. HARVEY,
Manufacturing Chemist, Todmorden, Ont.

Come Out OF THE DARK!

Bring your "ads" with you.

ILLUSTRATE!!

By doing so you illumine and release from obscurity many a cheerless "type ad" that is suffering for the want of a little pictorial light.

We furnish the kind of pictures that give to your "ads" a bright and smiling countenance. *A cheerful face gains favor every time.*

Estimates on all and every style of design cordially furnished.

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LIMITED
Montreal. Toronto. Winnipeg.

GRANT

You know all about the quality of

Keen's Mustard and Keen's Oxford Blue

Ever handle our

ROBINSON'S PATENT BARLEY?

It is a perfect food for infants and invalids, put up in 1-lb. and ½-lb. tins.

You will find it on a par with our other products and it is rapidly growing in popular favor.

KEEN, ROBINSON & CO., Limited

LONDON, ENGLAND.

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December 31, 1903.

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Baking Powder.

	Per doz.
Cook's Friend—	
Size 1, in 2 and 4 doz. boxes	$4 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 3 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ¼ " "	14 00

W. H. GILLARD & CO.

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1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4 doz.	10c.	$0 85
3 doz.	4-oz.	1 20
3 doz.	6-oz.	1 75
1 doz.	12-oz.	3 50
2 doz.	12-oz.	3 45
3 doz.	12-oz.	3 40
2 doz.	16-oz.	4 45
3 doz.	16-oz.	4 35
1 doz.	2½lb.	10 40
1 doz.	5lb.	19 50

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

JERSEY CREAM BAKING POWDER.

ze, 5 doz. in case	$0 40
" 4 " "	0 75
" 3 " "	1 25
" 2 " "	2 25

OCEAN MILLS.

	Per doz.
Ocean Baking Powder, ¼ lb., 4 doz.	$ 45
Ocean Baking Powder, ½ lb. 5 doz.	90
Ocean Baking Powder, 1 lb., 3 doz.	1 25
Ocean Borax, ½-lb. packages, 4 doz.	40
Ocean Cornstarch, 40 pks. in a case	78

Freight paid, 5 p.c. 30 days.

ROYAL BAKING POWDER CO.

Sizes.	Per Doz.
Royal—Dime	$ 1 00
" ½ lb.	1 60
" 6 oz.	2 25
" ¼ lb.	2 90
" 12 oz.	4 50
" 1 lb.	5 75
" 3 lb.	15 50
" 5 lb.	25 50

Sizes.	Per Doz.
Cleveland's—Dime	$ 1 00
" ½ lb.	1 50
" 6 oz.	2 20
" ¼ lb.	2 80
" 12 oz.	4 25
" 1 lb.	5 50
" 3 lb.	15 00
" 5 lb.	25 00

"VIENNA" BAKING POWDER.

	Per doz.
1-lb tins, 4 doz in box	$2 25
½-lb tins, 4 doz in box	1 25
¼-lb tins, 4 doz in box	75

Blacking.

HENRI JONAS & CO.

Jonas' Per gross	$9 00
Froments "	7 50
Military dressing "	24 00

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ¼ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes, according to size	0 02 0 10

Black Lead.

Reckitt's, per box	$1 15

Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz.; or ¼ gross, 4 oz.

JAMES' DOME BLACK LEAD.

	Per gross
6a size	$2 40
2a size	2 50

Borax.

"Bee" brand, 5 oz., cases, 40 pkgs	1 40
" " 10 oz., cases, 48 "	3 25
" " 16 oz., cases, 48 "	4 25

Brooms.

UNITED FACTORIES, LIMITED.

	doz. net.
Boeckh's Bamboo Handles, A, 4 strings	$4 70
" " " B, 4 "	4 40
" " " C, 3 strings	4 10
" " " D, 3 "	3 85
" " " F, 3 "	3 55
" " " G, 3 "	3 20
" " " I, 3 "	2 85

Canned Goods.

HENRI JONAS & CO.

Mushrooms, Rionel	$15 50
" 1st choice Dutheil	18 50
" Lenoir	19 50
" extra Lenoir	22 00

Per case, 100 tins.

French Peas, Delory's—	
Moyen's No. 2	$9 00
" No. 1	10 50
¼ Fins	12 50
Fins	14 00
Tres fins	15 00
Extra fins	16 50
Sur extra fins	18 00
French Sardines—	
¼ Rolland	9 50 10 00
¼ Delory	10 50
¼ Club Alpins	2 50

FRED. MAGEE

	Per doz
Smelts in spices, in ½-lb round tins	0 90 $1 00
" mustard, in ½-lb oval "	0 95 $1 05
" Tomato, in ½-lb. " "	0 95 $1 05

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag.	0 18½
Quaker Oats, 2-lb. pkgs., per case	3 00
Tillson's Oats, 2-lb. pkgs., per case	3 00

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Hygienic, 1-lb. tins per doz.	$6 75
" ½-lb. tins "	3 50
" ¼-lb. tins "	2 00
" fancy tins "	0 85
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50
Perfection, ½-lb. tins, per doz.	2 40
Cocoa Essence, sweet, ½-lb. tins, per doz.	

	per lb
Chocolate—	
Queen's Dessert, ½'s and ¼'s	$0 40
" 6's	0 42
Mexican Vanilla, ½'s and ¼'s	0 35
Royal Navy Rock, " "	0 30
Diamond, " "	0 25
" 8's	

FRY'S.

	per lb
Chocolate—	
Caraccas, ½'s, 6-lb. boxes	$0 42
Vanilla, ½'s	0 42
"Gold Medal," sweet, ½'s, 6-lb. boxes	0 29
Pure, unsweetened, ½'s, 6-lb. boxes	0 42
Fry's "Diamond," ½'s, 14-lb. boxes	0 24
Fry's "Monogram," ½'s, 14-lb boxes	0 24

	Per doz.
Cocoa—	
Concentrated, ½'s, 1 doz. in box	2 40
" ½'s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ½'s, 14-lb. boxes	
" ½'s, 12-lb. boxes	
Epp's Cocoa, case of 14 lb., per lb.	0 35
Smaller quantities	0 37½

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.

	Per lo
Mott's Broma	$0 30
Mott's Prepared Cocoa, ½s and ¼-boxes	0 28
Mott's Breakfast Cocoa, ½s in boxes	0 40
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caracas Chocolate	0 40
Mott's Diamond Chocolate	0 23
Mott's Navy Chocolate, ½s in boxes	0 27
Mott's Cocoa Nibbs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross	1 00
Mott's Confectionery Chocolate	0 21 0 32
Mott's Sweet Chocolate Liquors	0 20 0 36

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 38

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Table Syrup—

this syrup is revolutionizing the sale of syrup in Canada—every grocer alive to the interests of his customers and his own profit is selling "Crown" Table Syrup. ARE YOU ?

—put up in 2-lb. Tins, 24 to case.
5-lb. " 12 "
10-lb. " 6 "
20-lb. " 3 "

also in Barrels, ½-Barrels and Kegs, **and 3-gallon and 2-gallon pails.**

Ready for shipment. No delay.

Look for the "Crown" on the package.

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ESTABLISHED 1858

53 Front St. East, TORONTO, ONT. | Works: CARDINAL, ONT. | 164 St. James St., MONTREAL, P.Q.

Vanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 27
Breakfast cocoa, ¼, ½, 1 and 5-lb tins	0 43
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 35
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5's, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 56

Condensed Milk.

Anchor" brand, cases 4 doz., per case $5 00
" evap. cream, cp. 4d. " 4 65

Borden's Condensed Milk Co.

Eagle" brand	$1 65
Gold Seal" brand	1 30
Peerless" brand evaporated cream	1 02

"Reindeer" Brand
Case (4 doz) $5.60

Coffee.

"Bee" brand, 1 lb. tins, cases, 30 tins	9 00
" " 2 lb. tins, cases, 15 tins	8 70

THE EBY, BLAIN CO., LIMITED.

In bulk—	Per lb.
Club House	0 32
Royal Java	0 31
Royal Java and Mocha	0 31
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Fancy Bourbon	0 20
High Grade package goods—	
Gold Medal, 2-lb. tins	0 30
Gold Medal, 1-lb. tins	0 31
Kin Hee, 1-lb. tins	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars	0 30
English Breakfast, ground only 1-lb. tins	0 18

JAMES TURNER & CO.

	Per lb.
Mecca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.

	Per lb.
"Old Crow" Java	$0 22½
" Mocha	0 22½
"Condor" Java	0 27½
" Mocha	0 27½
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 31
" " " 2-lb. tins	0 30

100 lb. delivered in Ontario and Quebec.

Rio No. 1	0 11

WILLISON'S TURKEY COFFEE.

	Per lb.
1-lb tins, 48-lb cases	30

S. H. & A. S. EWING'S.

	Per lb.
Mocha and Java coffee, in 1-lb tins, 30-lb cases	32
Mocha and Java coffee, in 2-lb tins, 30-lb cases	29

Cheese.

Imperial—Large size jars....per doz.	$8 25
Medium size jars "	4 50
Small size jars "	2 40
Individual size jars "	1 00
Imperial holder—Large size "	18 00
Medium size "	15 00
Small size "	12 00
Roquefort—Large size "	2 40
Small size "	1 40

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered.
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c.

Allison's Coupon Pass Book.

$1 00 to 3 00 books	3 cents each
5 00 books	4 "
10 00 "	5½ "
15 00 "	6½ "
20 00 "	7½ "
25 00 "	8 "
50 00 "	12 "

Cane's Clothes Pins.

UNITED FACTORIES, LIMITED.

Clothes pins (full count), 5 gross in case, per case	$0 62
4 doz. packages (12 to a case)	0 75
6 doz. packages (12 to a case)	0 95

Cleaner.

	Per doz.
4-oz. cans	$ 0.90
6-oz. "	1.35
10-oz. "	1.85
Quart "	3.75
Gallon "	10.00

Wholesale Agents:
The Davidson & Hay, Limited, Toronto.

Extracts.

HENRI JONAS & CO.

	Per gross.
-oz. London extracts	$ 6 00
2-oz. " " (no corkscrews)	5 50
2-oz. " "	9 00
2-oz. Spruce essence	6 00
2-oz. " "	9 00
2-oz. Anchor extracts	12 00
4-oz. " "	21 00
1-oz. " "	36 00
1-lb. " "	70 00
1-oz. flat "	9 00
2-oz. flat bottle extracts	18 00
2-oz. square bottle "	21 00
4-oz. " " (corked)	36 00
8-oz. " " "	72 00
	Per doz.
8-oz. " glass stop extracts	$3 50
8-oz. " " "	7 00
2½-oz. round quint essence extracts	2 00
4-oz. jockey decanters "	3 50

Food.

	Per doz
Robinson's patent barley ½-lb. tins	$1 25
" " " 1-lb. tins	2 25
" groats ½-lb. tins	1 25
" " 1-lb. tins	2 25

Gelatine.

	Per gross.
Knox's No. 1 sparkling	$15 00
	Per doz.
" " " 6 doz., at	$ 1 30
" No. 3 acidulated, at	$ 1 50

Jams and Jellies.

SOUTHWELL'S GOODS. Frank Magor & Co., Agents.

	Per doz
Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant " "	1 85
Other jams	1 90
Red currant elly	2 75

T. UPTON & CO.

Pure Fruit Jams—

1-lb. glass jars, 2 doz. in case, per doz.	$0 95
2½-lb. tin pail, 2 doz. in crate, per lb.	0 06½
5 and 7-lb. tin pails, 8 and 9 pails to crate, per lb.	0 06
7, 14 and 30-lb. wood pails, "	0 06
Pure Fruit Jellies—	
1-lb. glass jars, 2 doz. in case, per doz.	0 95
7, 14 and 30-lb. wood pails, per lb.	0 06
Home Made Jams—	
1-lb. glass jars (16-oz. gem.) 1 doz. in case, per doz.	1 50
5 and 7-lb. tin pails, per lb.	0 09
7, 14 and 30-lb. wood pails, "	0 09

BRAND & CO.

Brand's calf's foot	$3 50
Real turtle jelly	7 75

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 40
" " 100 sticks	0 73
Dulce large cent sticks, 100 in box	....

Lye (Concentrated).

GILLETT'S PERFUMED.

	Per case
1 case of 4 doz	$ 3 60
3 cases "	3 50
5 cases or more	3 40

RECKITT'S BLUE and ZEBRA PASTE {Always give your Customers Satisfaction.

Mince Meat.

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., ½-lb. tins, per doz.	$ 1 40
" ½-lb. tins "	2 50
" 1-lb. tins "	5 00
Durham 4-lb. jar, per jar.	0 75
" 1-lb. jar "	0 25
F. D., ½-lb. tins, per doz.	0 85
" ½-lb. tins "	1 45

HENRI JONAS & CO.

	Per gross.
Pony size	$ 7 50
Imperial, medium	9 00
Imperial, large	12 00
Tumblers	12 00
Mugs	13 20
Pint jars	18 00
Quart jars	4

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—	
½-lb. tins, per lb.	$ 0
½-lb. tins "	0 35
1-lb. tins "	0 32½
4-lb. jars, per jar	1 20
1-lb. jars "	0 35
Old Crow," 12-lb. boxes—	
½-lb. tins, per lb.	0 25
½-lb. tins "	0 23
1-lb. tins "	0 22½
4-lb. jars, per jar	0 70
1-lb. jars "	0 25

Olive Oil.

	Per case
Barton & Guestier's quarts	$ 8 00
" " pints	6 00

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

'Anchor" brand, 1-lb. glass	$1 50
" " quart gem jars	3 40

T. UPTON & CO.

1-lb. glass jars, 2 doz. case, per doz.	$ 0 95
Home-made, in 1-lb. glass jars "	1 50
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 06

CLEMES BROS.

Pure fruit stock—	
10-oz. glass jars, 2½ doz. case, per doz.	$1 00
16-oz. glass jars, 2 doz. case "	1 50
Quart gems, 1 doz. case "	3 35
In 5-lb. tins, per lb.	09

Pickles.

STEPHENS'.

A. P. Tippett & Co', Agents.

Cement stoppers (pints), per doz.	$ 2 30
Corked " "	1 90

Sauces.

BRAND & CO.

Worcester	$1 85
Tomato catsup	2 60
Mayfair relish	2 60
Indian chutney	1 75
Mango "	2 25
A 1	1 70 2 60 3 15

Soda.

COW BRAND.

Case of 1-lb. containing 60 pkgs., per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. (containing 96 pegs.), per box, $3 00.

EMPIRE

"EMPIRE" BRAND.

Brunner, Mond & Co.

Case 120 ½-lb. pkts. (60 lb.), per case, $2 70.

Case 96 10-oz. pkts. (60 lb.), per case, $2 80.

"MAGIC" BRAND.

	Per case.
No. 1, cases, 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " { 30 1-lb. " / 60 ½-lb. " }	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 85
5 cases	2 75

"BEE" BRAND.

Bee" brand, 8 oz., cases, 120 pkgs.	Per case
" " 10 oz., cases, 96 pkns.	$2 75
" " 16 oz., cases, 60 pkgs.	

Soap.

A. P. TIPPET & CO., Agents.

Mapole soap, colors, per gross	$10 20
" " black "	15 30
Oriole soap "	10 20
Gloriola soap "	12 00
Straw hat polish "	10 20

Starch.

EDWARDSBURG STARCH CO., LIMITED.

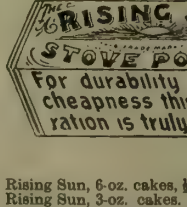
Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. cartons	$ 0 06
No. 1 " " 3-lb. "	0 06
Canada laundry	0 05
Silver gloss, 6-lb. draw-lid boxes	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05½
Benson's enamel, per box 1 25 to	2 50
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 06¾
Canada Pure Corn	0 05½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps	0 08½
"Bee" brand, cases, 64 packages	5 00

BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 05
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 06
Barrels, 200 lb.	0 05½
Kegs, 100 lb.	0 05½
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 45 cartons, per case	3 40
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 05½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 06¾
Crystal Maise Corn Starch—	
1-lb. packages, boxes 40 lb.	0 06¾

ST. LAWRENCE STARCH CO., LIMITED.
Ontario and Quebec.

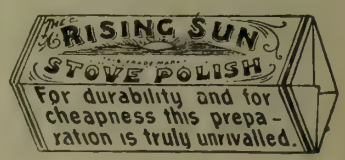
Culinary Starches—	
St. Lawrence corn starch, 40 lb.	0 06½
Durham corn starch, 40 lb.	0 05½
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 06
" 3-lb. cartons, 36 lb.	0 06
" 200-lb. bbl.	0 05½
" 100-lb. kegs	0 05½
Canada Laundry, 40 to 46 lb.	0 05
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 05½



OCEAN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$8 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

	Per case.
Enamelled tins, 2 doz. in case	$2 40
Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 90
5 " 1 " "	2 35
10 " ½ " "	2 25
20 " ¼ " "	2 10
(10 and 20 lb. tins have wire handles.)	

Teas.

SALADA CEYLON.

	Wholesale.	Retail.
Brown Label, 1's	$0 20	$0 25
" " ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60

Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c	$0 19
" " ½-lb., " "	0 20
Blue Label, retail at 30c	0 22
Green Label. " 40c	0 28
Red Label, " 50c	0 35
Orange Label, " 60c	0 42
Gold Label, " 80c	0 55

Cases, each 60 1-lb.	$0 35
" " 60 ½-lb. / " " 30 1-lb.	0 35
" " 120 ½-lb.	0 36

LUDELLA CEYLON, 1's AND ½'S PKGS.

Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

TETLEY'S INDIAN AND CEYLON TEAS.

"Elephant" Brand.

Blacks—	Wholesale.	Retail.
Tetley's Extra quality	$0 65	$1 00
" No. 1 "	0 50	0 70
" Special "	0 42	0 60
" No. 2 "	0 35	0 50
" No. 3 "	0 30	0 40
" 30c. "	0 22	0 30
" No. 4 "	0 20	0 25

These teas are packed in cases containing either 60 1-lb. packets, or 120 ½-lb. packets, or assorted. No. 3 is also packed in cases containing 240 ¼-lb. packets.

Ceylon Greens—	Wholesale.	Retail.
No. 1	$0 35	$0 50
No. 2	0 30	0 40
No. 3	0 20	0 25

Packed same as blacks.

"CROWN" BRAND.

	Wholesale.	Retail.
Red Label, 1-lb. and ½s	$0 35	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½s	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—	
"Condor" I 40-lb. boxes	$0 42
" II 40-lb. boxes	0 40
" III 80-lb. "	0 37
EMD AAA Japan, 40 lb " at	0 35
" AA " 40 "	0 32½
Blue Jay, basket fired Japan, 70 lbs.	0 30
"Condor" IV 80-lb. "	0 43
" V 80-lb. "	0 30
" XXXX 80-lb. boxes	0 25
" XXXX 30-lb. "	0 26
" XXX 80-lb. "	0 22½
" XXX 30-lb. "	0 23½
" XX 80-lb. "	0 20
" XX 30-lb. "	0 21
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 30

Black Teas—"Nectar" in lead packets

Green Label, retails	0 26 at 0 20
Chocolate Label	0 35 at 0 25
Blue Label "	0 50 at 0 36
Maroon Label "	0 60 at 0 45
Fancy tins—Chocolate, 1-lb	0 32½
" " —Blue, 1-lb	0 42½
" " —Maroon, 1-lb	0 50
" " —Maroon, 1-lb	1 56

"Condor" Ceylon black tea in lead packets

Green Label, ¼s, ½s and 1s, 60-lb. cases, retail	0 25 at 0 20
Grey Label, ¼s, ½s and 1s, 60-lb. cases, retail	0 30 at 0 23
Yellow Label, ½s and 1s, 60-lb. cases, retail	0 35 at 0 26
Blue Label, ¼s, ½s and 1s, 50-lb. cases, retail	0 40 at 0 30
Red Label, ¼s, ½s and 1s, 50-lb. cases, retail	0 50 at 0 34
White Label, ¼s, ½s and 1s, 50-lb. cases, retail	0 60 at 0 40

Black Teas—"Old Crow" blend—

Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1 per lb.	0 35
No. 2 "	0 30
No. 3 "	0 25
No. 4 "	0 20
No. 5 "	0 17½

LIPTON'S TEA (in packages).

Color of Label.	½ lbs. per lb.	¼ lbs. per lb.	Sold for per lb.
Ceylon-India, Ex. ch'st A Yellow	45	47	70
" " " B Red	40	42	60
" No. 1 C Pink	35	37	50
" 2 C Orange	28		40
" 3 C L. Blue	22		30
" 4 C L. Green	20		25

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 3½s, 5s. and 10s.	$0 39
" Amber, 8s. and 3s.	0 60
Chewing—Stag, bars, 10¾oz.	0 43
" Bobs, 5½s. and 11s	0 44
" " 10¾ oz. bars, 6s.	0 44
" Currency, 12 oz. bars, 12s.	0 47
" " 6½s. and 12's.	0 47
" Old Fox, narrow, 12s.	0 47
" Snowshoe, 14½oz b'rs, sp'c'd 6½	0 51
" Pay Roll, 7s and 6½s.	0 52
" Fair Play, 8s. and 13s.	0 53

Vinegars.

E. D. MARCEAU, Montreal. Per gal.

EMD, pure distilled, highest quality	$0 30
Condor, pure distilled	0 25
Old Crow	0 20

Special prices to buyers of large quantities

JOHN HOPE & CO., Montreal.

Sir Robert Burnett & Co.'s English Malt Vinegar	0 60

GRIMBLE'S MALT.

Bulk, ¼-casks, 25 gals	$5 45	$10 95
" casks, 60 "	10 25	22 40
Bottles, cases, 3 doz.	3 25	4 40

Washing Powder.

FAIRBANK'S GOLD DUST.

Five cases assorted—	
24 25c. packages	$4 65
100 10c. "	7 80
100 5c. "	3 90

Freight prepaid.

Cane's Woodenware.

UNITED FACTORIES, LIMITED.

	Per doz.
Washboards, Victor	$1 35
" Crown	1 45
" Improved Globe	1 60
" Standard Globe	1 70
" Original Solid Globe	2 00
" Superior Sld. Bk. Globe	2 15
" Jubilee	2 10
" Pony	0 95
Diamond King (glass)	3 10
Tubs, No. 0	10 50
" " 1	8 50
" " 2	7 50
" " 3	6 50
Pails, No. 1, 2 hoops	1 75
" "	1 90

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case	$1 00
Gillett's cream yeast, 3 doz.	1 00
Jersey cream yeast cake, 3 doz. 5c.	1 00
Victoria " " 3 doz. 5c.	1 00
" " " 3 doz. 10c	1 80

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SODAS

Bicarb
Sal
Concentrated Sal
Caustic

EVERYWHERE KNOWN TO BE THE BEST.

WINN & HOLLAND, Sole Agents for Canada, MONTREAL.

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Brewers and Maltsters

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WHITE LABEL ALE

ASK FOR IT AND SEE THAT OUR BRAND IS ON EVERY CORK.

Our Ales and Porters have been examined by the best Analysts, and they have declared them Pure and Free from any Deleterious Ingredients.

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ARTHUR P. TIPPET & CO., Toronto, St. John, N.B., and Montreal.

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are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

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We make them in all shapes and sizes. We have

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In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

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and a happy one is our wish to all our customers and friends. Merchants on all sides are telling us that they are selling more

Wethey's Mince Meat

than ever before. We have no doubt that 1904 will mean still greater sales.

J. H. Wethey, Limited
ST. CATHARINES, ONT.

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The Dominion Molasses Co.,

Limited

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The Auer Gas Lamp

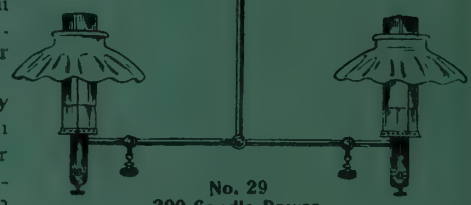
"Turns night-time into day-time."

New Models. Lower Prices.

Would you buy a lamp which doesn't smell or smoke?

Would you buy a lamp which will save you half your expense for coal oil?

Would you buy a lamp which shows your goods in daylight colors?



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EVERY LAMP GUARANTEED

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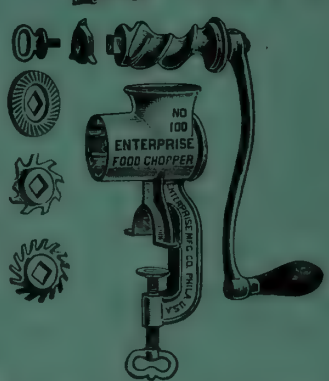
Meat Juice Extractor

No. 21, $2.50



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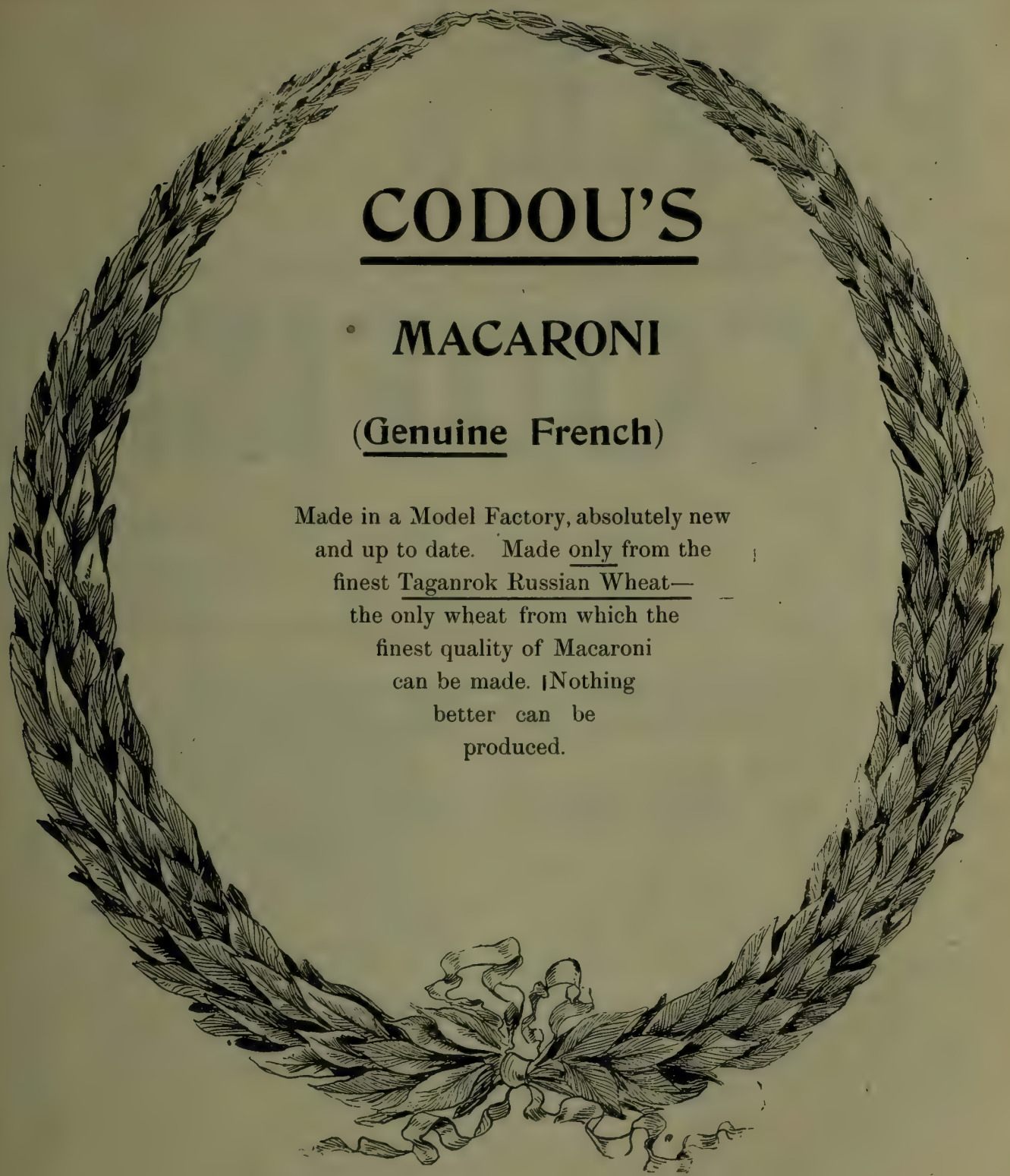

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MACARONI

(Genuine French)

Made in a Model Factory, absolutely new and up to date. Made only from the finest Taganrok Russian Wheat—the only wheat from which the finest quality of Macaroni can be made. Nothing better can be produced.

ARTHUR P. TIPPET & CO., Agents,

8 Place Royale, Montreal.

20½ Front Street E., Toronto.

PURE CODFISH

Have you tried a sample lot of the new brands of Codfish

"HALIFAX" and "ACADIA"

They are capturing the market wherever introduced. Both are pure codfish, put up in attractive wooden boxes; "HALIFAX" in three pound and "ACADIA" in two pound boxes. The former is also put up in one pound Fish Cakes. Nothing quite as nice has ever been offered on the Canadian market, in fact, they are easily worth more money than the price we quote. Ask your wholesale grocer about them; he will tell you that they are good.

Black Bros. & Co., Limited

A. H. Brittain & Co., Board of Trade Building, Montreal,
Agents for Ontario and Quebec.

Halifax, N.S.

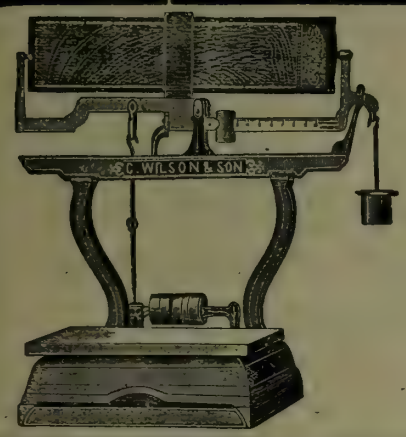
Borden's Brands of CONDENSED MILK and EVAPORATED CREAM at Canadian Prices

We beg to announce that we have established a branch factory at Ingersoll, Ont., and that we are now prepared to fill all orders for the Canadian trade promptly, and at considerably reduced prices, owing to the establishment of the Canadian Branch. Our **Eagle Brand Condensed Milk, Gold Seal Brand Condensed Milk** and **Peerless Brand Evaporated Cream,** unsweetened, can be obtained through our local representatives.

BORDEN'S CONDENSED MILK CO.

Originators of Condensed Milk. Established 1857.

Selling representatives in Canada: **F. W. Hudson & Co., Toronto. W. H. Dunn, Montreal. Erb & Rankin, Halifax. W. S. Clawson & Co., St. John, N.B. Scott, Bathgate & Co., Winnipeg, also Shallcross, Macaulay & Co., Victoria and Vancouver, B.C.**



Paid For Itself.

C. WILSON & SON, Limited, Scale Manufacturers,
TORONTO. HAMILTON, MAR. 19th, 1903.

DEAR SIRS:—

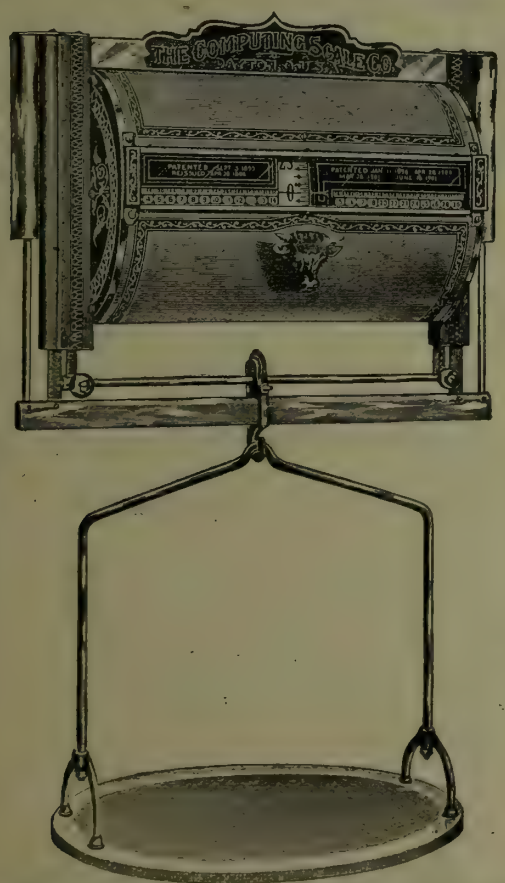
I have used your **BALL-BEARING COMPUTING SCALE** for several years now and I believe it has paid for itself a good many times over during that period. Most of my profits went to my customers in overweights in the past. Now I have a little left for myself.

Yours truly, ———

One of a hundred similar testimonials secured by us. Let us put you on the same road to prosperity. Catalogue free for the asking.

C. WILSON & SON, Limited, **TORONTO.**

A MONEY SAVER.



SOON PAYS FOR ITSELF.

The Computing Scale Co. of Canada, Limited
164 KING ST. WEST, TORONTO, CAN.

Chinaware

Open stock patterns in

Finest Quality German

and

Haviland French

"Rosegarland"

A fine quality open stock pattern in German China.

WRITE FOR PRICE LIST.

NERLICH & CO.,

146-8 Front St., West, TORONTO.
MONTREAL, 301 St.James St.,

let your Tea trade for **1904** expand.

JAPAN TEAS

will always hold their own—they are absolutely and solely the most lasting and satisfying teas produced—healthy, clean, pure, invigorating and profitable to handle—keep them before your trade.

Cerebos Salt.

There is Salt and Salt, and Cerebos Salt is the Salt of the earth. It is used on the tables of the Royal Household, of the nobility, of medical men of fame, on dining cars and in leading hotels (served by the King Edward Hotel in Toronto). Dainty, delicate, nutritive. Will not cake. Its preparation conserves valuable properties that give it food strength. It promotes vigorous growth in children, and repairs the daily waste of nerve and tissue in adults.

Order a case of 4 dozen tins at $1.40 a dozen. Tins are very attractive. 500 free samples with literature for use among your best trade with your first case. Order direct. Terms, 30 days net.

SOLE AGENTS FOR CANADA

W. G. PATRICK & CO., Merchants, 27 Melinda St., TORONTO

HAVE YOU,

among your many resolutions for the new year, decided to handle only the best goods? It will pay you to do this.

JAMES' DOME LEAD

is the best black lead obtainable.

W. G. A. LAMBE & CO., Canadian Agents.

THE
MOST PROFITABLE to the GROCER
and
MOST SATISFACTORY to the LAUNDRESS

is Cold Water **STARCH IVORINE**

ASK TRAVELLERS THE PRICE

THE ST. LAWRENCE STARCH CO., Limited, - PORT CREDIT, ONT.

TEA ROSE DRIPS

The Late Philip D. Armour said:

"There is nothing else on earth so annoying as procrastination in decisions."

And P. D. knew what he was talking about. Don't procrastinate — stock up with a good assortment of TEA ROSE DRIPS. It sells well.

ROSE & LAFLAMME, Agents.

MONTREAL.

Save Waste Effort

in pushing poor goods, what if the profit is a little larger—you don't please your customer and you loose in the end. Sell

Paterson's Camp Coffee Essence

it always pleases.

ROSE & LAFLAMME, Agents, Montreal.

BY AN OVERWHELMING MAJORITY

The Canadian people have declared their preference for **Ceylon Tea** (black and green) over all other teas.

It is the best tea for consumer, whether price or quality is considered.

It is the best tea for the grocer, both for profit and as a trade bringer.

Build up your tea business in 1904 by stocking with a full line of Ceylon Tea.

CEYLON TEAS
BLACK AND GREEN
are
Customer Pleasers.

CEYLON TEAS
BLACK AND GREEN
are
Money Makers.

ADOLPHE E. SMYLIE, President — HENRY ROWLEY, Vice-Pres't — H. W. PETHERBRIDGE, Sec'y and Treasurer

NATIONAL LICORICE CO.

Successors to
YOUNG & SMYLIE
BROOKLYN, N. Y.
S. V. & F. P. SCUDDER
BROOKLYN, N. Y.
MELLOR & RITTENHOUSE CO.
CAMDEN, N. J.
H. W. PETHERBRIDGE
BROOKLYN, N. Y.
DOMINION LICORICE & NOVELTY CO.
TORONTO, CAN.

Y. & S., SCUDDER, and M. & R. Brands of PURE STICK LICORICE, Acme Licorice Pellets, M. & R. Wafers in bags, Licorice Lozenges, and a full line of Licorice Specialties, including the celebrated soft licorice lines sold under the Company's brands as follows: THE FLEXIBLE LICORICE, THE PLIABLE LICORICE, THE ELASTIC LICORICE.

OFFICE—106 JOHN ST.
106-116 John St., 227-237 Plymouth St., } Brooklyn, N.Y.
Illustrated Catalogue on request.

Received Highest Award **GOLD MEDAL** Pan-American Exposition

The full flavor, the delicious quality, the absolute **purity** of **Lowney's Cocoa** distinguish it from all others. It is a **natural** product; no "treatment" with alkalies or other chemicals; no flour, starch, ground cocoa shells or coloring matter; nothing but the the nutritive and digestible product of the **choicest** Cocoa Beans. A quick seller and a **profit** maker for dealers.

THE WALTER M. LOWNEY COMPANY, No. 447 COMMERCIAL STREET, BOSTON, MASS.

"KKOVAH"
Jellies (all flavors)

"KKOVAH"
Custard Powders

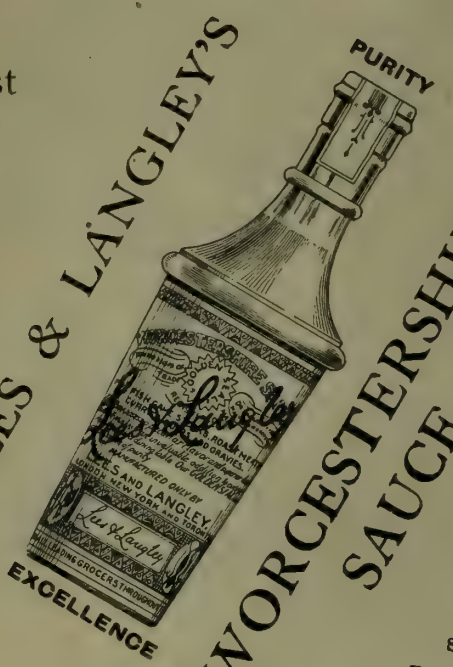
"KKOVAH"
Blanc Mange Powders
Etc., Etc.

"NEVER-DRIP-A-DROP" Tea Strainer—The most ingenious strainer ever invented. Keeps all tea leaves or coffee grounds out of the cup. Positively never drips-a-drop. Fits any tea pot. **We are agents for the grocery trade.**

THE GREIG MANUFACTURING CO.

MONTREAL. LIMITED

Best by Test



Sole Proprietors
AMERICAN COFFEE & SPICE CO., - Toronto

Lytle's Mince Meat

Makes a Success of Cooking.

The wise grocer sells goods of an undoubted quality.

The quality of this mince meat never varies, it is always delightful, always tempting and always delicious.

Done up in convenient sized fibre and wooden pails.

The T. A. LYTLE COMPANY, Limited
124-128 Richmond St. West, TORONTO.

Pure, Delicious, Best.

are the THREE TERMS that correctly describe

HIGHEST AWARD, LONDON, 1893.

STRETTON'S
(PRIZE MEDAL)
Worcestershire
SAUCE

Our Special Cheap Line, the "PURE" Worcester, is the best and cheapest on the market. Ask your Wholesale House to send you on a case with your next order.

CANADIAN AGENTS:

Messrs. S. H. Ewing & Sons, Montreal.
Mr. John Fisher, Manufacturers' Agent, Toronto.
E. Nicholson, Winnipeg. L. H. Millen, Hamilton.
Messrs. Clawson & Co., St. John, N.B.
Messrs. Wm. Tuffts & Son, Vancouver, B.C.
Mr. H. H. Stimpson, Halifax, N.S.

Sole Manufacturers
Stretton & Co., Limited, WORCESTER, ENGLAND.

FLAVOR COUNTS

You don't want a milk that is overcooked in the condensing.

REINDEER BRAND

has the flavor of rich cream and is the standard of quality.

W. G. A. LAMBE & CO., Agents.

LIPTON'S TEAS

HAVE THE LARGEST SALE IN THE WORLD.

Over 53,000,000 Packets were sold during 1902

SOLD ONLY IN AIR-TIGHT CANS, NEVER IN LEAD PACKETS.

LIPTON'S TEAS are far more popular in Canada than any other teas carried by the grocer. The only teas in Canada offered to the grocer direct from the tea gardens—packed by the grower.

AGENTS IN MONTREAL—**Laporte, Martin & Cie., and all wholesale grocers.**

AGENTS IN TORONTO—**Canada Grocers, Limited, and all wholesale grocers.**

THOMAS J. LIPTON, 39 Pearl Street, New York City.

Established 1885

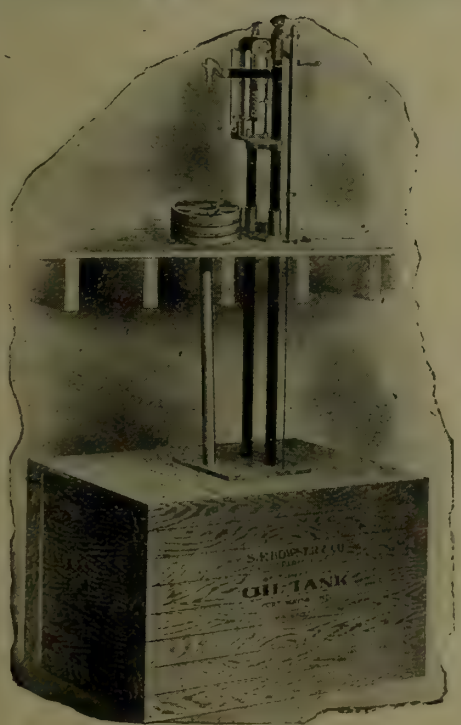
ALL OLD STYLES EXCHANGED.

OUR EXCHANGE OFFER

TO USERS

An Unbiased Opinion—Unsolicited.

READ IT.



OUR LATEST CELLAR OUTFIT.
Measuring Gallons, Half Gallons and Quarts.

Ravenscroft, Tenn, 11-13-'03.

Messrs. S. F. Bowser & Co., Ft. Wayne, Ind.

Gentlemen:—Oil tank just arrived and put up. I want to congratulate you on the decided improvement you have made over the ones I bought from you several years ago for our Bon Air store. I think you have them as perfect now as can be made. I am perfectly delighted with it and would not do without it for ten times its cost.

Yours very truly, BON AIR COAL & IRON CO.
By Wm. Bailey, S.K.

You would feel the same although your old Bowser Outfit is one of the best fixtures you have. It has, however, paid you its cost many times by its savings, and now it would be a profitable investment to exchange it for one of our latest improved outfits measuring a Gallon, Half Gallon or Quart at a stroke.

On January 6th, 7th and 8th, our travelling salesmen from all parts of the United States and Canada, will meet at our factory to attend our

ANNUAL CONVENTION.

The question of accepting old style Bowser Pumps in part payment of our latest improved outfits will be thoroughly discussed and our salesmen fully posted regarding the details of our

SPECIAL EXCHANGE PROPOSITION

which we will make for the first sixty days of the new year. By this special offer you can trade your old outfit and obtain AT A SPECIAL PRICE one of our up-to-date outfits which are the best we have ever built and as far ahead of your old style as the old style was in advance of the common jigger pump.

IF YOU WRITE AT ONCE

we shall be pleased to give you full information regarding this special offer and to send you our latest catalogue; which has just been issued.

A postal card will bring a prompt answer. You will be under no further obligations.

Write to-day—Ask for Catalogue "B."

S. F. BOWSER & CO., Fort Wayne, Indiana.

1903—over 200,000 in use

BOWSER PUMPS GUARANTEED.

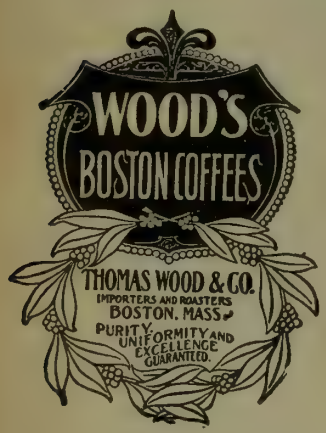
TEAS— That show the retailer a handsome profit.

We are carrying a complete assortment of splendid values which can be retailed at 25c. and up, and you make a good profit, and guarantee your customers exceptional quality for the money.

W. H. GILLARD & CO., Wholesale Grocers, - HAMILTON.

Branch CANADA GROCERS LIMITED.

GUESSING



is all right in its way.

But to go through the world "a-guessing" is a sign of weakness.

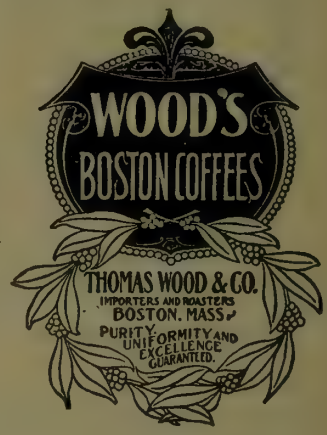
The grocer cannot afford to have his customers guess in regard to his goods, and they do not relish the task.

Every grade of WOOD'S COFFEES has a distinctive character. We do not begin by guessing, and nobody who follows us has to do so.

Superior goods of definite worth build up trade.

Canadian Factory and Salesroom,

No. 428 St. Paul St., MONTREAL.



OUR ANNUAL TEA SALE

AFTER STOCK-TAKING

SPECIAL VALUES WRITE FOR SAMPLES OR SEE OUR TRAVELLERS.

Mail and Telephone Orders our Specialty. 'Phone, 1446, 1447.

BALFOUR & COMPANY, WHOLESALE GROCERS, **Hamilton, Canada**

GREEN COFFEES

Bourbon Santos
Cucuta Maracaibo
Flinty Rios
Javas, Mochas, Etc.

All purchased previous to advance and will be sold much below market valuation. . . .

WARREN BROS. & CO.,

Wholesale Grocers and Tea Blenders,

35 and 37 Front Street East, - TORONTO.

TRAVELLERS' ANNUAL DINNER.

Twenty-Ninth Function of The Dominion Association.

THE twenty-ninth annual banquet of the Dominion Commercial Travellers' Association was held at St. Lawrence Hall, Montreal, on Wednesday evening, December 30th. To state that the attendance was large, that the toasts were loyal and enthusiastically responded to, that the speeches were of a characteristically high order, and that everybody enjoyed themselves as only commercial travellers can, goes without saying.

The large dining hall was profusely and handsomely decorated with flags, bunting, streamers and the tables ornamented with ferns and flowers. Shields bearing the arms of the different provinces of the Dominion hung on the walls. On a raised platform at one end of the diningroom an orchestra was stationed and to the strains of sweet music the excelent menu provided by Boniface Brown was done ample justice to.

Mr. J. S. N. Dougall, president of the association, was in the chair with Hon. Sidney Fisher, Minister of Agriculture, on his immediate right and Hon. Raymond Prefontaine, Minister of Marine and Fisheries, on his left. Among the other distinguished guests occupying seats at the president's table were Mr. R. L. Borden, M.P., leader of the Opposition in the Dominion House, Hon. J. I. Tarte, Mr. F. D. Monk, K.C., M.P., Mr. Robert Bickendike, M.P., Ald. Nelson, Mr. Arthur J. Hodgson, president of the Board of Trade, and Mr. D. M. Stewart, general manager of the Sovereign Bank of Canada.

After the good things provided for the inner man had received appreciative attention at the hands of the guests, President Dougall arose amidst loud applause. Before proceeding with the toast list he asked the indulgence of the guests to give a few statistics regarding the association. Organized in 1875 its membership had increased from 251 at the end of the year of organization to its present magnificent roll of 4,434. Since 1881, when the mortuary benefit scheme was established, $366,000 had been paid to deceased members' families. A surplus at the end of the first year of $534 had grown to a surplus at the end of the present year of $19,942, making the present capital $226,172. The commercial travellers had every reason to be proud of the position of their association. He then proposed the toast of "Our King." This having been duly honored, the toast of "The President of the United States" was also drunk. This was done no doubt in deference to the presence at the banquet of the president of the Commercial Travellers' Union of the United States, as well as in honor of a large number of American-born members of the association. Mr. George Wilkins then read letters of regret at inability to attend from Lord Minto, Governor-General; Sir Wilfrid Laurier, Hon. Chas. Fitzpatrick, Sir Wm. Mulock, Hon. R. W. Scott, Hon. Clifford Sifton, Hon. W. S. Fielding, Hon. A. Turgeon, Lord Dundonald and Hon. A. W. Edwards, Consul-General of the United States.

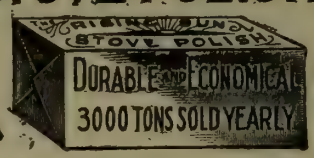
The toast of "The Dominion Government" was proposed by Mr. D. M. Lefebvre, vice-president of the association, and responded to by Hon. Sidney Fisher, and Hon. Raymond Prefontaine, the former in English and the latter in French. Both speakers acknowledged the services rendered to Canada by such a body of live business men as the Commercial Travellers' Associations, and the widespread influence of travelling men on the trade of the country. It was the duty of all travellers to use their influence to further the best interests of the country and, as Mr. Fisher expressed it, "the electors frequently looked to the commercial traveller for information, hints and inspiration." A few remarks were made by the Honorable Minister of Agriculture on the material progress that had been made in the country's trade.

Hon. Mr. Prefontaine described commercial travellers as the advance guard of civilization, and declared that the Government was proud of them. Mr. Prefontaine referred to the opening up of new railway and shipping routes, and said it would not be long before the ubiquitous drummer would be finding new avenues to explore and develop.

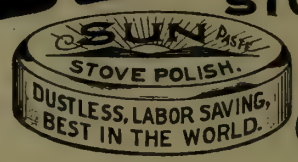
Mr. Fred L. Cains, treasurer of the association, in a few words proposed the toast of "The Dominion Parliament" coupling with it the names of Mr. R. L. Borden, Hon. J. I. Tarte and Mr. F. D. Monk. The applause which greeted these speakers, particularly the respected leader of the Conservative party, must have been most flattering to these gentlemen. Mr. Borden claimed the privilege of being considered a commercial traveller as he had during the present year been on the road offering a good article to the public, he claimed he had a "good policy," and was endeavoring to lay its merits before the people. Speaking of the Dominion Parliament he considered that institution as one of great credit to the country. References had been made by previous speakers to the Dominion but he did not think that any of them had greater confidence in the future of Canada than he had. Every commercial traveller should realize to the fullest extent the greatness of this country and he thought the proper way for them to grasp its great magnificence was for them to take the trip from ocean to ocean. He asked them all to remember their duties to their country. They were the pioneers, living factors in the progress and development of the land; their fingers were ever on the pulse of trade and must be acknowledged the best judges of material changes.

Hon. J. I. Tarte, who spoke in English, in replying, referred to the great number of Canadians that had left their native land for the United States. He would encourage every one to remain here and assist in developing our national resources, and urged them all to assist in building up Canada. He also in a modest way referred to the part he had taken in developing the waterways of Canada and his efforts to make the Canadian route the best. Canada now had the shortest route between the great West and Europe, and the improvement of the Canadian route had been taken advantage of not only by Canadians, but also Western United States shippers. Mr. Tarte, on repeated cries of "en Francais, en Francais" from the guests, repeated the gist of his

RISING SUN STOVE POLISH IN CAKES
WELL KNOWN AND RELIABLE



SUN PASTE STOVE POLISH and SUN PASTE STOVE POLISH IN TINS



GUARANTEED TO THE TRADE

Our packages are larger and more attractive in style than any others.
The quality of our goods is superior to anything else on the market.

MORSE BROS., Proprietors, Canton, Mass.

For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

remarks in the language of his compatriots. That this was appreciated was evidenced by the applause that greeted him on rising.

Mr. F. D. Monk also replied to this toast, speaking first in French and concluding in English. He fully endorsed the sentiments expressed by Hon. Mr. Fisher and Hon. Mr. Prefontaine, as to our living in a great country, that the progress of our young nation was great and that we were on the road to success. Are we going to sit by in the midst of this great era and see our friends to the south of us surpass us? This question was answered with vociferous "Never, never." He called on commercial men to use their abilities and great opportunities to advance still further the country's trade.

The toast of "The Provincial Legislature" was proposed by Mr. W. J. Eagan, a director of the association, and replied to by Hon. J. D. Rolland, an ex-president of the Dominion Commercial Travellers' Association. Mr. Rolland pointed out what the Legislature had done towards doing away with the tax at one time levied by municipalities upon commercial travellers, and this was a proof of the Legislature's interest in, and appreciation of the services of travelling men. The question of improved hotel accommodation was a matter somewhat difficult to regulate, but no efforts would be spared to make the traveller more comfortable. This sentiment was loudly applauded by every traveller. Hon. Mr. Rolland also referred to the progress made by the Dominion Commercial Travellers' Association during the 29 years of its existence, and said that it stood to-day on an equal basis with any life insurance company in the Dominion.

Ald. Nelson, in the absence of his Worship Mayor Cochrane (who was confined to his home through illness) replied to the toast of "The City of Montreal." Mr. Arthur J. Hodgson, responded to the toast of "The Board of Trade."

A vote of thanks proposed to the president, Mr. Dougall, for the very excellent manner in which he had presided, was drunk with enthusiasm, and after he had responded, the National Anthem was sung.

The highest praise is due the president and directors and officers of the association for the magnificent manner in which the banquet was arranged and conducted, everything went off smoothly and well.

Samples.

Those packages of cigarettes supplied by the American Tobacco Co., Limited, were much appreciated.

The cigars provided by the North American Cigar Co. were passed around in neat little envelopes containing two "Manhattans." The little poem by Norris Bull, printed on the outside was a good idea. It read:

Oh, 'tis well enough
A whiff or a puff
From the heart of a pipe to get;
And a dainty maid
Or a budding blade
May toy with the cigarette;
But a man, when the time
Of a glorious prime
Dawns forth like a morning star,
Wants the dark-brown bloom
And the sweet perfume
That go with a good cigar.

—Norris Bull.

"Radnor" water was in evidence at every table and the generosity of the company in supplying this excellent table water was thoroughly appreciated.

S. Davis & Son's clear Havana cigars, supplied by that company were passed around the tables and their excellent qualities commented on freely.

McAllister's 400 were not in it with the 400 that adorned the great dining-room of St. Lawrence Hall.

The MacLean Trade Newspapers' greeting card placed with the menu card was commented upon favorably for its neatness and its wishes for the new year appreciated. It read:

"May 1904 bring such an abundance of orders and uniformly cordial treatment from your customers, as to bury beyond remembrance the jolts and disappointed hopes experienced 'on the road' in 1903.

"THE EDITOR."

Montreal, Toronto and Winnipeg,
January the first, MCMIV.

Wonder where the artist who prepared the cover of the menu card got his model of "The Traveller"? If such a sombre looking individual entered the average merchant's store he would either be kicked out or a call would be rung up for the police. It was certainly a hard looking production of a traveller, the finish of the work was excellent, but the features too hard.

The Wine and Spirit Journal's reprsentative and manager of the Montreal branch, Mr. Spry, was seen thoroughly enjoying himself with the good things about him.

Our confreres of Le Prix Courant, Messrs. Nightingale and Fontaine were also in evidence.

That quartette of grocery travellers seemed to have buried their rivalries for the time being, as nothing but smiles were noticed at their end of the table.

The handsome card and prospectus of the Commercial Travellers' Union of

A Trade Winner

Myers' Royal Horse and Cattle Spice.

Myers' Royal Poultry Spice.

Myers' Royal Hog Powder.

LUCAS, STEELE & BRISTOL, The Original Quick Shippers, **Hamilton.**

Imperial Mixed.

A new biscuit—very small—to retail at a low price. Fills a long felt want.

You can easily handle a barrel.

THE CANADA BISCUIT CO., LIMITED

King St. West and Bathurst St. Cars pass our Works. ***King and Bathurst Streets, TORONTO.***

JAMES TURNER & CO.

Wholesale Grocers, = HAMILTON,

Wish all their customers. . .

A Very Happy New Year.

Thomas Kinnear & Co.

Wholesale Manufacturing
and Importing Grocers

49 Front St. East,

TORONTO.

Telephones { Main 37
Main 104

Sole Agents for

CROWN BLEND TEA
" COFFEE
" BAKING POWDER
" MOLASSES
VICTORIA EXTRACTS

PROMPT SHIPMENT.

BENSDORP'S
Royal Dutch Cocoa.

IT'S DUTCH!

The Finest Cocoa Made.

A perfect cocoa product is hard to procure, but in

BENSDORP'S

you have an article which you can offer your trade with a certainty that it will give satisfaction.

Sole Agents for Ontario, Manitoba, Northwest Territories and British Columbia.

A. F. MacLAREN IMPERIAL CHEESE CO., Limited,
Colborne Street, TORONTO.

America was very much admired. The frontispiece of this card was a more generally accepted representative of the commercial traveller.

That recitation of "Johnny Courteau" was evidently just the thing, and loudly applauded.

The bill of fare at first bothered a certain knight of the grip, it being entirely in French, and his knowledge of that language being confined to "meme chose," he rather got knocked over on "Dindonneau roti, sauce aux airelles." He got away with it, however, and as it was good roast turkey, he tackled everything in sight, said he, "By George, I'll be so full of French after I get through that I'll have no 'merci' for anything on the road."

That "Punch a la Commis Voyageur" was splendeid. That's the kind of a traveller one doesn't object to meeting every day—several times.

F. X. St. Charles & Co., the St. Lawrence Main grocers, supplied a neat little match package.

Business Changes

ONTARIO.

THE ROYAL PACKING CO., dealers in evaporated apples, Port Perry, have made an assignment to E. R. C Clarkson, Toronto

J. Stark, miller, Paisley, is dead.

G. Foster, of G. Foster & Son, Brantford, is dead.

J. Moag, general merchant, Smith's Falls, is dead.

The King Produce Co., Stratford, have assigned to J. Hassie.

Z. Regimbal, general merchant, Azilda, has obtained an extension of time.

G. W. Allison, confectioner, Owen Sound, has assigned to C. S. Cameron.

G. M. Milkinson & Son, grocers, Kingston, have assigned to H. Howard.

E. Bergerow, general merchant, Clarence Township, has assigned to Wm. A. Cole.

Bramm Bros., bricklayers and millers, Berlin; have advertised their brick plant for sale.

A winding-up order has been granted for the Palmerston Pork Packing Co., Palmerston.

J. Stirrell, general merchant, Camlachie, has been succeeded in business by W. Trusier.

Start the New Year right!

UPTON'S

JAMS
JELLIES
AND
ORANGE
MARMALADE

are the right kind of goods to sell or use.

A. F. MacLAREN IMPERIAL CHEESE CO., Limited, SELLING AGENTS. TORONTO.

The premises of C. Norman, grain and feed dealer, Aurora, has been damaged by fire. Loss partly covered by insurance.

QUEBEC.

J. Lavoie, general merchant, East Broughton, is dead.

A curator has been appointed to W. Tolbat, trader, Isle Berte.

The assets of E. Marrissette, grocer, Montreal, have been sold.

The D. A. McPherson Produce Co., Montreal, has been incorporated.

Curators have been appointed to J. Dufee & Co., general merchants, Martinville.

The assets of T. S. Williamson, wholesale produce dealers, Montreal, are to be sold.

A. Lesser, general merchant, Webbwood, has assigned to Kent & Tuhcott, Montreal.

Leduc & Daoust, wholesale produce dealers, Montreal, have dissolved partnership.

The assets of J. C. Lemire & Co., general merchants, St. Giullaume D'Upton, have been sold.

The stock of F. D. Robert, grocer, Montreal, has been damaged by fire. Loss partly covered by insurance.

Wm. Woolley, confectioner, Montreal, has made an assignment. Meeting of creditors announced for 9th inst.

NOVA SCOTIA.

L. P. Churchill & Co., wholesale and retail general merchants, Lockport, have made an assignment.

Consent has been registered for E. Pickles, general merchant, Nictaux Falls, to do business in her own name.

G. B. Churchill, proprietor of a corn mill, Yarmouth, has made an assignment for the benefit of his creditors.

J. A. Newell, grocer and confectioner, Clark's Harbor, has made an assignment to G. A. Black for the benefit of his creditors.

MANITOBA AND N.W.T.

Wm. Freeborn, baker, Morden, has sold out to W. Scott.

G. H. Brown, general merchant, Condie, has been succeeded by F. J. Lipton.

J. J. Story, general merchant, Wawanesa, has advertised his business for sale.

J. J. Taylor, general merchant, Yellow Grass, has been succeeded by F. R. Elliott.

W. G. Walford, baker and confectioner, Rapid City, has assigned to C. H. Newton.

Collin & Co., general merchants, St. Boniface, have been succeeded by the Collin Co., Limited.

The Nickelson-Steinberg Co., general merchants, Napinka, have advertised their business for sale.

Vansickle Bros., grocers and shoe dealers, Swan River, have been succeeded by A. & J. Vansickle.

Marshall & Hunter, grocers, hardware and shoe merchants, Medicine Hat, have been succeeded by the W. B. Marshall Co.

Ceylon Green

TEAS

We offer exceptionally good values in these teas.

STYLE AND LIQUOR

Our travellers will be pleased to show you samples.

THE
Davidson & Hay,
LIMITED,
Wholesale Grocers,
TORONTO.

DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

To Tell Age in Dressed Poultry.

IN ducks and geese the flexibility of the windpipe is a mark of youth. When the bird is young it can be easily squeezed and moved; later it grows rigid and fixed. Some of the dealers in fancy and out-of-season goods handle more or less poultry which is only partly plucked, the neck, tail, and wing feathers being left, probably to give the bird a better appearance. However, an unplucked chicken so seldom reaches the average American market that feather and comb tests are of little value here. More commonly the wings of turkeys, ducks and geese are left unplucked and furnish a clew to the age. If the tips of the quills at the end of the wing are sharply pointed, the bird is probably young; the blunter they are the older the bird.

Commonly it takes a trained eye to distinguish the sex in dressed birds, but fortunately this is not important save in the case of capons. When caponizing has been properly done the head is small for the size of the body, the comb is pale and withered, the body plumper, rounder, and larger than in an ordinary fowl, and the spur abortive. If the operation was incomplete, the head will be like that of an ordinary bird and the body less rounded. Such birds, known technically as "slip capons," are much inferior to true capons.

Cost of Living in Germany.

THERE is no decrease in the high cost of living referred to in the last annual report from this district, writes United States Consul Muench, from Plauen, Germany.

Meat, now an article of luxury to the German working people, commanded the following wholesale prices per pound in 1902 at the public abattoir in Plauen sold in quantities of not less than 110 pounds:

Description	First quality. Cents.	Second quality. Cents.	Third quality. Cents.	Fourth quality. Cents.
Steers	15.32	14.68	13.92	....
Bullocks	14.67	14.04	13.33	....
Cows and heifers	14.61	14.04	13.33	12.59
Veal, live	10.73	10.13	9.68	....
Mutton, live	7.66	7.28	6.94	....
Pork	15.73	15.25	14.63	....

While a very thorough system of meat inspection at the public slaughter houses, or abattoirs, assures the consumers of the complete healthfulness of the meat, it adds to the cost, which, to the consumer in the city of Plauen, is from 25 to 40c. at retail. The consumption of meat in this comparatively wealthy district amounted in 1902 to 68.54 pounds per capita.

The tariff and restrictions imposed by Germany upon the importation of breadstuffs has served to keep the price of wheat flour at about double that paid for the same quality in the United States. Rye flour, the great staple of the poorer classes, is proportionately cheaper, and vegetables, especially potatoes, when reasonably abundant, are so cheap that a large proportion of the latter is converted into dextrin and distilled spirits for use in the arts.

While wages in certain classes of skilled labor have advanced during the past year, yet, as a whole, such increase is not in proportion to the growing cost of living.

A German Meat Shop.

"HOW I do wish you had been with us this afternoon, and all on account of meat shops," writes a tourist from Germany. "They have the most beautiful ones here I ever saw; yes, even artistic. We went into one that was entirely lined with tiles. There was a beautiful frieze running around the room representing animal life on the farm; cows standing in cool water; cows lying in green meadows; sheep browsing in quiet places. The long, high counter was also tiles, but in one place was a sort of opening from which steam escaped. From this, hot sausages were being dispensed to people who waited with a plate and an equivalent in pfennigs. In one window was a great variety of sausages, most artistically arranged. Many of them were cut to show the arrangements of the different colored meats in the skins to represent flowers or leaves; one looked like an apple cut crosswise, showing the core. There were pink, red, white and cream-colored sausages, with green plants and plates of ruby and amber-colored meat jellies interspersed. It makes one hungry to see it all."

Cold Storage for Poultry.

THE micro-organisms which produce the undesirable chemical changes in flesh grow more quickly at a moderately high temperature than at a low one, and in a damp place than in a dry one. Ordinarily poultry will remain sweet for a week or more in a temperature of 50 degrees F., but if it is to be kept longer it must be stored in a dry place at a temperature no higher than 34 degrees F. In such "cold storage" it will keep almost indefinitely. Many dealers buy large quantities of poultry when it is most plentiful and keep it over until few fresh birds are available. The ordinary cold storage season for poultry lasts, roughly speaking, from October until May, though our midsummer turkeys are proof of its occasional extension. Very young birds and some of the delicate game birds do not stand cold storage well, but others keep in excellent condition. Once taken from the storehouse, however, they decompose much more quickly than fresh birds and in the off season buyers should be on their guard against birds which have been unpacked too long. Sometimes, especially in hot weather, birds are frozen before storing. For this they should be subjected for a time to a temperature of from 5 to 10 degrees F., and then stored in a temperature of about 30 degrees F. Frozen meat of any kind decomposes very quickly when expose to warmth, and many persons consider that freezing injures the flavor of poultry. For both these reasons ordinary cold storage is preferable to freezing.

Will Wind Up the Company.

Mr. E. R. C. Clarkson has been appointed liquidator of The Palmerston Pork Packing Co., which is being wound up by the courts. Mr. Clarkson sent a representative to take charge of the factory on Saturday, but has no estimate yet of the liabilities.

Telegraphic Address, "DOMINO," Charlottetown.

The Dominion Packing Company, LIMITED.

Codes Used A.B.C. LIEBERS PRIVATE.

Charlottetown, P.E.I. Canada

We control the product of

"The Charlottetown Preserving Co."

Pure Fruit Jams,
Canned Fruits, etc.

TO THE TRADE

Our travellers are now out with full samples of our new pack Canned Meats, etc. We guarantee the quality equal to any packed on the American Continent. All bright, artistic labels. Let us give you quotations on your season's requirements—it pays to look ahead.

C. C. Corned Beef, 1's, 2's, 6's and 14's, square tins.
Whole Ox Tongues, sizes, 1½'s, 2's and 2½'s.
Prime Roast Beef, sizes, 1's, 2's and 6's.
Prime Roast Mutton, sizes, 1's, 2's and 6's.
Lunch Tongue, size, 1's, 2 doz. to case.
Oxford Sausage, sizes, 1's and ½'s.
Oxford Brawn, sizes, 1's and 2's, square tins.
Compressed Cooked Ham, sizes, 1's and 2's, square tins.
Potted and Deviled Meats, sizes, ½'s and ¼'s.
Chipped Dried Beef, sizes, 1's and ½'s.
Honeycomb Tripe, sizes, 1's and 2's.
Royal Baked Beans, sizes, 1's, 2's and 3's, either plain or with sauce.
Lunch Sausage, size, ½'s, 4 doz. to case.
Vienna Sausage, size, ½'s, 4 doz to case.
Soups, Ox-Tail, size, 2's, 2 doz. to case,
Kidney Stew,
Mutton Broth.

ABOVE ALL PACKED IN KEY-OPENING TINS.

Royal Condensed Mince Meat, 36-12 oz., 36 packages to case.

Home-Made Wet Mince Meat, 2 and 5 lb., fibre packages; 7, 14 and 25 lb. pails, tubs and bbls.

Branches at HALIFAX, SYDNEY and ST. JOHN'S, NFLD.

Fresh Sausage and Brawn

Here are two good selling lines, especially at this time of the year, when poultry is scarce and high in price.

We make them from fresh Pork and pure spices---there are none better on the market.

F. W. FEARMAN CO., Limited

PORK PACKERS and LARD REFINERS.

HAMILTON, ONTARIO.

Our English Brawn

Is a Trade Winner, always delicious and appetizing, nothing to equal it in the market.

Put up in Five-Pound Pails, Twelve to the Case.

Order Sample Case.

The Park, Blackwell Co., LIMITED

PORK AND BEEF PACKERS,

TORONTO, ONT.

PROVISION AND DAIRY MARKETS.

Toronto.

Provisions—There is no particular change to note in the provision markets this week. Prices are unchanged except a reduction in short cut. Hogs are firmer and as a result there is perhaps a firmer feeling in most products. Lard is stronger across the line, but there has been as yet no sympathetic movement here. It is, however, expected in some circles. We quote:

Long clear bacon, per lb	$ 0 08¾	$ 0 09
Smoked breakfast bacon, per lb	0 13	0 13½
Roll bacon, per lb	0 10	0 10½
Medium hams, per lb	0 12	0 12½
Large hams, per lb	0 11	0 11½
Shoulder hams, per lb	0 09½	0 10
Backs, per lb	0 14	0 14½
Heavy mess pork, per bbl	16 50	17 00
Short cut, per bbl	18 00	18 50
Shoulder mess pork, per bbl	15 00	15 50
Lard, tierces, per lb	0 08	0 08½
" tubs "	0 08¾	0 08¾
" pails "	0 08¾	0 08½
" compounds, per lb	0 07¾	0 08
Dressed hogs, light weights, per 100 lb	6 40	6 50
" " heavy " "		6 25
Plate beef, per 200-lb. bbl		10 50
Beef, hind quarters	6 50	9 00
" front quarters	4 00	6 50
" choice carcases	6 50	7 25
" medium	5 50	6 50
" common	4 50	5 75
Mutton	5 00	7 00
Lamb	7 00	8 75
Veal	6 00	9 00

Butter—The British market is dull and little stock is going forward. There is consequently an accumulation in this country and the feeling is easier. Creamery prints are being received in large quantities, while dairy is also coming forward well. Prices are therefore a little easier in some lines quotably so. We quote:

	Per lb.	
Creamery prints	0 20	0 22
" solids, fresh	0 20½	0 21
Dairy rolls, large	0 16½	0 17½
" prints	0 17	0 19
" in tubs, best	0 15	0 16
Under qualities	0 13	0 14

Cheese—No change can be reported in cheese from last week. The market is still dull and featureless, while prices remain unchanged. We quote:

	Per lb.	
Cheese, large	0 10½	0 10¾
" twins	0 11	0 11¼

Montreal.

Provisions—A quiet but steady market is reported this week for hog products of all kinds. The demand for Canadian short cut mess pork is quiet this week, but it has been good for weeks back. Last sales were at $17.50, which is $5 per barrel lower than prices obtainable a year ago. Reduced prices will be noted in lard. We quote:

Canadian short cut mess pork	$17 50	$18 50
American short cut clear	17 50	18 00
American fat back	18 00	18 50
Bacon, Wiltshire, per lb	0 13	0 13½
Extra plate beef, per bbl	11 50	12 00
Lard "Boar's Head" brand, tierce basis		0 07½
Carloads, less		0 00¼
20-lb. tin pails, tierce basis		
Half-bbls., over tierce		0 00¼
60-lb. tubs, "		0 00¼
20-lb. wood pails "		0 00¼
10-lb. tins, "		0 00¼
5-lb. tins, "		0 00¼
3-lb. tins, "		0 01

Wood net, tin gross weight

	Wood.	Tin.
1 to 25 pails	1 58	1 48
26 to 49 pails	1 55	1 45
50 pails and over	1 53	1 43

Butter—The market continues steady with little offering. The local consumption is good, fresh stocks being in demand. We quote as follows: Finest fresh prints, 22 1-2c.; finest fall made creamery, in 56-lb. boxes, 22c.; Winter made 20 1-2 to 21c. There is not very much dairy butter coming forward. Deliveries at this time seem to be a good deal lighter than last year, 16 to 17 1-2c. being the ruling price.

Cheese—In sympathy with a little better feeling in the English market, the local market is doing better, finest strong cheese selling from 12 to 13c.; mild, 11 to 11 1-2c.

St. John, N.B.

Provisions—In barreled pork there is but light business. Domestic packers are freely offering at quite low figures. They are finding it difficult, however, to get pork except at higher prices. Beef is unchanged, chiefly American sold, Boston and Chicago pack. Hams and rolls have a steady sale at quite full prices. Lard is still low and easy in price. In fresh meats Beef is unchanged, mutton is finding better sale because of the demand from the Winter port steamers. Veal is firm and receipts light. Pork is rather firmer, and lamb plentiful. Poultry is high. We quote:

Mess pork, per bbl	$16 00	$18 00
Clear pork "	17 00	18 00
Plate beef "	11 00	12 00
Mess beef "	10 00	11 00
Domestic beef, per lb	0 05	0 07
Western beef "	0 03	0 09
Mutton "	0 05½	0 06
Veal "	0 06½	0 07
Lamb "	0 07	0 07½
Pork "	0 07	0 07½
Hams "	0 12	0 14
Rolls "	0 10	0 11
Lard, pure, tubs "	0 08¾	0 09
" " pails "	0 09	0 09¼

Butter—Is not selling freely and to get at all full figures quality must be extra. Quite full stocks are held. We quote:

Best tub Butter	0 18	0 20
Good dairy tubs	0 16	0 18
Fair "	0 14	0 15

Cheese—Is quiet at even prices. We quote:

Cheese, per lb	0 12½	0 13

Eggs—Are in light supply, but sales are more quiet. Quite full prices are asked. We quote.

Eggs, henery	0 28	0 30
" case stock	0 22	0 24

London Provision Market.

Thomas Nesbitt & Co., London, Eng., in their prices current of December 21st, say:

Weather dull and colder. Business inactive for the season.

Butter—Best descriptions in good demand; medium and lower grades sell but slowly.

Bacon—Lean selections of Irish and Danish in fair request, fat meets with a bad sale at irregular prices. Canadian, etc., slow.

Hams—In very restricted demand.

Lard—Dull at about late values.

Eggs—Market quiet.

Cheese—Quiet at present quotations.

Prices for butter for weeks ending December 21st, 1901, 20th, 1902, and 19th, 1903, were as follows:

Butter	1901. s.	d.	1902. s.	d.	1903. s.	d.
Danish ..... per cwt.	116 "	123	110 "	116	108 "	116
Normandy..... "	90 "	108	86 "	110	70 "	102
Dutch ..... "	110 "	112	106 "	110	106 "	108
Canadian, etc.. "	74 "	114	84 "	106	74 "	94

CANADIAN MEATS

CHEESE and BUTTER.

Consignments handled in—

London, Liverpool, Glasgow,

or sold cost freight and insurance.

WHITELEY, MUIR & CO.,

Head Office, 15 Victoria Street,

LIVERPOOL, - ENGLAND.

Western Union Code.

REFRIGERATORS.

"ROYAL"
SALAD DRESSING.

This popular table relish and Mayonnaise dressing has been made for about thirty years, and has been extensively advertised for the past twelve years. Nothing but its merit and excellence, its "Royal" quality, could have ever made the growth and success with the fine grocery trade throughout the country, that has been made with "ROYAL" SALAD DRESSING, the "Best of the Nest."

The Horton-Cato Mfg. Co.,

DETROIT, MICH., - WINDSOR, ONT.

Brooms
Brushes
Baskets

Butter Ware
Butter Paper
Butter Paper

Wooden Ware
Willow Ware

Walter Woods & Co.

Hamilton and Winnipeg.

RETURNED
FEB 26 1906

"Rose" Brand Lard

Made by Matthews Methods

The Housewife's Pride

is in her pastry. The wise merchant helps maintain her household reputation for good pastry by recommending the best Lard---which in 35 years never disappointed a customer.

Yes,---a little higher in price, but the law of compensation prevails, for it goes further and tastes better than common lard,---while to you it adds prestige and profit,---yeilding 35% on to-day's cost.

THE GEO. MATTHEWS COMPANY, LIMITED.
PETERBOROUGH HULL BRANTFORD

ROYAL YEAST CAKES

MOST PERFECT MADE.

SOLD AND USED EVERYWHERE.

E.W. GILLETT COMPANY LIMITED
TORONTO, ONT.

We are buyers of

Poultry, Butter AND Eggs.

The best facilities for handling consignments. Up-to-date Cold Storage.

The J. A. McLean Produce Co., Limited

73-75-77 Colborne Street

Telephone Main 2491. Toronto.

Right....

That all grocers should know that there are no goods on the market that

Sell at Sight

and yield such handsome profits as those of the

Crown Mfg. Co.

WRITE FOR QUOTATIONS ON:

Crown (H.B.) Fruit Candies
Crown Unfermented Wines
Crown Cordials
Crown Jelly Powders
Crown Catsups
Crown Spices
Crown Chewing Gum, etc.

Crown Mfg. Co.
TORONTO.

A MARITIME VISITOR.

MR. W. H. TROOP, director and secretary of Black Bros. & Co., Halifax, N.S., is a visitor to Montreal this week.

Mr. Troop, whom your representative had the pleasure of meeting in the offices of his firm's Montreal representatives, A. H. Brittain, Board of Trade building, is making a trip through Quebec, Ontario and the West in the interests of the prepared fish which his firm are placing on the market.

Black Bros. & Co. have the most modern and complete fish-curing and preparing establishment in Nova Scotia, located on the beautiful La Have river. A large number of hands are employed and the closest care and attention is paid to preparing a class of fish thoroughly reliable and suitable for best family trade.

As Mr. Troop states, the reason that the consumption of fish in Western Canada has not been as large proportionately as in the Maritime Provinces, is largely due to the crude manner in which this healthy article of diet has heretofore been placed before the consumer.

It has been the aim of Black Bros. & Co. for years to encourage and build up the trade in high-class fish products, and the great success that has attended the introduction of their "Halifax," "Acadia" and "Bluenose" brands of prepared fish is evidence of appreciation on the part of the fish consumers of the merits of the goods. The firm of Messrs. Black Bros., whose establishment dates back to 1815, and who have been outfitters of fishing schooners and dealers in fishermens' supplies for nearly a century, have, through their connection with the fishermen of Nova Scotia, unusual facilities for obtaining raw material, and are thoroughly conversant with the fish trade in all its phases.

It is the intention of Black Bros. & Co. (and Mr. Troop's trip is laid out with that object) to call the attention of the jobbing and retail trade to the advantages of handling prepared fish of high class.

Black Bros. & Co. are certainly very artistic as well as practical in their advertisements, and neat and attractive cards are sent out and delivered to retail merchants for display in their stores. Each of these cards contains an apt, concise and thoughtful argument in favor of using fish as a diet, and cannot fail to be effective in results.

With every package of the fish the consumer receives a neat little pamphlet giving a great number of very appetizing fish receipts.

Mr. Troop leaves for Toronto and the West on Thursday, accompanied by Mr. Brittain, and will call on the jobbing trade in the larger western cities.

If long experience, energetic action, modern methods, combined with unsurpassed opportunities for obtaining raw material, as well as judicious advertising, are factors leading to success, Mr. Troop and his firm certainly have the attributes necessary for a prosperous fish business in the West.

AN ARTISTIC CALENDAR.

Among the many handsome calendars for 1904 that have been issued, the set of six sent out by the Montreal coffee, spice and cork house of S. H. Ewing & Sons, 51 King street, is certainly from an artistic point of view one of the most attractive of the year. The coloring and delicate tinting reflects great credit upon the lithographer, and, as an attractive reminder of the fleeting footsteps of time, they certainly are a work of art and a constant reminder of vanishing days.

A WELL-EARNED HOLIDAY.

Mr. F. D. Cockburn, Montreal and eastern manager for "Comfort" soap, leaves Montreal next week for a six weeks' trip to the Sunny South. Mr. Cockburn, who is known as one of the oldest and most energetic as well as popular soap salesmen in the country, has not been in the best of health for nearly a year, and though he has the Scotchman's tenacity to stick to work, the orders of his physician are imperative, and the southern trip is part of the recuperative scheme laid out for him. It is to be hoped that the balmy southern air and the ocean voyage will benefit Mr. Cockburn to the fullest extent.

TRAVELLERS' THEATRE PARTIES.

A treat is in store for the travelling staff of Hudon, Hebert & Cie., wholesale grocers, Montreal, this week. The firm have arranged for two theatre parties for all salesmen, and, as their number is 26, a right royal gathering and enjoyable time will no doubt be spent. This treat at the hands of their employers is thoroughly appreciated by the travellers, and the good example set by Hudon, Hebert & Cie. might well be followed by the trade. These little attentions must tend to extend harmony and good will among "the boys" towards their principals.

GROCERY TRAVELLER MARRIED.

Mr. J. F. Goyne, representative of J. A. Mathewson & Co., wholesale grocers, Montreal, has seen the folly of single blessedness, and on December 23 last joined the ranks of the benedicts. His partner in the journey through life was Miss McPherson, of Oshawa, and Mr. and Mrs. Goyne will reside in that lovely town by the lake.

The New Laundry Blue

—MADE IN CANADA.—

"Blues Linen as White as White Can Be."

We Would Like the Trade to Understand That "Blueol" has Been manufacted to compete with the best imported blue to be had on this market, and we claim it to be superior both in strength and working qualities. It is "Canada's Best" and "Canada's Best" is the "World's Best."

—WRITE FOR SAMPLE AND PRICES.—

J. M. DOUGLAS & CO.,

Established 1857 - Manufacturers, MONTREAL.

CHAS. P. CLARK, President. JARED CHITTENDEN, Treasurer.

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, $1,500,000. Offices Throughout the Civilized World.

Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information, no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. Correspondence Invited.

—OFFICES IN CANADA—

HALIFAX, N.S. HAMILTON, ONT. LONDON, ONT. MONTREAL, QUE.
OTTAWA, ONT. QUEBEC, QUE. ST. JOHN, N.B. TORONTO, ONT.
VANCOUVER B.C. WINNIPEG, MAN.

THOS. C. IRVING. Gen. Man. Western Canada. Toronto

OAKEY'S 'WELLINGTON' KNIFE POLISH

The original and only Genuine Preparation for Cleaning Cutlery 6d. and 1s. Canisters.

JOHN OAKEY & SONS, LIMITED

MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England.

Agent:

JOHN FORMAN, 644 Craig Street

MONTREAL

SAVE 25% on your HOUSE PAINTING.

If the grocers who intend painting their residences next Spring will follow the directions given below and wash the buildings with a solution of ***GOLD DUST*** Washing Powder, they will use one-third less paint than if they merely attempted to brush the dust off the house without washing it.

DIRECTIONS.

Dissolve one-quarter pound of **GOLD DUST** in a pint of water, then add the solution to 4 gallons of hot water; apply with a stiff brush, and follow with use of a hose. The stronger the hose is turned on the quicker and more effectual the work will be.

The use of less paint can be accounted for by the fact that after washing the house with **GOLD DUST** it leaves a smooth surface, so that the same quantity of paint will go fully one-fourth further. Furthermore, it leaves no layer of dirt between the paint and the woodwork, and, as a consequence, the paint will wear longer.

We have letters from several of our customers who used this method, and after washing their houses with **GOLD DUST** they were so well pleased with the appearance of them that they concluded not to paint them at all.

Retail grocers will do well to call this matter to the attention of their customers, as $3.00 worth of **GOLD DUST** Washing Powder will make the house look as well as the expenditure of $100.00 in re-painting it would.

Any grocer may experiment with a 5c. package of **GOLD DUST** by emptying the contents into 8 gallons of hot water, which should convince him that it will pay him to continue.

GOLD DUST can be used for any kind of outdoor work that needs renovating

---

THE N. K. FAIRBANK COMPANY,

Wellington and Ann Sts., MONTREAL, QUE.

Chicago, New York, St. Louis, New Orleans, San Francisco, Baltimore, Boston, Philadelphia, London, Eng., Hamburg, Ger.

RED-LETTER DAY FOR CASH REGISTER MEN.

THE last week in the old year was a red-letter one, as far as the Canadian business of The National Cash Register Co., of Dayton, Ohio, was concerned. It marked the opening of the company's first factory in Canada. For some years the company has been doing business in Canada, but this business has grown to such an extent that it was found necessary to have machines for the Canadian market made in this country. The necessity for the factory was, to no small extent, due to the efforts of Mr. F. E. Mutton, the district manager, and his staff of salesmen. In fact, members of the selling staff of the Canadian branch of the business have more than once carried off the honors in the company's world-wide service for the largest number of machines sold.

Mr. John H. Patterson, President.

The factory, which is under the management of Mr. J. W. DuLaney, was formally opened on December 28th, as already reported in the columns of this paper. On the three following days conventions were held at the King Edward Hotel, where practical demonstrations appertaining to the work of organization were given by the various heads of departments and the sales agents in the employ of the company.

On Wednesday evening a banquet was held in the private dining-room of the King Edward Hotel. It was a function of unusual interest and success. It was also remarkable for its uniqueness. Mr. F. E. Mutton, district manager, was in the chair, and Mr. Crane, of Dayton, Ohio, one of the veteran sales agents of the company, was toast master. Mr. H. Chalmers, of Dayton, Ohio, general manager of the company, and several other officers from headquarters, occupied seats of honor at the guests' table. Among the guests were also a number of ladies which, of course, added much grace to the function.

Factory at Toronto—Front and Rear View.

Mr. F. E. Mutton, District Manager.

After the tables had been cleared stereopticon views of the factory and workmen's homes at Dayton were given, Mr. Thomas being the lecturer for the occasion. The views were perhaps the finest of the kind ever seen in Toronto. They were of enormous proportions and were in natural colors. A number of the views showed the different stages in the development of the factory and also in the improvement of the workingmen's homes. The transformations thus shown were greeted with loud applause. For some years The National Cash Register Co. has awarded prizes for the best lawns and back-gardens in the workmen's homes, and the work that has been accomplished in this direction is simply marvellous. After the views had been disposed of, the toast list was taken up, and it was well after midnight before the last toast was proposed and duly honored.

The one thing which probably impressed those outside the members of the firm and their employes who were present was the marked esprit de corps which existed among the heads of the firm and the different employes.

Hugh Chalmers, General Manager.

Although I know nothing about cash registers beyond the fact that they are a good thing for merchants generally, I felt the influence of this esprit de corps. Every sales agent present appeared to be possessed of the idea that there was nothing in the world like the National cash register, and no other firm in the world equal that which manufacture it.

When Mr. Chalmers, the general manager, arose to speak he was received with a warmth of enthusiasm which scarcely could have been exceeded. Although he is a young man, less than 30 years of age, and some 16 years ago entered the employ of the firm as an office boy, every employe, old and young, holds him in the highest esteem almost to the point of adoration.

"Why is it," I remarked to a well-known sales agent of the company, "that you men exhibit such strong loyalty for your company and its interests?"

"I'll tell you why. It is because they treat us 'white' and we know that if we do our duty they will recognize the fact in a substantial way. And then we believe in the merits of the goods we sell."

The Factory at Dayton, Ohio.

District Manager Mutton was "caned about 11 o'clock. The cane was a handsome ebony one, and he deserved it. The manager of the factory, Mr. Du Laney,

"Get in line"

We all want to make 1904 a "banner year" as far as business is concerned.

You can do this and at the same time have more satisfaction by handling only "good goods"—Goods that are guaranteed where "Quality" is the first consideration.

"GOLD MEDAL" TABLE SYRUP

PUT UP IN 2, 5, 10 AND 20-LB. TINS.

THE "BEST" LINE OF TABLE SYRUP ON THE MARKET.
MANUFACTURED IN THE NEWEST AND FINEST EQUIPPED FACTORY IN CANADA.

REMEMBER—EVERY TIN CARRIES OUR GUARANTEE.

THE **EBY, BLAIN CO.,** LIMITED
WHOLESALE GROCERS, **TORONTO**

was presented with a valuable umbrella by the local sales agents, in order that on a rainy morning he need not have the excuse that he was unable to get to the factory on time because of the weather.

GERMAN BEET-SUGAR PRODUCTION.

FOR the thirteen months ending August 31, 1903, the German sugar refineries consumed in the manufacture of sugar 12,381,552 tons of raw beets, writes United States Consul Albert from Brunswick, Germany. During the same period in 1901-2 the consumption of raw beets amounted to 17,614,152 tons, showing a decrease of 5,232,599 tons in the year ended August 31, 1903. The amount of sugar produced during the thirteen months ended August 31, 1903, was 1,663,193 tons, as compared with 2,246,237 tons during the thirteen months ended August 31, 1902, a decrease of 583,044 tons. The kind and quantity of sugar produced in the comparative periods were as follows :

Description.	—Year ending August 31— 1903. Tons.	1902. Tons.
Crystallized sugar	583,127	587,774
Granulated sugar	15,748	15,220
Sugar candy	136,116	145,172
Loaf sugar	228,107	213,045
Flat bar and cubical sugar	30,983	26,390
Lump and crump sugar	350,651	327,818
Refined and powdered sugar	52,420	56,833
Farine (moist sugar)	2,860	2,174
Liquid refined sugar including sugar goods	1,594,560	1,576,896
Sirup	6,062	5,984
Other sugar products	478,615	563,718

The compilation of these statistics has been made for thirteen months, because, owing to the new regulations for taxing sugar, the business year has been changed from Aug. 1 to Sept. 1.

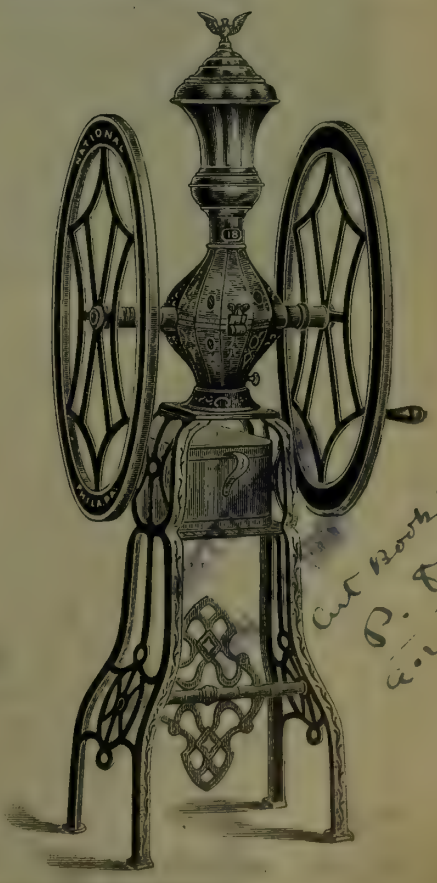
The BEST MILL MANUFACTURED IS THE "NATIONAL" NO. 18—

SOLD ONLY IN CANADA BY THE

EBY, BLAIN CO., LIMITED

WHOLESALE GROCERS

TORONTO.



Window and Interior Displays

Timely Hints and Suggestions.

Expensive But Profitable.

YES, no one will deny that the merchant who arranges good window displays is undergoing some expense which he who is careless of the appearance of his store front does not encounter. The unprogressive merchant who offers this objection to the show window considers that, as the expense cannot be denied, his argument closes the question.

He may believe in advertising in the local paper, although it is safe to say that if he does not eblieve in dressing his window he is out of accord with all the modern business building methods. But if he does advertise, the expense objection is discovered to be of no weight for advertising costs more than the average window-dressing, and the results are less evident. If he does not advertise let us ask him if he allows his name and business to appear on the front of his store. If so, why? He will say in order that people may see who and what he is. Well, if the public will bother to look at his name and business, things in which there is no active interest, it is certain that they will observe his show window if it is well trimmed. And if they observe and admire the merchant is sure to profit from that.

Should any man, merchant or not, feel sure that, from an investment of a sum of money, he will reap a profit, he would not hesitate to make the investment. He has the expense of laying out the money at first, but he is looking forward to the profit, and does not begrudge the outlay. The merchant who will not dress his windows on account of the initial expense, is like the man who will not spend a dollar to make another, simply because he must part with the dollar first. Of course it would be very difficult to convince him of this, but if he can not see the comparison he must be one of the very few who think that nothing is sold through the window. The number who really think this at this date is so very small, that it is scarcely worth while combatting their ideas. They are not the successful class, nor do they deserve to be.

But window dressing is not the expensive phase of storekeeping that many think it to be. Excellent windows can be dressed all the year round, at a total cost of only a few dollars. The elaborate fancy window of the departmental dry goods store is not a necessary part of any plans for attractive windows. Some of these cost many dollars, and would not be in place in the smaller stores, but a miniature copy of the general design, used only on particular occasions, would revive an interest that might be flagging as a result of only ordinary displays. The goods themselves in nine out of ten arrangements are all that is necessary for windows that will sell, and the tenth can be so made up that the features of it that cost money can be retained for future displays, and the expense thus be reduced to a minimum.

This Week's Illustration.

This toilet soap window was dressed by J. E. Whiteside for Fred Carne, Jr., Victoria, and shows exceptional taste in the decoration, and in the placing of the soap. The color scheme is purple and white, the floor of puffed cheese cloth, and the background is a frame covered with pleated white cheese cloth with purple ribbon top, and draped with purple cheese cloth. Artificial palms and flowers are well used as decorative adjuncts. The placing of the soap shows thought, and yet is free from all stiffness. The few boxes of toilet soap are far more effective than a great full display would have been. The price tickets are small and as a rule neatly done, and are carlessly placed around. Mr. Whiteside's windows are usually of considerable merit, and in this one he has not fallen behind his average.

A Toilet Soap Window—Dressed by J. E. Whitside for F. Carne, Jr., Victoria, B.C.

Telling Facts.

Selling good Coffee has made the reputation of more stores than any other line of groceries handled.

The cheering, refreshing goodness of **Chase & Sanborn's** "Seal" brand, and other **high-grade** Coffees will draw customers to your counter ; they have done so for thousands, they will do the same for you.

Chase & Sanborn,

The Growers and Importers, - - - MONTREAL, P.Q.

Buying Right Saves Loss.

In a broom quality seems everything, but good, careful workmanship also counts. For nearly half a century we have made a study of "Broom-ology" with the pleasurable result that all progressive Canadian dealers handle, and all discerning Canadian purchasers ask for

Boeckh's Bamboo-Handled Brooms.

You, as well as the dealer, recognize that the key to wealth is right buying. We realized this fact years and years ago, since then our highest aim as been to please both dealer and consumer.

—OUR NEW BROCHURE "BROOM-OLOGY"
—MAILED FREE ON APPLICATION.

UNITED FACTORIES, Limited,

OPERATING:
Boeckh's Toronto Factories.
Bryan's London Factories.
Cane's Newmarket Factories.

Head Office: 80 York St., TORONTO, ONT.

MONTREAL BRANCH: 1 and 3 DeBresoles St. LONDON BRANCH: 71 Dundas St.

RED ROSE TEA

sales in 1903 showed a very large increase over any previous year.

THIS YEAR I am in a better position than ever before to cater to the wants of the tea trade of Canada, having recently moved into my new offices and warehouse at St. John, N. B., the largest tea warehouse in Canada, built especially for the tea business, and equipped with the most up-to-date electrical machinery for blending and packing teas.

PLEASE REMEMBER I handle all kinds of tea, original packages, or repacked into any style or size of package.

When you require anything in teas, WRITE ME.

T. H. ESTABROOKS,

ST. JOHN, N. B.

BRANCH OFFICES :—
TORONTO,
WINNIPEG.

Ask and Receive.

Advertise and Acquire.

If you want to sell a business or a delivery wagon, if you want a partner or a clerk—**advertise.** If you have what you don't want, or haven't what you do want—**advertise.**

Our condensed advertisements cost little, but are worth a good deal.

You can reach most of the general merchants in Canada at the expense of a few cents. Our rate is 2c. per word first insertion, and 1c. per word each subsequent insertion, and ***remittance must accompany order in every case.***

THE CANADIAN GROCER
MONTREAL and TORONTO

GREIG'S

WHITE SWAN

GLUTEN FLOUR

A brain, nerve and muscle-building flour, especially prepared for invalids, and particularly that large class who suffer from weak digestion, acidity of the stomach, etc. Invaluable for diabetics. It contains all the nutritive elements of the wheat, and is as nearly free from starch as it is practicable to make a flour suited to general daily use.

All grocers have more or less call for this. No need now to pay fancy prices for foreign flours when the same can be obtained at home, and at half the cost.

Greig's White Swan Gluten Flour is put up in nice white cotton sacks. Trial size, 5 lbs. ; regular size, 49 lbs. ; also in barrels.

Inquiries cheerfully responded to.

THE ROBERT GREIG CO., Limited,
WHITE SWAN MILLS, - TORONTO.

ALL PURE AND GOOD

CLASSIFIED LIST OF ADVERTISEMENTS.

Ammonia.
Harvey, John T., Todmorden Ont

Baking Powder.
Gillett, E. W. Co., Toronto.
McLaren, W. D., Montreal.
Ocean Mills, Montreal.

Baskets.
Oakville Basket Co., Oakville, Ont
Woods, Walter, & Co., Hamilton.

Bird Seed.
Nicholson & Brock, Toronto.

Biscuits, Confectionery, Etc.
Browne & Wells, Toronto.
Canada Biscuit Co., Toronto.
Christie, Brown & Co., Toronto.
Crown Mfg. Co., Toronto.
Lowrey, Walter M., Co., Boston, Mass.
McGregor-Harris Co., Toronto.
Mott & Co., John P., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.

Blue and Black Lead.
Douglas, J. M. & Co., Montreal.
James Dome—W. G. A. Lamie & Co., Toronto.
Oakey, John, & Sons, London, Eng.

Brooms, Brushes, Etc.
United Factories, Toronto.
Woods, Walter, & Co., Hamilton.

Canned Goods.
Anglo-British Columbia Packing Co., Vancouver, B.C.
Black Bros. & Co., Halifax, N.S.
Burlington Canning Co., Burlington, Ont.
Eckardt, H. P., & Co., Toronto.
Johnson, C., Gardiner & Co., Vancouver, B.C
Tippett, A. P. & Co., Montreal.

Cheese Cutter.
Computing Scale Co. of Canada, Toronto

Cigars, Tobaccos, Etc.
American Tobacco Co., Montreal.
Empire Tobacco Co., Montreal.
Erie Tobacco Co., Windsor, Ont.
Fortier, J. M., Montreal.
Horrocks, T. J., Toronto.
McAlpin Consumers Tobacco Co., Toronto.
McDougall, D., & Co., Glasgow, Scot.
Payne, J. Bruce, Granby, Que.
Reid, W. B. & Co., Toronto.
Steele, W. H., Co., Toronto.
Tuckett, Geo. E., & Son Co., Hamilton.

Clothes Lines.
Hamilton Cotton Co., Hamilton.

Cocoanut.
Greig, Robt., Co., Toronto.

Cocoas and Chocolates.
Baker, Walter, & Co., Dorchester, Mass.
Bensdorp's—A. G. MacLaren Imperial Cheese Co., Toronto.
Cowan Co., Toronto.
Epps, James, Co., London, Eng.
Lowney, Walter M., Co., Boston, Mass.
Tippett, A. P., & Co., Montreal.
VanHouten's—J. L. Watt & Scott, Toronto

Coffee Essence.
Bromley's—W. G. Patrick & Co., Toronto.

Commission Merchants and Brokers.
Cameron, Gordon & Co., Winnipeg.
Clark, R. W., & Co., Victoria, B.C.
Davidson & Hay, Toronto.
Dawson Commission Co., Toronto
Duck, Geo. H., Toronto.
Lambe, W. G. A., & Co., Toronto
Nicholson, E., Winnipeg.
Patrick, W. G., & Co., Toronto.
Rutherford, Marshall Co., Toronto
Ryan, Wm., Co., Toronto.
Stegg, M. G., & Co., Toronto.
Thomas, J. P., Quebec, P.Q.
Watt, J. L., & Scott, Toronto.

Computing Scales.
Computing Scale Co. of Canada, Toronto
Wilson, C., & Son, Toronto.

Condensed Milk and Cream.
Borden's Condensed Milk Co., New York
Truro Condensed Milk & Canning Co., Truro, N.S.

Crockery and Glassware.
Gowans, Kent & Co., Toronto.
Nerlich & Co., Toronto.
Sydenham Glass Co., Wallaceburg, Ont

Dairy Produce and Provisions.
Clark, Wm., Montreal.
Dominion Packing Co., Charlottetown, P.E.I.
Fearman, F. W., Co., Hamilton.
Matthews, Geo. Co., Brantford.
Maclaren, A. F., Imperial Cheese Co., Toronto.
McLean, J. A., Produce Co., Toronto
Park, Blackwell Co., Toronto.

Delivery Wagons.
Ewart, James, Toronto.

Educational.
Central Business College, Stratford

Financial Institutions.
Bank of Commerce, Toronto.
Bank of Toronto, Toronto.
Bradstreet Co
British-American Assurance Co., Toronto
Canada Permanent, Toronto.
Confederation Life, Toronto.
Dom. of Canada Guarantee, Toronto.
Metropolitan Bank, Toronto.
Toronto General Trusts, Toronto.
Western Assurance Co., Toronto.

Fish.
Black Bros. & Co., Halifax.
James, F. T., Co., Toronto.
Johnson, C., Gardiner & Co., Vancouver, B.C.
White & Co., Toronto.

Flavoring Extracts.
Greig Mfg. Co., Montreal.

Flours and Cereals.
Carter, G., Son & Co., St. Mary's, Ont.
Castle, F. J., Co., Ottawa.
Greig, Robt., Toronto.
Keen, Robinson & Co., London, Eng.
MacKay, John, Bowmanville, Ont.
McCann, Wm., & Co., Toronto.
Napoli Macaroni Co., Toronto.
Postum Cereal Co., Battle Creek, Mich.
Tillson Co., Tillsonburg, Ont,

Foreign Importers.
Kessel, F., & Co., London, Eng.
Whiteley, Muir & Co., Liverpool, Eng.

Fruits—Dried, Green and Nuts.
Balfour & Co., Hamilton.
Clemes Bros., Toronto.
Davidson & Hay, Toronto.
Eby, Blain & Co., Toronto.
Gibb, W. A., & Co., Hamilton.
Gillard, W. H., & Co., Hamilton.
Goodwillie's—Rose & Laflamme, Montreal
Husband Bros. & Co., Toronto.
Kinnear, T., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton
McWilliam & Everist, Toronto.
Walker, Hugh, & Son, Guelph
White & Co., Toronto.

Gelatine.
Cox, G. & J.

Grocers—Wholesale.
Balfour & Co., Hamilton.
Chaput, Fils & Cie, Montreal.
Davidson & Hay, Toronto.
Eby, Blain Co., Toronto.
Eckardt, H. P., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton
Simpson, R. & J. H., Co., Guelph, Ont.
Turner, James, & Co., Hamilton.

Grocers' Grinding and Packing Machinery.
Adamson, J. T., & Co., Montreal.
Coles Mfg. Co., Philadelphia, Pa.
Eby, Blain Co., Toronto.
Enterprise Mfg. Co., Philadelphia, Pa

Hides.
Page, C. S., Hyde Park, Vt.

Interior Store Fixtures, Trucks, Etc.
Auer Light Co., Montreal.
Dominion Show Case Co., Toronto.
Slingsby, H. C., Montreal.

Jams, Jellies, Etc.
Greig Mfg. Co., Montreal.
Southwell's—Frank Magor & Co., Montreal.
Upton's — A. F. MacLaren Imperial Cheese Co., Toronto.

Macaroni
MacLaren, A. F., Imperial Cheese Co., Toronto.
Napoli Macaroni Co., Toronto.
Tippet, A. P., & Co., Montreal.

Mince Meat
Capstan Mfg. Co., Toronto.
Clark, Wm., Montreal.
Lytle, T. A., Co., Toronto.
Wethey, J. H., St. Catharines.

Mustard.
Colman, J. & J., London, Eng.

Oils.
Queen City Oil Co., Toronto.

Oil Tanks.
Bowser, S. F., & Co., Fort Wayne, Ind.

Pass Books, Etc.
Allison Coupon Co., Indianapolis, Ind.

Peels.
Batger's—Rose & Laflamme, Montreal.

Pickles, Sauces, Relishes, Etc.
Batty & Co., London, Eng.
Brand & Co., London, Eng.
Canadian Canners' Consolidated Cos., Hamilton.
Colson, C. E., & Son, Montreal.
Douglas, J. M., & Co., Montreal.
Ewing, S. H., & Sons, Montreal.
Horton-Cato Mfg. Co., Windsor, Ont.
Laing's, Dr.—W. G. Patrick & Co., Toronto.
Lees & Langley, Toronto.
Patterson's—Rose & Laflamme, Montreal.
Stretton & Co., Worcester, Eng.

Polishes—Metal.
Oakey, John, & Sons, Montreal.

Polishes, Stove.
Morse Bros., Canton, Mass.

Pottery.
Foster Pottery Co., Hamilton, Ont

Poultry Food.
Greig, Robert, Co., Toronto.

Powdered Lye.
Gillett, E. W., Co., Toronto

Rubber Stamps.
Young, C. G., & Co., Toronto.

Salt.
Patrick, W. G., & Co., Toronto
Toronto Salt Works, Toronto.

Shelf Boxes.
Bennett Mfg., Co., Pickering, Ont

Sodas—All Kinds.
Winn & Holland, Montreal.

Soda—Baking.
Dwight, John, & Co., Toronto.

Starch.
Brantford Starch Works, Brantford.
Edwardsburg Starch Co., Cardinal, Ont.
Ocean Mills, Montreal.
St. Lawrence Starch Co., Port Credit

Steel Shingles.
Metallic Roofing Co., Toronto.

Sugars, Syrups and Molasses.
Dominion Molasses Co., Halifax, N.S.
Edwardsburg Starch Co., Cardinal, Ont.
St. Lawrence Sugar Refining Co., Montreal.
Tea Rose Drips — Rose & Laflamme, Montreal.

Teas, Coffees, and Spices.
Balfour & Co., Hamilton.
Blue Ribbon Tea Co., Toronto.
Ceylon Tea Traders' Ass'n.
Chaput, L., Fils & Cie., Montreal.
Chase & Sanborn, Montreal.
"Commissioner" Tea, London, England
Davidson & Hay, Toronto.
Eby, Blain Co., Toronto.
Estabrooks, T. H., St. John, N.B.
Ewing, S. H. & A. S., Montreal.
Gillard, W. H., & Co., Hamilton.
Japan Tea Traders' Ass'n.
Lipton, Thomas J., New York.
Salada Tea Co., Montreal and Toronto
Warren Bros., Toronto.
Wood, Thos., & Co., Montreal.

Vinegars.
Grimble & Co., London, Eng.
Hill, Evans & Co., Worcester, Eng.

Washing Compound.
Fairbanks, N. K., Co., Montreal.

Woodenware.
United Factories, Toronto.
Woods, Walter, & Co., Hamilton

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There is a genuine satisfaction in recommending your customers to try

Blue Ribbon *Ceylon* Tea

They will appreciate your advice and show it in continued and growing patronage of other good things you have to sell.

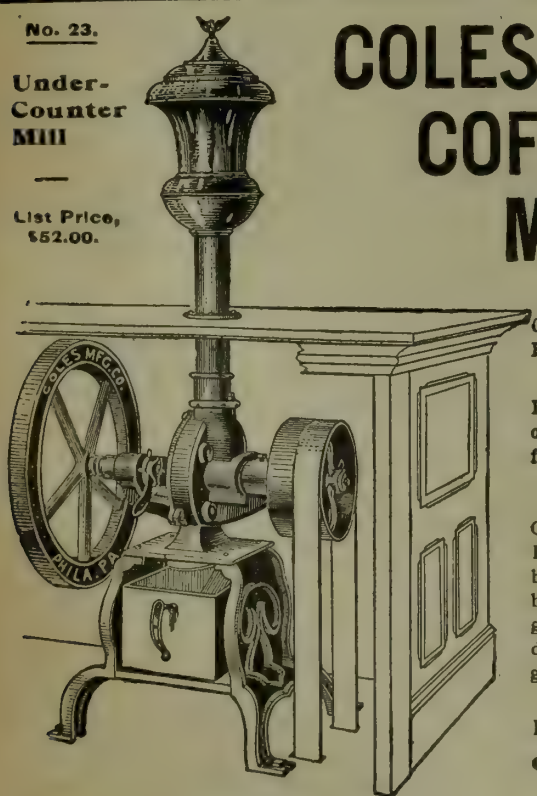
Push the Red Label Brand.

Each grocer our agent.

No. 23.

Under-Counter Mill

List Price, $52.00.



COLES COFFEE MILLS

None better for Granulating or Pulverizing.

Our mills will Pulverize without heating Coffee.

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders.

A GREAT LABOR-SAVER.

Our Grinders wear longest.

Agents { TODHUNTER, MITCHELL & CO., Toronto.
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COLES MANUFACTURING CO., PHILADELPHIA

If you are starting out the year with the intention of doing more and better business, one of your first moves should be to put in a stock of

Celluloid Starch

Never Sticks Requires no Cooking.

It is known to your customers as the best, and it is the merchant who keeps the best who gets their trade.

THE BRANTFORD STARCH WORKS, LIMITED.

BRANTFORD, CANADA.

THE CANADIAN GROCER

President:

JOHN BAYNE MACLEAN,

Montreal.

The MacLean Publishing Co.

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CANADA DISCUSSED.

THE Sheffield Daily Independent, of December 12th, 1903, received a few days ago, contains an interesting account of a meeting of the Sheffield Chamber of Commerce and Manufactures held on the evening of December 11th for the purpose of receiving the report of their delegates to the big congress held in Montreal last August. Mr. W. F. Beardshaw, the president of the chamber, and one of the prominent delegates occupied the chair. He said that a strong desire had been expressed by the members of the chamber to discuss the fiscal question, but this night was to be devoted to Canadian business. His own opinion, and that of the council generally, had been that it was necessary first to gather all the facts available with regard to English trade and the possibility of extending it in the colonies. With that end in view they had already collected a small library on the subject for the benefit of the members. The chamber could not discuss the question intelligently until its members had made themselves acquainted with conditions in Canada. He would ask the delegates to give a resume of the results of their visit without expressing any opinion on the fiscal question which was so prominent during their visit.

It has been the fashion among some Canadians to ridicule the Englishman's ignorance of conditions and places in this country. As was pointed out once before in these columns this ignorance is no more remarkable and no more to be condemned than the lack of geographical knowledge which the average Canadian displays regarding England and the other parts of the Empire. People who live in glass houses should not throw stones. But it would do the Canadian scoffer incalculable good to examine carefully the report in this English paper of the intelligent discussion of Canadian potentialities by the Sheffield Chamber of Commerce. We doubt if an average gathering of Canadian business men could discuss English affairs any more intelligently.

The transcontinental tour of which advantage was taken by so many of the delegates to the congress, was a happy idea. It was perhaps the best advertisement that Canada ever received, for every English delegate returned to the old land much impressed with the potentialtities of the premier colony. And the delegates are all men of weight and influence in their community. The speakers at the Sheffield meeting had all profited by their tour. They under stood something of the immensity of the country and they impressed strongly upon their fellow members the fact that there are practically inexhaustible resources in Canada waiting to be developed. In discussing the proposed changes in the Empire's fiscal policy it is necessary to consider not merely the Canada of to-day with her growing, but limited, market, but the Canada of the near future with several times her present population.

The delegates described their trip through the Northwest in the harvest time, and it was evident that they fully appreciated the force of Canada's claim to be the "granary of the Empire." British Columbia with its magnificent possibilities as a lumbering and mining country was not forgotten. Ontario, Quebec, and the Maritime Provinces with their great industrial possibilities were passed in review. The delegates had no hesitation in saying that the Eastern portion of Canada has a wonderful future before it. Notwithstanding its vast proportions and great extent of natural deposits necessary to industrial success, it is apt to escape the attention it deserves because the interest of the general public has been more directed to the great wheat growing tracts of the West.

The delegates remarked that in the industrial establishments visited by them in Canada they noticed an anxiety on the part of the workmen to produce as large an output as possible. There was no disposition among them, as among some English workmen, to restrict the output. Canadian manufacturers were found anxious to use the latest labor-saving machinery and their men agree with them.

The transcontinental tour has made many English missionaries who are effectively preaching the gospel of Canada's boundless resources.

PLAN FOR 1904.

IT does not pay to be too busy. The busiest people we meet often accomplish least. The man who is successful these days is the man who uses his head, who is not too busy to think and who thinks to some purpose.

If our Canadian grocers would begin this year by refusing to be busy for a few days and devote the time thus obtained to thought on how to improve their business the result would be exceedingly valuable. It is not for a moment suggested that our grocers do not give thought to the improvement of their business, but there are few we venture, who would not admit that they could make a better showing with their busi-

ness if they just had the time to give more thought to it.

This is just the idea suggested. It will pay to take two or three days. Relieve the mind of all the worry of details and go over the past year's business and the present prospects and criticize as if you were a stranger and were figuring on buying the stand. What are its faults, what are its weaknesses? Who is to blame? How can matters be improved? Is the appearance or store arrangement all that can be desired? Are the employes the right sort, and more important still is the proprietor all that he should be?

These questions, if they are faced honestly and the others they will bring up are bound to shake a man out of a rut unless he is beyond redemption. It is getting into a rut that the merchant has most to fear. It means stagnation and death.

Having gone over all these questions a grocer is in a position to plan to the best advantage for the coming year's business. A day or two's mental stock taking is no less important than the ordinary stock taking which no business man nowadays neglects.

DOMINION EXHIBITION AT WINNIPEG.

By our Winnipeg Representative.

ONE of the greatest news items of New Year's day in the West was the announcement of the grant of $50,000 from the Dominion Government towards the holding of a Dominion Exhibition in Winnipeg next July.

The announcement met with the unqualified approval of all classes and all shades of political feeling and there seems no doubt that the city and the Provincial Government will respond in a like liberal manner. It is felt that now, more than any other time will this exhibition do us the most good. On the American side every effort is being strained to prevent emigration to Canada and our American cousins are by no means scrupulous in their methods, so that stories injurious to the Canadian West, and which are absolutely without foundation are being printed in circular form and distributed by the thousand. So strong has the opposition become that bankers have formed a league not to loan money for investment in the Canadian West. The Winnipeg Real Estate Exchange is taking this matter up and sending a strong delegation to a convention of American real estate men interested in Canadian lands which is to be held in Minneapolis in January. But this Dominion Exhibition will do more than any other one thing to stem the tide of opposition. The people will come and see for themselves what the country is like and what it can produce.

With the Dominion Exhibition an assured fact and the appointment of Mr. William Whyte as second vice-president of the C.P.R. with full control in the West, the Westerners feel that they have every reason to anticipate a happy new year.

INDEPENDENCE OF PARLIAMENT.

AS an academic proposition few people would deny that members of Parliament should not be appointed to places of emolument. It is desirable neither that the vulgar place hunter should be encouraged nor that the man of independent principles should be seduced from the course marked out by his best judgment, by the insidious temptation of the place bribe. Even hardened politicians will accept this proposition—when in opposition.

Back in 1893-94 THE GROCER conducted a campaign along this line and found a doughty champion and supporter in the present Postmaster-General, who read extracts from THE GROCER'S editorial in the House and moved a resolution affirming the principle that no member of Parliament should be appointed to a public office of emolument while sitting in the House or until two years after ceasing to sit therein.

It is not to be assumed that Sir William, now a knight sans peur et sans reproche, and one of his Majesty's Privy Councillors for Canada, ripened with years and experience, is less zealous for the independence of Parliament, and the political morality of its members than when plain William Mulock, member of her Majesty's loyal Opposition, he fought side by side with THE GROCER to eradicate the blasting canker of patronage.

And yet Mr. Blair has been appointed chairman of the Railway Commission, Mr. Blair, who opposed the Government's transcontinental railway policy, who resigned from the Cabinet, who uttered the bitter words "Cox can't wait," and who voted with Mr. Borden and Mr. Tarte against the Government on this imoprtant measure. Then Mr. Blair becomes quiescent, his official organ declares that since the thing is done the only recourse is to support the Government. A pause ensues. After the pause Mr. Blair is announced as having been appointed to the chairmanship of the Railway Commission.

The shock this appointment must have been to the redoubtable champion of parliamentary independence and present Postmaster-General can better be imagined than described. Let us draw a veil.

With Mr. Blair's personal fitness for the position no exception can be taken. He was an admirable Minister of Railways and the service he rendered his country in connection with placing the Intercolonial on a sound business basis, will not soon be forgotten. It is doubtful if a man better qualified for the position could have been found. But in consideration of the principle at stake it would have been better had one perhaps slightly less qualified been appointed. The Liberal party in Opposition was unflinchingly opposed to the appointment of members of Parliament to office. The case of Mr. Blair is a particularly flagrant one, all things considered, and we are convinced that there are many friends of the Government who will agree that the appointment was ill-advised.

BUSINESS MEN ELECTED.

"THE GROCER" is desirous of securing a list of the business men who have been elected to the positions of reeve or mayor in the various municipalities throughout the country. Friends would confer a favor by sending such information to the Editor of THE GROCER. The full name and particular line of business engaged in by the new public servant is desired.

MONEY TIGHTNESS IN CANADA.

By D. M. Stewart.

THE year just closed has been, without exception, the most prosperous the banks of Canada have ever had, and that should certainly mean Canada has had the most prosperous year in its history. Existing conditions indicate that the present marked prosperity should continue throughout 1904.

Some idea of the good business done by the banks may be gathered from the fact that the assets of all banks have increased from $625,000,000 at the end of 1902, to $660,000,000 at the present time, an increase of $35,000,000. The most noticeable change in the business done during the year was the largely increased amount that the banks of the Dominion have placed out on commercial loans.

From $324,000,000 at the end of 1902, these loans have increased to $382,000,000, making an increase of $58,000,000 for the year, which means an increase of nearly $5,000 a month.

Then, again, the bank note circulation has reached a new high level, at $70,480,000.

While money, as has been claimed, is fairly tight at the present time, the reasons for it indicate that the condition will last but a short time longer.

The three principal reasons are as follows:

The lateness in the crop movement; the quietness that has recently prevailed in the cheese market in England, which has resulted in there being at present between three and five million dollars worth of cheese in the city, and the fact that a number of capitalists purchased stocks at higher prices than are prevailing at present, and are waiting till higher prices can be secured.

A month or two should see an improvement in the cheese market in England, and the stock market here, and this should tend to make money much easier than it is at present.

PERSONAL MENTION.

Mr. Willard B. de Wolfe, who has been connected with The N. K. Fairbank Co., Montreal, for some years, has been promoted to a more responsible position in the company's Boston branch.

Mr. James Ince, of Perkins, Ince & Co., Toronto, has been laid up with the grippe over the new year. Mr. Ince is improving, happily, and is expected to be down at the office again this week.

A caller at the Montreal office of "The Canadian Grocer" this week was Mr. Richard Smeall, representing The Montreal Biscuit Co. in Eastern Ontario. Mr. Smeall's reports of business increases on his territory speak well for the quality of his firm's goods.

Mr. W. R. Caron, who represents H. J. Heinz Co., Pittsburgh, in Montreal and through the Eastern Townships and east as far as Quebec, has just returned from a trip to his firm's annual meetings at Buffalo and Pittsburgh.

Among grocery travellers in Montreal this week are Mr. W. L. Hunter and Mr. F. L. Smith, both representing L. Chaput, Fils & Cie., Montreal, in Ontario. Mr. M. J. Legge and Mr. J. C. Campbell, of the same firm, are also here attending the company's annual meeting.

Mr. E. J. Cowan, representing The Cowan Co., Toronto, reports that the increase in sales of Cowan's chocolates and cocoas in Montreal during the past year was very satisfactory. Prospects for future, he says, are exceedingly bright.

Mr. G. R. Small, of the Canada Maple Exchange, Montreal, is confined to his house through an attack of typhoid fever. Mr. Small was forced to relinquish his duties two weeks ago, and, though at present very ill, it is hoped that he may be around again shortly, as he is a man of strong constitution and vitality.

Mr. J. Ethier, af Laporte, Martin & Cie., is confined to his house through typhoid fever. Mr. Ethier, who has the direct supervision of the sample-room and sales department of his house, has not been feeling very well for some weeks past, but, with that characteristic attention to his work and department, refused to relinquish his post. On the urgent demand of his physicians he was forced to retire, it is hoped, only for a short period.

JAPAN TEA EXPORTS.

Mr. C. M. Bernard, of Chicago, writes "The Canadian Grocer" as follows: Tea exports from Japan to 30th November were as follows:

	lbs.
New York	13,983,854
Chicago	17,385,073
San Francisco	5,493,303
Canada	5,114,838
Total	41,977,068

Increase over last year to same date, 6,122,513; increase to Canada, 1,496,947.

AGENTS FOR ONTARIO AND QUEBEC.

A. H. Brittain & Co., of Montreal, have been appointed agents for "Halifax" and "Acadia" pure codfish, for the Provinces of Ontario and Quebec. Their office is in the Board of Trade Building, Montreal.

HINTS TO BUYERS.

Contributors are requested to send news only, not puffs of goods they handle, or the arrival of standard goods that everyone has in stock, or that they are offering goods at close figures, or that they have had an unusually large sale this season.

McWilliam & Everist received this week a car of bitter oranges. Next week they expect two cars of onions.

"Owl" chop Japan teas are reported by L. Chaput, Fils & Cie. as becoming great favorites among grocers throughout the Dominion.

Balfour & Co. report the arrival of a carload of green Rio coffee, bought at exceptionally low figures, and also large arrivals of green and black Ceylon tea, bought before advance in the market.

Williams Bros. & Co.'s pickles in 20 gallon and 45-gallon barrels are in store with L. Chaput, Fils & Cie., Montreal.

Clemes Bros. are quoting in their advertisement in this issue very low prices on apricots and peaches. These prices apply on single box lots.

T. Kinnear & Co. have a few boxes of Dehesa Cluster and Black Basket raisins, which they are clearing out at low prices.

L. Chaput, Fils & Cie., Montreal, report arrival of carload of "Victor" and "Banner" brand rolled oats, also Quaker Oats in cases.

Van Camp's Concentrated Soups and Van Camp's Hominy are in stock with The Eby, Blain Co.

A good demand for Ceylon green teas is advised by L. Chaput, Fils & Cie., and special values are offered by them in the two qualities advertised.

"Cacao Tobler" in ¼-lb. tins can now be had from The Eby, Blain Co., as well as a full line of Tobler's Swiss Milk Chocolate.

H. P. Eckardt & Co. report a good business doing in "Eureka" brand maple syrup.

The Eby, Blain Co. are carrying a full line of Fairbank's toilet soaps.

"Ubero" brand coffee in 1-lb. packages can be procured from H. P. Eckardt & Co.

TORONTO TRAVELLERS' CHANGES.

Mr. N. A. Hill, who for some years past travelled through the Northwest and British Columbia for H. P. Eckardt & Co., Toronto, has joined the travelling staff of L. Chaput, Fils & Cie., wholesale grocers, of Montreal. Mr. Hill, who is known to the trade as an active and up-to-date young salesman with a knowledge of the western trade and its requirements, should get a good share of the trade for his house.

Mr. W. L. Hunter, who represented L. Chaput, Fils & Cie. in the West, will commencing January 1, cover the eastern part of Ontario.

FIGURES DON'T LIE.

The Statistical Office, Department of Agriculture, Ottawa, has issued the following figures showing the

DECLINE and FALL

of the JAPAN TEA TRADE in CANADA during the last four years:

Importations during the fiscal year			1899	- 11,666,757 lbs.
"	"	"	1900	- 9,262,032 "
"	"	"	1901	- 7,528,309 "
"	"	"	1902	- 6,548,196 "
"	"	"	1903	- 4,879,078 "

In the first named year we introduced to the world the delicious **"SALADA" Green Tea** of **Ceylon,** and it is rapidly displacing the colored and adulterated Green Teas of Japan and China. Are you handling it? Thousands are, with pleasure and profit. Write for samples. **"SALADA," Toronto and Montreal.**

SOCKEYE **SALMON**

"Sovereign" and "Lynx"

Brands

ARE THE CHOICEST IN THE MARKET.

EVERY TIN GUARANTEED.

TO BE HAD OF ALL GROCERS.

O Yes!

Know all men by these presents that **Batty's Nabob Sauce** has never been surpassed.

We received the Gold Medal in 1851. We received the Gold Medal in 1903, and we were not idle all the time in between.

No store is complete without it.

In witness thereof we have affixed our name:

ESTABLISHED 1824.

Batty & CO.

LIMITED

Sauce and Pickle Specialists,

LONDON, S.E.

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

Toronto, Jan. 7, 1901.

Groceries.

BUSINESS for the year started off this week with quite a little flurry. The travellers went back on the road Monday and found retailers with stocks pretty well depleted and ready to stock up again. Monday, Tuesday and Wednesday saw an increasing volume of orders arriving. In some sections, however, the severe weather and heavy snowfall has somewhat blocked traffic. Taken altogether, the travellers are hopeful of a good year's business. Last year's bills are being pretty well settled up, although in some sections improvement is desirable. Jobbers have their stocks all written down and are busy totaling up, and it will be a couple of weeks before the result of last year's business can be exactly determined. The indications are, however, that the result will be satisfactory. Canned goods are firm, with beans higher. Coffee is still advancing in New York and firmly held locally at recent advances. Cloves and pepper are stronger in outside markets but unchanged locally. A good active demand is being met for syrups and molasses; some anticipating an advance in the former. Rice and tapioca have shown no quotable change locally but advices are at hand of sharp advances in Japan in view of the warlike situation. Teas are strong all round with interest centred on Ceylon greens. It is now assured that the bounty will be continued for another six months. Dried fruits are rather dull after the holidays. An advance of 2½c. per pound on shelled walnuts is cabled. A more active demand is met for prunes. Other lines are only interesting in a sorting way just now. Cured fish are attracting attention, and are quoted below. The decline in sugar reported last week was short-lived, re-acting Monday to former basis; there is more active demand, however, as stocks in retailers' hands are low.

CANNED GOODS.

These lines are still as strong as ever. Beans are particularly scarce and high, and other vegetables are very firm; an advance is almost certain. Canned salmon is also looked upon as likely to go up. Stocks in jobbers' hands are light, and later on when demand sets in, prices, especially for fine sockeyes, are sure to be high. We quote:

Apples, 3's		0 80
" gallons		2 20
Asparagus		3 50
Beets, 2's		0 90
Beets, 3's		1 00
Blackberries, 2's	1 50	1 70
Beans, 2's	1 00	1 10
Corn, 2's	1 00	1 10
Cherries, red, pitted, 2's		2 20
" white		2 40
Peas, 2's	0 87½	1 40
Pears, 2's	1 45	1 60
" 3's	1 90	2 10
Pineapples, 1½'s	1 50	1 60
" 2's	1 80	2 00
" 3's	2 25	2 40
Peaches, 2's	1 55	1 70
" 3's	2 45	2 60
Plums, green gages, 2's	1 10	1 40
" Lombard	1 00	1 30
" Damson, blue	0 95	1 25
Pumpkins, 3's		0 95
" gallon		2 50
Rhubarb, 3's		1 80
Raspberries, 2's	1 40	1 60
Strawberries, 2's	1 40	1 60
Succotash, 2's		1 00
Tomatoes, 3's		1 05
Lobster, talls		3 35
" 1-lb. flats	3 50	3 70
" ½-lb. flats	1 90	2 00
Mackerel	1 00	1 25
Salmon, sockeye, Fraser	1 65	1 75
" " Northern	1 65	1 75
" " Horseshoe	1 65	1 75
" Cohoes		1 15
Chums	1 25	1 35
Sardines, Albert, ¼'s		0 15
" ½'s		0 23½
" Sportsman ¼'s		0 14
" ½'s		0 23
" Portugese ¼'s	0 08	0 10
" P. & C., ¼'s	0 25	0 27
" P. & C., ½'s	0 35	0 38
" Domestic, ¼'s	0 03½	0 04
" " ½'s	0 09	0 11
" Mustard, ¼ size, cases 50 tins, per 100	8 00	9 00
Haddies		1 00
Kippered herrings, domestic		1 00
" " imported	1 45	1 55
Herrings in tomato sauce, domestic	1 00	1 10
" " " imported	1 45	1 55

COFFEES.

Coffee still keeps advancing in New York. Locally the market is very firm, but prices as below remain unchanged. A fair trade is reported. We quote:

	Per lb.
Green Rios, No. 7	0 08½
" " No. 6	0 08¾
" " No. 5	0 09
" " No. 4	0 09½
" " No. 3	0 10½ 0 11½
Mocha	0 21 0 25
Java	0 22 0 35
Santos	0 11½ 0 14
Plantation Ceylon	0 26 0 35
Porto Rico	0 22 0 25
Guatemala	0 22 0 25
Jamaica	0 15 0 20
Maracaibo	0 15½ 0 23

SUGAR.

Owing to the New Year holidays in the United States, there is little of particular interest to record this week. In raws, the market has opened very quiet since the holidays, with sellers of Cuba centrifugals at 2⅞c., C. & F., at which price a parcel of 10,000 bags for shipment was sold on December 30, just as our last report was being written. This price is equal to 3.47c., duty paid, which shows a decline of 1-32c. in this grade since our last. At same figure business might still be done for February shipment, though buyers and sellers are both indifferent, waiting developments. Refiners are now withdrawing sugars from bond, purchased in anticipation of the passage of the Reciprocity Treaty, and on these sugars have obtained the reduction in duty. Recent purchases made in the island are also coming forward and beginning to arrive more freely, so that it is expected that this week's receipts will show considerable increase over recent weeks. Receipts at United States four ports for week ending December 30 were the smallest of any week for the year 1903, being only 3,509 tons. Meltings were 29,000 tons, and stocks were thus reduced to 63,835 tons, being 25,191 tons less than previous week and 72,241 tons less than same week of 1902. It is interesting to note that the figures of stock mentioned are the lowest for any week during the year 1903. At latest reports, there were 44 central factories grinding in Cuba, an increase of seven over previous week, with total stock in the island of 105,000 tons. Combined stocks of United States and Cuba were 168,835 tons against 187,576 tons previous year. Combined stocks of Europe and America at latest uneven dates were 3,287,835 tons against 3,108,576 tons previous year, the increase being 179,259 tons. As we go to press European markets are reported stronger with 88 per cent. beet advanced to 8s. 5½d., basis f.o.b. Hamburg, for January shipment. This is equal to parity of 3.78c., duty paid, New York, for 96 test centrifugals, which, as will be observed, have thus a differential in their favor of 31c. per 100 pounds.

The refined situation in the United States has assumed a stronger phase, with all shadings discontinued, and the Arbuckle refinery, who were giving a concession of 10c. per 100 pounds, ceased doing so on December 31, and restored prices to same list as other refiners, owing to greatly increased demand. There is a much more hopeful tone to the situation and, though stocks are light, an improvement in prices would not be surprising. Locally, there is a much better demand, and the decline recorded as we went to press last, was short-lived, prices being restored on morning of 4th inst. to former basis, and we advance all quotations, as below, .05c. per 100 pounds. We quote:

Paris lumps, in 50-lb. boxes	4 73
" in 100-lb. "	4 63
St. Lawrence granulated	4 08
Redpath's granulated	4 08
Acadia granulated	3 98
Berlin granulated	3 98
Standard granulated (Wallaceburg)	3 98
Crystal granulated (Wallaceburg), 1902	3 88
Imperial " (Dresden)	3 93
Granulated (Dresden), 1902	3 83
Phoenix	3 98
Bright coffee	3 83
Bright yellow	3 78
No. 3 yellow	3 73
No. 2 "	3 53
No. 1 "	3 43
No. 1 " (Wallaceburg)	3 43
No. 1 " (Berlin)	3 43

Granulated and yellow, 100-lb. bags, 5c. less than bbls.

SPICES.

The New York spice market is more active again, with larger inquiry and further spot buying of pepper, cloves and pimento. Advices from abroad are very strong on cloves. The crop is now definitely cabled to be 27,000 bales against 112,000 last year. Spot have already advanced sharply, demonstrating the very small available supply at present prices. Stocks of pepper in London were as follows for past five years:

	1899	1900.	1902.	1902	1903
White	2,506	1,999	1,450	890	526
Black	5,143	3,876	2,256	1,264	1,068

Locally, there is no material change in the situation, and quotations are unaltered. We quote:

	Per lb.		Per lb.
Peppers, blk	0 18 0 19	Cloves, whole	0 25 0 35
" white	0 23 0 27	Cream of tartar	0 25 0 30
Ginger	0 18 0 25	Allspice	0 13 0 16

SYRUPS AND MOLASSES.

These lines are in quite active demand, as some people are expecting an advance in syrups, especially corn syrup. Molasses

are very firm at the advance, the cold weather stimulating demand. We quote:

Syrups—		
Dark		
Medium	0 30	0 32
Bright	0 35	0 37
Corn syrup, bbl., per lb		0 02½
" ½ bbls., "		0 02½
" kegs "		0 03
" 3 gal. pails, each		1 30
" 2 gal. "		0 90
" 2-lb. tins (in 2 doz. case) per case		1 90
" 5-lb. " (in 1 ") "		2 35
" 10-lb. " (in ½ ") "		2 25
" 20-lb. " (in ¼ ") "		2 10
Molasses—		
New Orleans, medium	0 23	0 30
" ½ bbls	9 25	0 32
" open kettle	0 45	0 50
	0 47½	0 50
Barbadoes	0 38	0 42
Porto Rico		
Maple syrup—		
Imperial qts		0 27½
1-gal. cans	0 95	1 00
5-gal. cans, per gal		1 00
Barrels, per gal		0 75
5-gal. Imp. brand, per can		4 50
1-gal. per case		5 10
½-gal. " "		5 60
Qts. " "		6 00

RICE AND TAPIOCA.

There is just a fair local demand for these lines at present, with a dearth of Japan milled rice, there being no direct importation. Despatches from Victoria, B.C., however, announce sharp advances advised by cables from Japan aggregating $7 per ton. The quoted price is now $101.50. We quote:

	Per lb.		Per lb.
Rice, stand. B	0 03¾	Sago	0 04
Patna	0 05 0 05½	Tapioca	0 03¾ 0 03¾
Japan	0 07	Carolina rice	0 10

TEAS.

The position of Ceylon green teas seems to be the most interesting feature in this article at present. As is generally known the planters in Ceylon have taxed themselves in order to provide a fund for granting a rebate to the exporter of Ceylon green teas, thus lessening their price to consumers in this country. This policy has resulted in a large importation of the tea, which has been freely distributed over Canada during the past year, displacing to a large extent green tea formerly imported from Japan and China. The rebate at commencement amounted to about 2c. per pound, but was gradually reduced, and, in last half of 1903, amounted to 1c. per pound. Owing to the very large exportation of these teas the fund at the disposal of the planters became exhausted, and they had to borrow largely in order to maintain the rebate to exporters. It was considered all but a certainty that the rebate would be entirely discontinued at end of 1903, but it has now been decided to continue the rebate on a further 5,000,000 pounds of leaf, which is equal to about a six months' output. It is therefore certain that the rebate will be discontinued about June of this year, and it is generally believed that most of the gardens making green tea will discontinue the making of green, as at present prices it is more profitable to make black. In anticipation of the discontinuance of the rebate and on account of the profitable sale for black tea, the gardens are now demanding an advance in price of from 3 to 5 Ceylon cents, say, 1 to 1½ gold cents, over the price that they accepted for the 1903 crop. It is, therefore, certain that we will have a hardening tendency of prices on this class of tea throughout the season, and there is a strong disposition on the part of buyers to cover their wants. There is little change to report in other classes of tea, but, generally speaking, the demand is good for importation, and some large contracts for Indian and Ceylon have been placed this week. There is also more inquiry for China greens, which are not very plentiful on the market. The war cloud is having a hardening tendency on Japans, but the already high values can not be largely affected. We quote:

Congou—half-chests, Kaisow, Moning, Paking	0 12	0 60
caddies, Paking, Kaisow	0 19	0 50
Indian—Darjeelings	0 35	0 55
Assam Pekoes	0 20	0 40
Pekoe Souchongs	0 19	0 25
Ceylon—Broken Pekoes	0 36	0 42
Pekoes	0 27	0 30
Pekoe Souchong	0 17	0 35
China Greens—Gunpowder, cases, extra first	0 42	0 50
" half-chests, ordinary firsts	0 22	0 28
Young Hyson, cases, sifted, extra firsts	0 42	0 50
" cases, small leaf, firsts	0 35	0 40
" half-chests, ordinary firsts	0 28	0 38
" " seconds		0 23
" " thirds	0 16	0 18
" " common		0 15
Pingsueys—Young Hyson, ½-chests, firsts	0 28	0 32
" " seconds	0 18	0 19
" half-boxes, firsts	0 28	0 32
Japan—½ chests, finests May pickings	0 38	0 40
Choice	0 33	0 37
Finest	0 30	0 32
Fine	0 27	0 30
Good medium	0 25	0 28
Medium	0 21	0 23
Good common		0 20
Common		0 19

Foreign Dried Fruits.

These lines are experiencing the usual lull after the holiday trade. There is a small sorting trade with increased demand for prunes. Currants are higher in Greece, as already reported, but there is no change locally. Nothing new is to be reported from California except an anticipated sorting trade shortly in evaporated peaches and apricots, which have been neglected during the Christmas trade. Quotations for this crop prunes are now given. Cables on shelled walnuts this week show an advance of 30 francs per 100 kilos, or 2½c. per pound on December prices. We quote:

CURRANTS.

	Per lb.		Per lb.
Fine Filiatras	0 04½	Vostizzas	0 07 0 08
Patras	0 06 0 06½		

RAISINS.

	Per lb.
Valencia, fine off-stalk	0 06½ 0 07
" selected	0 07 0 09
" selected layers	0 08 0 09½
Sultana	0 06½ 0 10
Californian seeded, 12-oz	0 08½ 0 09
" 1-lb. boxes	0 10½ 0 11
" unseeded, 2-crown	0 07½
" " 3-crown	0 08 0 08½
" " 4-crown	0 09 0 10

DATES.

	Per lb.		Per lb.
Hallowees	0 04½ 0 05	Fards	0 07½ 0 09½
Sairs	0 04½ 0 04½		

PRUNES.

	Per lb.		Per lb.
100-110s	0 04 0 04½	60-70s	0 06½ 0 07
90-100s	0 05 0 05½	50-60s	0 07 0 07½
80-90s	0 05½ 0 05¾	40-50s	0 07¾ 0 08
70-80s	0 06 0 06½	30-40s	0 08½ 0 08½

CANDIED PEELS.

	Per lb.		Per lb.
Lemon	0 10 0 12½	Citron	0 15 0 18
Orange	0 11 0 13		

FIGS.

	Per lb.		Per lb.
Tapnets	0 03½	Elemes	0 09 0 20
Naturals	0 06½ 0 09½		

APRICOTS.

	Per lb.
Californian evaporated	0 10½ 0 15

PEACHES.

	Per lb.
Californian evaporated	0 08 0 12

Cured Fish.

There is already a fair demand for cured fish, especially for flectched cod, prices for which are firm, the quantity of stock available being small. We quote:

Herring, No. 1, Labrador, in bbls	6 25 6 50
" " ½-bbls	3 25 2 50
" split shore, ½-bbls	2 75 3 00
Large dried cod in quintals	6 00 6 50
Skinned cod, in 100-lb. cases	5 50 6 00
Cod steak, 1-lb. blocks	0 06½
Boneless fish, 1-lb. blocks	0 05½
" 25-lb. boxes, per lb	0 04½
Scaled herring, per box	0 16 0 18

Country Produce.

EGGS.

Egg stocks are still going down and prices up. There are only a couple of houses here who have any stocks, and they, not much more than will be required by their customers. Prices all round are up one to two cents, and it is almost certain that further advances will be made shortly. It is now pretty clearly recognized that a famine is bound to occur, and in a couple of weeks there will be a much greater scarcity than at present. We quote:

Eggs, strictly new laid, per doz	0 35 0 40
" selected, per doz	0 27 0 28
" cold storage per doz	0 25
" pickled, per doz	0 22 0 23

WHITE BEANS.

The market is quiet as yet, but prospects are for increased demand shortly. We quote:

Beans, mixed, per bush	1 25
" prime "	1 50 1 60
" handpicked, per bush	1 75 1 80

HONEY.

There is a good demand for honey this week. Stocks in sections are in greater variety which means wider variation in prices. Our quotations are:

Honey, extracted clover, per lb	0 07 0 08
" sections, per doz	1 50 2 25

DRIED APPLES.

The market shows no change since last writing. We quote:

Apples, dried, per lb	0 03 0 04
" evaporated	0 06 0 06½

POULTRY.

Poultry did not recover from the demoralization reported last week, and stocks have gone into cold storage. There is little inquiry and the market generally is dull. We quote:

Chickens, live per lb	0 07 0 08
Old hens " "	0 05
Ducks " "	0 08 0 09
Turkeys " "	0 11 0 12
Chickens, dressed, per lb	0 09 0 11
Old hens, " "	0 06 0 07
Turkeys, " "	0 13 0 14
Geese, " "	0 09 0 10
Ducks " "	0 09 0 11

Fish.

The demand for fish is good this week. The new year has opened up with bright prospects. Stocks are in great demand with good supply. Sea herring is being offered on the Winter market for the first time this week. We quote:

Whitefish, frozen, per lb	0 09
Trout, frozen per lb	0 09
Herrings, fresh, per lb	0 07
British Columbian salmon, frozen, per lb	0 12
Halibut, frozen, per lb	0 12
Perch, per lb	0 06
Mackerel, frozen, per lb	0 10
Haddock, per lb	0 06
Cod, per lb	0 08
Tullibees, per lb	0 06
Gold eyes "	0 04½ 0 05
Finnan haddies, per lb	0 08
Bloaters, per box	1 25
Oysters, standard, per small pail	4 05
" selects " "	4 80
Fresh-water herring, frozen, per lb	0 04½
Sea herring, per 100	2 50

Green Fruits.

The market is quiet with sorting up orders the feature of the week. On account of the severe weather retailers are ordering in small lots by express. Valencia oranges which are arriving are superior to the Christmas stock, California navels are good quality, notice-

ably better than last year. Florida oranges are dearer and more scarce. Mexican and Valencias are higher. Apples and cranberries are lower. The banana trade is satisfactory on a small scale. We quote:

Florida oranges, per l bl	3 00	3 50
Florida tangarines, in streps	....	7 50
" " in ½-streps	....	4 00
Japan " per bundle (2 boxes)	....	1 25
California navels, per box	3 00	3 50
Mexican oranges, "	....	2 50
Messina lemons, new, per box	....	2 75
Valencia oranges, 714 case	....	4 75
" " 420 case	....	4 75
Florida grape fruit, per box	5 25	5 50
Florida pineapples, per crate	....	4 50
Bananas, large bunches	1 75	2 50
" small bunches	1 25	1 50
Apples, per bbl	1 50	2 50
Almeria grapes, per keg	....	6 50
Florida tomatoes, per crate	....	4 50
Tomatoes, green house, per lb	....	0 26
Cranberries, Jersey, per bbl	....	8 50
" Budd's longkeepers, Cape Cod, per bbl	....	9 75
Limes, per case	....	1 25

Vegetables.

The demand for vegetables continues good. Cabbage and vegetable marrows are scarce ,and there is a big demand for potatoes. Brussels' sprouts are out of the market and sweet potatoes dull. Our quotations are:

Cabbage, per doz	0 40	0 75
" red, per doz	0 40	0 75
Potatoes, per bag	0 90	1 00
Potatoes, per bag, car lots	0 75	0 80
Sweet potatoes, per bbl	....	5 00
Onions, per basket	....	0 40
Onions, per bag	1 35	1 50
Spanish onions, per crate	....	1 00
Spanish onions, large cases	....	2 50
Bunch lettuce, per doz. bunches	0 30	0 40
Radishes, per doz. bunches	....	0 50
Mushrooms, per lb.	0 60	0 75
Mint, per doz bunches	....	0 20
Parsley, " "	....	0 20
Sage, per doz	....	0 10
Savoury, per doz	....	0 10
Beets, per bush	....	0 40
Carrots, per bag	0 50	0 60
Parsnips, per bag	0 50	0 60
Artichokes, per bush	....	0 75
Vegetable marrows, per doz	0 40	0 75
Butter squash, per doz	0 75	1 25
Hubbard squash, per doz	0 75	1 50
Pumpkins, per doz	0 75	1 25
Yellow turnips, per bag	....	0 35
White turnips, per bag	....	0 50
Oyster plants, per doz	0 20	0 30
Leeks, per doz	....	0 30
Celery, per doz	0 25	0 60
California celery, large case	....	5 00
" " small case	....	2 75

Seeds.

The seed market is more active with prices as a rule higher for choice seed. The recent severe weather has somewhat checked the supply of seed coming from the farmers. We quote:

Red clover, per bush	5 50	6 00
Alsike "	4 75	5 75
Timothy, per "	1 15	1 50
" flail threshed	....	1 75

Grain, Flour and Breakfast Foods.

GRAIN.

As a result of the Russia-Japanese war scare there has been a general advance in prices this week. Manitoba wheat No. 1 hard is 11-2c. firmer; No. 1 Northern is 3c., and No. 2 Northern 21-2c. higher respectively. Red and white wheat are each 1c. firmer. Oats are 1-2c. firmer. We quote:

Manitoba wheat, No. 1 hard, per bush, Toronto	0 94½	0 95
" Northern No. 1 " "	0 92	0 92½
Manitoba wheat, " No. 2 " "	0 89	0 90
Red, per bushel, on track Toronto	0 81½	0 82
White " " "	0 82	0 82½
Barley " " "	0 44	0 48
Oats " " "	0 32	0 32½
Peas " " "	0 65	0 66
Buckwheat " " "	....	0 47
Rye, per bushel, " " "	0 56	0 57

FLOUR.

Flour is much firmer this week and the demand continues brisk. Ontario patents are 15c. firmer; Hungarian patents, Manitoba bakers' and straight roller are 10c. higher respectively. We quote:

Ontario patents, per bbl	3 95	4 15
Hungarian patents "	4 40	4 50
Manitoba bakers' "	4 10	4 20
Straight roller, "	3 60	3 70

BREAKFAST FOODS.

Breakfast foods are livelier than last week. Although prices continue unchanged as yet there are those who maintain that they are bound to advance shortly, whether war comes or not since grain is at rock bottom prices at the present time. Our quotations are:

Oatmeal, standard and granulated, carlots, on track, per bbl	....	4 25
Rolled oats, standard, carlots, per bbl., in bags	....	3 50
" " " " in wood	....	3 90
" " " " for broken lots	....	4 00
Rolled wheat, per 100-lb. bbl	....	2 50
Cornmeal	....	4 00
Split peas	....	4 75
Pot barley in bags	....	4 00
" in wood	....	4 25
Swiss food, per case	....	2 88
Aunt Sally's Pancake Flour, per case	....	2 00

Hides, Skins and Wool.

The market continues dull. The only lines meeting a noticeable demand are lamb and sheepskins, which have risen 5c. This is the only change in prices this week. We quote:

HIDES.

No. 1 green, per lb	....	0 07½
" 2 "	....	0 06½
" 1 " steers, per lb	....	0 08
" 2 " "	....	0 07
Cured, per lb	....	0 08½

CALFSKINS.

Veal skins, No. 1, 6 to 14 lb. inclusive	....	0 09
" " " 2 " "	....	0 07
" " " 1 15 to 20 lb "	....	0 08
" " " 2 " "	....	0 06
Deacons (dairies), each	0 60	0 70
Lamb and sheep skins	....	0 90

WOOL.

Unwashed wool, per lb	0 09	0 10
Fleece wool, "	0 16	0 17½
Pulled wools, super, per lb	0 17	0 19
" extra "	0 20	0 21
Tallow, per lb	0 04½	0 04¾

QUEBEC MARKETS.

Montreal, January 7, 1904.

Groceries.

INTERESTING or important facts regarding trade matters are still hard to obtain. Like your Toronto market reporter the experience here is the same, "stock taking," "nothing new or interesting for you," is about all one can get. Or, " all our travellers are in and we are busy going over the past year's business and laying plans for the new." Country orders are coming in by letter though some travellers have already left for the stamping grounds and sorting orders are dribbling in. Local refiners advanced sugars 5c. per 100 lb. all round on Monday, and better trade is looked for as stocks generally have been allowed to run down lately. The feeling seems to be that a further advance will shortly eventuate as the raw and beet markets indicate an upward change. In teas Japans are receiving a fair amount of attention. Ceylon and India greens are unchanged. Ceylon blacks are hard to get as London and primary markets are sold up. Not much trading is looked for during the next two weeks. Coffee market continues strong and prices are held well. Spices generally are quoted firm and the position of cloves is particularly strong, and it is not improbable that a further advance will have to be made. Stocks are light and holders' disposition not to sell freely. Molasses has lately shown a better front, the cold weather (and there is lots of it and a steady supply on hand) always provoking a larger consumption in this district and the East. Barbadoes advices to hand this week report prospects for next crop as bright, heavy rains having improved the canes materially. Corn syrups show good business with bright outlook for future increases. Rice has received more attention lately owing to the Eastern situation, though no heavy buying has been indulged in. Tapioca, at the recent advance, is steady. Canned goods situation is featureless and little business doing. Inquiries have been made for tomatoes for Western account by one or two brokers, but the trade shows no disposition to let go to any extent. Green fruits have had a good turnover during the holidays just closed, California oranges selling well and in good favor. Grape fruit, which is gradually getting a place on the list in this market, is scarce and prices consequently high. In foreign dried fruits a further advance is noted in shelled walnuts. The market is generally in a good condition, stocks in importers' hands being smaller than usual. Grecian advices report currants as advancing. Trade in all kinds of fish is picking up after the holidays. Vegetables steady and prices unchanged from last week's quotations.

There is nothing to add to our account of the egg market last week. There are no supplies of any consequence coming forward and stocks in hand are being rapidly depleted. A further advance seems inevitable. The bean market is now very quiet and prices as quoted for three or four weeks are well maintained. The market seems to have found its level. In hops and honey there are no new features to report. The former item continues very strong. The busy season for evaporated apples is now over. The flour market is very strong owing to the advance in wheat, but at time of writing no actual change has been made in prices quoted.

SUGAR.

Local refiners advanced prices on all sugars 5c. per 100 lb. on Monday this week. A better demand is looked for as stocks throughout the country must be light and jobbers look for fairly good trade. Owing to the position of the raw and beet market it would not be surprising to see another advance shortly.

Granulated, bags and bbls	....	$4 00
" ½-bbls	....	4 15
" bags	....	3 95
Paris lump, boxes and bbls	....	4 55
" " ½-boxes and ½-bbls	....	4 65
Extra ground, bbls	....	4 40
" " 50-lb. boxes	....	4 60
" " 25-lb. boxes	....	4 70
Powdered, bbls	....	4 20
" 50 lb. boxes	....	4 40
Domino lumps, boxes and bbls	....	4 45
" " ½-boxes and ½-bbls	....	4 55
Phoenix	....	3 90
Cream	....	3 75
Bright coffee	....	3 75
" yellow	....	3 75
No. 3 yellow	....	3 65
No. 2 "	....	3 45
No. 1 " bags and bbls	3 30	3 35
Raw Trinidad	....	3 10
Trinidad crystals	3 15	3 20

JANUARY

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FISH AND OYSTERS

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TORONTO.

SYRUPS AND MOLASSES.

Business is showing a tendency to improve with the opening of the new year. The cold weather always provokes a better trade in molasses throughout the province and as there is certainly a good supply and a steady one of cold prevailing at present, prospects for increased consumption of molasses are good. Leacock & Co., Barbadoes, report in a letter to their local correspondents, under date of 22nd, ult.: "During the past few days heavy rains have fallen which will tend to improve the canes after a rather long spell of dry weather, the prospects continue favorable for a good crop, as well as good quality."

It is certainly hoped by the trade that this cheering information may be realized, as the short crop during the past year has placed the molasses consumer in rather a grumpy mood, owing to the high prices prevailing.

Corn syrups continue in good demand, in fact it may be said the demand is steadily on the increase. There is no doubt that the very high prices prevailing in Molasses have tended to throw the trade somewhat in the direction of syrups though a very strong factor in the increased consumption is the very careful, neat and attractive way syrup makers are putting their product before the consumer. We quote:

Barbadoes, in puncheons, old		0 39
" new	0 42	0 43
" in barrels	0 42½	0 44½
" in half-barrels	0 43½	0 45½
New Orleans	0 22	0 35
Antigua		0 37
Porto Rico	0 45	0 48
Corn syrups, bbls		0 02½
" ½-bbls	0 02½	0 03
" ¼-bbls		0 03
" 38½-lb. pails		1 30
" 25-lb. pails		0 90
Bbls., per 100 lb		2 75
½-bbls. "		2 75
Kegs "		3 00
Cases, 2-lb. tins, 2 doz. per case		1 90
" 5-lb. " 1 doz. "		2 35
" 10-lb. " ½ doz. "		2 25
" 20-lb. " ¼ doz. "		2 10

TEAS.

In teas a fair demand exists for Ceylon and Indian greens at old prices. There is a large demand for Ceylon blacks, but owing to bareness of London and primary markets none can be secured. Japans are receiving fair amount of attention, prices ranging from 15 1-2 to 24c. China greens that are coming in now are rapidly going out on orders sold ahead. Stocks generally are reported none too heavy. It is not expected that business will look up before about the 15th inst. We quote:

Good to medium Japans	0 17½	0 20
Fine to choice Japans	0 23	0 26
Ceylon greens	0 14½	0 18
Indian greens	0 16	0 19
Japan style China congoes	0 08	0 10
Pealeaf Gunpowder	0 21½	0 23
Common "	0 12½	0 15
Ceylon blacks	0 14	0 18
Indian "	0 11½	0 20

COFFEE.

Speculation in coffees report New York less active with prices firm, and slightly advanced. Market is strong. Locally coffee dealers are holding prices firm, the indications still being for advance. We quote:

Good cucutas	0 09	0 09½
Choice "	0 11½	0 12½
Jamaica coffee	0 08	0 10½
Java	0 17½	0 22

SPICES.

Latest New York advices report market generally firm for cloves, cassin, pepper, nutmegs and ginger. There are no large stocks of any crops available. Cayenne has had another short crop. The position of cloves is exceedingly strong and prices according to authoritative reports are bound to advance shortly again. Locally the position indicates firmness on part of all holders of any stock. Very little shading in prices. We quote:

Nutmegs, per lb., as to size	0 40	0 60
Penang mace, per lb., as to quality	0 70	1 00
Pimento, ground	0 18	0 20
Cloves	0 20	0 25
Pepper, ground, black (according to grade)	0 18	0 24
" " white	0 27	0 29
Ginger, whole Cochin	0 17	0 19
" " Japan	0 13	0 14
" " Jamaica	0 12	0 18
" " African	0 12	0 13
Ginger, ground Japan		0 15
" " Cochin	0 19	0 20
" " Jamaica	0 18	0 20
" " African	0 13	0 14
Cassin	0	0 16

RICE AND TAPIOCA.

In rice the Eastern situation has had a tendency to draw attention of buyers to the position of Japan rice and in some quarters it is expected an advance is likely to materialize. No changes are reported locally as yet though not unlooked for. Tapioca is holding up its strong position and though no activity is manifested some little more trading has been done. We quote:

B rice, in bags		3 40
" ½-bags		3 40
" ¼-bags		3 50
" pockets		3 50
In 10-lb bag lots an allowance of 10c. is made.		
CC rice, in bags		3 30
" ½-bags		3 30
" ¼-bags		3 40
" pockets		3 40
Imported Patna rice, in bags		4 62½
" " in ½-bags		4 75
" " in ¼-bags		4 87½
In the open territory prices are about 10c. less		

"MOUNT ROYAL" FANCY RICES.

Mandarin Patna	4 25	Japan Glace	4 50
Imp. Glace Patna	4 50	Crystal Japan	4 75
Polished Patna			3 87½
Indian Bright			3 60
Java Caroline			3 50
Lustre			3 75
Snow Japan			4 87½
Japan Ice Drips			5 25
Tapioca, medium pearl			0 02½ 0 03
" seed pearl			0 03 0 03½
" flake			4 00
Imported Italian			0 09
Fancy Head Carolina			0 10

CANNED GOODS.

It is difficult to obtain anything of decided interest as regards canned goods. Prices continue unchanged, business is only fair and no prospects for any activity until arrival of Lenten season. The Consolidated Canadian Canners' Association are busy with stock taking and we understand that they will know after inventory is gone through with just how they stand as regards future business. We quote:

Tomatoes		1 05
Corn		1 00
Peas	0 87½	1 40
String beans	0 82½	0 85
Strawberries, preserved	1 40	1 60
Succotash		1 00
Blueberries		1 10
Raspberries		1 40
Lawtenberries, 2s		1 50
Raspberries, black		1 35
Gooseberries		1 55
Pears, 2s	1 45	1 60
" 3s		2 10
Peaches, 2s	1 55	1 67½
" 3s	2 40	2 60
Plums, Lombard 2s		1 30
" Green Gage, 2s		1 40
Cherries, red pitted, 2s		2 20
Baked beans, 3s		0 90
3-lb. apples		0 90

Gallon apples		2 20
2-lb sliced pineapples	2 00	2 10
Grated pineapples		2 40
Singapore whole pineapples		2 40
Pumpkins, per doz		0 95
Spinach		1 00
Sugar beets	0 90	1 40
Salmon, pink	0 90	1 00
" spring		1 40
" Rivers Inlet red sockeye		1 50
" Fraser River red sockeye	1 50	1 70
Lobsters, talls		3 45
" 1-lb. flats		4 00
" ½-lb. flats		2 25
Canadian Sardines, ¼s	3 65	4 00

Foreign Dried Fruits.

In foreign dried fruits a further advance is noted in shelled walnuts. The market generally is in a healthy condition, stocks in the hands of importers are smaller than usual. Prices are very low and in many cases below the cost of importation. The market in Greece continues advancing and a rise is bound to follow:

CURRANTS.

Fine Filiatras, per lb. in cases	0 04½	0 05
" " cleaned	0 05	0 05½
" " in 1-lb. cartons	00 6	0 06½
Finest Vostizzas "	0 06½	0 07½
Amalias "		0 05½

SULTANA RAISINS.

Sultana raisins, per lb	0 06½	0 08
" " 1-lb. carton		0 09

VALENCIA RAISINS,

New, finest off-stalk, per lb	0 06	0 06½
Selected, per lb		0 07
Layers "	0 07¼	0 07½

FIGS.

Comadres, per tapnet	1 00	1 10
Elemes, per box, new		0 90

DATES.

Dates, Hallowees, per lb		0 06

CALIFORNIAN EVAPORATED FRUITS.

Apricots, per lb		0 12½
Peaches "		0 09½
Pears "		0 12½

MALAGA RAISINS.

London Layers	1 75	1 90
"Connoisseur Clusters"		2 00
"Royal Buckingham Clusters," ½-boxes		1 00
"Excelsior Windsor Clusters"		4 25
" " ¼s		1 25

CALIFORNIAN RAISINS.

Loose muscatels, per lb	0 07½	0 08
" " seeded, in 1-lb. packages		0 10½
" " in 12-oz. packages		0 08

PRUNES.

	Per lb.	Per lb.
30-40s		0 09
40-50s		0 08
50-60s		0 07½
60-70s		0 06½
70-80s		0 06
80-90s		0 05½
90-100s		0 05
Oregon Prunes (Italian style) 40-50s		0 08
" " 50-60s		0 07½
Oregon prunes (French style), 60-70s		0 06½
" " 90-100s		0 04½
" " " 100-120s		0 04

Green Fruits.

Trade during holiday week has been very good. From now on it is expected to be rather quiet. The English market for Canadian apples has advanced from 1s. 6d. to 2s., and higher prices are expected towards end of January. No change is expected in California celery and other vegetables for another three weeks, when prices will likely drop 50c. Florida tomatoes have been rather scarce in New York, selling on spot here anywhere from $4 to $5. Grape fruit is scarce and selling here from $5.50 to $7. A fair trade is done in California navel oranges. We quote:

Cranberries	9 00	10 50
Cocoanuts, per bag of 100		4 00
Canadian apples, in bbls	2 00	3 25
Pineapples, 24 to case		5 00
" 30 to case		4 50
Bananas	2 25	2 50
Jamaica oranges, in bbls	3 50	4 00
" " boxes		2 75
Valencias oranges 714's		4 50
" " 420's		4 00
Sweet potatoes, per bbl	3 75	4 00
Spanish onions, cases		2 25
New Messina lemons 300's		3 00
" " 360's		2 50
Florida oranges, per box		4 50
California navels	3 25	3 50
Florida tomatoes, per crate		4 50
California celery		5 50

Fish.

Fish prices unchanged. Trade is picking up a little after the holidays and from now on a better demand is looked for. The consumption of prepared codfish is increasing perceptibly, this is no doubt accounted for by the manner in which the Maritime fish houses are preparing their goods for the market. Great care and cleanliness is used by the leading fish curers to put up the goods in clean, appetizing form, and convenient packages. The improvement in the manner of placing these goods before the consumer will ultimately increase the demand for this healthy food. We quote:

Frozen herring, large, per 100 fish	2 00	2 10
Bloaters, Yarmouth		1 00
Haddies		0 07
Smoked herring, per box		0 15
Fresh haddock, per lb	0 04	0 04½
Dore, per lb., frozen	0 06	0 06½
Pike, " round	0 04	0 04½
Halibut, frozen, per lb	0 08½	0 09
Gaspe salmon, frozen, per lb		0 14
Frozen B.C. salmon, per lb		0 09
Smelts		0 08
Steak cod		0 05
Fresh cod, market	0 03½	0 04
No. 1 Herring, Labrador, per bbl	5 50	5 75
" " half bbl	2 75	3 00
No. 1 Holland herring, per half bbl		6 50
No. 1 Scotch herring, " "		6 50
" " per keg		0 95
Holland herring, per keg	0 65	0 75
No. 1 green codfish, new, per 200 lb		6 00
No. 2 green cod, bbls. 200		5 00
No. 1 green haddock, bbls. 200		5 50
No. 1 large green codfish, new, per 200 lb		6 50
Green pollock, bbls. 200		4 50
Salt eels, bbls. 200 lb		0 6½
Mackerel, per lb		0 12
Boneless cod, 1 and 2-lb. blocks, per lb		0 06
" fish, " " "		0 05
" " loose, in 25 lb. boxes		0 04
Boneless fish, in crates, 12 5-lb. boxes		5 00
Skinless cod, cases 100 lb		4 75
Dried codfish, new, per 100-lb. bundles		5 00
B. C. salmon, per bbl		13 50
B. C. Salmon, ½-bbl		7 25
Marshall's kippered herring, per doz		1 40
Canadian kippered, per doz		0 90
Canadian ¼ sardines, per 100	3 75	4 00
Canned cove oysters, No. 1 size, per doz		1 30
Canned cove oysters, No. 2 size, per doz		2 25
Shell oysters, No. 1 Malpecques	6 75	8 00
" " " common	4 00	5 00
Standard bulk oysters, per gal		1 40
Selects		1 60

Vegetables.

A quiet market prevails in all lines of vegetables. A few cars of Early Rose potatoes were sold at 62c. In retailing quantities prices range from 70 to 72 1-2c. Onions, Canadian red, are holding firm at $2.75 to $3.25; yellows, at $2.25 to $2.50; parsnips, $2.50 per lb. Quebec Swede turnips are selling at $10 to $12 per ton and 65 to 67 1-2c in 90-lb. bags.

Cabbage, per doz	0 30	0 45
" red, per doz		0 45
Cucumbers, per doz		0 18
Onions, per basket	0 50	0 70
Cauliflower, per dozen	1 00	1 50
Carrots, per basket	0 40	0 50
Parsnips, per bunch		0 15
Green corn, per dozen	0 10	0 15
Lettuce, per dozen	0 25	0 35
Celery	0 25	0 35
Parsley, per doz		0 10
Radishes, per doz	0 15	0 25
Pumpkins, per doz	0 60	1 35
Potatoes Chili	0 60	0 62
" Early Rose	0 62	0 63
" Beauty of Hebron		0 63

Country Produce.

EGGS.

There is no material change in the situation as described last week. The stocks held by houses here are each day growing less and it is thought that by the middle of January they will all be exhausted. As a general rule there are seldom any deliveries worth talking about from the 15th of February to the 1st of March, and hence it seems likely that still higher prices will be paid for eggs. Prices this week are ranging as follows: Selected fresh stock, 27c.; market stock, 24c.; pickled eggs, 23c.

BEANS.

There is very little activity in the bean market at present and prices as quoted are being well maintained in what little trade is passing. Some efforts to break the market by stories that the market is bound to go lower are reported, but as stated last week our information is that these tales are without foundation. We quote:

No. 1 hand-picked, carlots		1 75
Choice prime, per bushel	1 55	1 60
" carlots	1 45	1 50
Ordinary (off grade), per bush	1 35	1 40

HOPS.

Values are tending upward in foreign markets and local prices are firm. Eastern Townships and Prince Edward County hops are quoted at 31c. to 32c.; hops, fair to good, 25c. to 29c.

HONEY.

The market continues very quiet and prices are unchanged. We quote:

Strained, white	0 09	0 10
Clover and basswood		0 08½
Buckwheat	0 07	0 08
Comb honey	0 13	0 13½

MAPLE PRODUCTS.

This is always the quiet season for maple products. Trade is considered satisfactory for the season, but it is of very small volume. We quote the following prices which are unchanged from last week's quotations:

Maple syrup, in wood, per lb	0 05½	0 06
Maple syrup, in large tins	0 70	0 75
Pure sugar, per lb	0 07	0 07½
Pure Beauce sugar, per lb	0 08	0 09

EVAPORATED APPLES.

Trade is now very quiet. Most evaporators have disposed of their stock. Prices this season have been so low that there has been very little profit in the evaporating business. We quote:

New, in carlots	0 05½	0 05¾
New, in jobbing lots	0 06	0 06½

Flour and Feed.

FLOUR.

Rumors of war in the East have served to advance prices in wheat and flour is very strong in sympathy. At time of writing no actual advance has been made but it is impossible to tell what a day may bring about. We again quote:

Manitoba spring wheat patents	4 60	4 80
" strong bakers'	4 30	4 50
Winter wheat patents	4 25	4 35
Straight rollers	3 80	3 90
Extra	3 60	3 70
Straight rollers, bags	1 85	1 90
Extra, in bags	1 70	1 75

FEED.

The market for feed is very quiet and without any startling features. The only change is a slight advance in bran due to the relief of the local market

brought about by some heavy exports two or three weeks ago. We quote:

Ontario bran, in bulk	16 50 17 00
" shorts	18 50 19 00
Manitoba bran, in bags	17 50
" shorts	18 50 19 00
Mouillie	23 00 28 00

ROLLED OATS.

There were some rumors of an actual advance in oatmeal, but jobbers assure us that prices although firm are unchanged. We quote:

Rolled oats, in bbls	3 75 3 80
" " in bags	1 75 1 80

BARLEY.

There has been no change in price. Supplies are now freely obtainable at prices quoted. We quote:

Pot barley	1 85
Pearl "	2 85

Baled Hay.

The market continues very quiet, there being no export trade whatever. A few cars have been sold in the Maritime Provinces and the Eastern townships. We quote:

No. 1 timothy	10 00 11 00
No. 2 timothy, choice	9 00 9 50
No. 2 timothy, ordinary	8 50 8 75
Clover, and clover mixed	7 00 8 00

Ashes.

The market is without special feature to note. We again quote:

First pots, per cwt	5 95 6 00
Seconds	5 55
Pearls, per 100 lb	7 00 7 25

Hides.

Receipts from country points continue to be liberal. Quebec is not taking any very large supplies and the market is therefore not particularly strong. We quote::

No. 1 beef hides	0 08 0 08½
No. 2 "	0 07 0 07½
No. 3 "	0 06 0 06½
Lambskins	0 75
No. 1 calfskins	0 10
No. 2 "	0 08

NEW BRUNSWICK MARKETS.

Office of "The Canadian Grocer,"

St. John, N.B., Jan. 4, 1904.

THE new year is here. Our wholesale grocers are either taking stock or preparing to. Business is very quiet. The past year has shown a very large volume of business with fair, if not large, profits. Towards the close of the year there have been some quite large failures through the country, which, in some cases, have taken off part of the cream. There is no doubt as the year closed money was somewhat tight, but not yet, perhaps, enough to affect business. It is shown by the extra caution on the part of the banks and the higher interest borrowers find it necessary to pay. The writer was advised that one party going into the market for fifty-thousand dollars had to pay 6½ per cent., where but a few months ago 5 only would have been charged.

In markets, the very firm price of cream of tartar is a feature and the high price of cloves.

Oil.

Burning oil is always a large business at this season. The present prices are much above the average. People must have oil, and as there is no competition between American and Canadian oils, they have to pay the price. Values are very firm. Lubricating oils begin to have more attention; the market is firm. Paint oils also have more attention. Linseeds are very low. Turpentine is unchanged at the high price. Fish oils are scarce and high.

Salt.

The continued arrivals of Liverpool coarse salt keep the importers very busy, their great aim being to sell to arrive, as the profit is small and the cost of storing high. Fine salt has a light sale.

Canned Goods.

The Association, with whom very much fault is found by our trade, were very late shipping goods, and stocks which should have been here some months ago are only now coming to hand. Corn is scarce. In tomatoes, some American are beginning to come in; prices are tending higher. Fruits have a fair sale at even prices. Salmon is in quite full stock, except Springs. There is a fair supply of blueberries. Domestic fish are quite firm. Clams were a very short pack.

Green Fruit.

Dealers are finding it quiet. In oranges, the importations of Valencias have been less than usual. Jamaicas still sell freely. Lemons are low. Malaga grapes have but a light sale after Christmas. Cape Cod cranberries are high. Apples are firm; the quality of Bishop pippins offered is much better than for years. Several cars of western apples packed in boxes have come into the province. This is something new. Last year, while the quantity was very large, it was all in barrels.

Dried Fruit.

This is a quiet line. Dealers find they hold quite a full stock of raisins. In other lines supplies are not large. The California market on loose muscatels is very unsettled. Sales were very light. It is hoped the Association have learned a greatly needed lesson. Currants are unchanged. Dates were quite late arriving this year; prices are low. Evaporated apples move slowly; the price is at least no higher. Peanuts tend higher.

Sugar.

There is a steady sale. Prices were off 5c. this past week, but recovered. The importers of foreign sugar find their prices too close to domestic for large sales. Buyers compare their price with domestic granulated in bags. While they claim their quality to be fully equal to standard in barrels, they find it difficult, as their sugar is in bags, to get standard prices.

Molasses.

The situation is strong. Porto Rico is about the only grade offered. The advance in New Orleans has largely stopped the sale.

Fish.

Some frozen fish have been received, but quantity is small and prices firm. In finnan haddies prices are rather higher and fish are getting scarce. The situation is very strong. Dry fish continue high. There is a fair stock of pickled herring. Smoked are very scarce. Full prices are asked.

Flour, Feed and Meal.

In flour, rather firmer prices rule, particularly in Manitoba grades; the sales are light. Offerings of feed are not free and there is but a light demand. Oatmeal seems firmer. Cornmeal is unchanged; it is sold in this market at very low prices by the local mills. Beans are unchanged. Shippers prefer to sell primes, but our buyers demand hand-picked. Barley and peas are very firm.

THE LATE GEORGE FOSTER.

READERS of "The Grocer" will learn with sincere regret of the death of Mr. George Foster, head of the wholesale grocery house of Geo. Foster & Son, Brantford, and president of The Brantford Starch Works Co., a gentleman known and respected throughout the greater part of Western Ontario, and one who will be most regretted where he was best known.

Mr. Foster, although suffering from a severe cold, was able to join his family in the Christmas festivities, but the cold later developed into pneumonia, to which he succumbed late New Year's night.

Born 70 years ago in Lancashire, England, the late Mr. Foster came to Brantford with his parents as a small boy. He early manifested the possession of the sterling qualities that later won him business success and the respect and esteem of his neighbors. The wholesale house of which he was the head and which he built up is well and favorably known to Ontario readers of "The Grocer," and, as president of The Brantford Starch Works Co., he had much to do with putting that enterprise on a satisfactory footing and in securing the large new buildings in which this industry is now located.

Mr. Foster was active in church and philanthropic work, and was an especial friend of the Indians in the reserve near Brantford, by whom he was one time presented with an address.

The children are: Frank Foster, Mrs. A. G. Olive, Mrs. E. Sweet, Mrs. M. H. Robertson, Mrs. Jos. Ruddy and Grace Foster, of Brantford, and Mrs. R. K. Duncan, of Washington, Pa. Thos. Foster, collector of customs, Brantford, is a brother, and Mrs. Wm. Buck and Mrs. S. Ellis, also of Brantford, are sisters.

IMPROVING OUR HERRING.

From advices received at the Department of Marine and Fisheries, Ottawa, Mr. J. J. Cowie, the Scotch expert, who was brought to Canada to look into the herring industry, with a view to devising some means of packing and curing the Canadian fish so that they can successfully compete with those of other countries on foreign markets, show that he is making a decidedly good impression among the fishermen of the Maritime Provinces. Mr. Cowie has been to see many of the leading industries down by the sea. At present, although Canada has in her waters as good herring as there is to be found in the world, she does not find a market for them, simply because they are not properly packed and cured for shipment.

FORMAL OPENING OF A GREAT TEA HOUSE.

"THE GROCER" has from time to time noted the progress made in the new home of Red Rose tea which Mr. T. H. Estabrooks has been erecting in St. John, N.B., and in which this prosperous firm has but recently set up its lares and penates. The consecration of these household gods took place Wednesday, the 30th ult. when the new building was formally opened and the friends of Red Rose tea enjoyed the bountiful hospitality of the firm.

In the few weeks since Mr. Estabrooks moved into the new building everything had been put in complete working order. The arrangements for the reception were admirable. Messrs. Estabrooks and Miles were assisted by their office staff and the following travellers: L. W. Cox, Truro; Geo. L. Palmer, Fredericton; E. J. Simms, Halifax; N. D. LeBlanc, Shediac; Lewis Armstrong, St. John; W. C. Gaden, Montreal; Rupert Pratt, Toronto; B. R. James Norris, Kingston (Ont.); G. H. Campbell, London; R. W. Vout, Renfrew (Ont.); B. A. Fisher, Brockville; S. Hustwitt, Winnipeg; H. W. Barnard, Portland (Me.). H. R. Arnold, Winnipeg; T. O. Apps, North Duprbam (Ont.), and E. Cook, Toronto, were unable to be present, and Messrs. Gaden and Fisher were the only ones able to comply with the request to bring their wives. There are in all sixteen travellers.

The following ladies also assisted at the reception: Mrs. and the Misses Estabrooks, Mrs. Miles, Mrs. Sullivan, Mrs. Angevine, Mrs. Armstrong, Mrs. Gaden, Montreal; Mrs. Fisher, Brockville, and Mrs. Kierstead.

Mr. Estabrooks employs about 70 people, and his new establishment is a credit not alone to St. John but to the tea trade of Canada.

Hundreds of merchants and others entered the brilliantly lighted offices during the afternoon, enjoyed a cup of Red Rose tea served by the ladies in one of them, went up in the elevator to the top floor and walked down, observing with great interest the work on the various floors, by which the Ceylon and India teas in original packages on the top floor are converted into packages of Red Rose tea in cases to be shipped out from the ground floor all over Canada and into the United States and Newfoundland.

There is room on the top floor for 1,000,000 pounds of tea in original packages, and the racks on the first floor will hold 200,000 pound packages of Red Rose tea. The blending, weighing, packing and labelling machinery is of the very latest design. The visitors were surprised and delighted with what they saw. On leaving each one received a very pretty souvenir, a silver lead pencil in a box bearing on it in gold: Souvenir commemorating the opening of New Red Rose Tea Building, St. John, N.B., Dec. 30, 1903.

In the evening Mr. Estabrooks entertained travellers and office staff at the Union Club.

It was a jolly party that sat down to dinner. The tables were handsomely decorated, the principal decorations being genuine tea plants and red roses. The menu card was a most attractive one. It was in book form, the covers of soft brown leather and tied with little leather straps. The first page bore the inscription: "Complimentary dinner given by T. H. Estabrooks to his travellers at the Union Club on Wednesday, Dec. 30th, 1903." The next two pages were entitled, "Wit, wisdom and humor on tea," with splendid views of St. John harbor and bridges, and quotations from Colley Cibber, Confucius and Pickwick Papers.

Then case the following menu:

Oysters on Half Shell.
Mock Turtle Soup. Consomme.
Boiled Halibut, Egg Sauce.
Chicken Croquettes, Tomato Sauce.
Kidney Patties.
Boiled Turkey, Parsley Sauce.
Tongue. Haunch of Venison.
Mashed Potatoes. Peas.
Artichokes, White Sauce.
English Plum Pudding, Brandy Sauce.
Charlotte Russe.
Pineapple Jelly. Orange Jelly.
Whipped Cream.
Frozen Fruit Pudding.
Celery and Cheese.
Fruits and Confectionery.
Red Rose Tea.

The reverse has a splendid picture of Mr. Estabrooks' new building, one of the finest and best equipped tea houses in Canada.

Mr. Estabrooks presided. The toast "The King" was received with musical honors. "Our Travellers" was responded to by L. W. Cox, Rupert Pratt, and S. Hustwitt. "Our Office Staff," proposed by B. R. James Norris, was responded to by H. Sullivan and W. R. Miles. "Our Host," proposed by Mr. Miles. "The Ladies," proposed by W. C. Gaden, responded to by V. d'Olloqui and Geo. Palmer.

A pleasing feature of the festivities in connection with the opening of the new house was a presentation to Mr. T. H. Estabrooks by his employes. The gift was a handsome chest of silverware. The presentation was made by Mr. H. Sullivan, who in a few well-chosen words, expressed the pleasure it gave to all connected with Red Rose tea to offer this chest for their employer's acceptance as a token of their esteem. Mr. Estabrooks gratefully acknowledged the kind words of his employes and feelingly thanked them for their beautiful gift.

ON A NEW LINE.

Mr. Henry C. Fortier, managing director of the Canada Biscuit Company, has resigned and will in future be with the Dominion Sewer Pipe Company, Limited, Swansea.

NOVA SCOTIA MARKETS.

Halifax, N.S., Jan. 4, 1904.

THERE is much quietness at present in wholesale circles owing to the holidays. Retail trade, however, has been exceptionally good, both in the city and country, and the outlook is favorable. The last month of the old year was marked by a larger number of business failures than have been recorded for many years. Some of them were for considerable amounts and city wholesale houses were the losers to some extent. In the amount of liabilities Nova Scotia failures in 1903 aggregated considerably over those of any year in the past five. This was caused principally by two very heavy failures in Sydney and vicinity. A number of small embarrassments took place, which added to the general aggregate. The manufacturing industries of the province are active and the output of manufactured articles was greater than in any previous year. All the leading factories are benefiting, and orders have been taken well into 1904.

* * *

Locally, there have been no market changes of importance during the last week. Prices are steady pending the turn of the year. Mess pork has again declined, but there is so little business doing now in this line that quotations are neglected. There is some interest in cornmeal. St. John distributors offering to land this article in Halifax by the new steamer Senlac at about 15c. below the quotations which hitherto ruled here. The flour trade is extremely dull. Beans are lower, carload lots now offering at about 10c. below the top prices for the season. Eggs are extremely good stock. Very few are held here this Winter, and with the high prices ruling in Montreal, merchants will not be able to draw their usual supplies from that market. Limed eggs at present are selling at 23c., and fresh Fall eggs at 25c. There is very little demand for dairy products. The principal call is for fresh creamery prints,

VAN HOUTEN'S Pure Soluble COCOA

Cheapest in use. **Best** and **Goes Farthest.**

Grocers who value their reputation with their customers never miss an opportunity of commending the **best** goods in each line. Van Houten's Cocoa is the **best** in the **Cocoa line.**

Wholesale agents for the Dominion of Canada.

J. L. WATT & SCOTT, - - TORONTO
WATT, SCOTT & GOODACRE, - MONTREAL

which are scarce, and for dairy butter. Cheese is very slow of sale. The hay market is dull, as farmers' supplies have not yet become exhausted. Oats are lower, as quite large quantities of Prince Edward Island oats have been offering ex vessel at 39c. This is now about over as the island navigation is now closed.

* * *

Fish, ex vessel, have declined, and Bank cod are not worth over $5 per quintal. Exporters seem to have all the stocks they care to carry over the Winter.

* * *

The quantity of molasses brought into Halifax by our West-Indian merchants during 1903 was as follows:

	Puns.	Tierces.	Bbls.
Dom. Molasses Co.....	1,308	1,483	2,296
G. P. Mitchell & Sons	2,017	221	326
Jas. Fraser	878	96	181
A. G. Jones & Co.....	696	134	282
Geo. E Boak & Co.....	213	21	28
W. & C. H. Mitchell.....	165	8	....
Levi Hart & Sons.....	....	....	420
Sundries.....	23	40	3,733
IMPORTED FROM			
Porto Rico	4,234	447	1,723
Windward Islands.....	12,766	1,556	1,590
New Orleans.....	....	....	420
Total imports for 1903...	17,010	2,003	3,733
" " 1902...	13,259	1,236	2,424
Increase.....	3,751	767	1,309

* * *

The total customs receipts at the Port of Halifax for 1903 amounted to $1,624,693.13, an increase over the previous year of $70,527.49.

MANITOBA MARKETS.

Winnipeg, January 2nd, 1904.

THE new year has been ushered in with keenly cold, bright weather. Yesterday the thermometer was down to 30 below zero. but as the sun was shining like Summer no one seemed to think about it. The fashion of New Year's calling seems to be reviving, at any rate the amount of calling was unusually large.

Wholesale houses and exchanges are all open for business this morning, but that is about the extent of it. No one is thinking of changing prices or in fact doing anything but transacting the barely necessary business, and there will be really nothing doing until Monday.

In grocery houses in the West, stock taking is not done until the end of March to avoid moving the heavy stocks held in the warehouses for the Winter trade.

A general enquiry among the trade on Thursday elicited the fact that the increase in business between January 1st, 1903 and January 1st, 1904 was about 25 per cent. One very large new business has been added to the list of wholesale grocery and provision houses during the year, that of Foley, Lock & Karsen. This is a new firm with new and very extensive premises.

The old firm of Campbell Bros. & Wilson were comfortably settled in their splendid new building for the opening of the year and on December 30th the head of the company, Mr. R. J. Campbell, left for Calgary to inspect the new premises being just completed for the company at that point. The A. Macdonald Company have doubled their capacity during the season and the Jobin Martin Company have added a new storey, so that for 1903 the wholesale grocery trade can give an excellent account of itself, being marked by progress all along the line.

Produce.

Some interesting figures have been secured as to produce. Abbatoir returns show that 35,000 beef cattle, 70,000 hogs, 17,000 sheep and 6,400 calves were slaughtered during the year. These animals were all raised in the West.

The average price of butchers' cattle has been 3 1-2 to 4c., the grade of cattle very good and supplies liberal, during the latter part of the season, though they were short in the Spring. The 70,000 hogs slaughtered shows a gain over last year, but does not yet meet the requirements of the packing houses. The number of hogs slaughtered does not, however, represent the total pack, as several of the smaller packing houses buy their hogs all dressed, and the number received in this way would probably run the number actually packed up over 100,000. The large packers report a very considerable improvement in the class of hogs offered and state that about 75 per cent. of the offerings this year could be classed as good bacon hogs as against only 60 per cent. last year. The average price has been about 5 1-2 to 5 5-8c. as against 6c. last year.

Poultry.

The most disappointing feature of Western produce trade is the receipts of local poultry which were very small, although they certainly are larger than last year. Winnipeg, alone spent $50,000 for Christmas poultry and the bill for the whole west was 35 cars which cost $105,000.

Butter.

The bulk of the butter and cheese manufactured in the West is handled through Winnipeg houses and the nearest figures, those of the Government, make the following showing:

Dairy butter, 2,738,868 lbs., at an average price of 15.7c., represents a total value of $429,445. Dairy butter shows a gain of 9 per cent. as to quantity and 78c. per cwt. as to market price. This increase in price is largely due to increased home consumption, the make of the season being to a greater extent than usual absorbed in the West.

The account of creamery butter is not so encouraging, the increase in making being only 8 per cent., and there being a decrease in price of 47c. per cwt. The price of creamery butter was low all over Canada, and Western butter has not given as good an account of itself as could have been desired when set abroad.

Cheese.

The make of cheese, 1,382,304 lbs., brought an average price of 10.95c., or a total value of $151,362.28. Cheese shows an increase of 26 per cent. in production and a gain of 76c. per cwt. in price. The make was quite inadequate to home consumption and a large number of cars of cheese came in from Ontario to meet the demand of Western trade. The influx of English settlers led to an enormously increased demand for cheese, and this will be even more apparent next year.

Notes.

G. F. & J. Galt, wholesale grocers, followed their well-established custom of

presenting each employe with a substantial cheque together with New Year greetings. This token of good will was extended also to the employes of the Blue Ribbon factory owned by the Galts, where some 60 hands are employed.

A. E. Parson & Co., wholesale produce, have moved into new and greatly enlarged premises in the new block erected by Bright & Johnston this past year.

BRITISH COLUMBIA MARKETS.

Vancouver, B.C., Dec. 31, 1903.

THE wholesale trade of British Columbia closes a splendid year today. There has been no special boom on in any line during the year which has just reached its last hours. But there has been such a healthy growth and all-round evidence of progress and prosperity, as seen in the increasing trade done, that the business public, not only of British Columbia but the whole of Canada, must feel gratified. It might be difficult, indeed, to single out any one factor in the makeup of the prosperous year which British Columbia has experienced, the best summing up being "a general advance all along the line."

* * *

The retail trade in the leading cities of the province is in better shape than for years past, the reports of difficulties experienced by any of the many men in the trade, being happily very few, in fact no serious failure in retail lines has been reported for many months. In wholesale circles the benefits of continued increase of trade ,and development of new fields has been reflected in improvement of the condition of the firms engaged in it, not one of whom, but is becoming established on safe and broad foundations.

* * *

The close of the year is marked in Vancouver by activity in forming of retail protective associations. The Retail Merchants' Association, formed in this city some months ago, followed the establishment of a similar institution in Victoria. This week the association, and the Retail Grocers' Association have been holding meetings with a view to marking out a more vigorous campaign for the coming year. One of the matters to be dealt with is the enforcing of a uniform early closing hour and another very important detail is the action of both associations in preparing a "black-list," which will make it more difficult for people to get credit who do not carefully attend to payments, in order to keep their standing good.

* * *

The British Columbia branch of the Northwest Commercial Travellers' Association held their annual "At Home" last evening, and a programme of concert numbers was given as a very entertaining feature. All those taking part were from the best talent available in the city. The entertainment was given in the new hall built this year, for such gatherings by Senator Reid, himself one of the pioneer merchants of the province and still engaged in business in the

The time to sell **Clark's Meats** is ALL THE TIME

60 VARIETIES

Something to suit all seasons.

Now is the Time for Mince Meat

Put in a stock of the old reliable "Capstan" Brand Mince Meat

Put up in ¼ pails (½-doz. in crate), 25-lb. pails, 60-lb. and 75-lb. tubs, half-barrels and barrels (about 600 lb.). Also Condensed Mince Meat in packages (3-doz. pkgs. in case).

Ask your wholesale grocer for it or see our travellers.

The Capstan Manufacturing Company, Toronto, Ont., Can.

EPPS'S GRATEFUL. COMFORTING.

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.

In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg.

THE MOST NUTRITIOUS. **COCOA**

Genuine **Pratts Astral Lamp Oil**

Sold in all countries and recognized as the highest grade oil manufactured.

WHOLESALE ONLY

THE QUEEN CITY OIL COMPANY, Limited, - TORONTO, ONT.

James Ewart

MANUFACTURER OF

High-Grade Delivery

WAGONS

Grocer, Baker, Confectionery, Laundry Wagons of every description.

257-9 QUEEN ST. EAST

TORONTO.

Write For Prices. Phone Main 1188

BUY

Star Brand

COTTON CLOTHES LINES

—AND—

COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.

For sale by all Wholesale Dealers

See that you get them.

TRUCKS

for **Warehouse** and **Factory.**

Save You Money
Do Men's Work
Draw no Salary

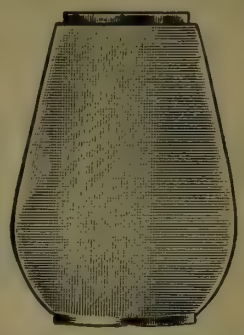
Our Trucks are guaranteed satisfactory. Turn in their own length.

MADE IN CANADA.

H. C. Slingsby for Canada.

Factory, Ontario Street, Temple Building, MONTREAL.

ARE YOU USING OUR



Cold Blast or Jubilee Globes

Aetna or Quaker Flint Chimneys?

Give them a Trial.

THE SYDENHAM GLASS CO.
OF WALLACEBURG, LIMITED.

40 HIGHEST AWARDS In Europe and America

Walter Baker & Co. Ltd.

Trade-mark.

The Oldest and Largest Manufacturers of

PURE, HIGH GRADE COCOAS AND CHOCOLATES

No Chemicals are used in their manufacture.

Their **Breakfast Cocoa** is absolutely pure, delicious, nutritious, and costs less than one cent a cup.

Their **Premium No. 1 Chocolate**, put up in **Blue Wrappers and Yellow Labels**, is the best plain chocolate in the market for family use.

Their **German Sweet Chocolate** is good to eat and good to drink. It is palatable, nutritious, and healthful; a great favorite with children.

Buyers should ask for and make sure that they get the genuine goods. The above **trade-mark** is on every package.

Walter Baker & Co. Ltd.
Established 1780.
Dorchester, Mass.

Branch House, 12 and 14 St. John St., Montreal

WE'RE AFTER YOUR TRADE

With 1903 we have closed another year's business and have finished stock-taking. The result of last year's business has been most satisfactory to us, thanks to our many friends, for your liberal patronage in the past and with your continued favors we will try, if possible, to serve you still better in every way than we've done in the past.

What Trade We Have We'll Hold

if good values, prompt service and courteous treatment **CUT ANY ICE.** With your assistance we want to double our business this year. Our travellers are coming your way loaded with **BARGAINS.** It will pay you to wait for them.

MAIL ORDERS RECEIVE SPECIAL ATTENTION.

The R. & J. H. Simpson Co.,

WHOLESALE GROCERS AND TEA IMPORTERS,

Guelph, Ont.

Cariboo country, of which he was one of the earliest residents.

The travellers were complimented by a large gathering of the citizens, showing the popularity of their organization and its members. As the net proceeds are being donated to the furnishing fund of the new general hospital, it is gratifying to learn that a considerable amount will be paid over to that deserving object. The evening was wound up after the concert and supper by dancing, special late cars being provided to take the guests home to the various sections of the city.

The menu served at the supper is given herewith:

Queen Olives Salted Almonds Celery
Eastern Oysters Raw on Plate

FISH

Pickled Salmon, au Mayonnaise

COLD MEATS

Sirloin of Beef Mutton
Ham Tongue

FOWL

Turkey, Cranberry Sauce
Chicken, with Dressing

SALADS

Lobster Potato
Chicken Lettuce

DESSERT

Christmas Plum Pudding, Brandy Sauce
Port Wine Sherry Jelly
English Trifles Charlotte Russe
Christmas Almonds Iced Cake

FRUITS

Apples Oranges Grapes Raisins
Nuts Confectionery
French Rolls Jersey Butter
Cheese Fancy Cakes Crackers
Walnut and Vanilla Ice Cream
Tea Coffee

The details of the entertainment were in the hands of the following committee to whom in large measure, its success was due: Messrs. James Beveridge, Thomas Parkinson, A. H. Wallbridge, E. C. Taylor, W. I. Linton, Fred A. Richardson, E. F. Gerster, W. W. Moore, C. A. Carman, W. W. Burke.

Speaking of the association and its work Mr. James Beveridge, vice-president, says:

"The year just closing has been a prosperous one for the association, both numerically and financially. The total membership is now 1,241, showing the largest increase of any year, viz., 267 members: Winnipeg, with a membership of 1,011, and the British Columbia branch with a membership of 230, showing a gratifying increase this year of some 75 members.

"The gross income of the Association shows a very material increase, it being $18,669.58, as against $17,445.15 a year ago. This is a very gratifying result and has enabled the association to add the sum of $8,528.69 to its surplus, making a grand total of available assets of $51,713.93, which is divided as follows: Mortuary benefit fund, $38,692.96; General fund, $12,490.39; Emergency fund, $481.00; Entertainment fund, $40.78; total, $51,713.93."

1842 1904

OUR MOTTO:

"FORWARD"

The Consolidated Ubero Plantations Company,

BOSTON, MASS.

The Coffees of this famous house have a wide reputation, not only over the United States, but also in Canada.

Their aroma is delicious—and what is better than a good cup of coffee?

This firm possess immense plantations in Mexico, where the coffee is grown; they classify the qualities, roast and pack all themselves.

WE OFFER

685 cases "UBERO"

All qualities, roasted or ground, loose or in packages. Coffee with cream is delicious.

HERE IS A SNAP!

UBERO 30 x 1-lb. tins, Roasted or Ground, **31c. lb.**

Freight paid in 100-lb. lots or more.

Une "demi-tasse" UBERO Coffee after a good dinner will help your digestion.

We will give free, with 10 coupons of Checker Brand Coffee, in packages, a nice COFFEE MILL.

"TRY THEM."—They are exquisite—"TRY THEM."

Sold by all the best grocers.

Samples given "gratis" for trial.

UBERO Coffees have quality, strength, and are exquisite.

L. Chaput, Fils & Cie.,

WHOLESALE GROCERS and IMPORTERS WINES AND LIQUORS,

Distributors, MONTREAL.

Convince You!

Oh Yes.

Let us fill an order for you this week and we'll **Thoroughly Convince** you that we lead in **Fruit Values.** You should have our **Price List.** Let us know where you live and we'll send you one.

'Phone Main 645-3394.

McWILLIAM
Mc. AND E.
EVERIST

25-27 Church St., Toronto.

Two Specials in Dried Fruits. At the prices quoted they are good buying and the stock is right.

Apricots California Fruit. We have 300 boxes "Extra Choice," which we offer in lots of from one to five boxes, at 11½c., and 50 boxes "Fancy," at 12½c. Boxes are usual 25-lb. size.

Peaches California Fruit. 45 boxes "Extra Choice, at 9½c., 30 boxes "Fancy," at 11c., one box or five at these figures.

Samples mailed on request.
Buy Quick at these figures.

Clemes Bros., Toronto.

GREEN FRUITS

Fruit in Cold Storage.

COLD STORAGE has been brought up to a very high state of perfection in the provision trades, so that it is possible to keep dairy or meat products almost indefinitely. With fruit, cold storage for lengthened periods is still in the experimental stage. With apples, indeed, very gratifying results have been obtained, the chief difficulty being the expense. The cut below gives a slight idea of what may be done with the softer fruits. The peaches, pears, snow apples and grapes were put in cold storage in September, kept at a uniform temperature of 30 degrees and were taken out and photographed the latter part of December. The reader can see that so far as appearance is concerned the fruit is in every whit as good condition as when it was put in cold storage. The writer can assure him that the flavor of the fruit was as fine as if just plucked.

It should, perhaps, be explained that great care was taken in packing the fruit and that it was put in cold storage almost immediately after being plucked.

As cold storage plants become more common and more perfect it does not seem unreasonable to expect that our own deliciously flavored fruits may be preserved till the holiday season and take the place of much of the imported fruit we now consume around Christmas time.

Apples in Storage.

The International Apple Shippers' Association circular gives the following as the quantities of apples now held at the various points in Nova Scotia: Annapolis, 25,000 barrels; Brighton, 20,000; Paradise, 15,000; Middleton, 25,000; Lawrencetown, 25,000; a total of 110,000 barrels as compared with 12,000 at the same points last year. The total stocks now held in the United States and Canada is given as 3,940,590 barrels.

Apples in Western States.

A GENTLEMAN who has been in the business for many years said to an Interstate Grocer representative: "I do not look for much improvement in the orange market until the receipts of apples diminish. Not for years has there been such activity in apples. While prices have ranged higher than they have in some years, the quality has been unusually good and consumption has increased proportionately.

"It is a fact, which I have confirmed by my own personal observations extending over a series of years, that free receipts of apples prevent ordinary liberal consumption of oranges. Apples are the favorite fruit of substantially all people, and when the quality is good no other fruit will be accepted. To this fact I ascribe the bulk of the orange misfortune of this season.

"I might add, too, that dealers in cranberries, and probably to some extent canned and dried fruits, are also feeling the same competition. But receipts of apples are declining and improvement in other varieties may be expected."

Uniform Apple Barrels.

The fruit division, Ottawa, has received numerous complaints this year from English buyers to the effect that for the first time there is grave irregularity in the size of the apple barrels sent forward from Ontario. No doubt the shortage in barrels is responsible for some of this irregularity; neverthefess, a number of number of apple shippers have expressed the intention of using only the standard size (96 quarts to the barrel). As this is practically the first year when any but the large barrel has been used in Ontario, apple shippers should immediately arrive at some agreement among themselves as to the size to be used in future. It will be the cause of considerable loss to the trade if some continue to use the larger size and others use the minimum size. The law prescribes the minimum size, which is a barrel 26½ inches between heads, inside measure, and with a head diameter of 17 inches and a middle diameter of 18½ inches, representing as nearly as possible 96 quarts.

Frozen Fruit.

THE trouble over the fruit frozen en route to the Eorthwest noted in a recent issue of "The Grocer," is not yet over. The Winnipeg Free Press in a recent issue says :

As early as the 1st December, the fruit exchange issued a circular, warning their customers that they could ship fruit only in heated cars at the buyers' risk, and asking them to state definitely whether they would have their fruit shipped at their own risk, would cancel their orders or have the fruit shipped by express. The orders were in every case confirmed, the majority of customers agreeing to accept fruit at their own risk. When the time came for shipping this fruit the weather was bitterly cold, and very considerable damage from frost was reported and in some cases it was so bad that country dealers refused altogether to accept the goods, claiming that inasmuch as the railway company still charged the extra 10 per cent. of the freight for heating the cars they were responsible for the loss ; and there is no doubt that many of these claims will be pushed against the company. The amount of frozen fruit is not greater than in previous years, when the fruit exchange used to worry the matter out with the C.P.R., but more is heard about it because the sufferers are more scattered and more numerous.

That there is no occasion for these losses if the heated service was properly manned was proved to a demonstration with this very Christmas train of fruit. One house went to the expense of sending a man along with their cars to see after the fires, with the result that not an ounce of their fruit was frozen, while on the same train where the cars were in charge of the C.P.R., the fruit was badly frozen. The brakemen are amply occupied with their regular duties and really have not time to attend to fires in Winter and ice in Summer.

The dealers feel that this trade is large and important enough for the railways to place it under the care of a superintendent, who would send out a man with each train to look after fires, or ice, according to the season. They claim that the extra 10 per cent. is sufficient to cover the cost of these things, more especially as with a more assured service the consumption of fruit throughout the country would enormously increase.

Fruit Marks' Act.

Mr. Maxwell Smith, Dominion Fruit Inspector, has returned from an official trip to Kootenay and the Northwest, says The Victoria Colonist. Mr. Maxwell Smith went by way of Seattle and Spokane, and on his trip visited Rossland, Nelson, Fernie, Cranbrook, Lethbridge, Macleod, Calgary and Revelstoke. He discovered several irregularities in the Fruit Marks' Act, which will probably prove of a sufficiently serious nature to require legal proceedings being taken. Business in the Kootenay and Crow's Nest country appeared very brisk, and the ranchers in Southern Alberta have had a good season. The weather generally was good and there was very little or no snow at most of the places visited.

OYSTERS

LONG ISLAND NATIVES

SWEET—CLEAN—DELICIOUS

We cannot say too much about their good quality, large size and very finest flavor. All we ask is TRY THEM.

In any size pail at $1.60 per Imperial gallon ; solid oysters (not wine measure.)

ALL KINDS OF SALT AND PICKLED FISH IN STOCK.

WHITE & CO.,

PHONES { Main 4106 / " 4107 Sole Agents, - Toronto.

F. KESSELL & CO. 7&8 Railway Approach, London Bridge, ENGLAND

ARE OPEN TO REPRESENT MANUFACTURERS OR MERCHANTS IN

FRUIT PULPS FRESH FRUITS, CANNED GOODS, AND GENERAL PRODUCE For GREAT BRITAIN

HIGHEST REFERENCES. CORRESPONDENCE INVITED.

BANKERS—LONDON JOINT STOCK BANK, LONDON.

Seasonable Goods Now Arriving.

Extra Fancy Northern California Navels, Extra Fancy Florida Oranges, Extra Fancy Malaga Grapes, Extra Fancy New Messina Lemons, New Dates, Figs, etc., and Nuts of all kinds.

The above are in stock, all finest quality. Fancy Sweet Sonoras, all sizes, also Valencia Oranges 420's and 714's due in a few days.

Soliciting your orders, HUGH WALKER & SON, Guelph, Ont

Dried Fruit

cleaned and renovated by the latest improved machinery and appliances.

GUARANTEED TO GIVE SATISFACTION.

J. T. ADAMSON & CO.

27 St. Sacrament Street,

MONTREAL.

Tel. Main 778.

References—THE TRADE. L.D. 'Phone 578

GEORGE H. DUCK,

Importers' Agent and Fruit Broker.

Correspondence Solicited. TORONTO, CANADA.

NAVEL ORANGES.

Our Navels are good color, sound and juicy. Order sample box.

Messina Lemons— Fancy and cheap.

The DAWSON Commission Co., Limited

FRUIT, PRODUCE AND COMMISSION MERCHANTS.

Cor. Market and Colborne Streets, TORONTO

HUSBAND Bros. & Co.

Wholesale Fruit and Commission Merchants.

82 Colborne St., TORONTO

Phones—Main 54, Main 3428.

DRIED APPLES

WE ARE BUYERS

LARGEST DEALERS IN CANADA

The W. A. GIBB CO.

5 and 7 Market St., HAMILTON

DEPARTMENT OF ADVERTISING SUGGESTION AND CRITICISM

Edited by
John C. Kirkwood,
TORONTO.

NOTE—Herein are discussed the principles and practice of advertising. Subscribers are invited to send Mr. Kirkwood specimens of their newspaper and other advertising, for the purpose of review in this department. Address care of Department of Advertising, THE CANADIAN GROCER.

Advertising that Talks but Does Not Tell.

THERE has come before my notice for review an advertisement which appeared in a bright well-printed Ontario newspaper. This newspaper is blessed with a compositor who knows how to set up advertisements; a man who loves his work, who regards it as an art. Such a man can make almost any sort of advertisement attractive to the eye, but it is beyond him to make poor matter or "copy" good.

The advertisement herewith will strike many as being a very good example. I reproduce it full size. The appearance of this advertisement is businesslike; the type is pleasing and harmonious; the break in the border gives effectiveness, and its length will please most readers. These externals are all praiseworthy.

The advertisement begins with a general statement concerning stock and prices, and is followed by more specific items—salmon, breakfast foods, confectionery, bread and pastry, oysters. As I read the advertisement I am made to feel that J. J. McKnight's grocery store is a first-class one; that the business done therein is of the better sort; that its customers are mostly well-to-do. An advertisement that conveys such an impression cannot be condemned as being a failure out and out. Indeed, an advertisement that make a good impression is likely to make a good friend, though every word in it is forgotten. Unconsciously character is ever revealing itself, and a man's way of saying things, even more than what he says, is of value to us in estimating his worthiness.

Yet when a man sets out to talk to us on business, we want something hard, solid and satisfying. Regarding Mr. McKnight's general statement, it must be said that it is very ordinary. All of us have read scores of times almost the identical words of the opening statement:—"Everything in our extensive grocery line is fresh, clean and of the very best quality, and sold at close figures." It is all true, doubtless, but nevertheless just a commonplace expression which reads nicely and all that; but it doesn't convince; doesn't tell anything, and wearies rather than stimulates interest. The beginning of an advertisement must be catchy, interest-provoking, and must hold and encourage attention.

We compliment an advertiser when we read his advertisement through to the end, and naturally we look for something

Fresh Groceries
EVERYTHING in our extensive Grocery line is fresh, clean and of the very best quality and sold at close figures.
We were fortunate in placing a large order for
SALMON
before the recent advance. It is now in stock and is selling at the old price.
BREAKFAST FOODS. Too numerous to mention, but we have them all.
Choice confectionery always in stock. Headquarters for Bread, Buns, Cakes and Pastry.
We are now handling the famous Blue Point Oysters, which gave such satisfaction last year.
J. J. McKnight
Queen Street, South,
Tottenham

concrete, solid, definite, something expressed in figures to assist our judgment. "Sold at close figures" demands proof. We don't know and don't care what profit a grocer is making on the goods he sells, but we do know and do care about what we are paying for salmon, or butter, or eggs, or any one of a dozen other things that could be named. When prices are withheld we have nothing to go by, and we dismiss the advertisement as profitless. It has talked to us, but it has told us nothing.

I am a believer in price-quoting, just because I find myself and others continuously influenced in their shopping by the published prices. The store that advertises goods without giving prices stands a very poor chance of getting the irregular and transient trade. When a retailer publishes prices he invites by so doing a comparison between other merchants' prices and his own, with the assurance that his prices will appear to advantage and have their influence in inducing buyers to deal with him, not only in the advertised line, but for other necessities as well.

Herein is a point worth touching on—the end of or object of the advertisement. I am inclined to think that the object of the average grocery advertisement is not merely the selling of advertised lines, but that these "specials" or "featured" lines are meant to attract buyers to the store to purchase other things in addition. In the great majority of places throughout Canada trade becomes pretty clearly defined, and families have their "accounts" with one grocer rather than with two or more. The problem of inducing a transferance of these family accounts from the other grocer is a very difficult one, and in many instances a hopeless one. Church connections, politics or friendships determine the trend of trade to a very large extent in the smaller communities.

Advertising for most grocers becomes more than a matter of price-quoting; it becomes a sort of "bait," a thing to attract, to capture. What things or lines to advertise must receive consideration. Mr. McKnight speaks of salmon, but in the most general way. For my own part I do not think that his "featuring" salmon in this general way is going to divert a single buyer from another grocery. If Mr. McKnight had added that he was selling Horseshoe or Clover Leaf salmon at, say 14c. for 1-lb. talls, and the price generally was 15c. or more,

THE POPULAR CEILINGS FOR PRACTICAL PEOPLE

We claim that our Metallic Ceilings and Walls are the very best style interior finish made.

Sanitary — Artistic — Fireproof — exceedingly durable, and capable of an immense amount of variety in coloring and effect.

They satisfy all buyers—no imperfections—no stinting of quality—highest grade materials and workmanship throughout. Certain to please you.

THE

Metallic Roofing Co., Limited

TORONTO, MONTREAL, WINNIPEG.

To Butchers and Hide Buyers!

We wish to purchase your Hides, Calfskins, Sheep Pelts, also Tallow and Bones.
We advance money if desired. We pay spot cash.
We pay the freights. We pay full market values.
We want agents everywhere to sell Page's Perfected Poultry Food and other poultry supplies. For further particulars, address **C. S. PAGE, Hyde Park, Vt. U.S.A.**

BEANS.

Hand-Picked Beans a specialty. Can ship in Jute Bags, Cotton Bags, or Barrels, to suit customers. Good broker wanted to represent me.

J. G. McKILLOP, - West Lorne, Ont.

Their cost is so trifling

and their convenience so great that the wonder is that merchants do without **RUBBER STAMPS.**
Tell us what you would like and we'll tell you the cost.
C. G. Young Co., 1 Adelaide E., Toronto

He Sings,

and so will you

if you sell Brock's Bird Seed

Samples and full particulars free.

NICHOLSON & BROCK, TORONTO

then he would have scored a point, and would certainly have attracted some buyers to his store. Some people won't swerve from accustomed channels for a cent or two, but there are always a goodly number of people in every community to whom a cent or so on butter, eggs or salmon is a big item.

Turning once more to Mr. McKnight's advertisement, we read "Breakfast foods, too numerous to mention, but we have them all." This is really a most idle announcement, one that any other grocer anywhere can make quite as safely. There is no news in this statement, nothing interesting, nothing calculated to sell a single extra package of cereals. Similarly it is with "choice confectionery always in stock. Headquarters for bread, buns, cakes and pastry." This is not advertising. How much stronger the confectionery statement would have been if there had followed an item or two of this nature :

Peanut brittle, regular 25c. per lb., all next week per lb..... 17c.
"Old-fashioned candy," in 1-lb. tin boxes, 40 sticks to the lb. ..... 25c.

And the bread and pastry department would appeal to a very great many people, customers and others, if there had been items of this sort :

Brown bread, round loaves, so popular that it keeps us busy baking, small loaf..... 5c.
Fruit cakes, made from our excellent Christmas recipe, in 1-lb., 2 lb. and 3-lb. size, per lb..... 25c.

Such advertising will sell goods. Barren advertising will not. Tell the people what you want them to know about your business, what they ought to know about it, and what reasons you have for expecting their trade. The public will respond if you ask right.

This indifferent, colorless advertising is relieved by the closing statement : "We are now handling the famous Blue Point oysters, which gave such satisfaction last year." I like that. It is like a horse pricking up his ears. There is genuine interest and seasonable news in this oyster talk. Yet it would have been made vastly more interesting and effective if there were added :

Have some for to-morrow night's supper or for Sunday dinner, per pint, 20c.; quart ..... 40c.

Advertise unto others as you would be advertised unto.

A seat on the New York Coffee Exchange has been sold for $2,000, and $2,100 is now bid. One year ago they were about $1,000.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.
Contractions count as one word, but five figures (as $1,000) are allowed as one word.
Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.
Where replies come to our care to be forwarded, five cents must be added to cost to cover postages, etc.

SITUATIONS VACANT.

BAKER—A good practical, all-round man ; on bread, cakes and pastry; must be total abstainer; day work; electric power; Marsh oven and everything up to date shop. Box 194, CANADIAN GROCER, Toronto. f

BAKER—Good on baker's and home-made bread, cakes ; state wages and experience. Box 195, CANADIAN GROCER, Toronto. f

BAKER—At once—an improver; good shop; day work; steady job. Box 196, CANADIAN GROCER, Toronto. f

CHEESEMAKER—A first-class cheesemaker wanted for 1904. Apply, stating salary, to Box 198, CANADIAN GROCER, Toronto. f

BUSINESS CHANCES.

WOOD CARVER—With small capital; desiring business for himself, should address, Box 197, CANADIAN GROCER, Toronto. f

CONFECTIONERY and Catering business for sale; in western city; business last year, $15,000; terms easy. Box 199, CANADIAN GROCER, Toronto. f

FOR SALE.

FOR SALE—At once—a first-class retail cake, pastry, ice cream and candy business in St. Thomas; best location in the city; we are going into the wholesale business in same city. Address Box 200, CANADIAN GROCER, Toronto. f

FOR SALE or to Rent ; in village of Bolton ; good general store and dwelling; leading corner in good business centre ; oldest established business in town ; with or without stock ; possession February 1 ; first-class chance for live man. Box 201, CANADIAN GROCER, Toronto. f

IRELAND.

Manufacturers and shippers desiring to place their goods on the Irish Market should communicate with J. H. SHERIDAN, 6 D'Olier St., Dublin. (5)

INCREASE YOUR BUSINESS
By subscribing to BOOKSELLER AND STATIONER.
Be informed on the Book, Stationery and Fancy Goods Trades—What to buy. Where to buy.
MONTHLY: One dollar per year.
MacLEAN PUBLISHING Co., Limited,
Montreal, Toronto, Winnipeg.

FLOUR AND CEREAL FOODS

The Economy of Good Flour.

THERE is no line of goods in the store about which the grocer should be more particular than flour. Every woman who does her own baking, and there are few who do not do some, takes a pride in it. She delights in a light white loaf, a tempting pan of buns, a crisp, flaky pie-crust, or a cake of just the proper sort. These are results that can only be attained with pure flour; indeed, it is not certain that all can be attained with the same kind of flour. The grocer who sells a customer a poor sack of flour, who, as a result, finds herself with a poor batch of bread or an indigestible cake on her hands, will have an interesting time explaining how it happened, and often he will not have a second chance to retrieve favor.

For the slight difference in the profit to be derived, it is in the grocer's best interest to get a first-class brand and stick to it. It might be well to have two brands, one for bread and the other for pastry. They should be unimpeachable and reputation should be staked on them. If cheaper grades are demanded it is well to sell them as such and then the customer will have herself to blame if the result is not satisfactory.

A reputation for reliable flour is well worth having, not only for the trade in this line it brings, but also for the additional general custom derived from those occasional shoppers who are attracted by the fame of the good flour. There is no advertisement like a satisfied customer, especially if that satisfaction is derived from a successful culinary experiment.

The grocer who sets out in 1904 with the resolution to excel in his flour department will have no reason to regret it when next December comes round.

Wheat the Standard of Weight.

By an old English law of 1266, it was provided, says The Druggists' Circular, that a silver penny, called a sterling, should equal in weight 32 wheat grains, well dried, and taken from the centre of the ear. From this it seems evident that the grain of wheat was the prototype of the standard grain. The weight now known as the grain is, of course, copied from governmental standards. In 1826 certain weights and measures were legalized in England, and in 1827 copies of these were furnished the United States Government, among them being the troy pound, equivalent to 5,760 grains. The origin of the signs commonly used for the scruple, dram, and ounce does not seem to be known. It is not unlikely that they are entirely arbitrary.

Pillsbury-Washburn's Annual Report.

At the annual meeting of The Pillsbury-Washburn Flour Mills Co., held in London on Decenber 4, the following financial statement for the year ending August 31, 1903, was read by the chairman of the board of directors:

	£	s	d
The net profits for the year amount to	104,785	15	1
Add: amount brought forward from last year	405	8	2
	105,191	3	3
After paying the interest on the debentures there remains a balance of	55,271	3	3
(which the directors propose to deal with in the following manner)—			
Interest and sinking fund on preference income certificates	14,000	0	0
One year's dividend on the 8 per cent cumulative preference shares	40,000	0	0
To carry forward to next account	1,271	3	3
	55,271	3	3

Rice Flour in France.

In France the manufacturers assert that their finest quality rice flour exceeds in whiteness the best obtained from wheat, and it is freely offered to the baker as a wholesome and profitable addition to ordinary flour, says The Miller. A writer states that the market rates for rice flour fluctuate in a very remarkable manner, in sympathy with those for the best wheat flour, and he draws the conclusion that it is utilized for adulteration purposes. He also asserts that the statistics published by the Minister of Commerce show that during the past 12 years, when the home harvest is deficient, the consumption of rice flour in France increases to a very considerable extent.

Increase in Price of Flour.

Word comes from Winnipeg that The Ogilvie Milling Co. have made an advance on flour of 10c. per sack and 20c. per barrel, to bring prices more in accord with the present cost of wheat.

J. J. Hill on Oriental Trade.

THERE seems to be some difference of opinion, remarks The American Miller, as to the requirements of the oriental flour trade. One miller says that inferior wheat can be used as the orientals want a cheap and coarse grade of flour and cannot pay for anything else. James J. Hill, on the other hand, says that it is a mistake to think that "what was good enough for an Indian is good enough for a Chinaman." The Chinaman, says Mr. Hill, is, in proportion to his income, a more liberal buyer than almost any one else. "If we could carry flour from here to the numerous hordes scattered all the way from Port Arthur to the Straits, the entire surplus of the United States would not go far enough to make doughnuts for them." Mr. Hill puts things in a rather striking way. But he shows his faith in his own utterances by his words. A rate of 40c. on flour from Minneapolis to Hongkong, when compared with a 25c. rate to New York, about a sixth the distance, shows that President James J. Hill believes what Jim Hill says about the oriental trade.

The Miller's Hogs.

WHILE the late Major Pond was taking Winston Churchill through the United States on a lecture tour there was some sort of misadventure in Philadelphia regarding the luggage, and, according to The Boston Post, in the Hotel Bellevue Major Pond talked bitterly of fools to a group of reporters for a while, finally telling them a fool story.

"The fool I speak of now," he said, "doesn't resemble the fool who has mislaid our baggage. However, to begin:

"There was a fool who went to the miller's to have some grain ground for his father. The miller said to him:

"'So you are a fool, eh?'

"'I guess I am,' replied the youth.

"'A fool, eh? A natural,' mused the miller. 'We ain't got many natural fools hereabouts. I'll have to examine you a bit. Do you mind?'

"'Oh, no, of course not,' the fool answered, politely.

"'Well, my lad, since you're a fool,' began the miller, 'I want you first to tell

Guaranteed

Absolutely Pure

BUCKWHEAT FLOUR

In barrels and bags.

ASK FOR QUOTATIONS.

The Tillson Company, Limited, Tillsonburg, Ont.

Same Fiddle

but a different string.

This week we draw your attention to our

Spaghetti and Vermicelli.

Perhaps you never handled these goods before.

Better have samples.

Send us your name and address and we will deliver free of all charges a full line of samples of our NAPOLI MACARONI, VERMICELLI, and fancy pastes.

SEND IT NOW.

NAPOLI MACARONI is put up in handsome air-tight 1-lb. packages, also in bulk.

NAPOLI MACARONI CO.,
Hayter and Teraulay Sts., TORONTO, CANADA

me what you know, and afterward what you don't know. Now, to begin. What do you know?'

"'I know,' said the fool, with a leer, 'that the miller's hogs are fat.'

"'Good, very good,' said the miller. 'That is what you know. Now tell us what you don't know.'

"The fool leered again.

"'I don't know whose grain fattens 'em,' he said."

TELEPHONE { MAIN 1257 / " 4675

Wm. McCann Milling Co.

MILLERS
AND GRAIN DEALERS

192 King Street East
TORONTO.

John MacKay
Limited
Successors to John MacKay, deceased
ESTABLISHED 1854.

POT and PEARL BARLEY (by patent process), *SPLIT PEAS, BUCKWHEAT FLOUR, Etc., CHOP* of all kinds BY CAR LOAD.

Caledonia Mills,
BOWMANVILLE, ONT.
Correspondence solicited.

FLOUR FEED CEREALS

Place a Trial Order with Us for a Full Line of Our Goods.
QUALITY UNEXCELLED. SATISFACTION GUARANTEED.

Ontario Winter Patents,
Manitoba Blends,
Pure Manitoba.

Rolled Oats (Standard and Granulated)
" Barley, Oatmeal,
" Wheat, Pot and Pearl Barley
Wheatlet, Farina, Split Peas.

"Matchless" Feed.

THE G. CARTER, SON & CO., Limited,
ST. MARYS, ONTARIO.

Wheat Breeding Experiments.

IN a paper on the experiments of the United States Department of Agriculture for the improvement of grains, prepared by Mr. M. A. Carleton, cerealist of the department, for the annual meeting of the Grain Dealers' National Association, some of the purposes and results of the government's wheat-breeding experiments were touched upon that are of interest to millers.

After all the investigations that may be made, says Mr. Carleton, it is found from time to time that certain important qualities can not be found associated in the same variety. In such cases, as a last resort, we are compelled to produce varieties that will have the qualities desired. In order to do this crosses must be made between one variety that has one or more of these qualities and a second one that possesses the other qualities. By careful selection afterwards a hybrid may thus be obtained containing a combination of all these important qualities. This work is now being carried on by the Department, and we have over 300 hybrids now in the third generation. There are already indications that a number of important results will be obtained in this work, but it will take three or four years yet to fix the new hybrids thoroughly and make them available for distribution to the experiment stations. It may now be stated that the following are certain important results that will likely be attained in the following way:

(a) By crossing with emmer hybrids are now produced that will be valuable in the Pacific Coast States in giving an excellent quality of grain and at the same time prevent shattering, which is the common complaint in that region.

(b) In the hard-Winter-wheat area varieties are being produced that will ripen much earlier, give better yields, and still have the Winter hardiness that varieties should have for that region.

(c) For the hard-Spring-wheat region varieties are being obtained that act in all respects as ordinary Spring wheats, but that have certain valuable qualities of the hard Winter wheats; also varieties that will be grown as Winter wheats, but which have certain important bread-making qualities of the ordinary Spring wheat. At the same time yield and early ripening are being looked after for the same region.

(d) Certain varieties yield well and are of good quality, but are very susceptible to rust. There are now hybrids under experiment which, in addition to having these two valuable qualities, are also quite resistant to rust, this added quality being supplied by crossing with a durum wheat or some other rust-resistant variety. These experiments that began as very small things finally produce results that are of inestimable value to the general wheat production of the country.

No new variety or introduced grain can be said to be successfully established until its value for the purpose for which it is cultivated has been thoroughly determined. To do this extensive tests in analysis of the grain and baking tests of flour, in case of wheat, etc., must be carried on in connection with the other work. Laboratories and apparatus are being supplied as rapidly as possible in the Department for carrying out this class of work.

Bread for Royal Family.

The amount of food consumed in the British royal household is truly prodigious, and, consequently, the most spacious larders are necessary to contain it. As a matter of fact, the larders, cellar and dairies cover an area of nearly a quarter of an acre.

At all the King's residences, except Buckingham Palace, the bread is produced in the royal bakeries, and when the King and his suite are staying at Windsor an average of nearly two sacks of flour a day is converted into bread by the five bakers in the household.

There are six bakings a week, and as the loaves leave the oven they are stored in the underground pantries. A great deal of cake and confectionery is also made daily, but the King shows a preference for a light seed cake which is dispatched every day from a small shop in the Highlands.

Cost of Production.

The statistics of the U. S. Department of Agriculture show that in 1830 it required 17¾c. worth of labor to produce a bushel of wheat. In 1896 this was reduced to 3½c. In 1850 the time representing the production of a bushel of corn was 4½ hours. In 1900 it was reduced to 34 minutes. This saving was largely brought about by the introduction and use of improved farm machinery.

Rye an Ancient Grain.

The man who enjoys rye bread, as well as the miller who makes the flour, may have the satisfaction of knowing that rye is one of the earliest known grains, says The American Miller. It was well known to the ancient Hebrews and was subsequently cultivated by the Greeks and Romans.

Theophrastus, Pliny and other early writers unquestionably refer to rye as an article of food in their writings. At the present time, in modern Greece, rye is well known and used as bread among the peasantry, and we have every reason for supposing that it has long been cultivated as an article of food in that region, while there seems to be no doubt about its use among ancient and modern Romans. We have ample evidence then of the common use of rye ages ago as an aliment, and of its still continuing to be used as such in these countries.

Flour to the East.

Since last February the Washburn-Crosby mills of Minneapolis have shipped 160,000 barrels of flour to Australia and 129,000 barrels to China. This has been made possible by the rates given over the roads owned by The Northern Securities Co. The latter company cannot be accused of acting in restraint of trade so far as Minneapolis is concerned, whatever mills elsewhere may think of it.

Wheat vs. Matrimony.

Buckle, the philosopher and historian, showed that the number of marriages depended on the price of wheat—the higher the price of wheat the fewer the marriages. But this economic law seems to be repealed just now. Marriages were never so numerous as at the present time, and wheat is relatively high. Maybe it is the price of rice or ice cream or something else that regulates the number of marriages in this twentieth century.

Tin Packages Required.

Consul Orr, at Cartagena, Colombia, suggests to shippers of oatmeal, cereals, crackers, etc., to that country, that all that class of goods should be packed in tin. Goods of this character from all other countries come in tins securely packed, while the American goods come in paper and cardboard boxes, with the result that fully 60 per cent. thereof reaches this country unfit for use.

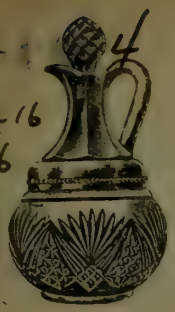
Cereal Notes.

A Melbourne cable says the total Australian wheat crop will reach 76,000,000 bushels against a previous highest record of only 48,000,000.

The Fall and early Winter in England has been very unfavorable for Winter wheat. The Mark Lane Express is of opinion that the acreage is the smallest for very many years.

Portland, Ore., leads the Pacific ports in November as a flour exporter, having to November 24 a total of 528,632 barrels to her credit for the month, against 479,700 barrels for Tacoma, 356,879 for San Francisco and 301,514 barrels for Seattle.

A resident of Dawson City, Alaska, recently brought to Ottawa samples of wheat, oats and barley grown on land near the mouth of the Selkirk River, the straw of which is fuller and heavier than that of similar grain in other parts of Canada.

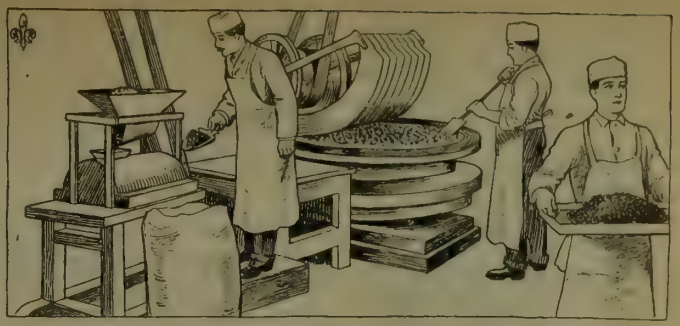


Perfection Separating Glassware.

We are making up a sample lot package and want an agent in every town. Write for full particulars.

GOWANS, KENT & CO.,

16 Front St., East, - TORONTO.



"Perfectly clean from our kitchen to your customer's."

We make the best Mince Meat in the world. We have been doing it for years. The purest ingredients, the best recipe and the "know-how," are what do it. Your customers know

Wethey's Mince Meat

is the best—that is why they are asking for it. Each time you give them something else you get further away from their trade.

Don't you think you had better lay in a stock of Wethey's Mince Meat?

J. H. Wethey, Limited
ST. CATHARINES, ONT.

Crosse & Blackwell, Limited

PICKLES, SAUCES, JAMS AND PRESERVED PROVISIONS

SPECIAL WHOLESALE AGENTS
LEA & PERRINS' SAUCE

At Manufacturers' Prices and Discounts

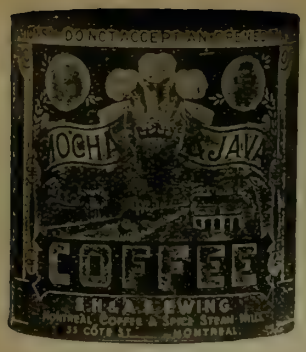
C. E. COLSON & SON, AGENTS, MONTREAL

"Wee McGregor's" Breakfast Food

Is acknowledged to be the most economical.
It is easily prepared. Cooks in five minutes.

"Gran' for the Morn's Mornin'"

THE F. J. CASTLE COMPANY, Limited, OTTAWA, CAN.



1 and 2-lb. Tins.

QUALITY, RELIABILITY UNIFORMITY,

ARE THREE IMPORTANT FEATURES OF

S. H. & A. S. EWING'S

HIGH-GRADE

COFFEES and SPICES

Where QUALITY counts, you will find "S. H. & A. S. EWING'S" (products of the old reliable firm) the standard of COFFEE and SPICE QUALITY. Have stood the test of over half a century.

S. H. & A. S. EWING The Montreal Coffee and Spice Steam Mills
55 Cote St., MONTREAL, P.Q.

PERPETUAL INJUNCTION GRANTED.

WALTER BAKER & CO., LTD., brought a suit recently against the Cream of Chocolate Co. to prevent them from using in their advertisements or on their labels an imitation of the trade-mark "La Belle Chocolatiere." The Supreme Court of the United States has now entered a final decree perpetually enjoining the Cream of Chocolate Co. from using in any way "a picture of a waitress or nurse wearing a cap and apron and carrying a tray with a cup of chocolate, or any other picture so closely resembling the trade-mark used by Walter Baker & Co., Limited, as to be calculated to deceive."

APPOINTED SELLING AGENTS.

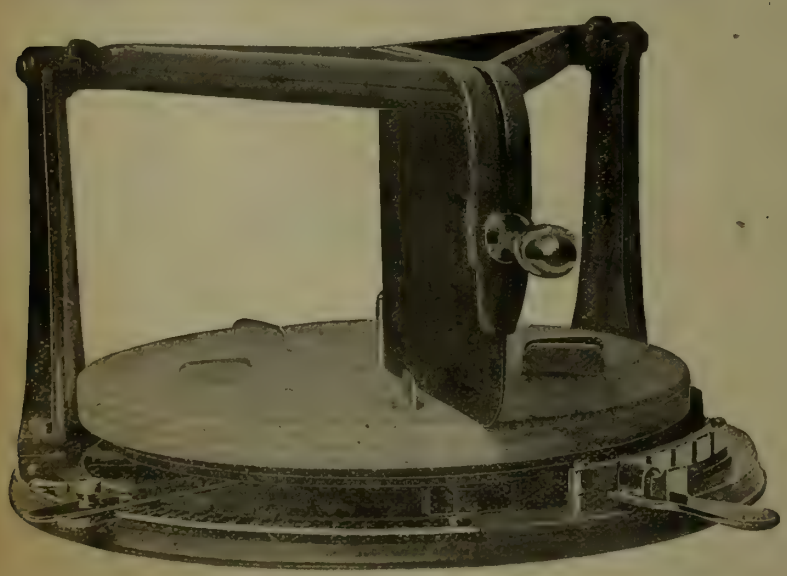
Messrs. Pyke Bros., Halifax, N.S., have been apointed selling agents at Halifax for the Napoli Macaroni Co., of Toronto, Canada, who manufacture Macaroni, Vermicelli and fancy pastes, put up in handsome air-tight packages, also in bulk. The Napoli Co.'s advertisement appears in the Cereal Department.

RETAILER CHARGED WITH FRAUD

At the instance of the creditors Edward Basken, general storekeeper of Sault Ste. Marie, has been arrested on the charge of fraud. Basken recently assigned to Osler Wade of Toronto, and at a meeting of the inspectors it was decided to make an investigation into his methods of doing business. It was stated that last September Basken issued a statement showing a surplus of $6,000, whereas when the failure occurred the liabilities were found to be about $30,000, with assets of only $7,000. Mr. A. C. McMaster, of Macdonell, McMaster & Geary, representing about 40 of the creditors, was sent to Sudbury, North Bay, and the Soo, Basken having had stores at the three points, to investigate, and the arrest followed.

BRAZILIAN VIEW OF COFFEE

The Brazilian Review of December 1 says of coffee: "The sentiment as regards the coming crop certainly does not improve, and in the Rio and Minas districts, anyhow, it is regarded as a certain failure. In view of such a position, of which no one is better aware than planters themselves, it would be natural for them to hold back their coffees, if they could, for higher prices. Very few of them, however, are in a position to do so, but accompany their consignments with piteous appeals to commissarios to hold out to the very last moment. It seems, therefore, very possible that the decline in receipts that has set in may, as the season progresses, be still more rapid, and even the relatively low figure of 11,000,000 bags not be reached. Not only is this a particularly early crop, but the next is certain to prove an exceptionally late one, so that if anything we should now be inclined to regard 11,000,000 bags for Rio and Santos as an optimistic estimate."



We have recently taken up the manufacture and sale of the

Templeton Cheese Knife

It is the greatest device for merchants retailing cheese. "Soon pays for itself," is the testimony of everyone who has used the machine for the past year.

Keeps Cheese Fresh.
Easy to Operate.
Saves from Waste.
Pleases every Customer.

Sold on Easy Terms. Write us for particulars

The Computing Scale Co. of Canada, Limited,
64 KING ST. WEST, TORONTO.

GOODWILLIE'S

FRUITS

If your customers are **particular as to what they eat,** give them **Goodwillie's Fruits,** noted for their high quality and goodness.

IN GLASS.

Be Particular—

to please your customers by giving them the very acme of quality in fruits.

ROSE & LAFLAMME, Agents,

MONTREAL.

BATGER'S

BATGER & CO.,

LONDON, ENG.

HAVE MANUFACTURED

MARMALADES

FOR A PERIOD EXTENDING OVER

150 YEARS.

A FACT WHICH SPEAKS FOR THEIR

HIGH QUALITY

AND

RELIABILITY.

ROSE & LAFLAMME,

Agents,

MONTREAL.

Grimble's

BRAND.

Pure Malt

VINEGAR

Agent I. S. WOTHERSPOON thanks his friends for having written for samples, and to learn that same have given satisfaction. **Grimble's Vinegar** is always **ALL RIGHT.**

If you don't know it, write for sample.

I. S. WOTHERSPOON,

204 Board of Trade Building,

MONTREAL, P. Q.

BRAND'S

ESSENCE

OF

BEEF

FOR INVALIDS

(Established over half a century.)

Prescribed by all the leading physicians, and sold throughout the world.

For terms and descriptive advertising matter apply to our agent—

I. S. WOTHERSPOON,

204 Board of Trade Bldgs., Montreal

SOLE MANUFACTURERS,

BRAND & CO., Limited, MAYFAIR, LONDON, ENG.

USE
LEA & PERRINS' SAUCE
"The Finest Relish in the World."

SELL
LEA & PERRINS' SAUCE
"The Most Reliable Article in the Grocery Line."

J. M. DOUGLAS & CO., Canadian Agents, - MONTREAL.

"Best in the World."

HILL, EVANS & CO'S (WORCESTER, ENG.)
PURE ENGLISH
MALT VINEGAR
Delicate in Flavor and Aroma.
Splendid keeping properties.

ROBERT WATERS' QUININE WINE
Quinine in a palatable form—50 years' reputation.

Export Agents:
Robt. Crooks & Co., Botolph House, Eastcheap, London, Eng.

Some Goods that will soon command the market—

Red Seal Tomato Mustard
Red Seal Chutney Sauce
Red Seal Chili Sauce
Red Seal Worcestershire Sauce

Why?

BECAUSE—The quality is equal to the best imported. The packages are very attractive. The price is no higher than for inferior goods, and, **most important,** because they are put up by the "Canadian Canners'" whose motto is "Monoply by Excellence." Be the first to introduce them to your customers. They will thank you later. Place your order to-day.

CANADIAN CANNERS' CONSOLIDATED COMPANIES
LIMITED
HAMILTON, ONTARIO.

There's nothing better in the Sauce line than

STRETTON'S PRIZE MEDAL SAUCE

A most delicious and appetising table sauce. For quotations address

Montreal Agents: **S. H. EWING & SONS,**

Telephone Bell Main 65.
" Merchants 522.

96 King St., MONTREAL

CENTRAL Business College

STRATFORD, : ONT.
BEST COMMERCIAL SCHOOL IN ONTARIO.
Write for Handsome Catalogue.
W. J. ELLIOTT, Principal.

MOTT'S DIAMOND CHOCOLATE. JOHN P. MOTT & Co HALIFAX, N.S. ESTABLISHED 1844 IS THE BEST.

For Sale Everywhere.

—:o:—

ASK FOR

MOTT'S.

Some Merchants' Experience.

Solomon said in his haste: "ALL MEN ARE LIARS!" He didn't mean it. He was simply so mad with one man that he included all the rest.

Let us not fall into Solomon's mistake. We should take out of our experience the wisdom there is in it AND STOP RIGHT THERE!

Otherwise we are as stupid as the cat who sat down on a hot stove lid. She will never sit down on a hot stove lid again, and that shows good judgment. BUT SHE WILL NEVER SIT DOWN ON A COLD ONE, EITHER.

Now, some merchants have had hard experiences lately with coupon books that were represented to be absolutely correct in count and made up just as good as any other, but they were not, and you won't know what a perfect coupon book is until you have tried either Allison's Coupon Books or Allison's Coupon Pass Books. Both are good; one book suits some, while the other fills the bill with the rest of the merchants.

We are doing a lot of special engraving work now for merchants who use books in large quantities. Our books are carried in stock by jobbers. We will be glad to send you a free sample.

Allison's name on a Coupon Book is itself a guarantee of perfection.

For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.
C. O. BEAUCHEMIN & FILS, MONTREAL.
ALLISON COUPON CO., Manufacturers,
Indianapolis, Indiana.

COWAN'S

Perfection Cocoa (Maple Leaf Label). **Royal Navy Chocolate, Queen's Dessert Chocolate, Chocolate Cream Bars, Cowan's Cake Icings,** Chocolate, Pink, Lemon Color and White

Cowan's Swiss Milk Chocolate, Famous Blend Coffee, etc., etc.

Are the standard goods for purity and excellence

Manufacturers
THE COWAN CO., Limited - - TORONTO

THE
Burlington Canning Co.
Burlington, Ont. Limited

Manufacturers of

ALL KINDS OF CANNED GOODS

Fruits, Vegetables,
Meats, Poultry,
Pork and Beans,
Jams, Jellies, Catsups,
and Relishes.

All goods under "Burlington Brand" are strictly first-class, produced in the Burlington district, packed fresh from the field and unequalled in natural flavor.

Do you use . . **FOSTER'S POTS?**

STRONG DURABLE LIGHT

POROUS AND CHEAP

THOSE WHO DO WILL HAVE NO OTHER.
A post card brings price list and all particulars.

The FOSTER POTTERY CO.
HAMILTON, ONT. Limited

Want Ads.

In this paper cost 2 cents per word first insertion, 1 cent per word subsequent insertions. Contractions count as one word, but five figures (such as $1,000) may pass as one word. Cash remittance to cover cost **must in all cases** accompany orders, otherwise we cannot insert the advertisement. When replies come in our care 5 cents additional must be included for forwarding same. Many large business deals have been brought about through advertisements of 20 or 30 words. Clerks can be secured, articles sold and exchanged, at small expenditure.

MacLEAN PUBLISHING CO., Limited
Montreal and Toronto.

It's handy to use our brown and manilla

Wrapping Papers

because they have strength and durability essential to satisfactory wrapping papers. Full weight and full count in every order.

CANADA PAPER CO.
Limited

Toronto, Montreal and Windsor Mills, Que.

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR RETAIL MERCHANTS.

Devotees of The Weed.

NOBODY could have been much fonder of tobacco, in the shape of snuff, than the famous German General, Moltke. While working out his wonderfully successful strategies in the war of 1871, he is said to have consumed from six to eight ounces in the course of a week. Prince Bismarck was another no less enthusiastic German devotee of the weed. There is on record, in his own words, a delightful story of how, at Koeniggratz, he had only one cigar left in his pocket, which, during the whole of the battle, he guarded as carefully as a miser guards his treasure. Said he, "I did not feel justified in using it. I painted in glowing colors in my mind the happy hours when I should enjoy it after the victory. But I had miscalculated my chances. A poor dragoon lay quite helpless, with both arms crushed, murmuring for something to refresh him. I felt in my pockets, and found that I had only gold, which would be of no use to him. But stay—I had still my cherished cigar. I lighted it for him, and placed it between his teeth. You should have seen the poor fellow's grateful smile. I never enjoyed a cigar so much as that one which I did not smoke." Tobacco was, indeed, a great and potent factor in the success of the German arms, many of the soldiers going into action pipe or cigar in mouth.

No Smoking in Zion City.

UNCLE SAM can't smoke a pipe or a cigar in Zion City, even if John Alexander Dowie and his own have gone into receivers' hands. Uncle Sam's representatives found this out early in December.

One of the federal deputy custodians, after 16 hours in the "model city," sought solace in his pipe. He had taken two puffs when two guardsmen spied him.

"Put it up!" they yelled, rushing toward the offender excitedly. "You may be a federal employe, but you can't smoke here. No, sir! You have now made yourself liable to a fine of $25, and if you don't quit smoking I shall have to carry out the divine wishes."

"You can't smoke, swear or eat the flesh of swine here in Zion City," broke in the other guard.

Another deputy later began chewing the end of an unlighted cigar. He was pounced upon.

"I'm not smoking," he said.

"No, but you're chewing the end of that cigar, and that's punishable by a fine of $25 in this city," replied the guard, and the cigar was vanquished.

Then someone whispered a few wise words, and the deputy stepped out on the state road that forms the central thoroughfare of Zion City, and he lighted his weed.

"I'm on the state road, and you can't touch me now," he said defiantly to the Zion guards. So, late in the afternoon, tobacco won a small victory.

Want Aid of Government.

The Germans are thoroughly aroused because of the "American invasion," says The Western Tobacco Journal, particularly as regards the tobacco industry. Protests are being sent to the Government requesting assistance in repelling the invader.

Recently the Breslau Chamber of Commerce passed resolutions in condemnation of the American methods, which threaten to control the tobacco trade of that country. The resolutions seem to be aimed at The American Tobacco Co., while, if reports given out at the settlement of the English fight were true, The British-American Tobacco Co. is responsible for the activity at present evident in Germany.

Wealthy Manufacturer's Will

The will of D. H. McAlpin, the millionaire tobacco manufacturer, who died several years ago, was filed in New Jersey the past week. The estate is very large, the portion situated in New Jersey alone being worth $5,000,000. After making ample bequest for the widow, the estate is divided equally to E. A. McAlpin, Geo. L. McAlpin, D. H. McAlpin, Jr., Chas. W. McAlpin, Wm. W. McAlpin and Adelaide McAlpin Pyle.

The enormous sale of

OLD CHUM

Cut Plug Smoking Tobacco

proves its superior quality.

Sold By All Leading Wholesale Houses.

The American Tobacco Co.

OF CANADA, Limited.

CURRENCY

Plug Chewing Tobacco

is a

Quick Seller.

Handled by all Leading Wholesale Houses.

PHARAOH

That is the name of our famous 10-cent Cigar.

It takes a lot of experience and everlasting watchfulness to make a cigar like the "Pharaoh."

However, we are satisfied to keep on taking trouble to keep our "Pharaoh" just as good as it was at the beginning. We keep on getting orders for it—new orders and repeat orders. Every little while we get some nice things said to us about how "Pharaoh" pleases, how it attracts trade and so on. When a man gets orders and bouquets, he is getting about all this world has to give any man.

Won't you share this happiness with us?

J. Bruce Payne, LIMITED, Mnfrs., Granby, Que.

Everybody's Happy

who knows about **T. & B.** Smoking Tobacco. The 10-cent size is popular.

Without the grocers' assistance our 1904 outlook wouldn't be too cheery. There are one or two grocers, however, whose tobacco trade is a little slow. We are looking them up and there are quite a number of new men in business. We want their names.

GEO. E. TUCKETT & SON CO., Limited,

HAMILTON.

THAT OFFER

we have been making on Pipes we feel like continuing. The response from grocers was greater than our expectation. Here it is again :

On approval, 3 dozen assorted pipes, $6.00, return if not satisfactory. Pipes will retail at 25c. to 75c. We pay carrying charges.

W. B. REID & CO.,
Wholesale Tobacconists
58 Yonge St., TORONTO.

All sensible chewers chew

QUEEN'S NAVY

IT IS THE BEST.

TRY IT.

The Erie Tobacco Company
WINDSOR, ONTARIO.

HORROCKS'

RONTO

5c. CIGAR

MAKES FRIENDS FAST, AND FAST FRIENDS.

T. J. Horrocks,
Wholesale Tobacconist
Wellington St. East, TORONTO

The Chamberlain Cigar

The **best value** in Canada! Sold the **world** over! It will help your **trade tremendously!** Order a sample lot to-day!

SAVE THE BANDS AND RETURN THEM TO

J. M. FORTIER, Limited,
MONTREAL.

MANUFACTURERS OF
Cigarettes and Cut Tobaccos

Don't Run Away!

Our salesmen are your friends. They offer you Tobaccos that have replaced everywhere in Canada some of the "old timers." As we see it, the success of McAlpin Tobaccos is attributable solely to their excellence. We have done and are doing a good deal to keep them popular, but no amount of "pushing" would have achieved such success as has been ours had not the Tobaccos been worthy. We want every grocer to consider this.

McAlpin Consumers Tobacco Co., Limited,
Toronto, Canada.

Smoking

Tonka,
Solid Comfort,
Pinchin's
Hand Made.

Chewing

British Navy,
King's Navy,
Beaver,
Apricot.

One Way to Sell Goods.

A DRUGGIST in a small town out West worked a novel cigar-selling scheme a few weeks ago in the following fashion, says Sample Case. He found a stray nickel on the floor of his store one morning, and resolved to post this notice on the window of his store :

"A sum of money found on Tuesday last in this establishment. The owner will receive same within upon describing the money."

The scheme worked like a charm. Hundreds of citizens came in daily for over a week, while the notice was left on the window, describing their losses and bewailing their misfortune. Invariably every applicant for the lost money bought a cigar. Some were satisfied with 5c. straight whiffs, but the great majority, anxious to impress the drug man favorably towards their claims, invested in two for a quarter. So great was the rush that the druggist had to order a fresh consignment of choice brands. None of the applicants ever applied for the nickel. All the claims ran up into the hundreds of dollars, one man stating he missed his bank book with $1,500.

Ashes on Cigars.

That few men professing to be judges of fine cigars know anything at all about smoking them, is the opinion of more than one retailer. One of the "profession" says : "The ashes on the end of the cigar serve to retain the flavor and should be permitted to remain as long as possible. Then the constant thumping some smokers give their cigars in the attempt to keep them clear of ashes often causes the wrappers to break, and that also lessens the pleasure of a good smoke."

General Grant as a Smoker.

WHEN General Grant was making history and a great military reputation in the American Civil War, he seldom smoked fewer than 25 cigars in the course of a day. It is recorded, too, that on the day of the battle which preceded the surrender of the Confederate General Lee, at Appomattox, Grant was seen riding from end to end of the line with an unlighted cigar between his teeth. For several hours he was much too occupied to ask for a light ; and when news of the surrender was flashed over the Northern States the incident of the unlighted cigar was made quite famous. Moreover, it had a somewhat startling sequel, for within a week of the incident being published cigars began to pour in on the victorious General in daily increasing numbers. They came from admirers in St. Louis, Cincinnati, Chicago, Detroit, Buffalo, Boston, New York, Philadelphia and other important centres, until they reached the almost incredible number of 30,000 ! It is only fair to mention that most of these cigars were of the finest brands, and General Grant determined to show his appreciation by smoking as many as possible of them. In this he succeeded so well that he gained the reputation of being one of the greatest smokers in the United States.

A Hand-made Cigar.

A BOY with a wad of stingy green,
Some "fillin'," a match, and—all unseen,
Behind the fence on a Summer's day,
Beneath the shade of a spreading bay,
A "hand-made" cigar of preposterous size
Sends clouds of smoke to the sultry skies.

"By gum," said the youth, "this is simply great.
And while I'm at it I'll take a bait ;
'Taint every day that I get a chance
To hook such a roll from my daddy's pants."
And he lolled on the grass and he puffed away
In the sweltering heat of a Summer's day.

A moment more and he closed his eyes
To shut out the sight of revolving skies,
And he clutched at the grass on either side,
As the earth careened and he felt he'd slide.
His stomach heaved and the sweat broke out—
He had taken a "bait" without a doubt.

He staggered home in the broiling sun.
And tumbled to bed completely "done."
He rallied at length and solemnly swore,
Like a goody-good boy, he'd smoke no more.
But he tried it again the very next day,
And smoked till he died in the usual way.
—Clarence Ousley in "Rings o' Smoke."

Smoke Rings.

Gladstone hated tobacco in every form.

The King of Italy has $2,000,000 invested in the manufacture of Italian tobacco, which brings him an income of $200,000.

In Paris, at one time, cigarettes were scented with vanilla, patchoulli, new-mown hay, jockey club and other popular perfumes.

"There are two kinds of cigars, remarked someone who has evidently been up against the game, "campaign cigars and those you smoke."

A fine meerschaum can be colored by hanging it in a box into which tobacco smoke is conducted from another pipe. The process is slow, but the results excellent.

We are now offering at special prices the finest assortment of pipes in Canada. Write us for copy of SILENT DRUMMER.

W. H. STEELE CO, LIMITED

40 SCOTT ST., TORONTO.

Should be in the mouth of every smoker. What? a

McDougall Scotch Clay Pipe

Be sure and ask for it, and see that you get it.

D. McDougall & Co., Glasgow. Scotland.

This case with its ALL GLASS Top (no wood above the glass) is THE VERY FINEST display case in the world today. We are making TWENTY of this style of case to ONE of ANY OTHER, and are receiving orders from ALL parts of the Dominion for this MAGNIFICENT case. It is fitted with the very best British Plate Glass THROUGHOUT, including the mirrors in the doors and the shelves in short, it is the MOST EXQUISITE and most UP-TO-DATE floor case on the market anywhere in the world to-day.

A large number of Grocers throughout the Dominion are now handling cigars as a special branch and ARE doing WELL with them. Are YOU right in line with these progressive and wide-awake men? If not, YOU OUGHT TO BE. If you desire to fall in the ranks by taking up this GOOD PAYING side-line you cannot do better than consult us about the very best and most modern display cases made especially for that line of business. In order to make a good display of, and to keep your cigars right it is necessary to have a first-class case of OUR manufacture. We turn out nothing but the very best goods, and our prices ARE REASONABLE for such goods.

Dominion Show Case Co.

83 Richmond St. East, - - TORONTO.

Senator Lodge has introduced an anti-flag law in the senate. It prohibits the use of a representation of the American flag in any advertisement. United States cigar manufacturers are interested in the legislation, for the reason that so many cigar labels are adorned with the flag. If the bill passes these will have to be altered to conform with the law.

Would Pain Father.

An anti-tobacco league lady saw a small boy seated on one of the benches in a park smoking a cigar, which, she afterwards told a friend, seemed almost as big as himself. Seating herself by his side, she said, kindly :

"Oh, my boy, wouldn't your father be pained if he saw you smoking that cigar ?"

"I should think he would," responded the youngster ; "this is one of his best." —Melbourne Argus.

Of all the financial institutions of Canada receiving money on deposit, only three have a paid-up Capital as great as that of the Canada Permanent Mortgage Corporation, Toronto Street, Toronto.

A deposit account with this exceptionally strong institution may be opened with one dollar. Interest allowed at three and one-half per cent. per annum, compounded half-yearly.

If not a resident of Toronto, you can conveniently deposit by mail. Send your address for our booklet "SAVING MONEY BY MAIL."

Your Bank Account

Will receive every care if kept at

The Bank of Toronto.

Head Office: - TORONTO.

Paid-up Capital
$2,950,000.00
Reserve Fund
$3,150,000.00
Total Assets (over)
$24,000,000.00
Incorporated 1855.

BUSINESS ACCOUNTS
Invited.
SAVINGS ACCOUNTS
receive interest every six months.

Money

CAN BE SAVED BY MEANS OF AN ENDOWMENT POLICY.

YOU CAN ONLY SECURE SUCH A POLICY WHILE YOU ARE IN GOOD HEALTH.

Pamphlets and Full Particulars regarding the New Accumulation Endowment Policy sent on application.

Confederation Life

ASSOCIATION.

W. H. BEATTY, PRESIDENT.

W. C. MACDONALD, ACTUARY.

J. K. MACDONALD, MANAGING DIRECTOR.

HEAD OFFICE, - TORONTO, CANADA.

THE CANADIAN BANK OF COMMENCE

Paid-up Capital, - - $8,700,000
Rest, - - - - $3,000,000

HON. GEO. A. COX, President. **B. E. WALKER**, General Manager.

HEAD OFFICE: TORONTO, CANADA.

LONDON, ENG., OFFICE, 60 Lombard St., E.C.

NEW YORK AGENCY, 16 Exchange Place.

The attention of exporters and importers is requested to the undernoted list of correspondents of this bank, embracing all parts of the world. In conjunction with its widespread system of branches, numbering 105, and covering all important points in Canada and on the Pacific coast of the United States, it is thus enabled to offer them unexcelled facilities for the transaction of domestic or foreign banking business.

List of Bankers and Chief Correspondents:

GREAT BRITAIN—
The Bank of England; The Bank of Scotland; Lloyds Bank Limited; The Union of London and Smiths Bank, Limited; Parr's Bank, Limited.

UNITED STATES—
New York, The American Exchange National Bank, The Fourth National Bank; **Boston** The Bank of Nova Scotia, The National Shawmut Bank, The National Suffolk Bank; **Buffalo,** The Marine National Bank; **Chicago,** The Northern Trust Company; **Detroit,** The People's Savings Bank, The Commercial National Bank; **Minneapolis,** The North-Western National Bank; **New Orleans,** The Commercial National Bank.

FRANCE—
Credit Lyonnais, Paris; Messrs. Lazard Freres & Cie, Paris.

GERMANY—
Deutsche Bank.

HOLLAND—
Disconto Maatschappij, Rotterdam.

BELGIUM—
Messrs. J. Matthieu & Fils, Brussels; Banque d'Anvers, Antwerp.

SWITZERLAND—
La Banque Federale, Zurich.

INDIA, CHINA, JAPAN and the PHILIPPINE ISLANDS—
Chartered Bank of India, Australia and China; Hongkong and Shanghai Banking Corporation.

SOUTH AFRICA—
Standard Bank of South Africa, Limited; Bank of Africa, Limited.

AUSTRALIA and NEW ZEALAND—
Union Bank of Australia, Limited Bank of Australasia; National Bank of Australasia, Limited.

HAWAIIAN ISLANDS—
First National Bank of Hawaii, Honolulu; Bishop & Co., Honolulu.

SOUTH AMERICA—
British Bank of South America, Limited; London & Brazilian Bank, Limited; Bank of Tarapaca and Argentina, Limited.

MEXICO—
Banco de Londres y Mexico.

WEST INDIES—
Bank of Nova Scotia, Kingston, Jamaica; Colonial Bank and Branches; National Bank of Cuba, Havana, Cuba; Bank of Bermuda, Hamilton, Bermuda.

Foreign Exchange Bought and Sold.

Commercial Letters of Credit Issued.

In the Execution of Trusts

THE TORONTO GENERAL TRUSTS CORPORATION

takes every precaution to prevent loss. No investment is made without the approval of the Executive Committee. All investments are registered in the Corporation's books in the names of the Estates to which they belong, and are kept separate and apart from the assets of the Corporation.

The entire resources of the Corporation are responsible for the faithful performance of Trusts administered by it.

CAPITAL, - - - $1,000,000
RESERVE FUND, - - 290,000

The Metropolitan Bank

CAPITAL PAID UP, - - $1,000,000.
RESERVE FUND, - - 1,000,000.

DIRECTORS:

REV. R. H. WARDEN, D.D., President. S. J. MOORE, Vice-President.
C. D. MASSEY, T. BRADSHAW, F.I.A., D. E. THOMSON, K.C.

HEAD OFFICE, - - TORONTO.

W. D. ROSS, - - GENERAL MANAGER.

SAVINGS BANK DEPARTMENT

at all Branches.

Interest allowed on all deposits of $1.00 and upwards at highest current rates.

FINANCE AND INSURANCE

AN examination of the list of stockholders in Canadian banks reveals the surprising fact that directors of the various banks are comparatively small holders of the stock in the institutions represented by them. In nearly every case they hold personally an insignificant proportion of the capital stock and many of them own barely enough to qualify for a bank director. Does it not appear a little strange that those to whom the piloting of a financial ship is entrusted should have so little practical interest in it?

• • •

THE banks of Canada raised their entire authorized capitalization to $97,046,666 during the ten months of 1903, ending with October, an increase of $13,714,100 over last year's capitalization; their paid up capital to $49,989,361, an increase of $5,471,680; their note circulation to $70,480,611, an increase of $9,906,467; their demand deposits to $118,070,088, an increase of $2,179,639; their notice deposits to $275,939,608, an increase of $21,721,739: their aggregate loans to $452,137,008, an increase of $34,168,075; and their assets to $660,520,201, an increase of $25,131,992; call loans in Canada have been pulled down by nearly $11,000,000, and current loans for commercial purposes increased to the extent of $59,953,073.

• • •

A "COMMUNITY of interest" agreement has been arranged between the Dresdner Bank and the Shaaffhausen Bankverein, two of the largest banks of the German Empire, making the new combination, as far as mere capital is concerned the strongest banking institution in Germany. The capital of the Dresdner Bank is £6,500,000, with £1,700,000 reserves; that of the Schaaffhausen Bankverein £5,000,000 with £1,000,000 reserves. Thus the combination will have a total active capital of £14,200,000. In future both banks will conduct their business in common while maintaining each its separate existence, and will divide their earnings upon the basis of the capital and reserves of each institution. At the same time, two directors and three members of the Board of Overseers of each bank are to be elected by the other bank, thus securing a personal as well as a financial union. The form of union here outlined is not uncommon in Germany. Many industrial establishments have become allied on the same basis, and two of the chief banks of the kingdom of Wurtemberg have maintained a similar arrangement for above 20 years.

• • •

IT is rumored that English life assurance companies are becoming alarmed at the shrinkage in their Canadian business. The offices of home companies are rapidly increasing their business, while the branches of English companies situated in Canada show a record of steadily diminishing receipts. One reason given for this is the protective measures adopted by the colonies in respect to insurance. Another reason undoubtedly is the comparatively low rate of interest on securities prevailing in England. Insurance companies can realize more on their investments than the English companies and have the additional advantage of being on the inside in the event of competition.

• • •

THE new president of the American Bankers' Association is Mr. F. G. Bigelow, president of the First National Bank of Milwaukee. Mr. Bigelow is recognized all over the States as one of the ablest bankers in the country. He is in addition a man who has kept in close touch with and taken a prominent part in the initiation and development of the more important industrial and commercial enterprises in the United States.

• • •

A LEADING exchange says there is no business or profession which offers so much freedom and independence, and such excellent opportunities to young Canadians of enterprise and energy as that of life insurance. In these days of the strenuous life, no matter what profession or business a person is engaged in, success cannot be achieved by sitting down and "waiting for something to turn up." But the young man who applies the same amount of energy, determination and systematic work to the conducting of a life insurance agency as might be applied by him to any other profession or business, will, as a rule, secure a greater immediate return, establish a more permanent income and have better prospects of ultimately attaining to a prominent position equivalent to that held by most men in the commercial, financial or professional life of the country.

• • •

AS far as the leading banks are concerned business throughout the Northwest this year has been greatly hampered by the enactments of the Grain Act. Although the banks have made special provision in order to meet all demands, they find that their money will now be tied up until the opening of navigation simply because in many instances farmers have been unable to get a sufficient number of cars.

• • •

THE Havana Post refers to the recent completion of the Cuba Railroad between Santiago de Cuba and Havana, and of the new electric railroad running from Havana to Marianoo, as memorable events for Cuba and Canada. Both are Canadian enterprises; the Cuba Railroad owes its existence to Canadian capital and the Canadian railway magnate Sir Wm. Van Horne, and will undoubtedly prove a great factor in the development of Cuba. The new electric railroad was built mostly with Canadian capital, its president being E. Hanson, one of the most progressive of Canadians.

• • •

The New York Clearing House Association has made an announcement to the effect that they are considering the question of charging on cheques issued on points outside of New York. All items, from whomsoever received payable at points in Canada, the collecting banks

shall charge not less than one-quarter of one per cent. of the amount of the items. In case the charge upon any item at the rates specified does not equal ten cents, the collecting bank shall charge no less than that sum; but all items received from any one person at the same time, and payable at the same place, may be added together and treated as one item for the purpose of fixing the amount chargeable.

INCREASE IN ACCIDENT INSURANCE.

A BIG increase in the volume of accident insurance has necessitated the formation of what is to be known as the Canadian Accident Underwriters' Association, consisting of two sections, each with a governing council, one in Toronto, the other in Montreal. D. Murphy, Ottawa, has been elected president of the association, and J. Hyde, Montreal, and W. H. Cross, Toronto, joint secretaries, one for the Eastern, the other for the Western field.

In answer to the question what are the objects of the proposed association? one of the officers said: "Now, all insurance is based upon the law of averages. Seldom, however, do two men think alike; so that when a new risk appears, though the assessors of the various accident companies may approximately agree upon its value, no one will be actually correct. But, if many combine, their average will be approximately right. The striking of proper averages along the whole line of risks will, therefore, be one of the objects of the proposed association.

"Again, the law on the subject of accidents, especially in factories, requires watching by the companies for their own protection; not perhaps with a view to its amendment, but to so draw the insurance contracts as to protect the companies in case of actions brought by unscrupulous persons who have no right to relief under the law, but who strive to make the company in which they may be insured a party plaintiff. Besides, one company may frame its contract in certain words, while another, meaning the same thing, will draft theirs in different terms. When these contracts come to be interpreted by the courts, and especially by juries diverse meanings willl be accorded to each. The association will strive to so identify these policies in their form as to avoid this difficulty."

FINANCE AND INSURANCE NOTES.

The business of the Empire Loan and Savings Co. has been transferred to the Sun and Hastings Savings and Loan Co., of Ontario.

The site occupied by the Molsons Bank at the corner of King and Bay streets, Toronto, has been sold to the Canada Life Assurance Co.

The Bank of Montreal has recently established branches at Edmonton, Alberta; Gretna, Man.; and Sherman avenue, Hamilton.

Blair & Co, bankers, St. John, N.B., have suspended. The house has been in business about fifteen years and consists of A. C. and A. Blair.

Halifax banking institutions are reported to have made great strides during the year 1903, bank clearings showing an increase of $5,334,729 over 1902.

The London Financial News is authority for the statement that there is talk of the establishment of a special department on the London Stock Exchange to be devoted exclusively to Canadian securities.

W. R. Travers, manager of Merchants' Bank, Hamilton, has resigned, owing to ill-health. His successor is A. B. Patterson, manager of the St. Thomas branch.

The past season has been the most disastrous for inland lake marine underwriters since 1898. Their aggregate losses, including cargoes, were about $2,100,000, which also represents the total amount of premiums paid.

The old banking house of E. D. O'Flyn & Sons, Madoc, have sold out to the Dominion Bank. F. W. O'Flyn remains as manager of the Dominion Bank, Madoc, and H. H. O'Flyn, has accepted a position with the bank in Toronto.

In compliance with a request from the civic authorities from London, Ont., the Fire Underwriters Association have agreed to reduce fire insurance rates in that city as soon as certain improvements in the fire protection system are made.

The Bank of Montreal is erecting premises for the branch at Birchy Cove, Newfoundland. It has also acquired a property at the corner of Greene and Western avenue, Westmount, where premises are being erected for the occupation of a branch to be established there.

UP-TO-DATE

Financial and Commercial Corporations ask applicants for positions to furnish a Guarantee Bond instead of letters of recommendation. For particulars apply

DOMINION OF CANADA
GUARANTEE & ACCIDENT INSURANCE CO.
Cor. King and Yonge Sts., TORONTO.
J. E. ROBERTS, - General Manager.

WESTERN ASSURANCE COMPANY. Incorporated 1851
FIRE AND MARINE

Head Office Toronto, Ont.
Capital - $2,000,000.00
Assets, over - - 3,333,000.00
Annual Income - 3,536,000.00

HON. GEO. A. COX, President.
J. J. KENNY, Vice-President and Man. Director.
C. C. FOSTER, Secretary.

BRITISH AMERICA ASSURANCE COMP'Y
FIRE AND MARINE.
Incorporated 1833
CASH CAPITAL, $1,000,000.00.
TOTAL ASSETS, $1,864,730.13.
LOSSES PAID SINCE ORGANIZATION, $22,527,817.57.
HEAD OFFICE, - BRITISH AMERICA BUILDING,
Cor. Front and Scott Sts., Toronto.
GEO. A. COX, President. J. J. KENNY, Vice-President.
P. H. SIMS, Secretary.

MANUFACTURERS' AGENTS AND BROKERS.

TORONTO.

POTATOES.

Our bids are good ones.
Write or wire for prices.

M. G. STAGG & CO.

Phone Main 5219. Standard Stock Ex. Bldg., Grain and Hay Merchants. TORONTO.

W. G. PATRICK & CO.,

AGENTS AND IMPORTERS.

29 Melinda St., - TORONTO

W. G. A. LAMBE & CO.

TORONTO.

Grocery Brokers and Agents.

Established 1885.

QUEBEC, P.Q.

J. P. THOMAS

GENERAL AGENT AND COMMISSION MERCHANT,
25 ST. PETER STREET,
QUEBEC.

To Manufacturers' Agents

THE CANADIAN GROCER has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a Special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

Address, BUSINESS MANAGER,
CANADIAN GROCER,
Montreal and Toronto.

VANCOUVER, B.C.

C. Gardiner Johnson & Co.,

VANCOUVER, B. C.

Importers of . . .

Skinner's Queensland Turtle Soup.

Sole Agents for Canada.

Supply C.P.R. Company's Cars, Steamers and Hotels, and leading Clubs of Canada.

VICTORIA, B.C.

R. W. CLARK & CO.

Japanese, Chinese and Australian Brokers,
VICTORIA, B. C.

Represented in the Orient by **Mr. A. R. Tufts,** with headquarters at Kobe.

Manufacturers and shippers requiring representation in the Orient are invited to correspond with us.
Our facilities for doing business are second to none.

WINNIPEG.

IF YOU HAVE ANYTHING TO SELL
WRITE CAMERON GORDON & Co.
WHOLESALE COMMISSION AGENTS
WINNIPEG MANITOBA

EASTERN MANUFACTURERS
—AND—
SHIPPERS.

All **EYES** are turned on

MANITOBA AND THE WEST.

I

Represent some of the leading houses in

CANADA and the U.S.

INCREASE YOUR TRADE. WRITE ME.

E. NICHOLSON, - WINNIPEG,

Wholesale Commission Merchant and Broker

LONDON, ENG.

TEA.

AGENTS REQUIRED in Canada and United States to sell and obtain wholesale orders for **Ceylon Black** and **Green Teas** on commission. Apply,

"COMMISSIONER,"
CANADIAN GROCER,
109 Fleet Street E.C. London, Eng.

"ACME"
TABLE SALT

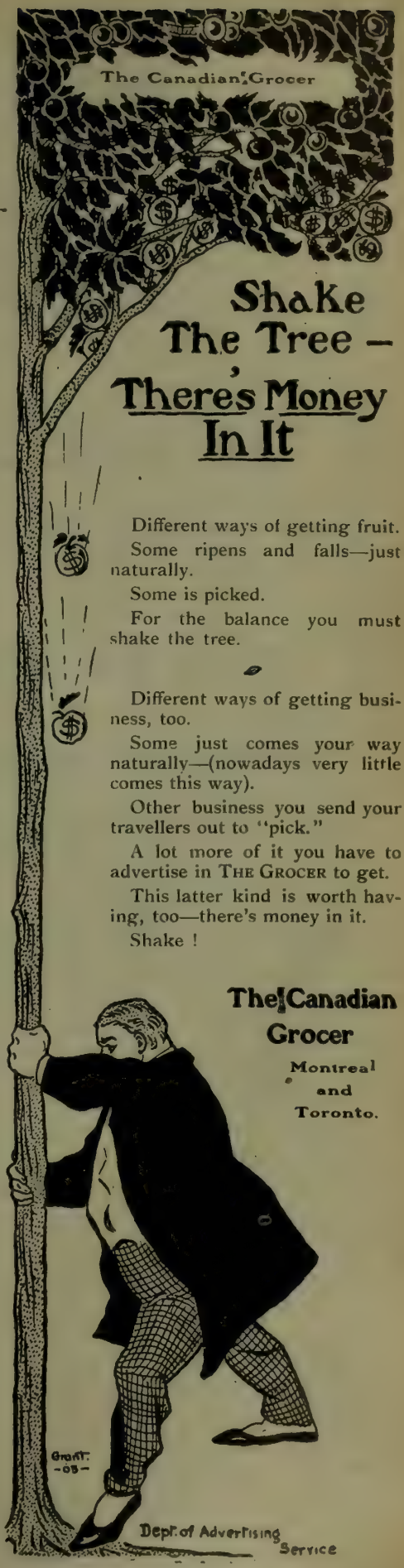
Ask your wholesale grocer for it. Put up in 24 3-lb. cartoons in a case, and in 50-lb. box.

TORONTO SALT WORKS, Toronto, Ont.

The popularity of our **seal quarts** is evidensed by our sales. Are **you** handling this up-to-date style of package? The housekeeper's verdict being, it pays to get the big bottle.

Are you still using soap in bath or have you reached that pinnacle of fashion where **Perfumed Toilet Ammonia** is craved for?

JOHN C. HARVEY,
Manufacturing Chemist, Todmorden, Ont.


The Canadian Grocer
Shake The Tree — There's Money In It
Different ways of getting fruit.
Some ripens and falls—just naturally.
Some is picked.
For the balance you must shake the tree.
Different ways of getting business, too.
Some just comes your way naturally—(nowadays very little comes this way).
Other business you send your travellers out to "pick."
A lot more of it you have to advertise in THE GROCER to get.
This latter kind is worth having, too—there's money in it.
Shake !
The Canadian Grocer
Montreal and Toronto.
Grant '05
Dept. of Advertising Service

As near to the "home-made" as possible is the aim of

SOUTHWELL'S JAMS.

They are in demand at this time of year when stocks in the cellar are low. Good profits and pleased customers.

Price List, etc., for the asking.

FRANK MAGOR & CO.,

DOMINION AGENTS, 403 St. Paul St., MONTREAL.

Why not tell your customers the reason they get poor bread and pastry sometimes is the fault of the soda? And why not sell the best instead of giving them the cheaper kind for the sake of a little extra profit?

It pays to be fair in everything, and that's why we gladly refund the money if a package of **Cow-brand Soda** ever proves disappointing. It's worth something to you to be able to say that. Try it and see!

John Dwight & Co.,
TORONTO

Current Market Quotations for Proprietary Articles

January 7, 1903.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes	$4 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 3 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ¼ " "	14 00

W. H. GILLARD & CO.

Diamond—	
5-lb. tins, 2 doz. in case	$2 00
2-lb. tins, 3 " "	1 25
1-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4 doz.	10c.	$0 85
3 doz.	4-oz.	1 20
3 doz.	6-oz.	1 75
1 doz.	12-oz.	3 50
2 doz.	12-oz.	3 45
3 doz.	12-oz.	3 40
2 doz.	16-oz.	4 45
3 doz.	16-oz.	4 35
1 doz.	2½lb.	10 40
1 doz.	5lb.	19 50

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	} Per case
1 "	12 "	} $4 55
1 "	16 "	}

JERSEY CREAM BAKING POWDER.

ze, 5 doz. in case	$0 40
" 4 " "	0 75
" 3 " "	1 25
" 2 " "	2 25

OCEAN MILLS.

	Per doz.
Ocean Baking Powder, ½ lb., 4 doz.	$ 45
Ocean Baking Powder, ½ lb. 5 doz.	90
Ocean Baking Powder, 1 lb., 3 doz.	1 25
Ocean Borax, ½-lb. packages, 4 doz.	40
Ocean Cornstarch, 40 pks. in a case	78

Freight paid, 5 p.c. 30 days.

ROYAL BAKING POWDER CO.

Sizes.	Per Doz.
Royal—Dime	$ 1 00
" ½ lb.	1 60
" 6 oz.	2 25
" ½ lb.	2 90
" 12 oz.	4 50
" 1 lb.	5 75
" 3 lb.	15 50
" 5 lb.	25 50

Sizes.	Per Doz.
Cleveland's—Dime	$ 1 00
" ½ lb.	1 50
" 6 oz.	2 20
" ½ lb.	2 80
" 12 oz.	4 25
" 1 lb.	5 50
" 3 lb.	15 00
" 5 lb.	25 00

"VIENNA" BAKING POWDER.

	Per doz.
1-lb tins, 4 doz in box	$2 25
½-lb tins, 4 doz in box	1 25
¼-lb tins, 4 doz in box	75

Blacking.

HENRI JONAS & CO..

Jonas'	Per gross	$9 00
Froments	"	7 50
Military dressing	"	24 00

Blue.

Keen's Oxford, per lb	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ¼ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes, according to size	0 02 0 10

J. M. DOUGLAS & CO.—Laundry Blues.

"Blueol"—10-lb. boxes containing 50 pkgs., 4 squares each.....per lb. 15c

"Sapphire"—14-lb. boxes, ½-lb. pkgs. per lb.....12½

"Union"—14-lb. boxes, assorted, 1 & ½-lb. pkgs. per lb. 10

Black Lead.

Reckitt's, per box	$1 15

Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz.; or ¼ gross, 4 oz.

JAMES' DOME BLACK LEAD.

	Per gross
6a size	$2 40
2a size	2 50

Borax.

"Bee" brand, 5 oz., cases, 40 pkgs.		1 40
" " 10 oz., cases, 48 "		3 25
" " 16 oz., cases, 48 "		4 25

Brooms.

UNITED FACTORIES, LIMITED.

	doz. net.
Boeckh's Bamboo Handles, A, 4 strings	$4 70
" " " B, 4 "	4 40
" " " C, 3 strings	4 10
" " " D, 3 "	3 85
" " " F, 3 "	3 55
" " " G, 3 "	3 20
" " " I, 3 "	2 85

Canned Goods.

HENRI JONAS & CO.

Mushrooms, Rionel	$15 50
" 1st choice Dutheil	18 50
" " Lenoir	19 50
" extra Lenoir	22 00

Per case, 100 tins.

French Peas, Delory's—	
Moyen's No. 2	$9 00
" No. 1	10 50
¼ Fins	12 50
½ Fins	14 00
Tres fins	15 00
Extra fins	16 50
Sur extra fins	18 00
French Sardines—	
½ Rolland	9 50 10 00
¼ Delory	10 50
¼ Club Alpins	2 50

FRED. MAGEE

	Per doz
Smelts in spices, in ½-lb round tins	0 90 $1 00
" mustard, in ½-lb oval "	0 95 $1 05
" Tomato, in ½-lb. " "	0 95 $1 0

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag	0 18½
Quaker Oats, 2-lb. pkgs., per case	3 00
Tillson's Oats, 2-lb. pkgs., per case	3 00

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Hygienic, 1-lb. tins per doz.	$6 75
" ½-lb. tins "	3 50
" ¼-lb. tins "	2 00
" fancy tins "	0 85
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50
Perfection, ½-lb. tins, per doz.	2 40
Cocoa Essence, sweet, ½-lb. tins, per doz.	

Chocolate—	per lb
Queen's Dessert, ¼'s and ½'s	$0 40
" 6's	0 42
Mexican Vanilla, ¼'s and ½'s	0 35
Royal Navy Rock, " "	0 30
Diamond, " "	0 25
" 8's	0 28

FRY'S.

Chocolate—	per lb
Caraccas, ¼'s, 6-lb. boxes	$0 42
Vanilla, ¼'s	0 42
"Gold Medal," sweet, ¼'s, 6-lb. boxes	0 29
Pure, unsweetened, ¼'s, 6-lb. boxes	0 42
Fry's "Diamond," ¼'s, 14-lb. boxes	0 24
Fry's "Monogram," ¼'s, 14-lb boxes	0 24

—increasing by leaps and bounds—

the sale of

"Crown" brand Table Syrup

quality will win out in the end

EVERY TIME——

"Crown" brand Syrup is absolutely always reliable — healthy, bright, clear and clean—once sold to your customers makes them lasting and profitable friends.
Ask your jobber for "Crown" brand.

Look for the "Crown" on the package.

Packed in—
24 2-lb. Tins to case
12 5-lb. " "
6 10-lb. " "
3 20-lb. " "

also in Barrels, ½-Barrels and Kegs, **and 3-gallon and 2-gallon pails**

—These goods are ready for shipment on receipt of your order. No delay.

EDWARDSBURG STARCH CO'Y, Limited

ESTABLISHED 1858

53 Front St. East, TORONTO, ONT.
Works: CARDINAL, ONT.
164 St. James St., MONTREAL, P.Q.

Cocoa—

	Per doz.
Concentrated, ¼s, 1 doz. in box	2 40
" ½s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ¼s, 14-lb. boxes	
" ½s, 12-lb. boxes	
Epp's Cocoa, case of 14 lb., per lb.	0 35
Smaller quantities	0 37½

JOHN P. MOTT & CO.'S.
R. S. McIndoe, Agent, Toronto.

	Per lb
Mott's Broma	$0 30
Mott's Prepared Cocoa, ¼s and ½-boxes	0 28
Mott's Breakfast Cocoa, ¼s in boxes	0 40
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caracas Chocolate	0 40
Mott's Diamond Chocolate	0 23
Mott's Navy Chocolate, ¼s in boxes	0 27
Mott's Cocoa Nibbs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross	1 00
Mott's Confectionery Chocolate	0 21 0 32
Mott's Sweet Chocolate Liquors	0 20 0 36

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 38
Vanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 27
Breakfast cocoa, ¼, ½, 1 and 5-lb tins	0 43
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 35
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5's, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 56

Condensed Milk.

Anchor" brand, cases 4 doz., per case $5 00
" evap. cream, cp. 4d. " 4 65

Borden's Condensed Milk Co.

Eagle" brand	$1 65
Gold Seal" brand	1 30
Peerless" brand evaporated cream	1 02

"Reindeer" Brand
Case (4 doz) $5.60

Coffee.

" Bee " brand, 1 lb. tins, cases, 30 tins	9 00
" " 2 lb. tins, cases, 15 tins	8 70

THE EBY, BLAIN CO., LIMITED.

In bulk—	Per lb.
Club House	0 32
Royal Java	0 31
Royal Java and Mocha	0 31
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Fancy Bourbon	0 20
High Grade package goods—	
Gold Medal, 2-lb. tins	0 30
Gold Medal, 1-lb. tins	0 31
Kin Hee, 1-lb. tins	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars	0 30
English Breakfast, ground only 1-lb. tins	0 18

JAMES TURNER & CO.

	Per lb.
Mecca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.

	Per lb.
"Old Crow" Java	$0 22½
" Mocha	0 22½
"Condor" Java	0 27½
" Mocha	0 27½
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 31
" " " 2-lb. tins	0 30
100 lb. delivered in Ontario and Quebec.	
Rio No. 1	0 11

WILLISON'S TURKEY COFFEE.

	Per lb.
1-lb tins, 48-lb cases	30

S. H. & A. S. EWING'S.

	Per lb.
Mocha and Java coffee, in 1-lb tins, 30-lb cases	32
Mocha and Java coffee, in 2-lb tins, 30-lb cases	29

Cheese.

Imperial—Large size jars	per doz.	$8 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	15 00
Small size	"	12 00
Roquefort—Large size	"	2 40
Small size	"	1 40

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered.
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c.

Allison's Coupon Pass Book.

$1 00 to 3 00 books	3 cents each
5 00 books	4 "
10 00 "	5½ "
15 00 "	6½ "
20 00 "	7½ "
25 00 "	8 "
50 00 "	12 "

Cane's Clothes Pins.

UNITED FACTORIES, LIMITED.

Clothes pins (full count), 5 gross in case, per case	$0 62
4 doz. packages (12 to a case)	0 75
6 doz. packages (12 to a case)	0 95

Cleaner.

	Per doz.
4-oz. cans	$ 0.90
6-oz. "	1.35
10-oz. "	1.85
Quart "	3.75
Gallon "	10.00

Wholesale Agents:
The Davidson & Hay, Limited, Toronto.

Extracts.

HENRI JONAS & CO.

	Per gross.
-oz. London extracts	$ 6 00
2-oz. " " (no corkscrews)	5 50
2-oz. " "	9 00
2-oz. Spruce essence	6 00
2-oz. " "	9 00
2-oz. Anchor extracts	12 00
4-oz. " "	21 00
1-oz. " "	36 00
1-lb. " "	70 00
1-oz. flat "	9 00
2-oz. flat bottle extracts	18 00
2-oz. square bottle "	21 00
4-oz. " " (corked)	36 00
8-oz. " "	72 00

	Per doz.
8-oz. " glass stop extracts	$3 50
8-oz. " "	7 00
2½-oz. round quint essence extracts	2 00
4-oz. jockey decanters "	3 50

Food.

	Per doz
Robinson's patent barley ½-lb. tins	$1 25
" " " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " " 1-lb. tins	2 25

Ge'atine.

	Per gross.
Knox's No. 1 sparkling	$15 00
	Per doz.
" " " 6 doz., at	$ 1 30
" No. 3 acidulated, at	$ 1 50

Jams and Jellies.

SOUTHWELL'S GOODS. Frank Magor & Co., Agents.

	Per doz
Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant " "	1 55
Other jams	$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.

Pure Fruit Jams—	
1-lb. glass jars, 2 doz. in case, per doz.	$0 95
2½-lb. tin pail, 2 doz. in crate, per lb.	0 06½
5 and 7-lb. tin pails, 8 and 9 pails to crate, per lb.	0 06
7, 14 and 30-lb. wood pails, "	0 06
Pure Fruit Jellies—	
1-lb. glass jars, 2 doz. in case, per doz.	0 95
7, 14 and 30-lb. wood pails, ...per lb.	0 06
Home Made Jams—	
1-lb. glass jars (16-oz. gem.) 1 doz. in case, per doz.	1 50
5 and 7-lb. tin pails, per lb.	0 09
7, 14 and 30-lb. wood pails.... "	0 09

BRAND & CO.

Brand's calf's foot	$3 50
Real turtle jelly	7 75

Licorice

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper....per lb.	$0 40
Fancy boxes (36 or 50 sticks)....per box	1 25
"Ringed" 5-lb. boxes.....per lb.	0 40
"Acme" pellets, 5-lb. cans....per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans....per can	2 00
Licorice lozenges, 5-lb. glass jars....	1 75
" " 20 5-lb. cans.....	1 50
"Purity" licorice 10 sticks.....	1 45
" " 100 sticks.....	0 73
Dulce large cent sticks, 100 in box...	....

Lye (Concentrated).

GILLETT'S PERFUMED.

	Per case.
1 case of 4 doz.	$3 60
3 cases "	3 50
5 cases or more	3 40

Mince Meat

Wethey's condensed, per gross net....	$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., ¼-lb. tins.....per doz.	$ 1 40
" ½-lb. tins "	2 50
" 1-lb. tins "	5 00
Durham 4-lb. jar.....per jar.	0 75
" 1-lb. jar "	0 25
F. D., ¼-lb. tins.....per doz.	0 85
" ½-lb. tins "	1 45

HENRI JONAS & CO.

	Per gross.
Pony size	$ 7 50
Imperial, medium	9 00
Imperial, large	12 00
Tumblers	12 00
Mugs	13 20
Pint jars	18 00
Quart jars	4

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—	
¼-lb. tins.....per lb.	$ 0
½-lb. tins..... "	0 35
1-lb. tins..... "	0 32½
4-lb. jars.....per jar	1 20
1-lb. jars "	0 35
Old Crow," 12-lb. boxes—	
¼-lb. tins.....per lb.	0 25
½-lb. tins..... "	0 23
1-lb. tins..... "	0 22½
4-lb. jars.....per jar	0 70
1-lb. jars "	0 25

Olive Oil.

	Per case
Barton & Guestier's quarts....	$ 8 00
" " pints	4 00

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

'Anchor" brand, 1-lb. glass	$1 50
" " quart gem jars	3 40

T. UPTON & CO.

1-lb. glass jars, 2 doz. case....per doz.	$ 0 95
Home-made, in 1-lb. glass jars "	1 50
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 06

CLEMES BROS.

Pure fruit stock—	
10-oz. glass jars, 2½ doz. case..per doz.	$1 00
16-oz. glass jars, 2 doz. case.. "	1 50
Quart gems, 1 doz. case..... "	3 35
In 5-lb. tins.....per lb.	09

Pickles.

STEPHENS'.

A. P. Tippett & Co', Agents.

Cement stoppers (pints) .....per doz.	$ 2 30
Corked " "	1 90

Sauces.

BRAND & CO.

Worcester	$1 85
Tomato catsup	2 60
Mayfair relish	2 60
Indian chutney	1 75
Mango "	2 25
A 1	1 70 2 60 3 15

Soda.

COW BRAND.

Case of 1-lb. containing 60 pkgs., per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. (containing 96 pegs.), per box, $3 00.

EMPIRE

"EMPIRE" BRAND.

Brunner, Mond & Co.

Case 120 ¼-lb. pkts. (60 lb.), per case, $2 70.

Case 96 10-oz. pkts. (60 lb.), per case, $2 80.

"MAGIC" BRAND.

	Per case
No. 1, cases, 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " { 30 1-lb. " / 60 ½-lb. " }	2 75

No. 5 Magic soda—cases 100—10-oz. pkgs.

1 case	2 85
5 cases	2 75

"BEE" BRAND.

"Bee" brand, 8 oz., cases, 120 pkgs.	Per case
" " 10 oz., cases, 96 pkns.	
" " 16 oz., cases, 60 pkgs.	$2 75

Soap.

A. P. TIPPET & CO., Agents.

Maypole soap, colors.....per gross	$10 20
" " black..... "	15 30
Oriole soap..... "	10 20
Gloriola soap..... "	12 00
Straw hat polish..... "	10 20

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. cartons	$ 0 06
No. 1 " " 3-lb. "	0 06
Canada laundry	0 05
Silver gloss, 6-lb. draw-lid boxes.	0 07½
Silver gloss, 6-lb. tin canisters....	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal....	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs.....	0 05½
Benson's enamel....per box 1 25 to	2 50
Culinary Starch—	
Benson & Co.'s Prepared Corn....	0 06½
Canada Pure Corn	0 05½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps	0 08½
"Bee" brand, cases, 64 packages....	5 00

BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 05
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.....	0 05½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb....	0 06
Barrels, 200 lb	0 05½
Kegs, 100 lb	0 05½
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case.....	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb	0 06½
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb....	$0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 45 cartons, per case....	3 40
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.....	0 06½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.....	0 06½
Crystal Maise Corn Starch	
1-lb. packages, boxes 40 lb.....	0 06½

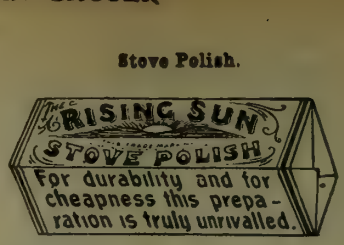
ST. LAWRENCE STARCH CO., LIMITED.
Ontario and Quebec.

Culinary Starches—	
St. Lawrence corn starch, 40 lb..	0 06½
Durham corn starch, 40 lb.....	0 05½
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb..	0 06
" 3-lb. cartons, 36 lb..	0 06
" 200-lb. bbl.....	0 05½
" 100-lb. kegs.....	0 05½
Canada Laundry, 40 to 46 lb.....	0 05
Ivory Gloss, 3-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.....	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb..	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 05½

OCEAN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$3 50
Rising Sun, 3-oz. cakes. gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes....	10 00
Sun Paste, 5c. size, ½-gross boxes....	5 00

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

	Per case
Enamelled tins, 2 doz. in case	$2 40

Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 90
5 " 1 " "	2 35
10 " ½ " "	2 25
20 " ¼ " "	2 10

(10 and 20 lb. tins have wire handles.)

Teas.

SALADA CEYLON.

	Wholesale.	Retail.
Brown Label, 1's	$0 20	$0 25
" ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60

Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c	$0 19
" " ½-lb., " "	0 20
Blue Label, retail at 30c	0 22
Green Label. " 40c	0 28
Red Label, " 50c	0 35
Orange Label, " 60c	0 42
Gold Label, " 80c	0 55

Cases, each 60 1-lb.	$0 35
" " 60 ½-lb.... }	0 35
" " 30 1-lb.... }	
" " 120 ½-lb	0 36

LUDELLA CEYLON, 1's AND ½'S PKGS.

Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

"CROWN" BRAND.

	Wholesale.	Retail.
Red Label, 1-lb. and ½s	$0 35	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½s	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—	
"Condor" I 40-lb. boxes	$0 42
" II 40-lb. boxes	0 40
" III 80-lb. "	0 37
EMD AAA Japan, 40 lb "at	0 35
" AA " 40 "	0 32½
Blue Jay, basket fired Japan, 70 lbs.,	0 30
"Condor" IV 80-lb. "	0 43
" V 80-lb. "	0 30
" XXXX 80-lb. boxes	0 25
" XXXX 30-lb. "	0 26
" XXX 80-lb. "	0 22½
" XXX 30-lb. "	0 23½
" XX 80-lb. "	0 20
" XX 30-lb. "	0 21
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 30

Black Teas—"Nectar" in lead packets

Green Label.....retails	0 26 at 0 20
Chocolate Label.... "	0 35 at 0 25
Blue Label..... "	0 50 at 0 36
Maroon Label..... "	0 60 at 0 45
Fancy tins—Chocolate, 1-lb	0 32½
" " —Blue, 1-lb.....	0 42½
" " Maroon, 1-lb.....	0 50
" " —Maroon, 1-lb.....	1 50

"Condor" Ceylon black tea in lead packets

Green Label, ⅛s, ¼s and ½s, 60-lb. cases.....retail	0 25 at 0 20
Grey Label, ⅛s, ¼s and ½s, 60-lb. cases.....retail	0 30 at 0 23
Yellow Label, ⅛s and ¼s, 60-lb. cases.....retail	0 35 at 0 26
Blue Label, ⅛s, ¼s and ½s, 50-lb. cases.....retail	0 40 at 0 30
Red Label, ⅛s, ¼s and ½s, 50-lb. cases.....retail	0 50 at 0 34
White Label, ⅛s, ¼s and ½s, 50-lb. cases.....retail	0 60 at 0 40

Black Teas—"Old Crow" blend—

Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1 ..... per lb.	0 35
No. 2 ..... "	0 30
No. 3 ..... "	0 25
No. 4 ..... "	0 20
No. 5 ..... "	0 17½

LIPTON'S TEA (in packages).

Color of Label.	1 lbs & ½ lbs. per lb.	Sold ¼ lbs. for per lb.
Ceylon-India, Ex. ch'st A Yellow	45	47
" " " B Red	40	42
" No. 1 C Pink	35	37
" 2 C Orange	28	
" 3 C L. Blue	22	
" 4 C L. Green	20	

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 3½s, 5s. and 10s....	$0 39
" Amber, 8s. and 3s	0 60
Chewing—Stag, bars, 10½oz	0 43
" Bobs, 5½s. and 11s	0 44
" " 10½ oz. bars, 6s	0 44
" Currency, 12 oz. bars, 12s....	0 47
" " 6½s. and 12's	0 47
" Old Fox, narrow, 12s	0 47
" Snowshoe, 14½oz b'rs, sp'c'd 6½	0 51
" Pay Roll, 7s and 6½s	0 52
" Fair Play, 8s. and 13s	0 53

Vinegars.

E. D. MARCEAU, Montreal. Per gal.

EMD, pure distilled, highest quality..	$0 30
Condor, pure distilled	0 25
Old Crow	0 20

Special prices to buyers of large quantities

GRIMBLE'S MALT.

Bulk, ¼-casks, 25 gals	$5 45 $10 95
" casks, 60 "	10 25 22 40
Bottles, cases, 3 doz	3 25 4 40

Washing Powder.

FAIRBANK'S GOLD DUST.

Five cases assorted—	
24 25c. packages	$4 65
100 10c. "	7 80
100 5c. "	3 90

Freight prepaid.

Cane's Woodenware.

UNITED FACTORIES, LIMITED.

	Per doz.
Washboards, Victor	$1 35
" Crown	1 45
" Improved Globe	1 60
" Standard Globe	1 70
" Original Solid Globe	2 00
" Superior Sld. Bk. Globe.	2 15
" Jubilee	2 10
" Pony	0 95
Diamond King (glass)	3 10
Tubs, No. 0	10 50
" " 1	8 50
" " 2	7 50
" " 3	6 50
Pails, No. 1, 2 hoops	1 75
" " "	1 90

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case	$1 00
Gillett's cream yeast, 3 doz	1 00
Jersey cream yeast cake, 3 doz. 5c	1 00
Victoria " " 3 doz. 5c	1 00
" " " 3 doz. 10c	1 80

BRUNNER, MOND & CO.'S

SODAS

Bicarb
Sal
Concentrated Sal
Caustic

EVERYWHERE KNOWN TO BE THE BEST.

WINN & HOLLAND, Sole Agents for Canada, MONTREAL.

THE DOMINION BREWERY CO., LIMITED

Brewers and Maltsters

TORONTO

Manufacturers of the Celebrated

WHITE LABEL ALE

ASK FOR IT AND SEE THAT OUR BRAND IS ON EVERY CORK.

Our Ales and Porters have been examined by the best Analysts, and they have declared them Pure and Free from any Deleterious Ingredients.

WM. ROSS, Manager

COX'S GELATINE

ALWAYS TRUSTWORTHY

Established 1725.

Agents for Canada:
C. E. COLSON & SON, Montreal.
D. MASSON & CO., Montreal.
ARTHUR P. TIPPET & CO., Toronto, St. John, N.B., and Montreal.

THE PEOPLE OF

JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.

BASKETS

We make them in all shapes and sizes. We have

Patent Strawboard Berry Box Grain and Root Baskets, Clothes Baskets, Butcher Baskets,

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE . . .

Oakville Basket Co.

Oakville, Ont.

You are Interested in Something.

Why not get the best items that are printed on the subject.

We read and clip thousands of newspapers every week — therefore we can equip you **speedily** and **economically** for a debate, speech, lecture, essay or anything else requiring up-to-date information and more of it than your competitors are likely to get.

Terms—100 Clippings,		$ 5.00
200	"	12.00
500	"	22.00
1,000	"	40.00

Send for our Booklet which fully explains the scope of the clipping industry.

We have also lists of firms in every branch of trade in the Dominion, the professions, club members, society, etc., and we are prepared to address and mail circulars or letters to these at any time.

CANADIAN PRESS CLIPPING BUREAU,

232 McGill Street, MONTREAL, QUE.
Telephone Main 1255.
10 Front St. E., Toronto. Telephone Main 2701.

Is Honest Goods and just the Thing on Which to Make or Extend a Business.

McLAREN'S

COOK'S FRIEND BAKING POWDER.

The Best Grocers make a point of Keeping it always in Stock.

A Cereal Clean Up

The boom is busted—Flat! !

Tens of thousands of cases of flaked foods on hand all over the country.

Unsaleable.

Grocers and Stockholders hit hard.

It was a lively clip while it lasted.

But now the side shows are closed and the lights out.

Nothing left but regret and fly spotted cartons of, "Eat a Hunka" or "Grab a Chunka."

Well, charge it off to experience.

But Experience is worthless if we don't gather some facts for future use.

Out of all this money losing scramble, these facts stand forth like beacon lights—

For 7 years the original prepared food Grape-Nuts has been a steady seller.

All this time the Postum Co. have made annual announcement that they would move and instantly pay for any excess or spoiled stock of either Postum or Grape-Nuts.

They have never failed to do this when called upon.

That has been mighty few times in the 7 years.

The demand is as steady as for flour or molasses.

It has always been kept so and is now by skillful, persistent and successful advertising.

The Company spends in round numbers a million dollars a year in talking to the people through newspapers and magazines.

The products are kept to the very highest possible standard of excellence.

The Postum Co., being the originators of the ready cooked food business, have been the target all the "trailers" have shot at.

But in the face of all this "howling warfare" the Postum Co. **did a larger business and made more money** during the year just closed than in any other.

Wholesale and Retail grocers are **always safe** in stocking Postum or Grape-Nuts.

The steady demand moves them.

If that **ever slacks** the Company moves them.

Look over the stock.

It don't pay to let customers buy elsewhere because you should happen to be out of standard, steady sellers like Grape-Nuts and Postum.

Don't forget the policy.

Don't forget the safety.

Don't forget the steady demand.

Don't forget the profit.

Don't forget to order.

Postum Cereal Co., Ltd.,
Battle Creek, Mich.

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 29.

VOL. XVIII. MONTREAL AND TORONTO, JANUARY 15, 1904. NO. 3.

PUBLISHED EVERY FRIDAY

CIRCULATES IN EVERY PROVINCE

THE CANADIAN GROCER AND GENERAL STOREKEEPER

QUALITY

When a salesman talks price to you—

Ask him about QUALITY

When he talks quantity—

Ask him about QUALITY

When he talks merit to you—

Ask him about QUALITY

That's the STRONG POINT in

Colman's Mustard

A PROPOSAL

Leap year is the time once in four years that unmarried ladies have the privilege to propose marriage to unmarried men. Business men can propose to their customers every year. We have a proposal to make, Mr. Merchant. Our biscuits are uniformly the best on the market. Will you take them, stock them and keep them always in stock as long as you are in business? It will not be for worse; it will be for better. This we guarantee. Did you say "I will?"

Christie, Brown & Co., Limited

Toronto and Montreal.

THE DOMINION MOLASSES CO. LIMITED.

HALIFAX, N.S.

These are our Brands and they are the best in the market. Every puncheon of our molasses is **guaranteed** to give perfect satisfaction. When you want molasses send to us for samples and prices. We have all kinds, in puncheons, tierces and barrels.

The Dominion Molasses Co.,

Limited

HALIFAX - - - - NOVA SCOTIA.

THE AUER GAS LAMP.

"TURNS NIGHT-TIME INTO DAY-TIME."

New Styles. Lower Prices.

No. 21
100 Candle Power.

Do you want a lamp which won't tire your eyes?

Do you want a lamp which makes sewing or reading a pleasure?

Do you want a lamp which gives more light than half a dozen kerosene ones for less money?

Do you want to sell the best lamp on the market?

THEN WRITE FOR
OUR CATALOGUE AND DISCOUNTS.

Every Lamp Guaranteed.

AUER LIGHT CO., 1682 NOTRE DAME ST., MONTREAL.

THE ONLY ESSENCE PRESCRIBED BY THE MEDICAL PROFESSION OF KING EDWARD'S DOMINIONS FOR PURITY AND EXCELLENCE OF QUALITY.

Bromley's Coffee Essence

NO GLUCOSE
NO CARAMEL
NO COFFEE FININGS
used in its manufacture.

WARRANTED under the FOOD AND DRUGS ACTS.

A SURE TRADE WINNER.

THE BEST SAUCE AND THE BEST VALUE IN THE WIDE WORLD.
IT PLEASES THE MOST FASTIDIOUS PALATE.

THE RESULT OF SEVEN YEARS SPENT IN SCIENTIFIC EXPERIMENT AND RESEARCH.

DR. LAING'S CREAM SAUCE

ITS CERTIFICATE OF CHARACTER IS UNQUESTIONABLE.

The only Sauce in the world in which has been successfully achieved the thorough emulsification and blending therein a suitable proportion of
PURE GRAPE JUICE AND RICH DEVONSHIRE CREAM.

SOLE CANADIAN AGENTS: **W. G. PATRICK & CO.,** Merchants, 29 Melinda St., **TORONTO**

Griffin & Skelley's Dried Fruits.

This is the one famous brand of California Fruits that never varies in its one standard of quality —*the highest.* Seeded Raisins, Prunes, Dried Apricots and Evaporated Fruits of all kinds. Sell the "Griffin" Brand and you sell the best. Sell it and you'll hold your trade. Sell it and you'll gain new trade—*you'll gain it and you'll keep it.*

Prunes.

"Griffin" Brand.

Large, black, meaty Prunes with small stones and fine flavor. Cured and packed with the greatest care. Packed where they grow. "Fine goods"—fine because of the great regularity with which they maintain their high reputation. Not packed in bulk and then re-packed, but sent right through in the original package.

"Easter" Brand.

Seeded Raisins.

Clean and perfectly cured. Sound fruit always. *You should place your orders now for prompt delivery.* Ask your wholesaler. *Insist* on having the "Griffin" Brand. *They satisfy.*

Sold by Leading Wholesalers.

ARTHUR P. TIPPET & CO., AGENTS,
8 Place Royale, Montreal.

EAT LESS MEAT

EVERY GROCER WHO CAN SUCCEED in getting this idea impressed on the minds of his customers stands to get more trade and make more money if he follows up his vantage by selling

"HALIFAX"
"ACADIA"
AND
"BLUENOSE"
CODFISH.

There is no cleaner, nicer or more convenient form in which fish can be offered than this. Your customers will like it, and you can easily establish a vogue for it. Once get the habit formed and you will have a lot of trade that now goes for the purchase of meat, and it will be a profitable trade too, for there is a good margin of profit for the grocer on every pound.

BLACK BROS. & CO., Limited,
MANUFACTURERS,
HALIFAX, N.S.

A. H. BRITTAIN & CO.,
Agents for Quebec and Ontario,
BOARD OF TRADE BUILDING, - MONTREAL.

THE BEST FLAVORED FISH IN THE WORLD ARE CAUGHT NEAR THE NOVA SCOTIA COAST.

EAT MORE FISH

1 and 2-lb. Tins.

Start the New Year right by placing an order for

S. H. & A. S. EWING'S

HIGH-GRADE

COFFEES and SPICES

Make **QUALITY** the foundation for 1904. Handle S. H. & A. S. EWING'S perfected products. Place your order now.

S. H. & A. S. EWING The Montreal Coffee and Spice Steam Mills
55 Cote St., MONTREAL, P.Q.

Every Housewife...

knows the advantages of a good broom. It's the foundation of a clean home. We want you to know our brooms. They are good brooms. Drop us a line and our traveller will call.

The **Waterloo Broom and Brush Co.,**
WATERLOO, ONT.

Use Live Bait.

R-O-Y-A-L
S-A-L-A-D D-R-E-S-S-I-N-G

Catches Trade
and Holds all it catches.
Let your customers know you recommend the BEST.
It will make you money.
ROYAL SALAD DRESSING is making new friends every day.

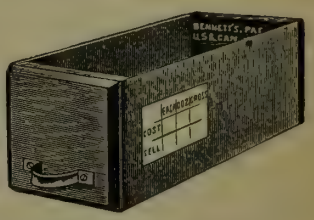
The Horton-Cato Mfg. Co.,
DETROIT, MICH., - WINDSOR, ONT.

...THE...

Bennett Manufacturing Co.

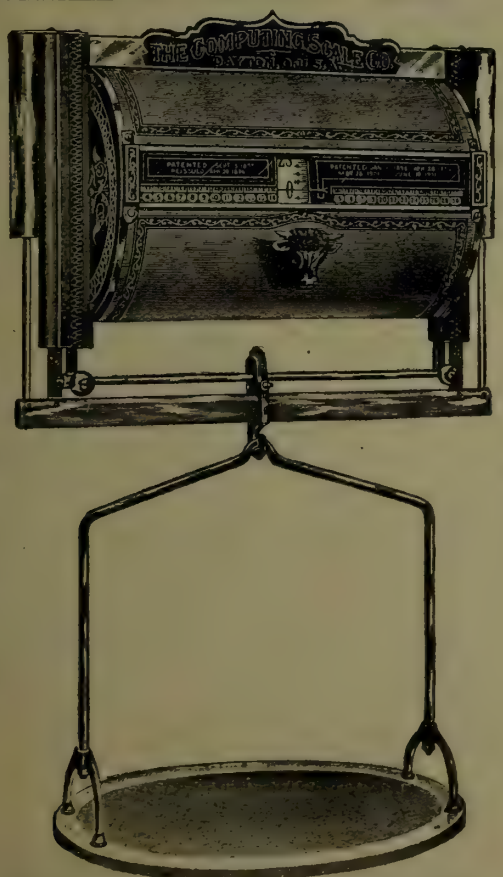
Bennett's Patent Shelf Box and Cabinets for Hardware, Grocery, Seed and Drug Trades, etc.

Owing to the steady and rapid growth of ourbusiness new quarters were needed.



Address all communications to our New Factory:
Pickering, Ontario

A MONEY SAVER.



SOON PAYS FOR ITSELF.

The Computing Scale Co. of Canada, Limited
164 KING ST. WEST, TORONTO, CAN.

The Australasian Grocer

The Organ of the Grocery, Provision and kindred Trades of the Antipodes.

Subscription $2.50 per Ann.

post free to any part of the world.
A handsome Diary is presented free to annual subscribers.

PUBLISHING OFFICES:
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Sydney, - Post Office Chambers
BRITISH OFFICES:
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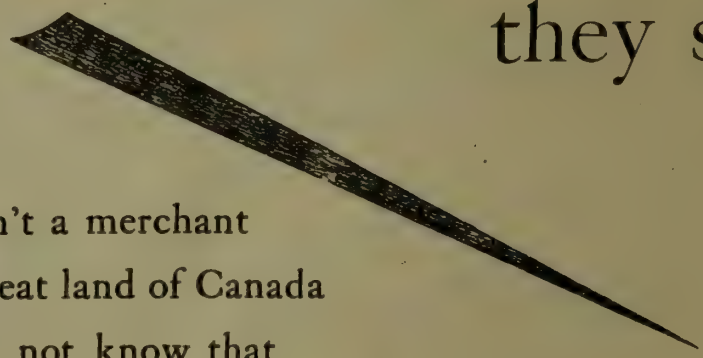
CANADIAN AND AMERICAN ENQUIRIES will receive prompt attention if addressed to the **LONDON OFFICE, 42 CANNON STREET, E.C.**

Specimen Copies Free on Application.

-Japan Teas

require no booming,
they speak for
themselves.



There isn't a merchant
in this great land of Canada
that does not know that

for **Purity,**
Cleanliness,
Flavor,
Delicacy and
Healthfulness

there are no teas
so desirable, so satisfactory and so profitable to
handle as

JAPAN TEAS.

Has stood the test of every climate.

HIGHEST AWARD

Wherever demonstrated, including the following Dominion, State, and International Exhibitions

Industrial Exhibition	Toronto, Canada	-	1903
Provincial Exhibition	Halifax, N. S.	-	1903
Provincial Exhibition	Victoria, B. C.	-	1902
Pan-American Exposition	Buffalo, N. Y.,	-	1901
Paris Exposition	Paris, France	-	1900
Trans. Miss. Exhibition	Omaha, Neb.	-	1898
World's Fair	Chicago, Ill.	-	1893

The products of THE ST. CHARLES CONDENSING CO. are famous the world over for HIGH QUALITY, ABSOLUTE PURITY, and ADAPTABILITY for all the purposes of fresh milk.

Home Office and Address:

Correspondence and trade orders solicited.

St. CHARLES, ILL., U.S.A. FACTORIES: Ingersoll, Ontario, Canada, St. Charles, and Chenning, Ill.

THE
MOST PROFITABLE to the GROCER
and
MOST SATISFACTORY to the LAUNDRESS

is Cold Water STARCH IVORINE

ASK TRAVELLERS THE PRICE

THE ST. LAWRENCE STARCH CO., Limited, - PORT CREDIT, ONT.

1/2

ABOUT HALF THE MAPLE SYRUP SOLD

has the words "Imperial Brand Maple Syrup" on the label—all the trouble comes of the other half.

Which "half" are you selling?

ROSE & LAFLAMME, Agents, - Montreal.

HIGH QUALITY

in an article is bound to win and keep trade — this accounts for the large sale of

PATERSON'S WORCESTER SAUCE

ROSE & LAFLAMME,
Agents,
MONTREAL.

CEYLON TEA
Black and Green

CEYLON TEA
Green and Black

THE TEA DEPARTMENT.

PROFIT	LOSS
Ceylon Teas	**Inferior Teas**

Get on the Profit Side of the Line.

The superior qualities of Ceylon Teas have been unquestionably established both as trade winners and profit bringers.

Make Ceylon Teas your specialty for 1904 and so be prosperous and happy.

CEYLON TEA
Green and Black

CEYLON TEA
Black and Green

There's nothing better in the Sauce line than

STRETTON'S PRIZE MEDAL SAUCE

A most delicious and appetising table sauce. For quotations address

Montreal Agents:

S. H. EWING & SONS,

96 King St., MONTREAL

Telephone Bell Main 65.
" Merchants 522.

INCREASE YOUR BUSINESS
By subscribing to BOOKSELLER AND STATIONER.
Be informed on the Book, Stationery and Fancy Goods Trades—What to buy. Where to buy.
MONTHLY: One dollar per year.
MacLEAN PUBLISHING Co., Limited,
Montreal, Toronto, Winnipeg.

MOTT'S DIAMOND CHOCOLATE
JOHN P. MOTT & Co
HALIFAX, N.S.
ESTABLISHED 1849
IS THE BEST.

For Sale Everywhere.

—:o:—

ASK FOR

MOTT'S.

COWAN'S

Perfection Cocoa (Maple Leaf Label). **Royal Navy Chocolate, Queen's Dessert Chocolate, Chocolate Cream Bars, Cowan's Cake Icings,** Chocolate, Pink, Lemon Color and White

Cowan's Swiss Milk Chocolate, Famous Blend Coffee, etc., etc.

Are the standard goods for purity and excellence.

Manufacturers
THE COWAN CO., Limited - - TORONTO

THE
Burlington Canning Co.
Burlington, Ont. Limited

Manufacturers of

ALL KINDS OF CANNED GOODS

Fruits, Vegetables,
Meats, Poultry,
Pork and Beans,
Jams, Jellies, Catsups,
and Relishes.

All goods under "Burlington Brand" are strictly first-class, produced in the Burlington district, packed fresh from the field and unequalled in natural flavor.

Do you use . . **FOSTER'S POTS?**

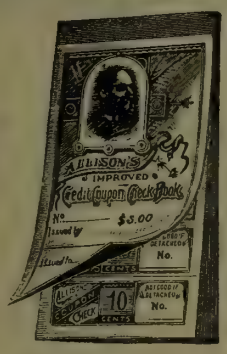
STRONG DURABLE LIGHT

POROUS AND CHEAP

THOSE WHO DO WILL HAVE NO OTHER.
A post card brings price list and all particulars.

The FOSTER POTTERY CO.
HAMILTON, ONT. Limited

They Cost Something, Of Course.



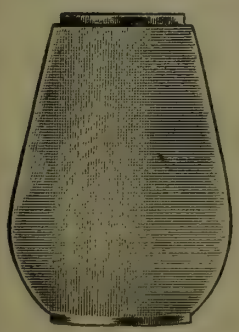
But enough Allison Coupon Books to last a year won't cost as much as the amount you will lose by the carelessness of your clerks in forgetting to "charge up" numerous small purchases; and disputed pass-book entries, where you have to allow your customer's kick, or lose him.

IF A MAN WANTS CREDIT

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING. There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by
THE EBY, BLAIN CO., Limited, TORONTO.
C. O. BEAUCHEMIN & FILS, MONTREAL.
ALLISON COUPON CO., Manufacturers,
Indianapolis, Indiana.

ARE YOU USING OUR



Cold Blast or Jubilee Globes

Aetna or Quaker Flint Chimneys?

Give them a Trial.

THE SYDENHAM GLASS CO.
OF WALLACEBURG, LIMITED.

It's handy to use our brown and manilla

Wrapping Papers

because they have strength and durability essential to satisfactory wrapping papers. Full weight and full count in every order.

CANADA PAPER CO.
Limited

Toronto, Montreal and Windsor Mills, Que.

Best
by
Test

Sole
Proprietors
AMERICAN COFFEE &
SPICE CO., - Toronto

Sterling
Brand
Pickles

LEAD IN
QUALITY.

Your store is known by the quality of the goods you keep. Poor quality goods do an injury to your trade that means money lost to you. The grocer who sells this brand of pickles is at least sure that the customers will be pleased with them.

The T. A. LYTLE COMPANY, Limited
124-128 Richmond St. West, TORONTO.

Pure, Delicious, Best.

are the THREE TERMS that correctly describe

HIGHEST AWARD, LONDON, 1893.

STRETTON'S
(PRIZE MEDAL)
Worcestershire
SAUCE

Our Special Cheap Line, the "PURE" Worcester, is the best and cheapest on the market. Ask your Wholesale House to send you on a case with your next order.

CANADIAN AGENTS:

Messrs. S. H. Ewing & Sons, Montreal.
Mr. John Fisher, Manufacturers' Agent, Toronto.
E. Nicholson, Winnipeg. L. H. Millen, Hamilton.
Messrs. Clawson & Co., St. John, N.B.
Messrs. Wm. Tuffts & Son, Vancouver, B.C.
Mr. H. H. Stimpson, Halifax, N.S.

Sole Manufacturers
Stretton & Co., Limited, WORCESTER, ENGLAND.

CANE SUGAR.

Consumers are becoming more critical in their tastes every day, and, more than ever before, are insisting on the best of everthing. Sugar, like butter, is an article very easily judged by the average housekeeper; keep up your reputation for fine goods.

ST. LAWRENCE EXTRA GRANULATED

is perfection. Made from West India Cane Sugar. No blueing at all used in its process of manufacture. This is a strong feature.

The St. Lawrence Sugar Refining Co.,

Limited,

MONTREAL.

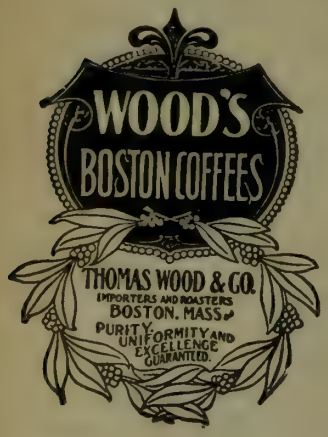
TEAS— That show the retailer a handsome profit.

We are carrying a complete assortment of splendid values which can be retailed at 25c. and up, and you make a good profit, and guarantee your customers exceptional quality for the money.

W. H. GILLARD & CO., Wholesale Grocers, - HAMILTON.

Branch CANADA GROCERS LIMITED.

NO COMPROMISE.



You know what the word "Compromise" means. Familiarly expressed it signifies "Dodging the main question."

In trade the compromiser or "trimmer" generally has "something better at the same price."

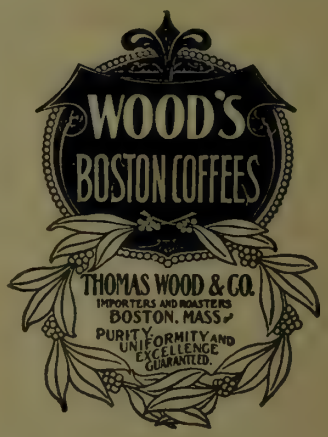
You want standard goods, but miss the mark, and compromise ends in trouble.

There is an intrinsic value in every pound of **Wood's Coffees**—their purity and high character are everywhere recognized.

These are stubborn facts for the compromiser.

Canadian Factory and Salesroom,

No. 428 St. Paul St., - MONTREAL.



Our **TEA SALE** is still going on. Write for samples before bargains are all gone.

FISH is getting very scarce. We have full stock. Send us trial order, or telephone No. 1446 and No. 1447.

BALFOUR & COMPANY, WHOLESALE GROCERS, **Hamilton, Canada**

YOU TAKE

no chance of losing business when you sell goods you can rely on.

REINDEER BRAND

condensed milk always fresh and every tin guaranteed.

W. G. A. LAMBE & CO., Agents.

Window and Interior Displays

Timely Hints and Suggestions.

Interior Order.

THE first impression gained by the customer upon entering the store determines the pleasure with which the purchases are made and the amount of future business. If the general feeling is satisfactory, if the mind is not taken up with dodging stock placed helter-skelter over the floor, if the arrangement and order is of such a kind as to impart a feeling of rest, the customer goes about his business with a high regard for the firm and its methods and will return at the first opportunity. The reason for this is easily discovered by the merchant, if he would attempt to analyze his own feelings upon entering any other place of business. The difficulty to be combatted in his case is that in his criticism of the arrangement of another store his mind grasps only particular objects, rather than the general fault, and it will mostly be found to rest really upon the latter. For instance, he will argue conclusively that a certain barrel that is occupying a prominent position in the centre of the floor should be removed to the store-room; that those boxes or bags on the counter should give place to neater articles or to a clear space; that the office should not be so near the front of the store where it breaks in on the business appearance of the place. But he does not appear to have resolved all these into the one general criticism—that there is lack of order, that there is in general a thoughtless arrangement of goods.

With his mind satisfied as to the faults existing in his neighbor's place of business, he returns to his own store, observes that no barrel occupies the objectionable position, that his counters are free from boxes and bags and that his office is carefully situated in an out-of-the-way corner, and he then concludes that he is free from the faults seen elsewhere, and is thankful he is not as other men are. At the same time, he may allow a few barrels in positions that are only a degree more suitable; his counters may be filled up with cartons, samples of bulk goods or other packages, and his office may be even more conspicuous in its unsightly exterior. And his neighbor may come in and congratulate himself that he has avoided mistakes that the first critic has made.

There are certainly many points in the interior arrangement of a store that are now, and will remain, open to argument, and individual tastes may differ so much as to render interiors very dissimilar in appearance, and yet both display neatness and taste. The general subject of order, however, is practically the same all over, the details counting but little with men whose ideas on the subject are otherwise than very misty and vague. Barrels in sight, whatever the position may be, are not features of a neat interior. Counters should be free from almost all stock save what may be kept in show cases, and the office must be well built wherever it is placed. Neatness must exist in every successful store, and to obtain this the stock should be confined as much as possible to the shelves, show cases and fixtures specially made for the purpose.

"Maple Leaf" Tea Window—shown by L. W. Bailey, Vancouver, B.C.

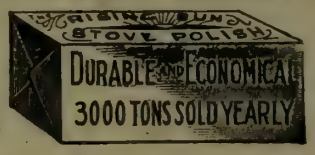
This Week's Illustration.

The principal feature of the decoration of the "Maple Leaf" tea window, shown by L. W. Bailey, Vancouver, B.C., is the use of maple leaves. In this case the same thing decorates and advertises, and does both in a highly satisfactory manner. Maple leaves, or leaves of any kind, are valuable adjuncts to any display, but are very seldom used, perhaps because of the fact that they are so easy to obtain and so common. Either green or in their Fall colors, they add much to the decoration, and their very uncommonness in a window display makes them more attractive. Unfortunately, the picture is too indistinct to bring out properly the scheme observed in their arrangement.

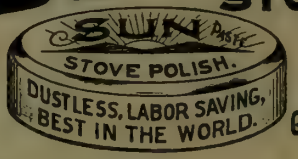
The stacking of tea packages shows some thought, but the introduction of boxes of cream sodas is not a good scheme, as they have no connection with tea, and possess the additional disadvantage of showing merely the outside of the boxes containing them, and not the contents, making them of inconsiderable value in any window display. The use of tea boxes, with their inartistic exterior, is not to be commended, admitting, as they do, of no scheme whereby they can be used as a decoration, and in this case adding nothing to the advertising qualities of the tea packages.

The window-dresser has adopted a good idea in his display of tomatoes. These goods, being perishable, must be disposed of in a certain time, whatever else is shown in the window. As they are in no

RISING SUN STOVE POLISH IN CAKES
WELL KNOWN AND RELIABLE



SUN PASTE STOVE POLISH IN TINS
GUARANTEED TO THE TRADE



Our packages are larger and more attractive in style than any others.
The quality of our goods is superior to anything else on the market.

MORSE BROS., Proprietors, Canton, Mass.

For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

way connected with the main idea of the display, he has placed them in the entrance side of the window, thus separating them from the main window and yet keeping them before the public. The forward position in the window of the teas also aids in this separation. Oddly enough, the bacons suspended from the woodwork surrounding the window do not detract from the general appearance, although more symmetry could have been observed in the placing of them.

SPICE FLUCTUATIONS.

AN interesting and comprehensive series of charts has just been issued by John Clarke & Co., spice brokers of New York, showing the rise and fall of prices of the various kinds of spices from 1869 to the present. The list includes the ups and downs of Singapore pepper, nutmegs, Zanzibar cloves, China cassia, pimento, and African ginger.

The fluctuations in Singapore black pepper in the last 30 years are wide and varied. Starting at 10c. a pound in 1869, the crop yield and trade conditions caused it to advance by graded steps until it is sold at 18c. per pound in 1873. Then the course was downward, touching 7½c. in 1879, which was followed by another upward rise to the 18c. mark in 1886. For ten years following, there was a steady decline in values, until, at the end of 1895, it sold at 4½c. The market then gradually recovered, and in 1900 got up to 13½c., around which point it has stayed ever since.

Nutmegs are based on 105s to 110s for the sake of comparison, and the gradual drift of prices has been toward a lower level. With prices at 43c. in 1869, the rise to 90c. in 1874 was quite rapid. Then decline followed decline, with intermediary advances, until the price dropped to 19½c. last year. Now the quotation is 28½ to 29c.

In Zanzibar cloves, long strides have been made in price fluctuations. Selling at 8c. at the beginning of 1869, there was a sudden jump from 1871 to 1874 to the high-water mark of 45c. In 1879 the price was 41c., in 1883 sales were made at 10c., in 1886 it had jumped back to 27c. and from then until the present time there has been a decline to 8¾ to 9c.

The prices for China cassia, which do not include duty for the years when this commodity was dutiable, are one long series of falling values. In 1869 the price advanced from 21c. to 29 to 30c. In 1892 it had dropped by successive steps to about 2c., and then showed a slightly better turn up to the present quotation of 9¼ to 9½c.

Pimento has been wildly erratic in its price career, jumping from 3½c. in 1871 to the record price of 12c. in 1880. This was followed by a rapid decline to the low record figure in 1886, reaching the 10½c. mark in 1898 and 1899, and being quoted now at 7 to 7½c., with very little offering from Jamaica and the possibility of further advances in the near future, as a result of the recent hurricane, which is supposed to have seriously damaged the crops.

The price of African ginger in 1869 was 11c. and in 1874 it had reached 13c. During the next 20 years there were marked fluctuations, and in 1893 the price had reached the highest point of 13½c. Then there was a drop in 1897 to 4c., and at the present time the price is 6½ to 6¾c.

The following comparative table shows the high and low prices reached during the last 31 years :

	High.	Year.	Low.	Year.
Nutmegs	90	1874	18	1902
Pepper	18	1873-86	4½	1895
Cloves	45	1874	3¾	1894
China cassia	30	1869	2	1892
Pimento	12	1880	3½	1886
African ginger	13½	1893	3½	1889

THE JAPANESE METHOD.

A YOUNG Japanese asked an English firm to give him a position, and, finding that he could speak and write English admirably, the manager agreed to give him a trial. Some days afterward the cashier summoned him and told him to write a letter to a customer who owed some money to the firm and who showed no intention of paying.

"Write briefly and politely," said the cashier, "but let him understand distinctly that we expect him to pay the money without any further delay."

The Japanese wrote the letter, and on the following day a check for the full amount due was received from the customer. Considerably surprised, the cashier asked the Japanese to give him a copy of the letter which had produced such quick effect, and here is what he read :

"Dear Sir :—If you do not send us at once the money which you owe us we we shall be obliged to take steps which will cause you the utmost astonishment. Respectfully yours."—Kansas City Independent.

BAIT FREEZERS A SUCCESS.

Mr. P. MacFarlane, of New Glasgow, who has had charge of the bait freezing scheme of the Government, has been in Ottawa a few days on departmental business. He reports that the bait freezing establishments in most localities are proving a great boon to the fishermen by providing them with bait at seasons when it is difficult to get. In some districts, however, the freezers which are managed by the associations, have not fulfilled expectations largely owing to lack of unity on the part of the fishermen. Mr. MacFarlane is of the opinion that the Government will find it necessary to modify the present scheme by placing the management of the freezers in the hands of single individuals or of small committees.

From PLANTATION to CUP

UBERO COFFEE

We offer it "Whole" or "Ground." 1-lb. Cans. 31c. per lb.

Wiith our "Checker" Brand Coffee we give free coupons, entitling buyers to a nice Coffee Mill free.

LUCAS, STEELE & BRISTOL, The Original Quick Shippers, Hamilton.

Orange Marmalade.

We put this up in glasses, and in 5-lb., 7-lb., 14-lb. and 30-lb. pails.
We are not ashamed of this line, and the price is right.

THE CANADA BISCUIT CO., LIMITED

King St. West and Bathurst St. Cars pass our Works. King and Bathurst Streets, TORONTO.

TO OPEN 1st to 15th FEBRUARY.

James Turner & Co.

(Calgary Branch Canada Grocers, Limited)

Corner Stepen Avenue and 3rd Street,
CALGARY, ALBERTA.

LLOYD T. MEWBURN,
MANAGER.

Warehouse on Switch. Cars loaded and unloaded direct from or to warehouse.

Thomas Kinnear & Co.

Wholesale Manufacturing
and Importing Grocers

49 Front St. East,

TORONTO.

Telephones { Main 37
Main 104

Sole Agents for

CROWN BLEND TEA
" COFFEE
" BAKING POWDER
" MOLASSES
VICTORIA EXTRACTS

PROMPT SHIPMENT.

It Stands at the Top

MacLaren's Imperial is the leading cheese product of Canada. Its quality never varies. It is always the same.

Be Sure You Don't Run Out Of It

A. F. MACLAREN IMPERIAL CHEESE CO., Limited,
Manufacturers and Agents,
Toronto, Ont.

Business Changes

ONTARIO.

THE premises of Stephenson & Mullen, grocers, and of H. S. Stephenson, general merchant, both of Campbellford, have been destroyed by fire.

D. Leitch, grocer, West Lorne, has sold out to J. R. Skinner.

J. Reid & Co., general merchants, Thorton, have assigned.

The A. B. Taylor Canning Co., Bloomfield, have obtained a charter.

J. Read & Co., general merchants, Thornton, are offering to compromise.

The Ceylon Tea Co., Carleton Place, have advertised their business for sale.

W. J. Moore, grain dealer, Chatham, has admitted W. H. Benson to partnership.

A meeting of the creditors of The King Produce Co., Stratford, was announced for 9th inst.

Park & Hodgins, general merchants, Sutton West, have sold their stock to G. H. Johnston.

The assets of J. Lanthier, general merchant, Wendover, were advertised to be sold 12th inst.

Charlebois Bros., general merchants, Penetanguishene, are advertising their business for sale.

The grocery business of the estate of Wm. Monk, Hamilton, has been advertised for sale by tender.

The premises of Gorman, Eckert & Co., manufacturers of spices, etc., London, have been damaged by fire.

H. O. Charlton, grocer, Toronto, is offering to compromise. Meeting of creditors was held on the 7th inst.

W. J. Brooke, general merchant and proprietor of a shingle mill, Providence Bay, has assigned to D. A. Beckell.

B. Hunter, general merchant, Dacre, has assigned to W. A. Cole. Meeting of creditors advertised for 14th inst.

Hall & Glavin, general merchants, Mount Carmel, have dissolved partnership. Mr. Hall continues in business.

The premises of G. Williams, grocer, baker and confectioner, Guelph, have been damaged by fire. Loss covered by insurance.

The premises of C. Davidson, baker and confectioner, and of Thomas Bros., grocers, both of Cambellford, have been destroyed by fire.

W. A. Wilkins, confectioner and fruit dealer, London, has assigned in trust to H. Hawthorne. Meeting of creditors announced for 19th inst.

QUEBEC.

Lazarus & Coyle, grocers, Montreal, have registered.

P. Leroux & Cie., manufacturers of shoe polish, etc., Montreal, have registered.

Rabinovitez Bros., general merchants, St. Guillaume d'Upton, have assigned.

The assignment of L. Noel, dealer in hay, Montreal and St. Marc, has been demanded.

Kent & Turcotte have been appointed curators to P. Bourassa, hay dealer, Yamachiche.

D. A. McPherson & Co., wholesale produce dealers, Montreal, have dissolved partnership.

Consent of the assignment of J. Beaulieu, wholesale provision dealer, Montreal, has been filed.

B. Beaulieu, general merchant, Ste. Helene, has made an assignment. V. E. Paradis, provisional guardian.

A. Danfousse has been appointed curator to Marchand & Co., hay and grain merchants, Pont de Maskinonge.

C. G. Racicot & Co., flour and grain merchants, St. Hyacinthe, have dissolved partnership. C. G. Racicot continues in business.

A meeting of the creditors of W. B. Newsome & Co., manufacturers of jams, marmalades, etc., Montreal, was announced for 9th inst.

MANITOBA AND N.W.T.

J. J. Story, general merchant, Wawanesa, has sold out to R. Weir.

McKague & Gunn, confectioners, Melfort, have dissolved partnership.

T. G. Hoar, tobacconist, etc., Killarney, is advertising his business for sale.

Galloway Bros., general merchants, Wellwood, have sold out to W. Walker.

The premises of Code & Crozier, general merchants, Olds, have been damaged by fire.

The premises of F. Brinkworth, general merchant, Belmont, have been destroyed by fire.

Rocan & Co., confectioners and druggists, Somerset, have sold out to L. Pambrum.

G. H. Brown, general merchant, and Heggie & Pegg, general merchants, both of Condie, have been succeeded by The Condie Supply Co.

NEW BRUNSWICK.

S. Tufts, of S. Tufts & Son, grocers, St. John, is dead.

H. W. Smith, grocer, Milltown, has been burned out. Loss estimated at $600; partially covered by insurance.

BRITISH COLUMBIA.

The B. C. Supply Co., grocers, Vancouver, have assigned.

The premises of the Victoria Creamery Association, Victoria, have been damaged by fire.

Cables from the East report that receipts of cloves at Zanzibar for the first half of December has been only 250 bales, that the second crop is not expected to exceed 7,000 bales and that the total outturn is expected to fall short of 35,000 bales.

IF YOU WANT THE BEST

JAMS
JELLIES
OR
ORANGE
MARMALADE

YOU MUST
INSIST ON
GETTING

UPTON'S

A. F. MacLAREN IMPERIAL CHEESE CO., Limited, SELLING AGENTS. TORONTO.

We can meet your requirements in

TEAS

See our travellers' samples.

THE

Davidson & Hay,

LIMITED,

Wholesale Grocers,

TORONTO.

DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

Wiley's Boarders' Holiday.

DR. WILEY, of the Bureau of Chemistry, United States Department of Agriculture, has given his class of volunteer "poison experimenters" a three-weeks' vacation. This action is said to give the experimenters with preserved foods a holiday, but it is not denied that the primary cause is the threatening condition of the health of the members after living for several weeks on a diet of salicylic acid in constantly increasing doses. The class have not taken kindly to the salicylic diet and have grumbled over it, as they did not do over the borax menu of last Winter. No alarm is felt about the condition of their health, and, while the experts are watching them carefully, they have no intention of abandoning the experiments. Dr. Wiley says everything is natural and normal and as he expected.

Only one of the boarders has a good word to say for the salicylic diet. He is a clerk who came into the class with a bad case of rheumatism, and who, through the action of the acid on his system finds himself free from his painful ailment.

New York Butter Market.

The year 1903 was a record year in the volume of business in butter transacted in New York, being only exceeded by the year 1896, says The National Provisioner. The total receipts were 2,163,518 packages, an increase over the previous year of 186,890 packages. Prices ranged from 19c. to 29c., but seldom were quoted above 25½c. The total value of butter sold in New York in 1903 was $26,351,649, as compared with $21,460,772 in 1902.

According to estimates made by The New York Produce Review, on January 1, 1904, the amount of butter in cold storage and private refrigerators is given at about 201,599 packages, 171,599 packages in the cold stores, and 30,000 packages in the private refrigerators. The average weekly consumption is placed at about 41,000 packages. During the last week the market in New York has been better than in previous weeks, and there has been greater withdrawal of goods from cold storage. The severe weather has affected the production of fresh butter in all sections of the country. The market, on the whole, is much more favorable than during December, and better than last week, freezer stock being taken out at the rate of about 15,000 packages a week.

Big Creamery in Denver.

One of the largest creameries in the world is being built in Denver, Col., by The Beatrice Creamery Co. Some months ago this company increased their capital stock from $500,000 to $1,000,000 for the purpose of erecting a plant in Denver, and to build up their trade in the West and Northwest. The building will be five storeys high and contain all the latest known appliances and full refrigerating outfit for the proper handling of dairy products. The capacity of the plant is estimated at from 4,000,000 to 5,000,000 pounds of butter annually. Cream from 200 creameries and shipping stations in Colorado, Nebraska and Kansas will be received, and the product of 10,000 farms will be handled. The plant will cost $200,000.

Visible Stocks of Lard.

THE N. K. Fairbank Co., Chicago, Ill., write THE CANADIAN GROCER, under date of January 4, 1903, of follows :

Our cable advices give the following estimates of the stocks of lard held in Europe and afloat on the 1st inst, to which we add estimates of former years, and stocks in cities named :

	1904. Jan. 1.	1903. Dec. 1.	1903. Jan. 1.	1902. Jan. 1.	1901. Jan. 1.	1900. Jan. 1
Liverpool and Manchester	10,000	10.500	6,500	7,500	10,000	35.500
Other British ports	1,500	1,500	1,800	3,000	6 000	7,000
Hamburg	13,000	12,000	3,000	8 000	3.500	12,000
Bremen	1,000	500	1,000	1,500	1,500	3,000
Berlin	3,000	2.000	500	1,000	2,000	4 000
Baltic ports	7,500	8 000	4,500	7,000	6,500	6,000
Amsterdam, Rotterdam, Mannheim	700	500	1,000	1,000	500	3,000
Antwerp	1,000	1,000	3 000	3,000	1,500	2,500
French ports	700	900	2 50	3,000	3,500	7,000
Italian and Spanish ports	500	500	500	1,000	1,000	1,000
Total in Europe	38,900	37,400	22,050	38,000	36,000	81,000
Afloat for Europe	65,000	50,000	56,000	63,000	63.000	75.000
Total in Europe and afloat	103,900	87,400	78,050	101,000	99,000	156,000
Chicago prime steam	10,336	19,920	14,468	45.836	44,227	82,580
Chicago other kinds	9,633	8,082	8,413	6,952	5,723	11,504
East St. Louis	1,150	840	....	1 538	566	7.500
Kansas City	5,188	3,682	2,961	14,983	4.301	3.179
Omaha	3 128	842	1,363	3,706	2,958	5.665
New York	8,849	5,537	5,427	8,054	9,097	13,015
Milwaukee	3,097	1,857	895	4,565	702	5.022
Cedar Rapids	....	....	....	2,386	1,113	2,268
South St. Joseph	2,047	1.845	2,075	5,624	1,400	974
Total tierces	147,328	130,005	111,652	194.644	169,147	287,707

Milk by the Cake.

The inventors of a method by which milk is now being solidified on a considerable scale confidently believe that their discovery will not only abolish the many dangers of the dairy, but will eventually do away with the dairy itself; they are confident, that is, that the day of liquid milk is over.

People who have tried to solidify milk before have employed, it is said, too low a temperature in their fear of decomposing its fats and sugars, and in consequence have failed. But by the Just-Hatmaker process the liquid milk is whisked around polished cylinders kept at a fierce heat by steam, and comes off in a few seconds in the form of a continuous creamy white sheet, five feet in width. This is reduced to powder and may be compressed into cakes.

The feature of the product is that it is still potentially milk—the whole milk, and nothing but the milk, and to make new milk at any time it is only necessary to add the seven parts of water which have been evaporated.

The result is said to be difficult to distinguish from fresh milk. Its cream rises naturally, and it may be made into butter or cheese. The powder and cakes keep indefinitely, and samples have been sent round the world and kept for three weeks in Shanghai, returning quite fresh. Obviously it is impossible to water, skim, or adulterate solid milk, and a fact to which the inventors attach extreme importance is that all attempts to cultivate microbes on it have failed.

Telegraphic Address, "DOMINO," Charlottetown.

The Dominion Packing Company, LIMITED.

Codes Used A.B.C. LIEBERS PRIVATE.

Charlottetown, P.E.I. Canada

TO THE TRADE

Our travellers are now out with full samples of our new pack Canned Meats, etc. We guarantee the quality equal to any packed on the American Continent. All bright, artistic labels. Let us give you quotations on your season's requirements—it pays to look ahead.

C. C. Corned Beef, 1's, 2's, 6's and 14's, square tins.
Whole Ox Tongues, sizes, 1½'s, 2's and 2½'s.
Prime Roast Beef, sizes, 1's, 2's and 6's.
Prime Roast Mutton, sizes, 1's, 2's and 6's.
Lunch Tongue, size, 1's, 2 doz. to case.
Oxford Sausage, sizes, 1's and ½'s.
Oxford Brawn, sizes, 1's and 2's, square tins.
Compressed Cooked Ham, sizes, 1's and 2's, square tins.
Potted and Deviled Meats, sizes, ½'s and ¼'s.
Chipped Dried Beef, sizes, 1's and ½'s.
Honeycomb Tripe, sizes, 1's and 2's.
Royal Baked Beans, sizes, 1's, 2's and 3's, either plain or with sauce.
Lunch Sausage, size, ½'s, 4 doz. to case.
Vienna Sausage, size, ½'s, 4 doz to case.
Soups, Ox-Tail, size, 2's, 2 doz. to case,
Kidney Stew,
Mutton Broth.

ABOVE ALL PACKED IN KEY-OPENING TINS.

Royal Condensed Mince Meat, 36-12 oz., 36 packages to case.
Home-Made Wet Mince Meat, 2 and 5 lb., fibre packages; 7, 14 and 25 lb. pails, tubs and bbls.

We control the product of

"The Charlottetown Preserving Co."

Pure Fruit Jams,
Canned Fruits, etc.

Branches at HALIFAX, SYDNEY and ST. JOHN'S, NFLD.

Fresh Sausage and Brawn

Here are two good selling lines, especially at this time of the year, when poultry is scarce and high in price.

We make them from fresh Pork and pure spices---there are none better on the market.

F. W. FEARMAN CO., Limited

PORK PACKERS and LARD REFINERS.
HAMILTON, ONTARIO.

Our English Brawn

Is a Trade Winner, always delicious and appetizing, nothing to equal it in the market.

Put up in Five-Pound Pails, Twelve to the Case.

Order Sample Case.

The Park, Blackwell Co., LIMITED

PORK AND BEEF PACKERS,
TORONTO, ONT.

PROVISION AND DAIRY MARKETS.

Toronto.

The usual lull after Christmas is being experienced. This is the heavy packing season, and packers are busily engaged putting up stocks. Receipts are quite heavy. There are few changes to note. Lard is perhaps a little easier. The fresh meat market continues steady but quiet; mutton is firmer. We quote:

Long clear bacon, per lb	$ 0 08½	$0 09
Smoked breakfast bacon, per lb	0 13	0 13½
Roll bacon, per lb	0 12	0 12½
Medium hams, per lb	0 11	0 11½
Large hams, per lb	0 09½	0 10
Shoulder hams, per lb	0 14	0 14½
Backs, per lb	16 50	17 00
Heavy mess pork, per bbl	18 00	18 50
Short cut, per bbl	15 00	15 50
Shoulder mess pork, per bbl	0 08	0 08½
Lard, tierces, per lb	0 08¼	0 08½
" tubs "	0 08½	0 08½
" pails "	0 07½	0 08
" compounds, per lb	6 40	6 50
Dressed hogs, light weights, per 100 lb		6 25
" " heavy "		10 50
Plate beef, per 200-lb. bbl	6 50	9 00
Beef, hind quarters	4 50	5 50
" front quarters	6 50	7 25
" choice carcases	5 50	6 50
" medium	5 50	5 75
" common	6 50	7 50
Mutton	7 00	8 75
Lamb	6 00	9 00
Veal		

Butter—This market is exhibiting an easier feeling generally this week. At these prices there is a free movement, especially of creamery. In dairy, however, there is an accumulation, particularly in rolls. As there has been no Winter cheese this year the production of butter has been greater than usual. The quality of creamery is, of course, good, but complaints are heard of the unsatisfactory quality of some of the dairy. We quote:

	Per lb.	
Creamery prints	0 20	0 22
" solids, fresh	0 20½	0 21
Dairy rolls, large	0 16½	0 17½
" prints	0 17	0 19
" in tubs, best	0 15	0 16
Under qualities	0 13	0 14

Cheese—The situation is some brighter this week. There is more going into consumption, and the bulk is held in strong hands, who paid about a cent higher than present prices. The probability is that we shall see higher prices. We quote:

	Per lb.	
Cheese, large	0 10½	0 10¾
" twins	0 11	0 11¼

Montreal.

A steady market for hog products with little or no change in price is reported to us this week. A fair business in lard is being transacted at steady prices. Trade in ham and bacon is reported quite satisfactory. We quote:

Canadian short cut mess pork	$17 50	$18 50
American short cut clear	17 50	18 00
American fat back	18 00	18 50
Bacon, Wiltshire, per lb	0 13	0 13½
Extra plate beef, per bbl	11 50	12 00
Lard "Boar's Head" brand, tierce basis		0 07¼
Carloads, less		0 00¼
20-lb. tin pails, tierce basis		
Half-bbls., over tierce		0 00¼
60-lb. tubs, "		0 00¼
20-lb. wood pails "		0 00½
10-lb. tins, "		0 00½
5-lb. tins, "		0 00¾
3-lb. tins, "		0 01

Wood net, tin gross weight

	Wood.	Tin.
1 to 25 pails	1 58	1 48
26 to 49 pails	1 55	1 45
50 pails and over	1 53	1 43

Butter—The market continues firm and there are no new features to report. Business is confined almost entirely to local trade and its volume has been very small this week. We quote as follows: Finest fresh prints, 22 to 23c.; finest Fall made creamery in 56 lb. boxes, 22 to 23c.; Winter made, 20½ to 21c. Dairy butter is not in particularly good supply, deliveries being lighter than at this time last year. Prices for good dairy butter range from 17 to 18c., and for cooking butter from 14 to 15c.

Cheese—Market firm due to increased inquiries from England, but it does not appear that actual business has been much increased. Finest strong cheese is now quoted at 12 to 13c.; mild, 11 to 11½c.

St. John, N.B.

There is a rather firmer market in barreled pork. The market has been particularly uneven this season. Beef is rather dull; of late years our lumbermen have used an increasing quantity of fresh beef. Pure lard is again lower; the stock held is quite large. Refined lard is now almost the same price as pure. Low priced compounds are little used. Smoked meats hold quite firm; the trade is chiefly done by local curers. In fresh beef there is a good supply. Prices are quite low. Domestic is freely offered. Lamb is firmer, supply beginning to fall off. Mutton is dull. New veal is offered; price quite firm. Pork is unchanged, offerings not being large. We quote:

Mess pork, per bbl	$16 00	$18 00
Clear pork "	17 00	18 00
Plate beef "	11 00	12 00
Mess beef "	10 00	11 00
Domestic beef, per lb	0 05	0 07
Western beef "	0 08	0 09
Mutton "	0 05½	0 06
Veal "	0 06½	0 07
Lamb "	0 07½	0 08
Pork "	0 07	0 07½
Hams "	0 12	0 14
Rolls "	0 10	0 11
Lard, pure, tubs "	0 08½	0 09
" " pails "	0 09	0 09¼

Butter—Butter tends higher for best grades, but stocks of average quality are ample. We quote:

Best tub Butter	0 18	0 20
Good dairy tubs	0 16	0 18
Fair "	0 14	0 15

Eggs—Are quite scarce and higher prices are asked. Strictly fresh eggs are a luxury. We quote:

Eggs, henery	0 30	0 35
" case stock	0 24	0 26

Cheese—While a light stock, shows but little life. The sale is light. We quote:

heese, per lb	0 12½	0 13

Trinidad Provisions.

Under date of December 17 Gordon, Grant & Co. write from Port of Spain, Trinidad, of provisions, as follows:

Pork and lard are moving slowly at late quotations, although stocks of both are moderate. Family beef is firmer in sympathy with Chicago advices, and higher prices are now asked for all grades. Imports of Morlaix butter have at last moderated, and an advance is now obtainable for fresh landings. For cheese and hams there is now more inquiry.

A later letter from the same people, dated December 31, reads thus:

There is no change in the position of either pork or lard, and values, if anything, are easier. Family beef is held for advanced rates, which are likely to be obtainable shortly, as stocks are not large. For Morlaix butter there is now more inquiry, and for fresh arrivals an advance is asked. Cheese and hams are selling slowly at our quotations.

To Butchers and Hide Buyers!

We wish to purchase your Hides, Calfskins, Sheep Pelts, Tallow and Bones.
We advance money if desired. We pay spot cash.
We pay the freights. We pay full market values.
We want agents everywhere to sell Page's Perfected Poultry Food and other poultry supplies. For further particulars, address **C. S. PAGE, Hyde Park, Vt. U.S.A.**

REFRIGERATORS.

Fit up your store with a Eureka Refrigerator and you will have a refrigerator that will dry wet matches.

Write for our catalogue, guarantee test and testimonials which are free.

Eureka Refrigerator Co.
WILBERT HOOEY, MANAGER.
Phone Park 513. **54 Noble St., TORONTO.**

CANADIAN MEATS

CHEESE and BUTTER.

Consignments handled in—

London, Liverpool, Glasgow,

or sold cost freight and insurance.

WHITELEY, MUIR & CO.,

Head Office, 15 Victoria Street,

LIVERPOOL, - ENGLAND.

Western Union Code.

REFRIGERATORS.

Brooms
Brushes
Baskets

Butter Ware
Butter Paper
Butter Paper

Wooden Ware
Willow Ware

Walter Woods & Co.

Hamilton and Winnipeg.

Matthews' Sausages Are Wanted

by the discriminating public. The best hotels, the best clubs, the best people everywhere want them for their purity and wholesomeness.

—Made by Matthews' Methods.
—If our travellers do not see you, write us.
—Address our nearest house.
—Save express, always shipped that way.

THE GEORGE MATTHEWS COMPANY, LIMITED

ESTABLISHED 1868.

PETERBOROUGH
HULL
BRANTFORD

PURE CREAM TARTAR

Gillett's

Positively and absolutely the purest

Put up in

¼-lb. Paper Pkgs., ½-lb. Cans, 10-lb. Boxes
½-lb. " " 1-lb. " 25-lb. Pails
1-lb. " " 5-lb. " 100-lb. Kegs
360-lb. Barrels

CREAM TARTAR on the market

Order from your jobber.

E. W. GILLETT COMPANY LIMITED

London, Eng. TORONTO, ONT. Chicago, Ill.

We are buyers of

Poultry, Butter AND Eggs.

The best facilities for handling consignments. Up-to-date Cold Storage.

The J. A. McLean Produce Co., Limited

73-75-77 Colborne Street

Telephone Main 2491. Toronto.

DEPARTMENT OF ADVERTISING SUGGESTION AND CRITICISM

Edited by **John C. Kirkwood,** TORONTO.

NOTE—Herein are discussed the principles and practice of advertising. Subscribers are invited to send Mr. Kirkwood specimens of their newspaper and other advertising, for the purpose of review in this department. Address care of Department of Advertising, THE CANADIAN GROCER

A Pertinent Letter from a Successful Grocer.

FROM three distinct sources there have come to me during the past week inquiries as to the wisdom of grocers advertising at all in view of the fact that the bulk of their stock is made up of goods in packages—goods that are to be found in practically every grocery store. It is freely admitted that the dry goods man has a chance to advertise successfully, since his stock is so complex and its individuality so possible of assertion. In the following letter several matters are touched upon of live interest to many grocers, and I make this communication the basis of my talk this week :

———, Jan. 5, 1901.

Editor, "The Canadian Grocer" :

I have been doing business for about three years in L—— in the crockery and grocery line, during which time I have succeeded in building up a very fair trade. During the last year I succeeded in increasing my trade by almost a third over the preceding year, and am anxious that the coming year should show the same increase.

I have never advertised in any way whatever, but have endeavored when possible to have some lines that nobody else can get, and, in this way, draw people to my store. Every spare spot in my store (which is small but in a good stand) I use to place something that is exceptional value, and use price tickets on everything that I consider will increase the sale thereof. My window I endeavor to keep as clean as possible and filled with goods that will at least draw people's attention.

Under these circumstances would you advise me to advertise in the daily or weekly papers? My idea has always been that an ad. without prices does not attract much attention, especially when set up in the space I could afford to buy; and to quote sugar at 20 pounds for $1 when everybody is selling at the same price would not improve matters much. As the profit on groceries is already small enough, to cut same would only lead my oppositian to follow suit, and there would be nothing gained by slaughtering prices to make an ad. interesting.

Yours truly,
JOHN SMITH.

This is a good, straightforward, sensible letter, and takes up matters that are exercising the minds of many grocers.

Let me say that business growth does not necessarily hinge upon advertising. Advertising is merely one agency among many to be employed in selling goods. Goods can be sold largely and profitably without advertising. In any considerable turnover of merchandise there are several forces at work, and to rely on any single one of these to do everything is manifestly unfair and disastrous. The judgment of many merchants has been misled by advertising enthusiasts, who are prone to magnify the importance and potency of advertising. The point I am endeavoring to make clear is that the employment of all good means, among them advertising, is necessary to accomplish maximum results. A merchant may be an excellent advertiser and a poor storekeeper; he may know how to write persuasively and all that, and yet be loose in his store methods. His goods may not fulfill the claims made for them; the merchant may be inattentive to business; the shortcomings of the store and its proprietor may be many and grievous. No amount of advertising can materially or permanently enlarge the business of such a store. Advertising, to be productive, must work in conjunction with other forces. Alone, it can accomplish very little.

Thus it is easy to understand why Mr. Smith's business has grown one-third in a year. His letter reveals the fact that he is energetic, watchful and enterprising. It would be strange indeed if under such management the business stood still. It is not to be marvelled at that growth resulted without advertising; and to conclude that because there has been growth without advertising advertising was unnecessary and would have been waste is wholly wrong. The employment of judicious advertising, coupled with excellent management cannot fail to attract more business. The problem is to acquaint others who are not customers with the essential facts. This can be done by advertising,—not merely that form of advertising known as newspaper publicity, but by circulars—printed and typewritten—sent out through the mails or distributed by other means. When a man knows in his heart that more people could deal with him to their advantage, and has the desire and ability to serve these people, it is strictly business to make these desired customers know what he knows; to get their trade by all fair means. The burden of making more people know about his business is clearly the merchant's, and cannot be trusted to any other. The means he may employ to convey this knowledge is advertising, whether it be through newspapers, circulars, personal letters, bill boards, or street cars. All these forms of advertising are not of equal worth, but a consideration of them individualy from the viewpoint of value is beyond the scope of this article.

In what I have written is my answer to Mr. Smith's question—"would you advise me to advertise?" Summarized, my advice to him and to all others whose problem is of like nature, is to advertise. The particular form or forms that the advertising may take is a separate problem, and one that I am unable at this time to discuss at length. In a forthcoming number of "The Grocer" I shall take up the question of what to advertise, and the matter of price-quoting and price-cutting. Suffice it to say just now that price-quoting does not necessarily lead to price-cutting; also that quoting prices that are current with all grocers is, generally speaking, useless.

This letter of Mr. Smith's tells of a form of interior advertising that is suggestive, namely, his stocking uncommon lines and their display, accompanied by price tickets, in every available spot in his store. This, to some extent, is done in a great number of the brisk grocery stores everywhere. I feel, however, that it is not done enough. Goods attractively and temptingly displayed with the prices attached, sell themselves. The outlay required for such advertising is one

TEAS

ANNUAL JANUARY CLEARING.

WE ARE CONSTANTLY STUDYING TEAS.—WE HAVE THE EXPERIENCE AND THE MEANS TO TAKE ADVANTAGE OF EVERY MARKET, AND, CONSEQUENTLY, USUALLY HAVE BETTER VALUES TO OFFER THAN ANYONE ELSE IN THE TRADE.

We have gone through our stocks and have picked out some very special values, in fact, our travellers are "loaded" with snaps that will be picked up by the wide awake merchant. So far this month, our TEA SALES are the largest (for an equal period) in the history of our business, which shows that a good many grocers have "got in" on the "good things" we are offering. Our values are not equalled in the trade in

—— CEYLON GREENS —— TO RETAIL AT 25 CTS.

SAMPLES— YOUR INQUIRY WILL BE APPRECIATED AND PROMPTLY ATTENDED TO.

THE EBY, BLAIN CO., LIMITED, WHOLESALE GROCERS and TEA and COFFEE IMPORTERS, TORONTO.

of effort rather than of money, and there is no reason why priced displays cannot be a feature of every store. To take orders is not salesmanship. To suggest needs, to create desire, to stimulate the buying instinct, is an art easily capable of cultivation. It does us good to have genuine examples of successful trade-building, and the editor of this department welcomes letters from all sources which furnish helpful experiences.

OPEN AN OFFICE IN WINNIPEG.

The Maclean Publishing Co., Montreal, Toronto and Winnipeg, have secured the services of Mr. L. P. Luxton as their western Canadian representative. Mr. Luxton has secured an office in the McIntyre block, and is now busily engaged in looking after the interests of the Maclean trade papers, which are the best of their kind in Canada, and the equal of most trade papers published the world over. Col. J. B. Maclean, the pivot upon which these publications revolve, believes in giving Canadian readers the best, and to say that he has succeeded admirably in this respect would be putting it mildly. The Dry Goods Review, "The Canadian Grocer," Hardware and Metal, Bookseller and Stationer, and Military Gazette are among the Maclean newspapers.—The Winnipeg Tribune.

CANADIAN PREFERENTIAL TARIFF.

ALMOST practical example of the good effects upon British exports which have been brought about by the rebate in duty on goods of "British origin" imported into Canada has recently come to our notice, says Commercial Bristol.

A well-known firm of manufacturers in our city had been doing a small intermittent trade in Canada, and in 1896 one of the partners went to the Dominion with a view to see on the spot whether this trade was worth following up.

He was only in Canada for a week, but placed some good agents, advised his firm to advertise in the best journal of their trade, and came home satisfied that some increase in orders would follow in course of time.

That year the firm's Canadian trade was ten times greater in volume than in 1895, and a year or so after, when the preferential tariff came into operation, it again increased considerably.

The further rebate from 25 per cent. to 33 1-3 per cent. again helped this firm's Canadian trade, and this present year is their best record, and quite six times as much as it was in 1896, just before the new tariff came into force.

In one week at the end of October the firm under notice booked Canadian orders equal to the total value of some whole year's trade, and they now confidentlv expect a further large extension of trade next year.

THE IMPERIAL BISCUIT CO.

A REPRESENTATIVE of "The Canadian Grocer" paid a visit on Wednesday last to the factory of The Imperial Biscuit Co., Guelph.

The works have been enlarged from time to time, with the present commodious factory as the result, and the largely increased business of the firm will necessitate another addition to the premises in the very near future. The first flat is devoted to the office, storage and shipping departments; the second to machinery and the biscuit department, and the third storey principally to the manufacture of confectionery, to which specialty the company are paying considerable attention.

Apart from the quality, the goods are cleanly handled and all the packages have a bright and attractive appearance. Mr. Dooley showed "The Grocer" the small premises in which he originally commenced, and naturally feels considerable pride in the growth and success of the business.

TORONTO RETAIL GROCERS ELECT OFFICERS.

ELECTION of officers and discussion of the proposed assessment act in its effect on the retail trade were the principal items of business before the Toronto Retail Grocers' Association Monday night last at St. George's Hall. Mr. F. W. Johnston was elected president for the ensuing year by acclamation, and the association listened to a committee from the Grocery Section of the Retail Merchants' Association of Toronto, who expounded the intricacies and inequities of the new assessment act.

The meeting was called to order about 8.45, with President David Bell in the chair and the usual attendance present. The minutes of the previous meeting were speedily read and disposed of as the association was in a hurry to get through with routine business in time to receive the visiting delegation.

Mr. F. T. Higgins, Queen street east, and Mr. F. C. Armstrong, Shuter street, who had been proposed for membership last month, were duly elected.

The committee on the pedlar nuisance, reporting through Mr. Bond, announced that they had interviewed the City Solicitor and found there was no law defining a bag of potatoes outside St. Lawrence market. Neither the city or the province had the power to enact such a law, and it would be necessary to appeal to the Dominion House. The report was received and will be further discussed next meeting.

Mr. Johnston, with Messrs. Kelly, Panter and Snow, chairmen of the sub-committees in charge of the annual at-home, reported progress. The rooms in the Temple building had been secured for Thursday night, Febrdary 4. The refreshments and music had been arranged for, and the programmes and tickets would be out almost immediately. The report was received.

Mr. Panter, on behalf of the Lodge Room Committee, reported that he had inspected several rooms but as yet had found nothing satisfactory.

The notices of motion to amend the constitution were next considered, and the following amendments passed :

On motion of Messrs. Johnston and Bond the number necessary for a quorum was reduced from 11 to 7.

On motion of Messrs. Bond and Johnston it was provided that nomination for officers should take place at the last meeting of the year and election and installation the first meeting of the succeeding year.

On motion of Messrs. Thorne and Panter it was provided that the member who secured the largest number of new members each year should receive some small token as a prize.

The delegation from the Retail Merchants' Association, consisting of Messrs. Higgins, chairman ; Trowern, secretary ; Moyer, Coulter and Bond, was announced at this juncture and introduced to the meeting.

Mr. Higgins expressed the pleasure it afforded him in meeting an association engaged on lines similar to their own, that of mutual helpfulness.

The question of taxation was one of great importance. The present system was inequitable, but he believed the proposed system would be still more unjust to the retailer. It shifted the burden from the manufacturer and wholesaler to the retailer. There were many retailers who would have to pay two or three times as much as at present. The retailer had so many burdens to bear, he thought this additional tax should not be imposed. The details would be discussed more minutely by his colleagues, but he respectfully invited the co-operation of this association in opposing the proposed act.

Mr. F. W. Johnston, President Toronto Retail Grocers' Association for 1904.

The newly elected president, who describes himself as an "Old York villain," having been a resident of Yorkville for over two decades, is a familiar figure in Toronto grocery circles. Mr. Johnston has been practically all his life in the grocery business. He learned the art first with Shields Bros., then with J. J. Scott, and afterwards with J. Gerry. Graduating from the retail trade he took a post graduate course in the wholesale firm of J. W. Lang before setting up for himself at 82 Davenport Road, where he has conducted a general provision business for the last 21 years.

Mr. Johnston is a charter member of the Grocers' Association, and has filled the chair before, having been president about four years ago. He is ambitious to make things hum in the coming year.

Mr. Trowern declared this to be an age of organization. The only way to get anything was by concerted action. As retailers they had received no special benefits from the Government, as had the farmers, manufacturers and laborers, and they did not want to have taxes shifted from these other classes on retailers. The retailers were paying on the largest share of assessed property in all places. The Government, thinking the present system was wrong, appointed a commission that was not made up of practical men. The intention of the act is to remove the tax on personalty and to place it on rental values. The rental value was determined as 7 per cent. of the present assessed value. The new tax would be about 10 per cent. of this. Thus, if a merchant's premises were assessed for $10,000, the rental value would be $700 and the tax about $70.

He declared this to be unfair to the small man. It ignored the licenses. The T. Eaton Co. now paid $8,775, under the new act they wodld pay but $3,220. The premises of the retailers in Toronto were assessed for $17,600,000, the wholesalers for $3,500,000, the stocks of the retailers for $2,900,000, of the wholesalers for $2,700,000. The retailers now paid $56,000, the wholesalers $51,000. Under the new tax the retailers would pay $119,000 and the wholesalers $25,000. The wholesale men were going to get off but the retailers were going to get on.

In the discussion which followed Mr. Trowern was asked for an alternative scheme. He said that he did not think it incumbent upon them to produce such a scheme.

Mr. Moyer said they could take it for granted that when the big fellows were pressing a measure through the House it would not be in the interests of the small fellows. He thought they should work more in harmony in their own interests.

Mr. Coulter thought they were now facing a crisis. They must oppose this unjust taxation, which was threatening to crush the retailers. He hoped this association would unite in protest against the bill.

Mr. Bond, owing to the lateness of the hour, cut his remarks short, the matter, he thought, having been pretty well threshed out.

A vote of thanks was tendered the visiting delegation, who then retired.

The discussion was left over, owing to the late hour, and the president empowered to call a special meeting if the mat-

THE OLD RELIABLE

Absolutely Pure

THERE IS NO SUBSTITUTE

All grocers should carry a full stock of ROYAL BAKING POWDER. It always gives the greatest satisfaction to customers, and in the end yields the larger profit to the dealer.

ter came up in the House and required action.

The election was then proceeded with and resulted as follows:

President—F. W. Johnston.

Vice-President—H. Kelly.

Treasurer—Mr. Schoales.

Executive Committee—R. W. Davies, R. Van Loan, F. Thorne, T. Clarke.

Exhibition Board—Mr. Bond.

Trustees—Messrs. White, Bond, Roberts.

Auditors—D. Bell, H. Tolchard.

Inside Guard—Bailey Snow.

The new officers were installed by Past-President Panter, and the meeting adjourned at a late hour.

GOW, WILSON & STANTON ON TEA.

GOW, WILSON & STANTON, in their tea report dated London, December 31st, 1903, have this to say of the tea situation:

The past year witnessed a complete transformation in the conditions previously ruling in the tea producing industry of India and Ceylon.

The natural result of prolonged depression in prices owing to over-production had prevented any material increase in cultivation during three or four previous years. During this period, consumption, both at home and abroad, continued to expand.

The year 1903, therfore, opened under circumstances more auspicious than the industry had experienced for a considerable time, prices being at last on a more remunerative scale, and sufficient to bring about more satisfactory results than had been the case for many years.

This was especially the case with districts producing teas of the cheaper class, which showed a marked rise on prices ruling during 1902, medium and better grades, however, not participating to the same extent, owing to the strong demand existing in the country for a cheap canister, concurrently with a somewhat smaller supply of this class of tea.

This shortage was caused not only by a smaller output both in India and Ceylon, but by the manufacture of a considerable proportion of this grade into green tea, thus materially alleviating the pressure on the market for this class of black tea.

Home Consumption.

Home consumption well maintained its position although showing no apparent increase, but the desire for cheap tea caused a demand for the lower grades of China tea, and consequently a larger quantity of this growth than usual was used, and a portion of the surplus which had accumulated in America was even brought over to this country.

There is no doubt that the advance in rates for common tea has had the effect of increasing consumption of grades of tea poorer than is usually produced in India and Ceylon on account of the lower price at which they could be obtained.

Production.

During the latter months of 1903 it became evident that the present season's crop from India would show an increase, but not only was the output in Ceylon rather less, but a considerable portion of this having been made into green tea, the home market has not severely felt the increase, especially as extraneous supplies of China tea which had been so freely drawn upon in the early months of the year were no longer available.

The late George Foster, of Brantford, whose demise was chronicled in last week's Grocer.

Foreign Markets.

Foreign markets continue to show a satisfactory expansion, the quantity taken during the year amounting to about 112,000,000 lbs., against 107,000,000 lbs. in 1902. A very satisfactory result when the increased price is taken into consideration.

Indian Tea.

Quality on the whole was hardly up to that of 1902. That from Assam and Darjeeling was generally poorer, Dooars about similar, whilst from Cachar and Sylhet it was a trifle better. Southern India has also shown some improvement, especially if grown at a high elevation.

The average price of tea sold on garden account for the 12 months was 7.83d. per lb., against 7.35d. in 1902, whilst from 1st June to the end of the year it was 7.80d. per lb., against 7.24d. per lb. for the same period last season.

The manufacture of green tea was rather larger, although still comparatively in its infancy.

Indian Tea Cess.

The passing of the Indian Tea Cess Act by the Government, levying a duty of a quarter of a pie per pound on all exports, for the purpose of increasing consumption of Indian tea in India and elsewhere, gives the planters the means of raising a larger sum of money than formerly for exploiting markets outside the United Kingdom.

Ceylon Tea.

No material alteration took place in the quality. The chief feature of the year, in addition to the manufacture of green tea, being the generally smaller output, owing mainly to the prevalence of weather unfavorable to flushing.

The average price of teas sold on garden account was 7.52d. per lb., against 6.81d. per lb. in 1902; and from 1st June to end of December 7.41d., against 6.66d. for the same period last season.

Java Tea.

Production from this country has materially increased of late; and whereas in 1897 it was only 9 1-4 million pounds, in 1901 it was approximately 15 1-2 million (these are the latest available figures). The quality has tended towards improvement, some of the estates recently planted with Indian seed now producing teas of very good character.

FISHERY TRUST.

Mr. Van Laun, London, who is promoting the Scotch Fishery Trust, recently had special meetings in Aberdeen, with representatives of the various trawling companies. He proposes to amalgamate 50 of the modern trawling companies in Scotland, whereby a saving of £20,000 annually will be effected in working costs. Mr. Laun emphasizes the point that if fish is of good quality the market in England is unlimited. The trust has already had the offer of an important curing business in Scotland, and would erect its own preserving factories for packing and tinning fish.

SEAL
BRAND
COFFEE
is not an ordinary Coffee, but the finest fancy Coffee in the world.
Chase & Sanborn,
MONTREAL.

EXPENSIVE POTATOES.

IMAGINE a single potato making more than a big fat ox at the great Christmas show and sale at Smithfield, but a few days since. Nor was it for a solitary specimen that these big prices were offered for praties. One was sold, of less than one pound weight, for $750.

For another one, grown by Mr. Findlay, a Scotch grower and exhibitor, $350 was refused by the owner.

The reason is this: For years experiments have been going on to produce potatoes that can resist every kind of disease to which the tuber is subject. It has been, and is at present, a most costly process to produce this disease-resisting vegetable. Sutton, the great Reading gardener, said that they only grew five tons of these costly tubers in the year. However, they are selling the smaller specimens of these—or rather they were selling them—at $15.75 per pound, for seed, to the farmers and gardeners, so that the crop would be a good paying one. Last year but one, in 1902, a potato expert who had been much interested in this new "Discovery" tuber, procured a few as a favor, for which he paid $4 per pound. He took them home. A few days afterwards he looked high, he looked low, he searched all over for the potatoes. They had gone. His wife was called to aid in the search. On being asked, where they were? he was saddened to receive the reply, "My dear, you had them yesterday for dinner." At Smithfield the intending grower said that dinner had cost him $1,000. The increased price of the "disease resisters," with a fair crop, would have given him the price mentioned.

HOSPITAL FOR SICK CHILDREN.

The Victoria Hospital for Sick Children, Toronto, cares for every sick child in the Province of Ontario whose parents are unable to pay for treatment, so that the child from the most remote part of the province has as much claim upon the hospital as the child from Toronto.

The hospital has a wonderful record. Last year there were 293 children from 216 places outside of Toronto. The general character of the work is, in the opinion of physicians and surgeons, the best of its kind. Contributions are asked for. The smallest amount is acceptable. Every dollar helps in carrying on the good work. Contributions may be sent to J. Ross Robertson, Toronto, or to Douglas Davidson, treasurer, Hospital for Sick Children, Toronto.

VISIT OF A HUSTLER.

MR. G. A. JOHNSTON, formerly of Pefferlaw, and who last May succeeded C. S. Heise, Baldwin, has bought the stock of Park and Hodgins, Sutton West, and will in future conduct both stores on similar lines. Mr. Johnston does a strictly cash business, and finds it is a marked success. He would not go back to the old system under any circumstances. He finds he can buy to better advantage, paying cash, and sell closer as well. The public have come to understand this, and give their patronage in consequence. Mr. Johnston made a friendly call on "The Grocer" last week. He is among an increasing number of our readers who drop into our office when in the city on publication day to get an advance copy of the paper. Mr. Johnston says he keeps a sharp eye on our advertising columns, and finds it pays. With no reflection on the editorial departments, he finds the advertising pages equally interesting with the reading matter. Just now Mr. Johnston is engaged on a circular in which he intends to explain his methods to the people of Sutton West and improve business in the dull season following the holidays.

TAKEN TO THE ROAD.

MR. F. B. MASON, late manager of the sample room of T. Kinnear & Co., Front street, Toronto, and who for 17 years has been in the employ of this firm, has severed his connection and will go on the road for J. D. Bradshaw & Co., confectioners' supplies,

Mr. F. B. Mason.

Toronto. Mr. Mason will cover the territory including Ontario and Quebec and will start out on his first trip westward Monday.

A pleasant feature in connection with Mr. Mason's departure was the presentation on behalf of his employers and fellow employes of a handsome morocco purse well filled with good gold pieces.

The travellers and office staff waited on Mr. Mason at his home quite unexpectedly and made the presentation, accompanied by an address. Mr. Cutler made the presentation and Mr. Chapman read the address. The visitors were most hospitably entertained by Mr. and Mrs. Mason despite the unexpected nature of the visit.

Mr. Mason, in his new work, has the very best wishes of the trade in Toronto by whom he is held in the highest esteem.

U. S. SUGAR CONSUMPTION

REVIEWING the statistical position of sugar for 1903 Willett E. Gray notes that the consumption of sugar in the United States has been 16 465 tons less than in 1902. This small decrease, in place of the usual increase, is accounted for by the cold and backward Spring and Summer of 1903, as well as to the badly demoralized conditions of trade in some departments. The consumption of foreign sugars decreased 110,052 tons, while the consumption of domestic product increased 93,587 tons.

The Hawaiian Islands gave increased supply of 46,711 tons, Porto Rico increased but 1,162 tons, while the Philippine Islands increased 27,397 tons.

All refiners melted about one and one-half per cent. less sugar in 1903 than in 1902, the reduction being about equally divided between the American Sugar Refining Company and the independents. The beet sugar factories increased their business by 111,287 tons having carried over a considerable stock from the preceding year. Foreign refined used shows a decrease of 19,046 tons. The percentage of business done by the American Sugar Refining Company is 55.25 per cent., against 56.97 per cent. in 1902. The independents did 34.55 per cent., against 36.05 per cent. in 1902.

The percentage of beet factories increased to 9.98 per cent., as against 5.41 per cent. in 1902.

The average difference between raw and refined in 1903 was .918c., practically the same as in 1902, when it was .913c. per pound. Refiners profits for 1903 were virtually the same as in 1902. Prices of refined were much better sustained in the far west than in previous years and the beet factories received better results than before.

The coming year gives promise of a continued low average for raw sugars and as the policy of refiners is to give consumers the benefit of such conditions the pople will use sugar more freely to the benefit of refiners by increased consumption.

A TRINIDAD EXHIBITION.

Within the next three weeks an exhibition of Trinidad products will be opened in the Board of Trade, Montreal. This display, by which it is hoped trade may be cultivated, is under the auspices of the Agricultural Society of Trinidad, that body having undertaken to prepare the exhibit and send it on to Montreal.

Mr. J. Russell Murray, the representative here of the Imperial Department of Agriculture for the British West Indies, has obtained sanction from the Council of the Board of Trade to place the exhibit in the building. The exhibit will be shipped from the islands in two or three weeks. The products will be preserved so as to enable merchants to obtain information as to the quality and value of the latest crop.

FAILURE OF A MONTREAL TEA HOUSE.

A surprise in tea circles of Montreal this week is the failure of S. C. Durand & Co., 13 St. John street. The liabilities, which have not been made public yet, are quite high. It is understood a meeting of creditors will be held on Friday, 15th inst.

BRANCH IN WINNIPEG.

Snowdon, Forbes & Co., 449 St. Paul street, Montreal, manufacturers of "Bee" brand starches, borax, coffee and baking powders, have opened up a branch warehouse and offices in Winnipeg this week. Mr. C. F. Thompson, formerly with Kilgour Bros., has been appointed their representative, and as a full line of Snowdon, Forbes & Co.'s goods will be carried in stock Western merchants' wants can be rapidly filled. The increased business in the West for "Bee" brand goods necessitated Snowdon, Forbes & Co. opening a branch warehouse in Winnipeg.

LLOYD T. MEWBURN.

Mr. Lloyd T. Mewburn, who leaves Hamilton in a few days to manage the interests of James Turner & Co., in Calgary, has been connected with the firm since 1866, becoming a partner about 13

Mr. Lloyd T. Mewburn.

years ago. Visiting the Northwest from time to time he has a large business connection, and stands deservedly high in the estimation of the grocery trade of that section of the Dominion. His many friends in the east will be glad to hear of his success in a field which gives such promise for the future.

After the Holidays

My travellers have returned to their respective routes, after spending a few days at

My New Offices and Warehouse,
St. John, N.B.

They expected much when they came.

They were not disappointed.

Their inspection of the big building, in all its thoroughly equipped departments, and the fact that they are backed up by,—

The Largest Tea House in Canada

Sends them back to the trade with more confidence than ever, and already every indication points to a large increase in the sale of

RED ROSE TEA

for 1904, over any previous year.

When you want anything in TEAS ask one of my travellers.

T. H. ESTABROOKS,

ST. JOHN TORONTO WINNIPEG

F. C. CALVERT & CO.

Manchester, England,

whose specialties have been awarded more than 100 Medals and Diplomas for superior excellence in competition with other manufacturers

Calvert's Carbolic Preparations include Disinfectants, Dentifrices, Soaps and other toilet specialties, which are well known, reliable articles, finding a ready sale in England, the colonies and many foreign countries. The Soaps are probably of most interest to grocers and full particulars and prices of the various qualities, suitable for the Canadian market, in addition to the two enumerated below, are given in price list mailed free on request.

Calvert's 20 per cent. Carbolic Soap affords protection against mosquitos and other insects, and is also refreshing to use. Each tablet is packed in a metal box., Retail price, 30 cents a tablet.

Calvert's No. 5 Carbolic Soap is a good soap for all ordinary purposes, retailing at the low price of 5 cents a tablet.

F. C. C. & Co. ensure the quality and efficiency of their soaps by guaranteeing definite percentages of carbolic acid.

have now opened a wholesale depot for the further extension of their Canadian trade, at

807 Dorchester St., Montreal.

W. T. LEACH, Representative.

Price Lists, etc., mailed on application.

Ask and Receive.

Advertise and Acquire.

If you want to sell a business or a delivery wagon, if you want a partner or a clerk—**advertise.** If you have what you don't want, or haven't what you do want—**advertise.**

Our condensed advertisements cost little, but are worth a good deal.

You can reach most of the general merchants in Canada at the expense of a few cents. Our rate is 2c. per word first insertion, and 1c. per word each subsequent insertion, and ***remittance must accompany order in every case.***

THE CANADIAN GROCER

MONTREAL and TORONTO

To the Retail Trade

We beg to state that we have made a very large purchase of the Banner **20-year, filled-case Watches**; so large, that we have secured control of this particularly **high-grade** watch, for premium purposes, and so large as to enable us to offer one of these genuine watches **FREE**—guaranteed by P. W. Ellis & Co., Toronto—to every buyer of

$36.00 worth of "BEE" goods,

made up of following assortment :—

2 cases	"BEE"	Starch, @ $5.00,	$10.00
3 "	"	Soda, @ $2.75,	8.25
1 "	"	Borax, 10-oz., 48 pkgs.	3.25
1 "	"	" 5-oz., 40 pkgs.	1.40
1 "	"	Coffee, 30 1-lb. Tins,	9.00
1 "	"	Baking Powder, 24 1-lb. Tins,	4.50
		Total,	$36.40

All premium lots shipped from our factory, and are F.O.B. Montreal.

Orders from Pt. Arthur and points West must be $50.00, and will be shipped from Winnipeg.
Address, C. F. THOMPSON,
Winnipeg, Man.

Snowdon, Forbes & Co.,

449 St. Paul Street, - - MONTREAL.

CLASSIFIED LIST OF ADVERTISEMENTS.

Accountants and Auditors.
Barber, Henry, & Co., Toronto.
Fahey, Wm., Toronto.
Hoskins, David, Toronto.
Jenkins & Hardy, Toronto.
Kidd, F. H., Toronto.
Merson, Geo. O., Toronto.
Williamson, T. G., Toronto.

Ammonia.
Harvey, John T., Todmorden Ont.

Baking Powder.
Eagle Mnfg. Co., Montreal.
Gillett, E. W. Co., Toronto.
McLaren, W. D., Montreal.
Royal Baking Powder Co., New York.
Snowdon, Forbes & Co., Montreal.

Barristers, Solicitors, etc.
Atwater, Duclos & Chauvin, Montreal.
Beatty, Blackstock, Fasken & Riddell, Toronto.
Burritt, Jas. H., K.C., Pembroke, Ont.
Cameron, D. O., Toronto.
Hamilton, J. C., Toronto.
Tupper, Phippen & Tupper, Winnipeg.
Vidal, I. L. O., Montmagny and Quebec.

Baskets.
Oakville Basket Co., Oakville, Ont.
Woods, Walter, & Co., Hamilton.

Bird Seed.
Nicholson & Brock, Toronto.

Biscuits, Confectionery, Etc.
Browne & Wells, Toronto.
Canada Biscuit Co., Toronto.
Christie, Brown & Co., Toronto.
Crown Mfg. Co., Toronto.
Imperial Biscuit Co., Guelph, Ont.
Lowney, Walter M., Co., Boston, Mass.
McGregor-Harris Co., Toronto.
Mooney Biscuit & Candy Co., Stratford.
Mott & Co., John P., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.

Blue and Black Lead.
Douglas, J. M. & Co., Montreal.
Oakey, John, & Sons, London, Eng.
Reckitt's —Gilmour Bros., Montreal.

Brooms, Brushes, Etc.
Waterloo Broom and Brush Co., Waterloo, Ont.
Woods, Walter, & Co., Hamilton.

Canned Goods
Anglo-British Columbia Packing Co., Vancouver, B.C.
Black Bros. & Co., Halifax, N.S.
Burlington Canning Co., Burlington, Ont.
Gardiner & Co., Vancouver, B.C.
Tippett, A. P. & Co., Montreal.

Cash Registers.
Hallwood Cash Register Co., Toronto.

Cheese Cutter.
Computing Scale Co. of Canada, Toronto.

Cigars, Tobaccos, Etc.
American Tobacco Co., Montreal.
Empire Tobacco Co., Montreal.
Erie Tobacco Co., Windsor, Ont.
Fortier, J. M., Montreal.
Horrocks, T. J., Toronto.
McAlpin Consumers Tobacco Co., Toronto.
McDougall, D., & Co., Glasgow, Scot.
Payne, J. Bruce, Granby, Que.
Reid, W. B. & Co., Toronto.
Steele, W. H., Co., Toronto.
Tuckett, Geo. E., & Son Co., Hamilton.

Cocoanut.
Greig, Robt., Co., Toronto.

Cocoas and Chocolates.
Cowan Co., Toronto.
Epps, James, Co., London, Eng.
Stewart, A. J., Toronto.
Tippett, A. P., & Co., Montreal.
VanHouten's -J. L. Watt & Scott, Toronto

Coffee Essence.
Bromley's—W. G. Patrick & Co., Toronto.

Commission Merchants and Brokers.
Cameron, Gordon & Co., Winnipeg.
Clark, R. W., & Co., Victoria, B.C.
Davidson & Hay, Toronto.
Dawson Commission Co., Toronto.
Duck, Geo. H., Toronto.
Lambe, W. G. A., & Co., Toronto.
Nicholson, E., Winnipeg.
Patrick, W. G., & Co., Toronto.
Rutherford, Marshall Co., Toronto.
Ryan, Wm., Co., Toronto.
Stagg, M. G., & Co., Toronto.
Thomas, J. P., Quebec, P.Q.
Watt, J. L., & Scott, Toronto.

Computing Scales.
Computing Scale Co. of Canada, Toronto.

Condensed Milk and Cream.
St. Charles Condensing Co., Ingersoll.
Truro Condensed Milk & Canning Co., Truro, N.S.

Crockery and Glassware.
Gowans, Kent & Co., Toronto.
Sydenham Glass Co., Wallaceburg, Ont.

Dairy Produce and Provisions
Clark, Wm., Montreal.
Dominion Packing Co., Charlottetown, P.E.I.
Fearman, F. W., Co., Hamilton.
Matthews, Geo. Co., Brantford.
Maclaren, A. F., Imperial Cheese Co., Toronto.
McLean, J. A., Produce Co., Toronto.
Park, Blackwell Co., Toronto.

Educational.
Belleville Business College, Belleville.
Canadian Corr. College, Toronto.
Central Business College, Stratford.
St. Margaret's College, Toronto.
Western Business College, Toronto.
Willis Business College, Ottawa.

Financial Institutions.
Bradstreet Co

Fish.
Black Bros. & Co., Halifax.
James, F. T., Co., Toronto.
Johnson, C., Gardiner & Co., Vancouver, B.C.
Todd, J. H., & Son, Toronto.
White & Co., Toronto.

Flavoring Extracts.
Greig Mfg. Co., Montreal.

Flours and Cereals.
Carter, G., Son & Co., St. Mary's, Ont.
Castle, F. J., Co., Ottawa.
Greig, Robt., Toronto.
Keen, Robinson & Co., London, Eng.
MacKay, John, Bowmanville, Ont.
McCann, Wm., & Co., Toronto.
Napoli Macaroni Co., Toronto.
Postum Cereal Co., Battle Creek, Mich.
Tillson Co., Tillsonburg, Ont,

Foreign Importers.
Kessel, F., & Co., London, Eng.
Whiteley, Muir & Co., Liverpool, Eng.

Fruits—Dried, Green and Nuts.
Balfour & Co., Hamilton.
Clemes Bros., Toronto.
Davidson & Hay, Toronto.
Eby, Blain & Co., Toronto.
Gibb, W. A., & Co., Hamilton.
Gillard, W. H., & Co., Hamilton.
Goodwillie's -Rose & Laflamme, Montreal.
Husband Bros. & Co., Toronto.
Kinnear, T., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
McWilliam & Everist, Toronto.
Tippett, A. P., & Co., Montreal.
Walker, Hugh, & Son, Guelph.
White & Co., Toronto.

Gelatine.
Canadian Gelatine Co., Toronto.
Cox, G. & J.

Grocers—Wholesale.
Balfour & Co., Hamilton.
Canada Brokerage Co., Toronto.
Davidson & Hay, Toronto.
Eby, Blain Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
Turner, James, & Co., Hamilton.

Grocers' Grinding and Packing Machinery.
Adamson, J. T., & Co,, Montreal.
Coles Mfg. Co., Philadelphia, Pa.
Eby, Blain Co., Toronto.

Hides.
Page, C. S., Hyde Park, Vt.

Interior Store Fixtures, Trucks, Etc
Auer Light Co., Montreal.
Dominion Show Case Co., Toronto.

Jams, Jellies, Etc.
Canada Biscuit Co., Toronto.
Greig Mfg. Co., Montreal.
McGregor-Harris Co., Toronto.
Upton's — A. F. MacLaren Imperial Cheese Co., Toronto.

Ledgers and Office Stationery
Briggs Ledger System Co., Toronto.
Hart & Riddell, Toronto.
Weese, G. A., & Son, Toronto.

Macaroni
MacLaren, A. F., Imperial Cheese Co., Toronto.
Napoli Macaroni Co., Toronto.
Tippet, A. P., & Co., Montreal.

Mince Meat
Capstan Mfg. Co., Toronto.
Clark, Wm., Montreal.
Lytle, T. A., Co., Toronto.
Wethey, J. H., St. Catharines.

Mustard.
Colman, J. & J., London, Eng.

Pass Books, Etc.
Allison Coupon Co., Indianapolis, Ind.

Peels.
Batger's—Rose & Laflamme, Montreal.

Pickles, Sauces, Relishes, Etc.
Colson, C. E., & Son, Montreal.
Douglas, J. M., & Co., Montreal.
Ewing, S. H., & Sons, Montreal.
Horton-Cato Mfg. Co., Windsor. Ont.
Laing's, Dr.—W. G. Patrick & Co., Toronto.
Lees & Langley, Toronto.
Patterson's—Rose & Laflamme, Montreal.
Stretton & Co., Worcester, Eng.

Polishes - Metal.
Oakey, John, & Sons, Montreal.

Polishes, Stove.
Morse Bros., Canton, Mass.

Pottery.
Foster Pottery Co., Hamilton, Ont.

Poultry Food.
Greig, Robert, Co., Toronto.

Powdered Lye.
Gillett, E. W., Co., Toronto.

Refrigerators.
Eureka Refrigerator Co., Toronto.

Safes.
Ford & Featherstone, Hamilton.
Taylor, J. & J., Toronto.

Salt.
Canadian Salt Co., Windsor, Ont.
Patrick, W. G., & Co., Toronto.
Toronto Salt Works, Toronto.

Shelf Boxes.
Bennett Mfg., Co., Pickering, Ont.

Soap.
Calvert, F. C., & Co., Manchester, Eng.

Sodas—All Kinds.
Winn & Holland, Montreal.

Starch.
Brantford Starch Works, Brantford.
Edwardsburg Starch Co., Cardinal, Ont.
Snowdon, Forbes & Co., Montreal.
Ocean Mills, Montreal.
St. Lawrence Starch Co., Port Credit.

Steel Shingles.
Metallic Roofing Co., Toronto.

Sugars, Syrups and Molasses.
Dominion Molasses Co., Halifax, N.S.
Edwardsburg Starch Co., Cardinal, Ont.
Imperial Maple Syrup—Rose & Laflamme, Montreal.
St. Lawrence Sugar Refining Co., Montreal.

Teas, Coffees, and Spices.
Balfour & Co., Hamilton.
Blue Ribbon Tea Co., Toronto.
Canada Brokerage Co., Toronto.
Ceylon Tea Traders' Ass'n.
Chase & Sanborn, Montreal.
"Commissioner" Tea, London, England.
Davidson & Hay, Toronto.
Eby, Blain Co., Toronto.
Estabrooks, T. H., St. John, N.B.
Ewing, S. H. & A. S., Montreal.
Gillard, W. H., & Co., Hamilton.
Japan Tea Traders' Ass'n.
Lucas, Steele & Bristol, Hamilton.
Salada Tea Co., Montreal and Toronto.
Snowdon, Forbes & Co., Montreal.
Wood, Thos., & Co., Montreal.

Vinegars.
Grimble & Co., London, Eng.
Hill, Evans & Co., Worcester, Eng.

Warehousing.
Cameron, Gordon & Co., Winnipeg.

Woodenware.
Woods, Walter, & Co., Hamilton.

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Best for You.

There will be no half-way satisfaction when you sell Windsor Salt. "It is best for you and your customer, too." And we use the word "best" in its deepest meaning —best by test!

Pure, white, dry, crystaline. The Salt that doesn't cake because every particle of moisture is dried out. Sifted, not ground. "Best for you" because there is no half-way satisfaction in selling it.

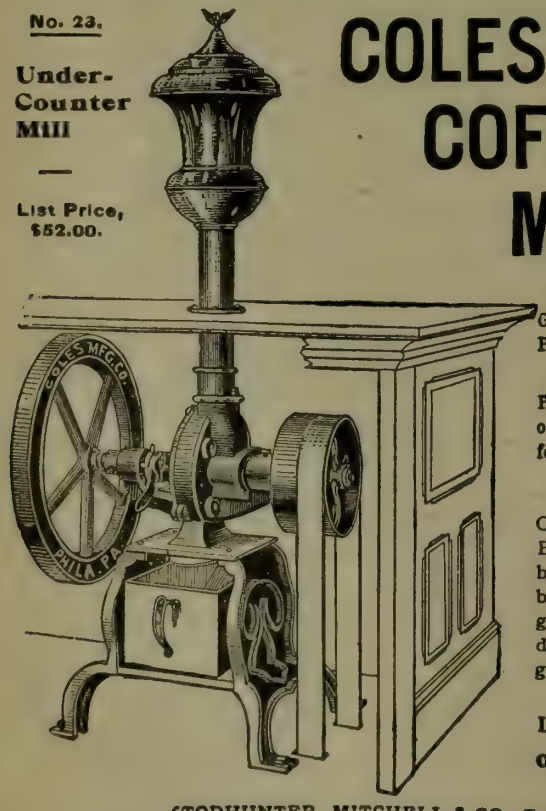
Windsor Salt.

The Canadian Salt Co., Limited,
Windsor, Ont.

No. 23.

Under-Counter Mill

List Price, $52.00.



COLES COFFEE MILLS

None better for Granulating or Pulverizing.

Our mills will Pulverize without heating Coffee.

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders.

A GREAT LABOR-SAVER.

Our Grinders wear longest.

Agents { TODHUNTER, MITCHELL & CO., Toronto.
DEARBORN & CO., St. John, N.B.
FORBES BROS., Montreal.
GORMAN, ECKERT & CO., London, Ont.

COLES MANUFACTURING CO., PHILADELPHIA PENN'A.

Bad business is not selling the best goods. No matter what line it is, the best is the only quality you should handle. It raises the grade of your trade, increases the list of your customers and gives you a better profit.

That is why you should sell

Celluloid Starch
Never Sticks Requires no Cooking

the best on the market. Its chief goodness to you is that everyone knows its goodness.

THE BRANTFORD STARCH WORKS, LIMITED.
BRANTFORD, CANADA.

THE CANADIAN GROCER

President:
JOHN BAYNE MACLEAN,
Montreal.

The MacLean Publishing Co.
Limited

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, North-West Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

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VANCOUVER, B.C. - - Geo. S. B. Perry.

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PROSPEROUS CANADA.

REMARKABLE evidence of the prosperity now prevailing throughout Canada is evidenced in Bradstreets of January 9th. A summary of the failures which have been recorded each year in Canada since 1880 shows that in 1903 but 956 Canadian firms suffered failure, liabilities aggregating $8,328,362 and assets $3,852,197. This is a decrease in number of 12 per cent. from 1902 and is the least number since 1882.

A further evidence of prosperity is noted in our bank clearings which for ten cities aggregated $2,646,974,767, a gain of 5.2 per cent. over 1902, and to this extent the best ever recorded. In connection with this it must be remembered that the demoralized condition of the stock market must have seriously affected the bank clearings, so that our industrial prosperity is by no means adequately represented even by the bank clearings.

To emphasise this it should be noted that the total bank clearings in 92 United States cities aggregated $108,691,335,283, a decrease of 7.4 per cent. on 1902 and 7.7 per cent. on 1901. This decrease is found to originate in New York the centre of the stock operations, the outside cities marking an increase.

It is most gratifying indeed to find that despite the hard knocks Canadian securities have received during the past year at the hands of American bears we are still in a position to make so favorable a showing.

The inference is flattering to our industrial and commercial stability.

NEW SOURCE OF CHOCOLATE.

AN amusing blunder which is hardly credible was perpetrated in an illustrated booklet entitled, "The Story of a Chocolate Chip," and purporting to picture the different stages through which cocoa or cacao passes in its course from the tree to the chocolate chip. The series is reproduced in the Progressive Printer as an example of good advertising. The artist has done the best he knew and the illustrations are decidedly striking, but for the fact that the artist has confused the cocoa with the cocoanut and the trees from which his chocolate chips are secured are cocoanut trees. The Progressive Printer may be pardoned this blunder, and even the artist, though he should have known better, but what is to be said of the manufacturer who displayed such ignorance of the source of his raw material in allowing this booklet to go out.

Ignorance is bliss but not in advertising.

A TRADE UNION ABSURDITY.

FROM St. Louis came, some little time ago, a story which surely illustrates the climax of trade union absurdity. As is well known, the management of the Exposition are paying particular attention to the art features of the Fair. For example, the sum of $500,000 has been appropriated for the display of the work of American sculptors, and a great number of artists have contributed under the direction of Mr. Karl Bitter, the chief of the sculpture department. As many of these pieces of statuary are of colossal proportions, they are transported to St. Louis in sections and the work of setting up necessarily requires some considerable skill. It often happens that the pieces are damaged en route and need remodelling, as do the joints where the sections meet. Surely it is evident that to place this work in the hands of unskilled persons is to run the risk of spoiling the sculptors' work. Enthusiastic young artists have worked in poverty inspired by the hope of achieving fame and distinction by their work and upon the verdict of critics and public depends their immediate future. To spoil their work in setting it up would be an injustice to them, and render useless the vast expenditure of money by the management on these artistic features of the Exhibition.

Now the management of the Exhibition were careful not to wound the feelings of organized labor. The work of setting up this statuary was assigned to the best sculptors of the St. Louis Modellers' and Sculptors' Union No. 245, thereby recognizing the claims of organized labor and at the same time seeking efficiency.

But this action was not in harmony with the principles of organized labor as understood in St. Louis. A union had been recognized, but it was not the right union. The statues are modelled in plaster and forsooth the proper men to set them up are the plain plasterers of St. Louis. The Plasterers' Union notified the Exhibition authorities that this work must be turned over to them, at the same time threatening a general strike of the Exposition workmen unless the demand were complied with. Meanwhile the plain plasterers ceased their work on the buildings.

The dispute was referred to the Director of Public Works and his common sense decision was in favor of the claims of the Sculptors' Union. This finding not being satisfactory to the plasterers was ignored as completely as the similar

verdict of the Missouri State Board of Arbitration to which the dispute was then referred. This body went into the whole question carefully, listening to the representations of the Plasterers' Union and to the case of the Sculptors' Union as presented by the Exposition authorities. The finding being adverse to the Plasterers' Union they refused to be bound by it.

In despair Mr. Bitter, the superintendent of sculpture, at last addressed an appeal to the general president of the Operative Plasterers' International Association of the United States and Canada, Mr. J. B. Cavanaugh, of Colorado Springs, Colorado, in which he set forth the case plainly and fairly and appealed to the common sense of this august personage to interfere in his behalf. He waited more than a month for a reply and when received it was a curt notification to the following effect:

DEAR SIR —The following decission was sent to this office by the General President of the O.P. I. A. That plasterers shall do all pointing, and to notify locals. Locals referred to are No. 245, which is composed of modellers, No. 242 composed of shop hands, and No. 3 which is composed of plasterers. Said notice has been sent. Trusting that the above decission will end controversy, I remain, W. A. O'KEEFE, Sec'y-Treas.

This is perhaps a fair sample of the curtesy for which employers may look at the hands of some labor leaders.

What has not the union done for the laboring man? Long ago it was claimed that it would give him shorter hours, increased wages, and greater consideration in the eyes of the world. Skilled labor, we were told, would rise in the social scale under the protecting aegis of trade unionism. But not its most ardent and enthusiastic advocates a half century ago would have ventured to prophesy that so soon would unionism have accomplished the hitherto impossible task of democratizing art. Let the name of J. B. Cavanaugh of Colorado Springs be held in all esteem. By one stroke of his pen, this mighty potentate of unionism has placed the members of that union of plain plasterers on the same plane as the most noted artists of the New World. Adams, Ruckstuhl, Bitter and MacMinnies are now brothers to the distinguished artists of the Plasters' Union No. 3. Many are the triumphs of science and of art which the wondering visitor at St. Louis next Summer will stop to admire. But surely nothing is more worthy of his admiration than the latest triumph of the plain plasterers in plastic art.

THE LATE W. H. LINDSAY.

IT is with feelings of the deepest sorrow that we have this week to record the death of Mr. W. H. Lindsay who was taken off with such terrible suddenness while removing snow from in front of his residence at London on Friday last. Mr. Lindsay had been for some time connected with the staff of the MacLean Trade Newspapers and was held in the highest esteem by all those connected therewith as he was, indeed, by all who knew him.

Mr. Lindsay had a long business career in Milton and his loss will be widely felt. He was a fine example of the gentlemanly type of a business man, a type of man whose loss we feel keenly. A widow and several sons and daughters survive, to whom we extend our heartfelt sympathy in their bereavement.

THE MIGHTY EGG.

THE egg is still supreme in the produce market and no one has the temerity to predict what is yet to come. Last year dealers held on to their eggs and found when too late they had made a mistake. Stock which cost 14 was sold as low as 8. Determined to make no such mistake this year stocks were shipped out in a hurry and practically no reserve left for January and February. It is interesting to compare the quotations this week with those of the corresponding week January 1903. Fresh gathered were quoted last year at 18 to 22c. This year strictly fresh gathered are unobtainable even at 35 to 40c. while selected cold storage are worth 27 to 28c. Last year first-class cold storage were quoted at 17 to 22c., this year ordinary cold storage at 25 to 26c. Last year limed were 16 to 18c., this year pickled 23 to 24c.

Considering the scarcity, and in comparison with last year, when stocks were so heavy, remarked a commission man, eggs are not high, but the consumer can hardly be expected to appreciate this view of the matter. In the meantime eggs are firm with an upward tendency.

TO FIGHT TRADING STAMPS.

THE Merchants' Association of New York are issuing a circular appealing to the trade to co-operate in a determined attempt to secure the passage by the New York Legislature of a bill to regulate trading stamps in such manner as to abolish ther present harmful effects.

Canadan merchants will sympathize with the trade in this attempt. The trading stamp evil was but a few years ago such a pernicious influence in business conditions that it was found an easy matter to secure practical unanimity in the movement to have them abolished, in Ontario particularly. The agitation against the stamps was started by the MacLean Trade Newspapers and the movement to secure legislation against them originated in Brockville. Delegations from all parts of Ontario met in Toronto and interviewed the Government in a body. This, together with a short but powerful lobby, was sufficient to win the almost unanimous support of members of the Legislature, which resulted in the passage of an act which has been so effective that trading stamps are a "thing of the past" in the province. May similar success attend the efforts of the New York Merchants' Association.

APPOINTED AGENTS.

The Greig Mfg. Co., of Montreal, have been appointed selling agents for Eastern Ontario, Quebec and the Maritime Provinces for Batty & Co.'s (London, Eng.) Nabob sauces, relishes and other table and grocery specialties. Batty & Co.'s goods have been so long and favorably known to the Canadian trade that no commendation is necessary. The Greig Mfg. Co. whose salesmen cover the country thoroughly, should meet with sucess.

HINTS TO BUYERS.

Contributors are requested to send news only, not puffs of goods they handle, or the arrival of standard goods that everyone has in stock, or that they are offering goods at close figures, or that they have had an unusually large sale this season.

THE ad. of Snowdon, Forbes & Co., Montreal, in this week's GROCER should prove interesting to the trade. The premium offered is exceptionally desirable, and going as it does with their brands of "Bee" goods, should prove interesting to purchasers.

The Eby, Blain Co., Limited, are offering a snap in washed figs in 1-lb. baskets at a price that will clear them out with a rush.

T. Kinnear & Co. are wholesale agents for "Ubero" coffee, 1-lb. tins.

McWilliam & Everist, Toronto, have just received a car of "Rose" brand oranges in fine condition. The quality of this particular brand is reported to be unsurpassed by anything on the market.

The Eby, Blain Co., Limited, have a special snap in "Shinola" shoe paste, with a patent polishing outfit free with each dozen.

"Kkovah" egg powder, sold by The Greig Mfg. Co., Montreal, is a good seller now, the high price of eggs making the demand a steady one for this article, which is a perfect egg production, and can be used for every purpose the whole egg can, with the exception of boiling. For baking purposes it is an excellent article.

White & Co. received another car of the famous "Bronco" brand navels this week.

The attention of the trade is directed to the ad. of The Greig Mfg. Co. in this week's GROCER. The season for preparing to stock these goods is now approaching.

T. Kinnear & Co. report arrival of a shipment of "Cherry Grove" molasses, 2-lb. tins.

Buyers of prunes should get quotations from H. P. Eckardt & Co.

White & Co., Toronto, have a car of Halifax frozen sea herring, and report these fish very scarce this year.

H. P. Eckardt & Co. are offering special value in a broom to retail at 25c. each.

The "Halifax," "Acadia" and "Bluenose" brands of codfish can be had from The Eby, Blain Co., Limited.

PERSONAL MENTION.

Harry Lederer, representing Wm. Demuth & Co., of New York, a large pipes and canes house, is calling on the trade in Canada.

Mr. Alexander McL. L. Long succeeds Mr. F. B. Mason in charge of the sample room of T. Kinnear & Co., Front street, Toronto.

Chas. Masters, St. John, N.B., was a visitor to Montreal last week. Mr. Masters represents The Greig Mfg. Co., Montreal, in the Maritime Provinces, and reports successful business for his specialties.

Mr. E. E. Brewster has joined the travelling staff of The Greig Mfg. Co., Montreal. His territory is Eastern Ontario. Mr. Brewster is thoroughly well acquainted with the trade in that district, having for five years covered the ground for Marcotte, Leblanc & Cie., Montreal. "Kkovah" jellies, Batty's sauces and other lines, and Terezol Blacking are a few of the specialties he will carry, besides Greig's Extracts, etc.

THE SALMON PACK.

THE total pack of salmon on the Pacific coast in 1903 is estimated at 3,814,106 cases, which is the largest output for any year in the history of the business except 1901 and 1902. In 1901 the total pack was 5,040,961 and in 1902 was 4,259,186 cases. In all of the above figures are included the British Columbia pack. The largest total pack, including British Columbia, for any year prior to 1901 was that of 1899, which amounted to 3,138,040 cases, and the next in size was that of 1897, which was 3,072,731 cases.

The following were the details of the pack this year as compared with that of the previous year:

	1903.	1902.
British Columbia..	473,547	625,982
Columbia River ...	334,811	367,241
Sacramento.	8,500	14,043
Puget Sound.	480,258	563,307
Alaska total.	2,444,994	2,554,423
Outside rivers. . . .	71,996	134,190
	3,814,106	4,259,186

Decrease in 1903, 554,920 cases.

MARITIME FISHERIES.

THIS has not been a good year for our eastern coast fishermen. A Maritime paper speaks of this important industry as follows:

The fishery business is conducted in Lunenburg, on the co-operative plan. It is said that no single man or firm owns an entire vessel in the fleet, which numbers over 300 sail. Some of the schooners have as many as 25 or 30 owners. Some young fishermen have a share in two or three vessels, besides the one he sails in. Practical fishermen own the majority of shares in these vessels, though the people of the town who stay ashore also own shares in them. The merchants of the town generally have a sixteenth share in twenty or more vessels, so as to have the privilege of fitting them out and handling their fish.

It is stated the Lunenburg, town, fleet of fishermen, numbering 69 vessels, have during the season just ended, made a total catch of 11,784,000 pounds or 9,921,000 pounds less than last year. La Have, with a fleet of 68 vessels, had a catch of 10,368,000 pounds, a decrease of 8,432,000 pounds from last year. Mahone Bay has 24 vessels, which landed 3,480,000 pounds, being 3,130,000 pounds less than last year. The total catch of this fleet was 25,632,000 pounds. Last year it was 47,715,000 pounds, showing a shortage of almost 50 per cent.

PROPAGATION OF OYSTERS.

Up to recently it has been impossible to propagate oysters artificially, but within the last year Professor Julius Nelsen, biologist for the State Bureau of Shell Fisheries of New Jersey, has succeeded in propagating oyster germs or seed.

If a female oyster be jabbed with a knife in the right way the knife-point will be smeared with a milky-looking substance in which, by the aid of a microscope, can be seen tiny eggs having the general shape of minute oysters.

If the same proceedings be gone through with for the male, and the two fluids mixed in salt water, fertilization will occur in about ten minutes, and in about an hour the first development of the egg begins. After 24 hours the shells begin to come, and the oysters are in a fair way to grow up. At the first impregnation, although many male sperms adhere to one egg, it is shown by the microscope that if more than one enters the egg a monstrosity results which will not develop.

The greatest difficulty at present is to keep the minute oyster fry from escaping from the sea-water tank in which they are devloped, but this problem is in a fair way to solution, and the day may not be far off when the oysterman can get his oyster seed in the earliest stages of its development, and ready to "set" on the shells planted for them.—Collier's Weekly.

$500.00—FIVE HUNDRED DOLLARS.

We believe that OUR INCREASE ALONE in sales of "**SALADA**" Ceylon Tea in the past year over our sales in 1902 was greater than the entire tea business of any other wholesale firm in Canada, in either packet or bulk tea.

If any Firm has a contrary opinion, we are prepared to donate Five Hundred Dollars—$500.00—to any Charitable Institution if we are wrong; the contesting Firm to do the same, if we prove absolutely that our INCREASE ALONE in the past year over the preceding one was greater than **their entire business,** packet or bulk, in 1903. We will allow the contestants to include in their sales Ceylon, India, China and Japan Teas, on our part THE INCREASE IN 1903 OF "**SALADA**" ALONE. Results to be published.

"**SALADA,**" Toronto and Montreal.

SOCKEYE **SALMON**

"Sovereign" and "Lynx"

Brands

ARE THE CHOICEST IN THE MARKET.

EVERY TIN GUARANTEED.

TO BE HAD OF ALL GROCERS.

"Horse Shoe" SALMON

For 25 years the standard in Canada.

Every can guaranteed.

The quality unexcelled.

It is so thoroughly known among consumers that all grocers should give it prominence.

New Pack is in the hands of the wholesale trade

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

Toronto, Jan. 14, 1903.

Groceries.

THE wholesale trade generally appear to be quite optimistic. Stocktaking intelligence, which is beginning to be available, is of a satisfactory nature, and trade has started in with a rush. Orders are large and generally much better than is usual at this time of the year. Travellers find the outside merchants in good shape, and money is coming in well. Canned goods continue to be held very firm. Coffee is as strong as ever with, however, little local movement reported. Jobbers, nevertheless, find it less difficult to get prices on actual transactions. Spices are firm, especially cloves. Molasses is unchanged locally, with Barbadoes scarce. Syrup is moving freely. Rice has firmed up, but little movement is reported. Tapioca is nominal. Teas are meeting a very fair demand, and cable advices report the London market reopened with prices fully maintained. Foreign dried fruits are meeting the usual sorting orders. Currants are up in Patras. Sultanas are firmer, as are also Tarragona almonds. Cured fish are high and meeting a good demand. The sugar market is weaker than last writing. A decline of 1-16c. is recorded in raws, and New Orleans refined has eased off 5c. per cwt. New York has not responded yet, however, and, locally, the only effect has been to check trade, buyers holding off to await developments.

CANNED GOODS.

Canned goods are very firm in all lines. Stocks are in strong hands, and there is a pretty general feeling that higher prices will prevail. Some houses, while not advancing prices for small lots for customers' needs, ask a higher rate for large lots. We quote:

Apples, 3's	....	0 80
" gallons	....	2 20
Asparagus	....	3 50
Beets, 2's	....	0 90
Beets, 3's	....	1 00
Blackberries, 2's	1 50	1 70
Beans, 2's	1 00	1 10
Corn, 2's	1 00	1 10
Cherries, red, pitted, 2's	....	2 20
" white	....	2 40
Peas, 2's	0 87½	1 40
Pears, 2's	1 45	1 60
" 3's	1 90	2 10
Pineapples, 1½'s	1 50	1 60
" 2's	1 80	2 00
" 3's	2 25	2 40
Peaches, 2's	1 55	1 70
" 3's	2 45	2 60
Plums, green gages, 2's	1 10	1 40
" Lombard	1 00	1 30
" Damson, blue	0 95	1 25
Pumpkins, 3's	....	0 95
" gallon	....	2 50
Rhubarb, 3's	....	1 80
Raspberries, 2's	1 40	1 60
Strawberries, 2's	1 40	1 60
Succotash, 2's	....	1 00
Tomatoes, 3's	....	1 05
Lobster, talls	....	3 35
" 1-lb. flats	3 50	3 70
" ½-lb. flats	1 90	2 00
Mackerel	1 00	1 25
Salmon, sockeye, Fraser	1 65	1 75
" " Northern	1 65	1 75
" " Horseshoe	1 65	1 75
" Cohoes	....	1 15
Chums	1 25	1 35
Sardines, Albert, ¼'s	....	0 15
" " ½'s	....	0 23½
" Sportsman ¼'s	....	0 14
" ½'s	....	0 23
" Portugese ¼'s	0 08	0 10
" P. & C., ¼'s	0 25	0 27
" P. & C., ½'s	0 35	0 38
" Domestic, ¼'s	0 03½	0 04
" ½'s	0 09	0 11
" Mustard, ¼ size, cases 50 tins, per 100	8 00	9 00
Haddies	....	1 00
Kippered herrings, domestic	....	1 00
" " imported	1 45	1 55
Herrings in tomato sauce, domestic	1 00	1 10
" " " imported	1 45	1 55

SUGAR.

A decidedly easier tone to the raw sugar situation is manifested this week, with a tendency toward lower prices, there being more sellers than buyers at current quotations, and, owing to the apparent desire of Cuban planters to realize on crop in order to obtain funds, next transactions are likely to be made at prices below those prevailing to-day. Since last going to press there have been sales of 10,000 bags Cuban centrifugals for shipment at 2 1-16c. C. & F., which is equal to 3.11c., duty paid, and records a decline of 1-16c. from previous sales. Some San Domingo centrifugals, just arrived at New York, are being held for 3.14c., duty paid, without finding buyers, and it now appears as if Cuban sugars could not be placed at over 2c., C. & F., equal to 3.35c., duty paid. Europe is also reported easier, with decided weakness in France, where large stocks are held. London quotations for beet, 88 per cent. test, is now 8s. 1½d. basis, f.o.b. Hamburg, for January shipment, being a decline of 3s. ¾d. for the week. To-day's quotation is equal to parity of 3.72c., duty paid, for 99 per cent. test, centrifugals, or over ¼c. above the market. Further progress is being made in grinding in Cuba, there being, at latest advices, 72 central factories working, an increase of 28 for the week. Stocks in the island were reduced 11,000 tons during the week, or, say, to 94,000 tons, compared with 63,240 tons in the corresponding week of last year. Receipts at U. S. Atlantic ports for the week ending January 6 were 27,173 tons, with meltings reduced to 20,000 tons, being 9,000 tons less than previous week. Total stock in all hands was 71,308 tons, an increase of 7,473 tons for the week, and a reduction, as compared with same week last year, of 60,952 tons. Of this, 59,117 tons are held by refiners, or, say, barely three weeks' supply. Combined stocks of Europe and America at latest uneven dates were 3,305,308 tons, against 3,131,068 tons for same period last year, the increase being 174,240 tons. The weakness in raws has made its influence felt on the refined situation in the United States, with buyers disposed to hold off and refiners willing to give guaranty on all delayed shipments. New Orleans declined 5c. per 100 pounds, but, up to time of going to press, New York quotations remain unchanged and no concessions are being given. In view of the weakness across the line local buyers are disposed to hold off, and the movement of sugar is very light. However, prices are firmly held by refiners, and there is apparently no disposition to shade quotations. Purchases are only for actual requirements. We quote:

Paris lumps, in 50-lb. boxes	4 73
" in 100-lb. "	4 63
St. Lawrence granulated	4 08
Redpath's granulated	4 08
Acadia granulated	3 98
Berlin granulated	3 98
Standard granulated (Wallaceburg)	3 98
Crystal granulated (Wallaceburg), 1902	3 88
Imperial " (Dresden)	3 93
Granulated (Dresden), 1902	3 83
Phoenix	3 98
Bright coffee	3 83
Bright yellow	3 78
No. 3 yellow	3 73
No. 2 "	3 53
No. 1 "	3 43
No. 1 " (Wallaceburg)	3 43
No. 1 " (Berlin)	3 43

Granulated and yellow, 100-lb. bags, 5c. less than bbls.

COFFEES.

The New York market has shown a steadily strong and advancing tendency, with the exception of a slight reactionary movement on Tuesday. No. 7 Rios are quoted 8c., cost and freight, New York, which is 3c. advance on lowest price in later July and early August. Santos show even ½c. further divergence between last Summer and present prices. The effect is seen in all the mild grades as well, which are firmly held. There is little active movement locally, but some trading is reported on the higher basis. We quote:

	Per lb.	
Green Rios, No. 7	....	0 08¼
" " No. 6	....	0 08¾
" " No. 5	....	0 09
" " No. 4	....	0 09¼
" " No. 3	0 10¼	0 11¼
Mocha	0 21	0 25
Java	0 22	0 35
Santos	0 12	0 14
Plantation Ceylon	0 26	0 35
Porto Rico	0 22	0 25
Guatemala	0 22	0 25
Jamaica	0 15	0 20
Maracaibo	0 16	0 23

SPICES.

There is a firm market all round for these lines. Cloves have advanced in all markets. There is no buying locally, however, by jobbers for cloves, but a fair movement in other lines. Peppers are free. The retail demand is normal. We quote:

	Per lb.			Per lb.	
Peppers, blk	0 18	0 19	Cloves, whole	0 25	0 35
" white	0 23	0 27	Cream of tartar	0 25	0 30
Ginger	0 18	0 25	Allspice	0 13	0 16

SYRUPS AND MOLASSES.

No change is reported on this market in these lines, although Barbadoes is quoted easier in Montreal, and a general molasses war is threatened in the Maritime Provinces. Genuine Barbadoes here is very scarce and commands a high price. Syrups are reported in very good demand. We quote:

Syrups—		
Dark	....	....
Medium	0 30	0 32
Bright	0 35	0 37
Corn syrup, bbl., per lb.	....	0 02¾
" ½ bbls., "	....	0 02¾
" kegs "	....	0 03
" 3 gal. pails, each	....	1 30
" 2 gal. " "	....	0 90
" 2-lb. tins (in 2 doz. case) per case	....	1 90
" 5-lb. " (in 1 ") "	....	2 35
" 10-lb. " (in ½ ") "	....	2 25
" 20-lb. " (in ¼ ") "	....	2 10
Molasses—		
New Orleans, medium	0 23	0 30
" ½ bbls.	0 25	0 32
" open kettle	0 45	0 50

Barbadoes	0 47½	0 50
Porto Rico	0 38	0 42
Maple syrup—		
Imperial qts	....	0 27½
1-gal. cans	0 95	1 00
5-gal. cans, per gal	....	1 00
Barrels, per gal	....	0 75
5-gal. Imp. brand, per can	....	4 50
1-gal. " per case	....	5 10
½-gal. " "	....	5 60
Qts. " "	....	6 00

RICE AND TAPIOCA.

The war scare has stiffened prices for rice, and, as already stated, no high-grade Japan is here available. Tapioca is dull and easy. We quote :

	Per lb.		Per lb.
Rice, stand. B	0 03¾	Sago	0 04
Patna	0 05	0 05½ Tapioca	0 03¼ 0 03¾
Japan	....	0 07 Carolina rice	.... 0 10

TEAS.

Demand for tea is good in all lines of Indian and Ceylon. Sellers in New York are firmer, but there is no quotable change. London and Ceylon cables report large sales in Colombo but no concession in prices. The London market opened after the holiday with prices fully maintained. We quote :

Congou—half-chests, Kaisow, Moning, Paking	0 12	0 60
caddies, Paking, Kaisow	0 19	0 50
Indian—Darjeelings	0 35	0 55
Assam Pekoes	0 20	0 40
Pekoe Souchongs	0 19	0 25
Ceylon—Broken Pekoes	0 36	0 42
Pekoes	0 27	0 30
Pekoe Souchong	0 17	0 35
China Greens—Gunpowder, cases, extra first	0 42	0 50
" half-chests, ordinary firsts	0 22	0 28
Young Hyson, cases, sifted, extra firsts	0 42	0 50
" cases, small leaf, firsts	0 35	0 40
" half-chests, ordinary firsts	0 28	0 38
" " seconds	....	0 23
" " thirds	0 16	0 18
" " common	....	0 15
Pingsueys—Young Hyson, ½-chests, firsts	0 28	0 32
" " seconds	0 18	0 19
" half-boxes, firsts	0 28	0 32
Japan—½ chests, finests May pickings	0 38	0 40
Choice	0 33	0 37
Finest	0 30	0 32
Fine	0 27	0 30
Good medium	0 25	0 28
Medium	0 21	0 23
Good common	....	0 20
Common	....	0 19

Foreign Dried Fruits.

Cable advices received early this week from Mr. Dem Schisas, Patras, report a further advice of 9d. in currants, with a higher tendency. Good quality, rain-damaged Sultanas, on offer at Smyrna for the last couple of weeks, have now been sold, and no further supplies of this grade are now to be hgd. Some poorer quality rain-damaged fruit is offered at an advance of 3d. per cwt. The demand for fine quality Sultanas is almost entirely wanting on this market, but the demand is good from the great consuming countries, and prices in Smyrna have been gradually advancing under heavy buying. Best grades shelled walnuts are reported nearly exhausted in France, and only a limited quantity are offering at advancing prices. Tarragona almonds, cable advices report, are very firm in primal markets, and further advance is noted. The high price of apricots is creating a bigger demand for other lines. We quote :

CURRANTS.

	Per lb.		Per lb.
Fine Filiatras	0 04½ up	Vostizzas	0 07 0 08
Patras	0 06 0 06½		

RAISINS.

	Per lb.
Valencia, fine off-stalk	0 06½ 0 07
" selected	0 07 0 09
" selected layers	0 08 0 09½
Sultana	0 06½ 0 10
Californian seeded, 12-oz	0 08½ 0 09
" " 1-lb. boxes	0 10½ 0 11
" unseeded, 2-crown	.... 0 07½
" " 3-crown	0 08 0 08¾
" " 4-crown	0 09 0 10

DATES.

	Per lb.		Per lb.
Hallowees	0 04¾ 0 05	Fards	0 07½ 0 09½
Sairs	0 04½ 0 04¾		

PRUNES.

	Per lb.		Per lb.
100-110s	0 04 0 04½	60-70s	0 06¾ 0 07
90-100s	0 05 0 05½	50-60s	0 07 0 07½
80-90s	0 05½ 0 05¾	40-50s	0 07¾ 0 08
70-80s	0 06 0 06¼	30-40s	0 08¼ 0 08½

CANDIED PEELS.

	Per lb.		Per lb.
Lemon	0 10 0 12½	Citron	0 15 0 18
Orange	0 11 0 13		

FIGS.

	Per lb.		Per lb.
Tapnets	.... 0 03½	Elemes	0 09 0 20
Naturals	0 06½ 0 09½		

APRICOTS.

	Per lb.
Californian evaporated	0 10½ 0 15

PEACHES.

	Per lb.
Californian evaporated	0 08 0 12

Cured Fish.

This has been a bad season, especially for lake herring and white fish. Stocks were exhausted early, and it has been impossible to get more. Labrador stock has taken the place of these largely along with cod. Both have been very high in consequence of the small catch on Atlantic shore. We quote :

Herring, No. 1, Labrador, in bbls	6 25	6 50
" " " ½-bbls	3 25	2 50
" split shore, ½-bbls	2 75	3 00
Large dried cod in quintals	6 00	6 50
Skinned cod, in 100-lb. cases	5 50	6 00
Cod steak, 1-lb. blocks	....	0 06½
Boneless fish, 1-lb. blocks	....	0 05½
" " 25-lb. boxes, per lb	....	0 04½
Scaled herring, per box	0 16	0 18

Country Produce.

EGGS.

The egg market is firmer than ever and prices have been stiffening up, with further advances anticipated. The demand keeps up despite the price, and there appears no prospect of anything but considerably dearer eggs. We quote :

Eggs, strictly new laid, per doz	0 35	0 40
" selected, per doz	0 27	0 28
" cold storage, per doz	0 25	0 26
" pickled, per doz	0 23	0 24

WHITE BEANS.

Beans are easier this week, with large supply offering. Our quotations are :

Beans, mixed, per bush	1 20	1 30
" prime, "	1 25	1 35
" handpicked, per bush	1 50	1 60

HONEY

The demand for honey is lighter than usual at this season of the year. Stocks are heavy through the country, which is perhaps accounted for by the fact that farmers held on to stocks last Autumn, refusing prices which they are now glad to get. We quote :

Honey, extracted clover, per lb	0 07	0 08
" sections, per doz	1 50	2 25

DRIED APPLES.

The export demand for dried apples has dropped off, and even at the low prices quoted there is no demand. Evaporated are slow. We quote :

Apples, dried, per lb	....	0 03
" evaporated	0 05½	0 06

POULTRY.

There is little to report in poultry this week. The market is dull and featureless except for a good inquiry for young chickens. The stocks put in cold storage during the holidays, however, are not large, and better conditions are expected soon. We quote :

Chickens, live per lb	0 07	0 08
Old hens " "	....	0 05
Ducks " "	0 08	0 09
Turkeys " "	0 11	0 12
Chickens, dressed, per lb	0 10	0 11
Old hens, " "	0 05	0 06
Turkeys, " "	0 13	0 14
Geese, " "	0 09	0 10
Ducks " "	0 09	0 11

Fish.

The fish trade is brisk this week. The supply of sea herring is not very good as yet. Oysters are scarce on account of the freeze-up, and have advanced in price. We quote :

Whitefish, frozen, per lb	0 06
Trout, frozen, per lb	0 06
Herrings, fresh, per lb	0 07
British-Columbian salmon, frozen, per lb	0 12
Halibut, frozen, per lb	0 12
Perch, per lb	0 06
Mackerel, frozen, per lb	0 10
Haddock, per lb	0 06
Cod, per lb	0 06
Tullibees, per lb	0 06
Gold eyes "	0 04½ 0 05
Fresh-water herring, frozen, per lb	0 04½
Sea herring, per 100	2 25
Finnan haddies, per lb	0 08
Bloaters, per box	1 25
Oysters, standard, per small pail	4 35
" selects " "	5 15
" per gal	1 45

Green Fruits.

The fruit market is picking up considerably this week, and freight shipments are beginning to move again. Florida oranges are almost cleaned up, although a few fresh arrivals are reported, for which there is a good sale. Stocks of Almeria grapes are extraordinarily light considering that 100,000 extra barrels were imported by North America during the last year. The lemon market is easier on account of an oversupply. Seville bitter oranges are on the market for the first time this week. Florida pineapples are scarce and firmer than last week. Tangerines are easier. Our quotations are :

Florida oranges, per box	3 00	3 50
Florida tangarines, in straps	....	7 00
" " in ½-straps	....	3 50
Japan " per bundle (2 boxes)	....	1 25
California navels, per box	3 00	3 50
Mexican oranges, "	2 25	2 40
Seville oranges, bitter, chests	....	5 75
Messina lemons, new, per box	2 25	2 50
Valencia oranges, 714 case	....	4 75
" " 420 case	....	4 75
Bahama grape fruit, per box	5 25	5 50
Florida pineapples, per crate	4 75	5 50
Bananas, large bunches	1 75	2 50
" small bunches	1 00	1 25
Apples, per bbl	1 50	2 50
Almeria grapes, per keg	....	6 50
Florida tomatoes, per crate	....	4 50
Tomatoes, green house, per lb	....	0 25
Cranberries, Jersey, per bbl	....	8 00
" Budd's longkeepers	....	9 75
Limes, per case	....	1 25

Vegetables.

The demand for vegetables is increasing, with nearly every variety hard to obtain. Cabbages and parsnips are scarce, also beets and onions. Provision merchants say potatoes are particularly scarce. Pumpkins are out of the market, and squash is nearly done for. Local celery is getting cleaned up, and the demand for California grown at quotation prices is good. Our quotations are :

Cabbage, per doz	0 40	0 75
" red, per doz	0 40	0 75
Potatoes, per bag	0 90	1 00
Potatoes, per bag, car lots	0 75	0 80
Sweet potatoes, per bbl	....	5 00
Onions, per basket	....	0 40
Onions, per bag	1 40	1 60
Spanish onions, per crate	....	1 00
Spanish onions, large cases	....	2 50
Bunch lettuce, per doz. bunches	0 30	0 40
Radishes, per doz. bunches	....	0 50
Mushrooms, per lb.	0 60	0 75
Mint, per doz bunches	....	0 20
Parsley, " "	....	0 20
Sage, per doz	....	0 10
Savoury, per doz	....	0 10

Beets, per bush		0 50
Carrots, per bag	0 50	0 60
Parsnips, per bag	0 55	0 60
Artichokes, per bush		0 75
Vegetable marrows, per doz	0 40	0 75
Butter squash, per doz	0 75	1 25
Hubbard squash, per doz	0 75	1 50
Yellow turnips, per bag		0 35
White turnips, per bag		0 50
Oyster plants, per doz	0 20	0 30
Leeks, per doz		0 30
Celery, per doz	0 25	0 60
California celery, large case		5 00
" " small case		2 75

Seeds.

The seed market is active, and last week's prices continue unchanged. Our quotations are :

Red clover, per bush	5 50	6 00
Alsike "	4 75	5 75
Timothy, per "	1 15	1 50
" flail threshed		1 75

Grain, Flour and Breakfast Foods.

GRAIN.

The grain market is more settled than last week. Manitoba wheat remains unchanged, while Ontario wheat is firmer. Red wheat is 1½c. and white wheat 1c. higher respectively. Oats have advanced 1½c. Our quotations are :

Manitoba wheat, No. 1 hard, per bush, Toronto	0 94½	0 95
" Northern No. 1 " "	0 92	0 92½
Manitoba wheat, No. 2 " "	0 89	0 90
Red, per bushel, on track Toronto	0 83	0 83½
White " " "	0 83	0 83½
Barley " " "	0 44	0 48
Oats " " "	0 33½	0 34
Peas " " "	0 65	0 66
Buckwheat " " "		0 47
Rye, per bushel, " " "	0 56	0 57

FLOUR.

Flour continues firmer this week with demand good. Hungarian patents have advanced 15c. and Manitoba bakers' 15c. We quote :

Ontario patents, per bbl	3 95	4 15
Hungarian patents "	4 55	4 65
Manitoba bakers' "	4 25	4 35
Straight roller, "	3 60	3 70

BREAKFAST FOODS.

The market in breakfast foods is brisk this week, with increased demand. Oatmeal has advanced 45c., rolled oats, in bags, 60c.; in wood, 45c., and in broken lots, 40c. Cornmeal is 50c. easier, and pot barley, in bags and in wood, 25c. easier respectively. Our quotations are :

Oatmeal, standard and granulated, carlots, on track, per bbl	4 70
Rolled oats, standard, carlots, per bbl., in bags	4 10
" " " " in wood	4 35
" " " " for broken lots	4 40
Rolled wheat, per 100-lb. bbl	2 50
Cornmeal	3 50
Split peas	4 75
Pot barley in bags	3 75
" in wood	4 00
Swiss food, per case	2 88
Aunt Sally's Pancake Flour, per case	2 00

Hides, Skins and Wool.

The market continues quiet this week, with last week's prices unchanged. Our quotations are :

HIDES.

No. 1 green, per lb	0 07½
" 2 " "	0 06½
" 1 " steers, per lb	0 08
" 2 " " "	0 07
Cured, per lb	0 08½

CALFSKINS.

Veal skins, No. 1, 6 to 14 lb. inclusive	0 09
" " " 2 " " "	0 07
" " " 1 15 to 20 lb "	0 08
" " " 2 " "	0 06
Deacons (dairies), each	0 60 0 70
Lamb and sheep skins	0 90

WOOL.

Unwashed wool, per lb	0 09	0 10
Fleece wool, "	0 16	0 17½
Pulled wools, super, per lb	0 17	0 19
" " extra "	0 20	0 21
Tallow, per lb	0 04½	0 04¾

QUEBEC MARKETS.

Montreal, Jan. 14, 1904.

Groceries.

BUSINESS reports are on the whole good when the season is taken into account. Orders are if anything more plentiful than same period last year. Collections are generally fairly good, paper maturing being well met on the 4th.

The sugar market is in a quiet state, and the foreign beet reports of a lowering tone and it may not be long before local prices will decline. That is the feeling in some quarters. There is a better feeling in tea circles though this has been only made apparent towards close of the week. China greens, Ping Suey Young Hysons, Ping Suey Gunpowders have received attention both locally and from western points. Japan teas have been traded in during the week and a better tone prevails. No change in China blacks. Little business has been done with London on account of the holidays, and active trading has not been resumed. China greens are receiving some attention. Molasses is reported declined 2c. per gallon for Barbadoes. This is due to the receipt of encouraging crop prospects from the island; 40c. for puncheons for new Barbadoes is the ruling price. It is stated on good authority that there are still one or two lots of old Barbadoes on this market and these are selling at 35 to 37c. Stocks of new are light. Syrups in fair demand.

Coffees are strong and prices generally looking up. The advance since last Summer is fully 3 to 3 1-2c. per lb. in the lower and medium grades. The tendency for higher prices seems to be statistically well backed up. Spices, too, are very bullish, and a stiff market prevails both in New York and locally. Canned goods situation unchanged with the exception that corn is held at $1.10 by the trade though a few holders ask $1.05. Salmon commencing to go out more freely and the consumption increasing. Trade in green fruits quiet. Florida oranges are selling freely. Foreign dried fruits dull among the brokers as is to be expected now. Jobbers report fair trade. The low price of dates, 3 1-2 to 4c. has created a good demand from retailers, many of whom are selling at 5c. per lb., an unusually low price, and one tending to increase the consumption. Nuts are quiet. Peanuts advanced during the week 1-2c. per lb. In rice the Mount Royal Milling and Mfg. Co., Limited, have advised the trade of withdrawal of all their grades of Japans. Higher prices evidently are in the air. Tapioca unchanged with quiet business. Fish business is in good shape and all grades selling well. Vegetables about as last reported, the cold weather had kept back arrivals of potatoes somewhat.

The situation in the egg market is unchanged. Stocks are being rapidly diminished and new supplies are small. Dealers throughout the country are demanding high prices for their stock and local quotations have stiffened a little since last week. The bean market is now quiet and featureless. The hop market is now attracting some attention owing to the firm feeling in foreign countries. Local prices have been again advanced during the week. The flour market is also of interest this week. Rumors of war in the Far East have stiffened the wheat market and prices of flour are very firm although there are no important actual advances to note. As the market is very firm it would be no surprise if advances are made by the time this appears in print.

SUGAR

The trade report only a fair demand this week. The recent advance of 5c. per cwt. apparently did not stimulate buying. Foreign beet markets are weak and it would not be surprising to learn of a decline shortly.

Granulated, bags and bbls	$4 00	
" ½-bbls	4 15	
" bags	3 95	
Paris lump, boxes and bbls	4 55	
" ½-boxes and ½-bbls	4 65	
Extra ground, bbls	4 40	
" " 50-lb. boxes	4 60	
" " 25-lb. boxes	4 70	
Powdered, bbls	4 20	
" 50 lb. boxes	4 40	
Domino lumps, boxes and bbls	4 45	
" ½-boxes and ½-bbls	4 55	
Phoenix	3 90	
Cream	3 75	
Bright coffee	3 75	
" yellow	3 75	
No. 3 yellow	3 65	
No. 2 "	3 45	
No. 1 " bags and bbls	3 30	3 35
Raw Trinidad		3 10
Trinidad crystals	3 15	3 20

SYRUPS AND MOLASSES.

Business in syrups in the past week is reported as farily good. Prices in Barbadoes molasses generally have been reduced to 40c. in puncheons in carload lots of 20 puncheons and over, open prices are the rule. This easing up in prices of Barbadoes is apparently due to the reports of the crop prospects that have come to hand. It is authoritatively stated that there are one or two old lots of Barbadoes on this market and these are being offered at very much lower prices.

Barbadoes, in puncheons, old		0 37
" new		0 40
" in barrels	0 41	0 42
" in half-barrels	0 43½	0 45½
New Orleans	0 22	0 35
Antigua		0 37
Porto Rico	0 45	0 48
Corn syrups, bbls		0 02¾
" ½-bbls	0 02¾	0 03
" ½-bbls		0 03
" 38½-lb. pails		1 30
" 25-lb. pails		0 90
Bbls., per 100 lb.		2 75
½-bbls. "		2 75
Kegs "		3 00
Cases, 2-lb. tins, 2 doz. per case		1 90
" 5-lb. " 1 doz. "		2 35
" 10-lb. " ½ doz. "		2 25
" 20-lb. " ¼ doz. "		2 10

TEAS.

As usual at this time of the year and as indicated in our report during the past few weeks, the tea trade is dull. During the last few days there has been, however, quite a brisk enquiry for China greens, Ping Suey Young Hyson, Ping Suey Gunpowders, both locally and from western points. There has been also some enquiry for these teas for future deliveries (February and March), and under the circumstances an improved market is looked for. Pea leaf teas are also enquired after. Stocks are getting light. Japan teas are in some quarters being taken off the market. Several

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Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

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TORONTO.

lines of Japan teas have been sold since last week and there is a healthier tone to the market. There have been some large blocks of Oolong purchased for London account. These are the balance of the rejected teas of New York. Ceylon blacks in low grades are enquired for. Ceylon greens are also a little interesting. China blacks, no changes to report locally. We quote:

Good to medium Japans	0 17½	0 20
Fine to choice Japans	0 23	0 26
Ceylon greens	0 14½	0 18
Indian greens	0 16	0 19
Japan style China congoes	0 08	0 10
Pealeaf Gunpowder	0 21½	0 23
Common "	0 12½	0 15
Ceylon blacks	0 14	0 18
Indian "	0 11½	0 20

COFFEE.

The coffee market still shows an upward tendency and a decidedly strong feeling prevails in the trade. Prices in all grades have advanced fully 3 to 3 1-2 cents per pound on the lower and more used varieties. We quote:

Good cucutas	0 10	0 10½
Choice "	0 11½	0 12½
Jamaica coffee	0 09	0 11
Java	0 17½	0 22

SPICES.

A very much more active market this week. New York advices report the demand broad and urgent, particularly in cloves and pepper. The strength of the market is based on the small supplies. The principal supplies in grinders' hands is small. From all appearances gathered from one of the largest New York brokers there is going to be a stiff and rising market. We quote:

Nutmegs, per lb., as to size	0 40	0 60
Penang mace, per lb., as to quality	0 70	1 00
Pimento, ground	0 18	0 20
Cloves	0 20	0 25
Pepper, ground, black (according to grade)	0 18	0 24
" " white	0 27	0 29
Ginger, whole Cochin	0 17	0 19
" " Japan	0 13	0 14
" " Jamaica	0 12	0 18
" " African	0 12	0 13
Ginger, ground Japan		0 15
" " Cochin	0 19	0 20
" " Jamaica	0 18	0 20
" " African	0 13	0 14
Cassia	0	0 16

RICE AND TAPIOCA.

The Mount Royal Milling and Manufacturing Co. under date of the 2nd inst. have advised the trade of the withdrawal of all their grades of Japan rice, and also that they would be out of stock until the arrival of the first new crop grain from Japan, which they say will be about the end of next month. Patnas of all grades are still being offered by them The Eastern situation has had some effect, stimulating trade in rice, particularly Japans, and should hostilities commence between Japan and Russia, rice will no doubt advance materially. In tapioca no changes are reported and trade is quiet. We quote:

B rice, in bags	3 40
" ½-bags	3 40
" ¼-bags	3 50
" pockets	3 50
In 10-lb bag lots an allowance of 10c. is made.	
CC rice, in bags	3 30
" ½-bags	3 30
" ¼-bags	3 40
" pockets	3 40
Imported Patna rice, in bags	4 62½
" " in ½-bags	4 75
" " in ¼-bags	4 87½
In the open territory prices are about 10c. less	

"MOUNT ROYAL" FANCY RICES.

Mandarin Patna	4 25	Japan Glace	4 50
Imp. Glace Patna	4 50	Crystal Japan	4 75
Polished Patna			3 87½
Indian Bright			3 60
Java Caroline			3 90
Lustre			3 75
Snow Japan			4 87½
Japan Ice Drips			5 25
Tapioca, medium pearl		0 02¾	0 03
" seed pearl		0 03	0 03¼
" flake			4 00
Imported Italian			0 09
Fancy Head Carolina			0 10

NUTS

Trade is on the quiet side. The recent advance in Grenobles slightly stimulated business in this line, also the rise in shelled walnuts has had a good effect in sales. Peanuts have shown a very strong market in spite of the very large crop that was harvested and dealers have been unable to fill demands. Another advance of 1-2c. per lb. is reported this week. We quote:

Grenoble walnuts		0 1
Marbots		09
Tarragona almonds		0 11
Filberts	0 07½	0 07½
Brazils		0 12½
Pecans	0 10	0 12½
Peanuts	0 06¾	0 10

CANNED GOODS.

A very quiet market in canned goods and no changes to report, with the exception that corn is being held at $1.10 by the majority of the jobbing trade. Salmon is receiving a little more attention, and the approaching Lenten season will no doubt still further tend to firm up prices as stocks are very light. We quote:

Tomatoes		1 05
Corn	1 05	1 10
Peas	0 87½	1 40
String beans	0 82½	0 85
Strawberries, preserved	1 40	1 60
Succotash		1 00
Blueberries		1 10
Raspberries		1 40
Lawtenberries, 2s		1 50
Raspberries, black		1 35
Gooseberries		1 55
Pears, 2s	1 45	1 60
" 3s		2 10
Peaches, 2s	1 55	1 67½
" 3s	2 40	2 60
Plums, Lombard 2s		1 30
" Green Gage, 2s		1 40
Cherries, red pitted, 2s		2 20
Baked beans, 3s		0 90
3-lb. apples		0 90
Gallon apples		2 20
2-lb sliced pineapples	2 00	2 10
Grated pineapples		2 40
Singapore whole pineapples		2 40
Pumpkins, per doz		0 85
Spinach		1 00
Sugar beets	0 90	1 40
Salmon, pink	0 90	1 00
" spring		1 40
" Rivers Inlet red sockeye		1 50
" Fraser River red sockeye	1 50	1 70
Lobsters, talls		3 45
" 1-lb. flats		4 00
" ½-lb. flats		2 25
Canadian Sardines, ¼s	3 65	4 00

Foreign Dried Fruits.

There is nothing of any importance to report as regards the condition of the dried fruits trade. Brokers are without news while jobbers say that there is a fair demand for all kinds of fruit. Dates are selling from 3 1-2 to 4c. and as a large number of the retailers are selling them at 5c. per lb. the larger consumption has stimulated business. We quote:

CURRANTS.

Fine Filiatras, per lb. in cases	0 04½	0 05
" " cleaned	0 05	0 05½
" " in 1-lb. cartons	00 6	0 06½
Finest Vostizzas "	0 06½	0 07½
Amalias "		0 05½

SULTANA RAISINS.

Sultana raisins, per lb.	0 06½	0 08
" " 1-lb. carton		0 09

VALENCIA RAISINS.

New, finest off-stalk, per lb.	0 06	0 06½
Selected, per lb.		0 07
Layers "	0 07¼	0 07½

FIGS.

Comadres, per tapnet	1 00	1 10
Elemes, per box, new		0 90

DATES.

Dates, Hallowees, per lb.	0 03¾	0 04

CALIFORNIAN EVAPORATED FRUITS.

Apricots, per lb.		0 12½
Peaches "		0 09½
Pears "		0 12½

MALAGA RAISINS.

London Layers	1 75	1 90
"Connoisseur Clusters"		2 00
"Royal Buckingham Clusters," ½-boxes		1 00
"Excelsior Windsor Clusters"		4 25
" " ½s		1 25

CALIFORNIAN RAISINS.

Loose muscatels, per lb.	0 07½	0 08
" " seeded, in 1-lb. packages		0 10½
" " in 12-oz. packages		0 08

PRUNES.

	Per lb.	Per lb.
30-40s		0 09
40-50s		0 08
50-60s		0 07½
60-70s		0 06½
70-80s		0 06
80-90s		0 05½
90-100s		0 05
Oregon Prunes (Italian style) 40-50s		0 08
" 50-60s		0 07½
Oregon prunes (French style), 60-70s		0 06½
" 90-100s		0 04½
" " " 100-120s		0 04

Green Fruits.

There is not very much to report this week in the situation of the green fruit market. Trade is very quiet, although Florida oranges are selling quite freely. Now that Canadian celery is out of the market there is a much better demand for California celery. In all other lines a very stagnant trade obtains. We quote:

Cranberries	9 00	10 50
Cocoanuts, per bag of 100		4 00
Canadian apples, in bbls.	2 00	3 25
Pineapples, 24 to case		5 00
" 30 to case		4 50
Bananas	2 25	2 50
Jamaica oranges, in bbls.	3 50	4 00
" " boxes		2 75
Valencias oranges 714's		4 50
" " 420's		4 00
Sweet potatoes, per bbl	3 75	4 00
Spanish onions, cases		2 25
New Messina lemons 300's		3 00
" " " 360's		2 50
Florida oranges, per box		4 50
California navels	3 25	3 50
Florida tomatoes, per crate		4 50
California celery		5 50

Fish.

Now that the holidays are over and the weather being seasonable, fresh fish is in good demand. The first lots of Newfoundland frozen herrings arrived during the last week and are selling at from $2.15 to $2.25 per 100 fish. The fish are large and bright and meeting with ready sale even at these high prices. Tommycods have been very scarce and from present outlook the impression among the trade is that prices will not depreciate. Prices on these have advanced this week to $2.25 per barrel. Fresh haddock and codfish are now arriving very freely and the demand for same increasing, in fact the demand is more than equal to the supply. In boneless fish trade is good as usual at this season of the year. Stocks, however, are light. Same will apply to skinless cod. Bulk oysters are always in steady demand and the trade for shelled oysters has fallen off. Consequently, prices on the latter are considerably lower as will be noticed by reference to our market quotations. Salt herrings in good demand and supplies are coming forward a little more freely. Stock is nice and bright. We quote:

Frozen herring, large, per 100 fish	1 70	1 80
Bloaters, Yarmouth		1 00
Haddies		0 06½
Smoked herring, per box		0 15
Fresh haddock, per lb.	0 03¾	0 04
Dore, per lb., frozen		0 06½
Pike, " round	0 04	0 04½
Halibut, frozen, per lb.	0 08½	0 09
Gaspe salmon, frozen, per lb.		0 14
Frozen B.C. salmon, per lb.	0 08½	0 09
Smelts		0 07
Steak cod		0 04½
Fresh cod, market	0 03¼	0 03¾
No. 1 Herring, Labrador, per bbl.	5 50	5 75
" half bbl.	2 75	3 00
No. 1 Holland herring, per half bbl.		6 50
No. 1 Scotch herring, "		6 50
" per keg		0 95
Holland herring, per keg	0 65	0 75
No. 1 green codfish, new, per 200 lb.		6 50
No. 2 green cod, bbls. 200		5 00
No. 1 green haddock, bbls. 200		5 50
No. 1 large green codfish, new, per 200 lb.		6 50
Green pollock, bbls. 200		4 00
Salt eels, bbls. 200 lb		0 6½
Mackerel, per lb		0 12
Boneless cod, 1 and 2-lb. blocks, per lb.		0 06
" fish, " " "		0 05
" " loose, in 25 lb. boxes		0 04½
Boneless fish, in crates, 12 5-lb. boxes		0 05
Skinless cod, cases 100 lb.		4 75
Dried codfish, new, per 100-lb. bundles		5 00
B. C. salmon, per bbl.		13 50
B. C. Salmon, ½-bbl.		7 25
Marshall's kippered herring, per doz.		1 40
Canadian kippered, per doz.		0 90
Canadian ½ sardines, per 100	3 75	4 00
Canned cove oysters, No. 1 size, per doz.		1 30
Canned cove oysters, No. 2 size, per doz		2 25
Shell oysters, No. 1 Malpecques	6 00	8 00
" " " common	3 00	4 00
Standard bulk oysters, per gal.		1 40
Selects		1 60
Winter cod, dore, frozen	0 06½	0 07
Qualla salmon, frozen, cases	0 07	0 07½

Vegetables.

Business during the past week showed prices firm, as the cold weather prevented arrivals of any quantity of potatoes. Jobbers had the field to themselves. Within the week, however, a number of carloads have been received and mixed cars offered at 60c. per bag of 90 lb. Car of Early Rose sold at 65c. Turnips, quiet, Quebec swedes $10 to $12 per ton, and 65c. per bag of 90 lb. Parsnips $2 to $2.50 per bbl. Carrots $8 per ton. Onions, steady, Canadian red at $2.75 to $3.25; yellow $2.25 to $2.50.

Cabbage, per doz.	0 30	0 45
" red, per doz.		0 45
Cucumbers, per doz.		0 18
Onions, per basket	0 50	0 70
Cauliflower, per dozen	1 00	1 50
Carrots, per basket	0 40	0 50
Parsnips, per bunch		0 15
Green corn, per dozen	0 10	0 15
Lettuce, per dozen	0 25	0 35
Celery	0 25	0 35
Parsley, per doz.		0 10
Radishes, per doz.	0 15	0 25
Pumpkins, per doz.	0 60	1 35
Potatoe Chili	0 60	0 62
" Early Rose	0 62	0 63
" Beauty of Hebron		0 63

Country Produce.

EGGS.

There is nothing new in the situation. Stocks on hand are almost depleted and new supplies are coming in very slowly. In consequence prices are very firm and, if anything, are higher than at the time of last week's quotations. We quote as follows: Selected, fresh stock, 28c.; market stock, 24c.; pickled eggs, 23c.

BEANS.

The market for beans is now very quiet and there is nothing of interest to note. Prices are being well maintained and it seems that they have found their level. We quote:

No. 1 hand-picked, carlots		1 75
Choice prime, per bushel	1 55	1 60
" carlots	1 45	1 50
Ordinary (off grade), per bush.	1 35	1 40

HOPS.

Advices from foreign markets show that prices are still tending upward. In New York, it is estimated that the 1903 crop left in growers' hands is not over 12,000 bales so heavy has been the buying. There has been active buying in New York State and as high as 30c. has again been paid for choice. A sale of a choice lot of 257 bales is reported at 31c. Brewers are showing much interest in the situation in the United States and heavy sales are reported in all parts of the Republic. The German market is also showing some very sharp advances. In sympathy with the upward tendency of foreign markets, local prices are stiffening. Choice Eastern Townships and Prince Edward County hops are now quoted at 32 to 33c: hops, fair to good, 26 to 30c.

HONEY.

The market continues dull and uninteresting. Prices remain unchanged as follows:

Strained, white	0 09	0 10
Clover and basswood		0 08½
Buckwheat	0 07	0 08
Comb honey	0 13	0 13½

MAPLE PRODUCTS.

There is very little activity at present and there are no price changes to note. We quote as follows:

Maple syrup, in wood, per lb.	0 05¾	0 06
Maple syrup, in large tins	0 70	0 75
Pure sugar, per lb.	0 07	0 07½
Pure Beauce sugar, per lb.	0 08	0 09

EVAPORATED APPLES.

Since last issue there has been a stiffening in price. Reports from the largest shippers indicate that they have exhausted their stock, and as the export demand is brisk prices have been advanced. One evaporator made a sale this week of 20,000 boxes at prices only a shade lower than the advanced prices being quoted to the trade this week for the first time. We quote the following increased priced:

New, in carlots	0 06	0 06½
New, in jobbing lots	0 06¾	0 06¾

Flour and Feed.

FLOUR.

As noted last week, the tone of the market is very firm. One or two slight advances will be noted in prices quoted and others are expected very soon, the rumors of war in the Far East having strengthened the wheat market. For the season of the year, a fair volume of business continues to be done. We quote:

Manitoba spring wheat patents	4 60	4 90
" strong bakers'	4 30	4 60
Winter wheat patents	4 25	4 35
Straight rollers	3 90	4 00
Extra	3 35	3 50
Straight rollers, bags	1 85	1 90
Extra, in bags	1 65	1 70

FEED.

The market is quiet, the only feature of interest being an improved demand for bran. There is very little business in shorts. We quote:

Ontario bran, in bulk	16 50	17 00
" shorts	18 50	19 00
Manitoba bran, in bags		17 00
" shorts	18 50	19 00
Mouillie	23 00	28 00

ROLLED OATS.

The market continues very firm, but our information from the jobbers is that no actual advance has been made in their prices. There can, however, be little doubt that an advance is coming as the manufacturers are stiffening their prices. A leading broker is authority for the statement that orders could not now be filled from new stock at present prices. We quote:

Rolled oats, in bbls	3 75	3 80
" " in bags	1 75	1 80

BARLEY.

Prices as previously quoted are unchanged. There is no very special activity, and the market is without any features of special interest. We quote:

Pot barley	1 85
Pearl "	2 85

Baled Hay.

The market continues very quiet, the chief business being for local account. Prices are easier. We quote:

No. 1 timothy	9 50	10 00
No. 2 timothy, choice		8 50
No. 2 timothy, ordinary	8 00	8 25
Clover, and clover mixed	7 00	7 50

Ashes.

The demand is good and prices have been slightly advanced. Supplies are light. There are no pearls on the market and prices for same are purely nominal. The export demand is said to be good. We quote:

First pots, per cwt	6 00	6 10
Seconds	5 65	5 70
Pearls, per 100 lb	7 00	7 25

Hides.

There is no change in the situation since our last report. Receipts from the country are lighter than before the holiday season and the market is generally reported quiet. We quote:

No. 1 beef hides	0 08	0 08½
No. 2 "	0 07	0 07½
No. 3 "	0 06	0 06½
Lambskins		0 75
No. 1 calfskins		0 10
No. 2 "		0 08

MANITOBA MARKETS.

Winnipeg, Jan. 9, 1904.

TRADE is beginning to assume its normal tone. This week grocery travellers are again on the road and orders are coming, although, of course, there is no rush, and trade will undoubtedly be quiet for the next few weeks. Prices are very steady, there having been very few changes made since the year beggn.

Flour.

One of the few lines to show a change of price is flour, which has been advanced 10c. per sack and 20c. per barrel. This makes the present price of $2.15 for the 95 lb. sack of No. 1 patent; No. 2, $2.30, and No. 3, $1.95. The trade in flour is good, both as to domestic demand and export trade.

Rolled Oats.

This line has also been advanced, and $1.95 is now quoted for the 80-lb. sack, and Standard and granulated range at $2.60. The grounds for the advance in rolled oats is the scarcity of really good milling oats.

Rice.

The wars and rumors of wars have made no difference in prices of Japan rice here. Business is the ordinary Winter trade, and prices are 5 to 5¼c. for Japan; "B" rice, 4 to 4¼c.; Patna, 5 to 5¼c. Sago, 3⅝ to 3¾c. Tapioca, 3¼ to 3⅜c.

Coffee.

The market is very firm and has advanced and there is some difference of opinion as to actual values, but, as nearly as can be ascertained, No. 5 Rio is worth 9c. here as an outside figure, although, possibly, it could not now be laid down to sell at that price.

Teas.

The war news did not affect Japan teas on this market, although it is reported that Montreal prices had stiffened. Japan tea is never a large feature in this market, although the use of it has been steadily on the increase since the American invasion began. Ceylon and Indian teas are without change and show a range of from 17 to 26c.

Sugars.

The demand is normal, and, so far, prices are without change: Granulated, $4.60 to $6.65; Wallaceburg granulated, $4.55; light yellow, $4.

Syrups.

Fine Davenport, in barrels, 3⅜c.; corn syrup, 3⅛c.

Evaporated and Dried Fruits.

Raisins are quiet and without change. Fine off-stalk are $1.90; layers, $2.15; sultanas, 9 to 11c.; muscatels, 3 crown, 8½c. Currants, 5¾c.; cleaned, in packages, 6½c. California evaporated fruits—peaches, 8¾c.; apricots, 10 to 11½c.; pitted plums, 10c.; Silver prunes, 7½c.; Ruby prunes, 6¾c.; ordinary prunes, 3¾c. for 100 to 120s, to 8½c. for 30 to 40s.

Canned Vegetables.

There is no material change in the situation except that tomatoes are somewhat easier and there is a great variation of prices. Perhaps $2.65 is nearly correct. Peas, $1.90 to $2; corn, $2.

Butter.

The receipts of dairy butter continue to be very light, and anything at all choice is quickly absorbed at fancy prices, 20 to 21c. being offered for fresh sweet butter. There are no large stocks of butter held in the city, and, indeed, the Spring opening of the dairy season will find stocks particularly well cleaned up.

Eggs.

Anything like fresh case eggs bring 21 to 22c., subject to candling; strictly fresh are worth 40 to 45c. in a retail way.

Dressed Meats.

There is not much demand, as all houses were extra stocked for Christmas. Prices are steady at 5¾ to 6½c. for tops, with 1c. less for country dressed. Dressed hogs, 5¾c. for standard bacon hogs, with ¾ to 1c. less for under and over-weights.

Green Fruits.

The market is very quiet after the holiday season, but is beginning to show signs of revival. There is no improvement as yet in the heated car service, but milder weather has of course lessened the danger from frost.

Notes.

Tees & Persse, wholesale commission merchants, and agents in the West of The E. B. Eddy Co., have presented a splendid trophy for competition among the wholesale curling rinks of the city.

MOLASSES REPORT.

THE situation in Barbadoes promises a larger crop of molasses, judging from reports that have come to hand from the island. Weather conditions have been good, and unless rains seriously intervene a good crop may be expected. The reports to hand have been considered reliable and in some quarters, notably Montreal, prices have receded 2c. per gallon. We publish a letter dated Barbadoes, December 10, from S. P Musson, Son & Co., to their Montreal representatives, W. S. Goodhugh & Co., which states the position of the crop prospects clearly as follows:

We avail of the present opportunity to advise that the dry weather which prevailed during last month, and has continued to the present time over the major portion of the island, will, we think, materially affect the yield of both sugar and molasses next year. Estimates vary so much that it is difficult to form any accurate opinion of the probable output, but a conservative calculation would be for about 50,000 hhds. sugar, and 38,000 puns. molasses, which latter may be increased perhaps to 40,000 if the juice of the canes is weak. Rain from the present time to the end of January would alter this, and of course retard reaping operations, which, under the present existing conditions will commence early. Many estates expect to begin in January, as the canes show signs of ripening up, in which case molasses may be obtainable to a limited extent in the latter part of that month, but certainly in February. We may mention that for the future, molasses will be bought and sold puncheons included. It is too early yet to form any idea as to opening price, but the general opinion seems to be that there will be a good demand, and we would therefore ask our friends to send us their orders as much ahead as possible. You will throughout the season be kept advised of all changes in the market through our New York agents.

IMPORTS OF JAPAN TEA.

Editor "The Canadian Grocer";—In the last issue of "The Grocer" Mr. C. M. Bernard, of Chicago, quotes figures as to the imports of Japan tea into Canada during the past year, differing from the figures quoted by the Salada Tea Co. in their advertisement of the same issue. There are two explanations of this.

In the first place the figures published by the Salada Tea Co. in their advertisement were gotten from the Government at Ottawa, and must be correct; Mr. Bernard's figures are taken from shipments made from Japan to Canada, and some of those teas may have been consigned to Canada but never landed here, having been sold in the United States on the advance samples before the teas arrived in port; then Mr. Bernard's figures were up to November 30th, whereas the figures issued by the Government were only up to June 30th. Anyway there is only a discrepancy of about 200,000 pounds, and Mr. Bernard's own figures show that the Japan tea trade has declined in four years from 1,666,757 pounds in 1899 to 5,114,838 pounds in 1903.

P. C. LARKIN.

Toronto, Jan. 10, 1904.

CHINESE CALENDAR.

The Moulin Ocean (Ocean Mills) Montreal, have issued a very attractive calendar for 1904. The march of the Chinamen in front of Wong Lung's store is very staid and solemn. The coloring is in bright Eastern shades. In front of the store are displayed several boxes and packages of Chinese starch. The proprietors of Ocean Mills will be pleased to mail one of these handsome calendars to all subscribers of "The Canadian Grocer." Drop them a post card.

PACK OF TOMATOES.

THE twenty-fourth annual report of the tomato pack of the United States and Canada reveals the natural results of the short pack and the very high prices of 1901, says the American Grocer. This brought about a rapid extension of the industry, exhibited by an increase of acreage and the building of new canning factories, naotably in Virginia and Maryland, and, to a less extent, in Indiana, which movement went on with greater force in 1903.

The pack of 1903 turns out to be the heaviest on record, reaching a total of 10,555,115 cases, and undoubtedly surpasses the heavy output of 1902 by over half a million cases, after allowing fully 500,000 cases for houses in Maryland and Virgina, unlisted and not reported in 1902. The pack was as follows, in cases of two dozen tins each:

	1902.	1903.
United States ..	9,282,812	10,157,615
Canada.....	212,000	397,500
Total.....	9,494,812	10,555,115

The total pack compares with the output of the nine previous years as follows:

1903.....	10,555,115	1898.....	5,797,806
1902.....	9,494,812	1897.....	4,149,441
1901.....	4,518,221	1896.....	3,541,188
1900.....	5,849,593	1895.....	4,194,780
1899.....	7,404,923	1894.....	6,586,979
Total for ten years			62,092,858
Average per year.....			6,209,286
Average per year, 1901-02.....			8,189,383
Average per year, 1902-03.....			10,024.963

INQUIRIES FOR CANADIAN TRADE

THE following were among the recent inquiries relating to Canadian trade received at the Canadian Government office in London:

1. A London contractor and importer is looking out for Canadian supplies of hemlock or pine railway ties and maple and hickory skewers.
2. A resident of Belfast claiming to have a good connection with the wholesale and retail trades in the North of Ireland, has requested to be furnished with names of Canadian exporters of bacon, cheese and butter.
3. A firm of manufacturers and publishers of chromo almanacs, show cards, etc., desires to hear from wholesale printers and stationers in Canada likely to take up their goods.
4. Inquiry is made respecting the possibility of opening up a trade with Canada in writing inks and a pure rice starch.
5. A West of England firm of brush manufacturers and dealers in woodenwa e are seeking supplies of broom and fork handles in basswood. They also import washing boards, clothes pegs and other similar woodenware.
6. A Belfast firm would like to correspond with Canadian exporters of produce, fruit, cheese, hams, canned goods, etc., with a view to selling these goods on commission among buyers in Ireland wh re a large and safe trade is to be done.
7. A well-known firm of glue manufacturers wish to get into touch with Canadian buyers of this article.

[The names of those making inquiries may be obtained from the Editor of THE CANADIAN GROCER.]

AGENTS APPOINTED.

Mr. R. C. Snowdon has been appointed selling agent in Manitoba, Northwest Territories and British Columbia for "Chinese Starch." He will also place the various lines manufactured by Ocean Mills before the trade in that section of Canada. Being thoroughly familiar with the trade in the west he should command a good share of business, particularly as the merits of his company's goods are well advertised.

A NEW BLANC MANGE POWDER.

The Ocean Mills, Montreal, have placed upon the market a new blanc mange powder. It is a very handsome package and the quality of the goods excellent as only the purest ingredients and flavors are used in its production. Though only lately placed on sale orders have come to hand from Quebec, Halifax and St. John, and as the article shows the trade a good profit should meet with ready sales. Samples and particulars may be obtained by addressing Ocean Mills, Montreal.

CHINESE STARCH

—Our sales during the past year were the largest in the history of our business.

—Sales increased enormously, and orders are coming in from all parts of Canada.

—Quality will tell. The trade are always sure of a good profit. Your customers always pleased; never any complaints. Sell

CHINESE STARCH

MANUFACTURED ONLY BY

OCEAN MILLS, = MONTREAL.

WHOLESALE GROCERS' OFFICERS.

Mr. John I. Davidson was re-elected chairman of the grocers' section of the Board of Trade at the annual meeting a week ago to-day. The matters discussed at the meeting concerned the internal affairs of the trade, but all of the members present stated that the outlook for business this year was of the best. It is expected that the Spring trade with the Northwest will be unusually large. In addition to the chairman all of the old officers were re-elected as follows: Deputy Chairman, Hugh Blain; Secretary-Treasurer, Agnes C. Gray; Executive Committee, John Sloan, W. Ince, jr., F. W. Humphrey and T. Kinnear.

MONEY TALKS.

Mr. James A. McGuane, manager of the New York branch of the "Salada" Tea Co., E. W. Gilbert, of the Pittsburg branch, and Chas. Sutherland, of the Detroit branch, each received a bonus of $1,000 for having increased their business over 50 per cent. in the past year. New York branch had an increase of 87 1-2 per cent., Pittsburg branch 87 per cent., and Detroit branch 55 1-2 per cent.

THE LATE MR. GEO. HOPE.

THE death in Montreal last Tuesday, the 5th inst., of Mr. George Hope, traveller for J. A. Mathewson & Co., wholesale grocers, removes from the road a gentleman who has represented the grocery and kindred interests since 1877. Mr. Hope was born in 1851 in the Gore of Lochiel, Glengarry County, of good Scotch stock. At an early age he went to Montreal to complete his education and while there acquired a knowledge of the French language. At the age of 17 he went to Hamilton, Ont., entering the wholesale grocery house of Harvey, Stuart & Co., in those days one of the largest and most prominent business houses of the west. After serving an apprenticeship for five years and acquiring a knowledge of the business, he took out the sample case for his firm, covering the ground known as the Niagara Peninsula, later working west as far as Windsor. The firm of Harvey, Stuart & Co. having been dissolved, he went with the newly organized firm of Alexander Harvey & Co., head of his late employers firm. It was while employed as traveller for Alexander Harvey & Co. that the writer who was preparing himself for the honored position of traveller, became acquainted with George Hope. After the firm of Alexander Harvey & Co. was dissolved, Mr. Hope represented several of the leading western grocery houses, also the Hamilton Vinegar Co., the latter in this district. His last position was with J. A. Mathewson & Co., Montreal, whom he represented in Quebec, on the north shore of the St. Lawrence and partly through the Eastern Townships.

George Hope was a hard-working, conscientious and tireless worker and during all the years the writer has known him as a traveller he has yet to hear of anything but praise. His late employer, Mr. Samuel Mathewson, of J. A. Mathewson & Co., stated to the writer: "You can say it for me that though George Hope only travelled for us since last Spring, I found him straight, square, hard-working and honorable to a degree, he never had an unkind word for anyone and I am sorry to lose him."

Well deserved words of praise and honorably earned. The funeral took place Friday afternoon from his late residence, 80 Cathcart street, to the Bonaventure station and thence to the family burying plot at Summerstown, Ont. He left no family, his wife having pre-deceased him about eight years ago.

A MODEL FOOD FACTORY.

The new factory of The Clydesdale Stock Food Co., Elizabeth street, Toronto, is certainly a model in many respects. Cleanliness prevails everywhere, and the representative of "The Grocer" was surprised to see the attention given to this virtue. The plant is entirely new and specially adapted to the requirements of the business. The artistic and attractive manner in which the goods are packed will recommend them to the general storekeeper, and Mr. Ernest Pratt, the general manager, says that he is finding a large market with this class of trade.

The buildings comprise three storeys, all of which are devoted to the manufacture of stock, poultry food and veterinary preparations. The general offices are in keeping with the other departments.

AN OLD FIRM BRANCHING OUT.

Alexander Turner, of James Turner & Co., has built a splendid brick warehouse in Calgary, 100 by 130 feet, with a railroad siding, so that goods can be loaded from the warehouse to the cars, or from the cars to the warehouse, and thus save an immense deal of labor, and the goods from being twice handled.

Mr. Turner has leased this building to Canada Grocers Limited, who will open up about 1st to 15th February with a splendid stock of groceries.

The business will be managed by Lloyd T. Mewburn.

James Turner & Co. commenced doing business in Manitoba about 1869, and Mr. Mewburn opened up their business in British Columbia and the Northwest Territories in 1889, and from that time to this they have enjoyed a large and rapidly increasing trade in the Far West.

To assist buyers who need to sort up quickly, this warehouse has been established in Calgary, and a splendid stock of staples will be carried there, and no doubt any buyers who send their orders to the Calgary house will have same promptly attended to.

Mr. Vila, while looking after the interests of James Turner & Co., Hamilton, will also sell for the Calgary warehouse, assisted by Mr. Grant. By that means it is assured that James Turner & Co. will be well backed up by the merchants of Alberta and British Columbia.

SEEDLESS TOMATO PULP.

A new product is being placed on the market by the Burlington Canning Co., in the shape of a seedless tomato pulp, specially prepared for making soups. The pulp is put up in 2 1-2 pound cans. It is said to be equal to three times the quantity of canned tomato, and should meet with a ready sale. Mr. Fisher, president of the Burlington company, was in Toronto this week calling on the wholesale trade and introducing this new line.

EASTERN VISITORS.

Mr. Troop, of Black Bros. & Co., Halifax, N.S., and Mr. A. H. Brittain, Board of Trade Building, Montreal, who represents this firm in Ontario and Quebec, were in Toronto this week calling on the jobbing trade in the interests of "Halifax" and "Acadia" codfish, which are being introduced to the Ontario trade. These gentlemen were met at the King Edward Hotel by a representative of "The Grocer" and expressed themselves as highly pleased at the reception they were receiving at the hands of the Toronto wholesalers. They remarked that the ad. which they have been running in "The Grocer" was an excellent introduction in their round of the street. Mr. Brittain will continue an energetic campaign in Ontario and Quebec, and has every reason to anticipate building up a large business.

A very large consignment consisting of some 800 cases of "Salada" Ceylon tea was received into stock at the Montreal agency on Tuesday last.

OLIVE GROWING IN SPAIN.

DURING recent years efforts have been made to improve the quality of the olive oil produced in this country, writes the U. S. Consul General at Barcelona, so as to enable it to compete in foreign markets with the French and Italian oils, which are so universally appreciated. Some measure of success has already attended these efforts, and this has encouraged the leading Spanish oil crushers to spend money on improvements in their machinery, with every prospect of a good return.

A few particulars about the production of oil in Spain, and especially the preserving of the olives, may prove of interest to olive growers in California, as it has been found that Spanish olives keep longer and are better preserved than those from that State.

The pickling of green olives is an important branch of industry here. Besides the home consumption, which is large, some 6,000 to 7,500 tons, valued at about $800,000, are annually exported. The olives are packed either in bottles or kegs. For pickling, the green olives are carefully selected; all those that are in the slightest degree bruised or damaged are rejected, as only the perfect fruit is capable of being preserved. The selected olives are then placed in fresh water to soak for several days, care being taken to frequenely change the water; they are then put into the pickling mixture, which is a solution of common salt and soda, the olives being entirely covered. This is the general method adopted, and though some manufacturers may slightly alter the solution used, and add to it certain aromatic substances to flavor the olives, the basis of the preparation is invariably common salt and soda.

Ripe and half-ripe olives are preserved only in small quantities, as there is little demand for them.

As already mentioned, until quite recently little attention has been paid to the method of extracting oil in Spain, and, consequently, in many parts the most primitive means are still in use.

It is usual for the small grower himself to extract the oil from the olives grown on his land; and, as he frequently does not own the necessary appliances, he borrows them from the nearest town, paying for their use either money or oil. These machines are of the most primitive description. The olives are first crushed in a mill turned by a horse or bullock; they are then placed in lever presses and the oil thus extracted, boiling water being generally used in the process. These wooden presses, though powerful, are very slow, and it often happens that the olives have to be stored until the presses are available, with the result that fermentation sets in, and this naturally detracts from the quality of the oil. It is said that there are between 3,000 and 4,000 of these presses in Spain. Formerly the pulp remaining in the presses was used as fodder or fuel, but now it is sold and a second extraction of oil is made from it. There are 63 mills in Spain for extracting oil from this pulp.

The largest oil manufacturers, especially those in the Province of Catalonia, have been the first to recognize the importance of improving their machinery; the old crushing mills and wooden presses have been replaced by steel cylinders and hydraulic presses, so that not only is a greater yield obtained, but the quality of the oil is better. Nearly all the machinery in use is of Spanish make.

After being extracted, the oil is run into earthenware jars or tin tanks, and, after a certain time, strained, so as to separate it from the amurca. It is then poured into deposits to be kept until required, afcohol being sometimes used to keep off the action of the air.

The lower grades of oil, as well as the amurca, are used in the manufacture of common soap.

The following is a copy of the official statistics showing the exports of olive oil during the past two years:

	1903.		1902.	
	Quantity.	Value.	Quantity.	Value.
From	Tons.		Tons.	
Southern ports	11,535	$1,647,923	40,269	$5,752,724
Eastern ports	8,123	1,160,509	17,363	2,480,488
Other ports	145	20,602	277	39,659
To—				
France	3,064	437,724	9,100	1,308,620
Other countries	16,739	2,391,307	48,749	6,964,262

DRIED APPLES IN CARTONS.

It is reported that many of the large dried apple dealers in the Eastern States are preparing for a change in the manner of handling the main part of the evaporated apple crop. For many years the only method of packing fruit for shipment has been to pack the apples in 50 lb. pine boxes, which were faced up on one side.

Now some of them will pack them in small cartons. This method has many advantages, one of which is that by the new way of packing but one variety will be put in a box, and it will be labeled with the name. Another advantage is that the directions for making pies from evaporated fruit can be printed on each package, as very few housewives know how to use the fruit properly for pie purposes.

It is expected the demand will be so great from the customers and this manner of selling apples will become so popular that westerners will take it up.

DAY OF THE PACKAGE GROCERY.

In an advertisement a sugar refining company of Philadelphia sets forth that "slowly but surely the grocery business is reaching a business of packages—the clean handy cartons that carry food unspoiled from maker to user."

This forecast, while introducing its "2-lb. cartons and 2, 5, 10, 25, 50 and 100-lb. cotton bags" into which sugar is put, is something worth considering. It is true a housewife would prefer to see her order for sugar come to the kitchen in a neat-sized carton, or in a cotton bag where there is no chance to question the packing. It is needless to say that in some stores, the sugar scoop is also the rice, cornmeal and flour scoop, and perhaps is called upon to serve a dozen other uses, and if a careful analysis of the "sugar" was made, it might be found there was an astonishing per cent. of something the customer did not order, found therein.

SOMETHING ABOUT A COFFEE BULL.

REGARDING Loyal L. Smith, a coffee plunger, so-called, belonging to the Chicago crowd in Wall street, who is reputed to have made last Summer $250,000 in coffee speculation, a New York publication says:

"A good friend of his, who probably knows more about the coffee market than any man in this country, told Smith some things about coffee. With that information Smith began to study the coffee situation himself. As a result, he sold coffee short, according to those in the trade, who should know, for nearly a year. A few days before the recent rise in the market he began to buy coffee in large quantities to cover his shorts. He covered, took his profits, which were not small, and now he is regarded as a coffee bull.

"In his operating in Wall street Hr. Smith does not intend, if he can help it, that anybody shall get on to his curves. To that end, he has accounts in four or five different Stock Exchange houses, and it is said that under no circumstances does he ever allow one of his brokers to know anything about the business he does with the others. And this is the man who came out of the West five years ago with not more than $2[illegible],000 in cash, and in that time has cleaned up $5,000,000!"

IMPROVING PREMISES.

The Montreal premises of "Salada" are undergoing some alterations and improvements, giving increased facilities for the handling of a rapidly growing busness.

FUNERAL GUARANTEED.

An Essex oyster merchant, advertising his wares, adds the following offer: "Should death be proved to have occurred through eating the same, a decent funeral guaranteed."

COFFEE STILL RISING.

WILLETT & GRAY, in their latest weekly statistical report, have the following to say on coffee: Receipts in Brazil again show signs of decreasing and in consequence the Rio and Santos markets are higher. The cost and freight prices now asked show a considerable disparity compared with tne European markets. Of late the new business for European account especially in Santos has been unimportant, but notwithstanding this Brazil holders are obdurate. The conclusion to be drawn from this is that the bulk of the current crop having been marketed, the Brazilians are content to await developments, with the strong fact before them that the growing crop has suffered irreparable damage. Years ago, when the crops were of much smaller compass, it was customary for the leading houses to send out estimates early in January representing their views of the coming year. In these days, considering the area under cultivation, it is a far different proposition to arrive at an approximate figure of the total outturn. Nevertheless, figures will be put forward, and great variations may be expected. Very few people consider the current crop will exceed 11,000,000 bags, the opinion of the majority leaning towards 10½ millions, say 6½ millions for Santos and about 4 millions for Rio.

The current crop is smaller, more on account of the lack of means to give proper care to the plantations themselves, combined with the fact that the frost of August, 1902, having interfered with the development of fruit from so many of the young trees. The figures of the world's visible on the first of January will show the first material reduction this season, from 250,000 to 300,000 bags, and it is obvious that each month from now until the end of the season will show a marked decrease in the world's stocks. It is fair to assume that the growing crop will yield less than the current, and the market will watch with the keenest interest the representations which will be forthcoming in the near future. It is also reasonable to expect that conservative houses will exercise extreme caution in their expressions as to the probable outturn. There is a desire to avoid exaggerations on the part of those who have the best interests of Brazil at heart. Consuming countries control good stocks, and it would be strange if Brazil holders did not observe an attitude truly in keeping with the actual facts. At the present time they appear to have confidence in their own ability to exact existing values.

As usual, a good demand is looked for after the turn of the year.

While it is understood that some private transactions have been done on the basis of 7¼c. for Rio No. 7 on spot and afloat, regular N.Y. Terms, the spot price to-day is 7¼c., afloat 7 3-8c. and to be shipped 7½c., usual terms. Santos No. 4 is held at 8⅝c., with some premium for fine selections.

December options, week ending December 30: Highest, 6.90 to 6.95; lowest, 6.65 to 6.70; closing, 6.70 to 6.75, against last year closing 4.35 to 4.45. No. 7 last year, 5¼c.

BROKER AND MANUFACTURERS' AGENT.

Geo. W. Weeks, formerly Weeks & Robson, has recently opened up for himself in Vancouver as a broker and manufacturers' agent, and is open to receive a few good agencies. Mr. Weeks has lived in Vancouver for about 15 years.

The proposal to organize statistics of the production and commerce of coffee has been approved by the Brazilian Senate, and will be entrusted to the Servico de Estatistic Commercial.

NEW BRUNSWICK MARKETS.

Office of the Canadian Grocer.

St. John, N.B., Jan. 11, 1904.

OUR merchants are busy settling the last year's business. It has been a good year, though with some, somewhat marred by bad debts. Even some of our most careful houses, who seldom figure in these unpleasant matters, have been caught. Many, however, have been more fortunate and find not more than the usual average. The local guild had a meeting this week to elect the representatives to attend the Dominion Guild meeting in Montreal. C. H. Peters, of Baird & Peters, Geo. C. Barbour, and W. C. Cross, of Hall & Fairweather, are to be the representatives. One principal topic discussed was the Canners' Association. Our trade are far from satisfied with the method of the past season. Winter port business, which is of such importance to St. John, has been very satisfactory this season. The value of exports and the number of sailings have exceeded anything we have yet had. The imports are not as large as they should be. Canada in importers, particularly in Ontario, should see their goods are all ordered via St. John. Canada has too long been building up a foreign port. Increased facilities are greatly needed. We are prepared to do our part; the railways seem inclined to do theirs; we ask some aid from the Government. If it is to be of service it must be given at once. Delay will make it too late. In the interests of Canada as a whole, in Imperial interest, the Government should come to our aid.

Oil.

There begins to be rather less demand for burning oil. The very high price and the lengthening days both tend to this result. Lubricatings have attention; prices are firm. This is the line in which there is the chief competitnon. Linseeds are low but turpentine holds firm. Fish oils are scarce and high.

Salt.

Present stocks of Liverpool coarse salt are quite large. There has been a steady sale and prices are firmly held. In fine salt this is the quiet season.

Canned Goods.

There is but a fairly active market. Tomatoes are rather higher. Corn is also very firmly held. Peas seem in good supply. In fruits the market is well supplied. Our supply of blueberries was chiefly drawn from Prince Edward Island. In salmon good stocks are held. Springs are quite high. They have the sale here. Meats are now being quoted, prices about as last season and as usual are guaranteed till into the Summer, and deliveries made to suit the buyer. There is perhaps no other line in which buyers are so well treated. In domestic fish stocks are light.

Green Fruit.

This is the quiet season. Not only is demand light but the weather makes shipping difficult. Jamaica oranges have a very large sale; Valencias have a fair demand. Other grades show little business. Lemons are steady. In Malaga grapes light sale is met. Apples hold firm. While there was a very large crop in Nova Scotia the quality was good and the export demand relieved the market.

Dried Fruit.

Business is quiet. There is little new. In raisins fair stocks are held and prices are low. Prunes are not a large stock. In small sizes prices are likely to be firmer. Apricots are high. Peaches have a light sale. Dates are freely offered, price low. Evaporated apples are unchanged, a fair stock is held. Peanuts show quite an advance.

Sugar.

Prices keep low. There is a steady sale. The past year showed an almost even market.

Fish.

Business is not active. Values rule firmer. At this season there is considerable interest in fresh fish. Full prices are asked. Cod, haddock, herring and smelt are offered. Herring are very scarce and owing to better prices west, but a limited quantity of smelt is sent here. Haddies are very firm. Dry cod holds at full figures. Pollock are rather slow. Pickled herring seem to be in ample supply at the present high price. Smoked herring are in very light supply.

Flour, Feed and Meal.

There seems a better demand for flour and the price is firm. There is little doubt but the war scare is somewhat affecting all staple lines. Oats have had an improved sale. They are firmer, as is oatmeal. Cornmeal keeps quite low. Feed has but a fair demand. Beans are held at quite full figures and there is no excitement. Barley and peas are firm. Blue peas, which formerly sold quite largely here have for the last two seasons been very scarce.

Molasses.

This is a subject of particular interest. It is early for excitement, but it is here without doubt. An American concern has for some years been trying to control the molasses market of Canada, particularly in Porto Rico grades. They have met much opposition here, chiefly from one house. Last year they seemed to get the upper hand and till this week carried about all the stock held here. Prices were high and firmly held, when suddenly the situation was changed. Our local people received a cargo of Porto Rico this week, something very unusual at this season, and have cut prices four to six cents. Local houses are not much affected. The outcome will be watched with interest. It seems a fight to the finish.

Notes.

St. John has given a most hearty reception to the Transportation Commission, which is composed as follows: John Bertram, of Toronto (chairman); Robert Reford, of Montreal, and Ed. C. Fry, of Quebec. With them are C. N. Bell, of Winnipeg, secretary; J. X. Perrault, Montreal, associate secretary, and Geo. Simpson, of the Hansard staff, Ottawa, as stenographer. This is the first place they have visited and this fact we feel points to an understanding of our important claims and our immediate need. Our Common Council and Board of Trade are doing everything possible to facilitate the investigation.

BRITISH COLUMBIA MARKETS.

Vancouver, B.C., Jan. 8.

SUCCEEDING the new year and the holidays, there is noted in the grocery and provision trade a slight dullness, though there is no more than what is the usual experience at this time of year. Many merchants are taking the opportunity to take stock and clean up preparatory to meeting better business when trade opens up as it will before many weeks. The experience of the average merchant, both retail and wholesale, for the past year has been very satisfactory. That there has been a steady growth in 1903 is evidenced by the fact that without exception the merchants state that their aggregate business for nearly every month has been greater than in 1902, while there never was such a Christmas and holiday trade done before in the history of the coast.

The outlook for the year which has opened is bright. There are no conditions which would indicate that the regular trade done during the past year will not continue and show a corresponding expansion. There are more than possibilities that the coming season will bring with it new opportunities for trade which will have a very important effect upon the total of business here for this year. One of these is, of course, the opening of work on the Grand Trunk Pacific, which was definitely promised by the Canadian Government, and which is so arranged that it shall begin at this coast simultaneously with the commencement of operations in the east.

But a very interesting possibility ,and one which will add a new factor to the excellent jobbing trade done from the coast cities of Britsh Columbia, is the bright prospects for the new gold finds in the northern country, particularly in the district which is tributary to White Horse, the Alsek district. This has been mentioned before, but it is worth while drawing attention to it again, in the way of preparing for the demand for goods which will undoubtedly come from that section, with and before the opening of the Summer season. Whether or not there is good gold ground there, and that appears to be pretty well assured, there is bound to be a big rush to the district. There have been over 2,000 claims in all registered since the find was made last Fall, and there will be many more recorded as soon as the Winter is over to allow further prospecting. There has been no movement in the north since the opening of the Klondike district,

The Best Product
makes the Best Business.

That's why it is more profitable to handle.

Clark's Sliced Smoked Beef

than any other.

IT HAS NO EQUAL.

Now is the Time for Mince Meat

Put in a stock of the old reliable "Capstan" Brand Mince Meat

Put up in ¼ pails (½-doz. in crate), 25-lb. pails, 60-lb. and 75-lb. tubs, half-barrels and barrels (about 600 lb.). Also Condensed Mince Meat in packages (3-doz. pkgs. in case).

Ask your wholesale grocer for it or see our travellers.

The Capstan Manufacturing Company, Toronto, Ont., Can.

EPPS'S GRATEFUL. COMFORTING.

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.

In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg

THE MOST NUTRITIOUS. COCOA

which has created so much excitement and in which so much interest is being taken. The number of people who are already on the move into the country is surprising, and a large number have arrangements made to start with the opening of Spring. No matter what the results of the Summer's digging, there will be a big demand for supplies for this season at any rate.

There is a possible addition to the factors which will make up the total of trade here this year, on which people in the east are as well posted as the people here. That is the possibility of war between Japan and Russia. That of course is apparently beyond the bounds of certain prophecy. Certainly if war should occur, there would be a great deal of activity here as a result. The British Government would in all likelihood use this route entirely in sending forward its men and supplies and it is quite likely the purchase of supplies by the belligerents would have some influence here also.

* * *

One of the first indications of the effect of a possibility of war in the Far East is seen in the rise in the price of rice, which is freely imported here from Japan. Twice in the past month the wholesale trade has been notified by correspondents in Japan of the advance in price. Victoria merchants received notices of an advance of $7 per ton in the price of Japan rice, which is the favorite in ordinary trade. The prospect is of further increase. This is despite the fact that the rice crop in Japan is much larger than in former seasons. The exportation is being discouraged owing to the probability of war.

* * *

The advance of 30c. per barrel on flour announced this week by Manitoba millers has not yet been reflected here, but it will likely go into effect soon, a peculiarity of the market here being its slowness to respond to a rise in other markets even where they are markets of supply for this. The reason is that the dealers have got into the habit of selling out stocks on the basis of former market prices, not taking notice of market conditions until they are forced to renew stocks at the advanced prices. The last advance in flour went into effect in December.

* * *

Local dealers report the poultry stocks brought forward never better cleaned up. Some dealers are out entirely and others have but small stocks left. These are of course in cold storage and will all be absorbed easily. The fact that no one met with adverse experience in the handling of the Christmas poultry trade this year, gives great satisfaction. In other years there has been heavy loss on account of overstocking and occasionally late arrival. This season, despite th fact that such large importations, about ten cars in all, were brought in, the whole trade was handled without a kick.

The movement in fruit circles is about at its lowest ebb just now. The apple stock is still very liberal, and both Fraser Valley and up-country stocks are all that are required. Washington and Oregon stock has not come on the market at all this season. It marks an era in the development in apple growing in British Columbia for in past years very heavy shipments have been brought in. The prices obtained east of the mountains by Washington and Oregon growers have been higher than the stock would bring on this side, even had the stocks here been smaller.

Oranges show but little movement, though the California orange growers have adopted different tactics in opening the market this season. Instead of putting the early stocks on at high figures, the market has opened very low. Fancy navels are quoted at $3 to $3.50 and choice at $2.75 to $3. Seedlings are as low as $2.50. Other fruits are out of the market, except lemons which are firm at $3, and bananas, for which there is practically no demand.

The little Jap oranges are still making themselves felt on the market, there being some fairly large stocks held yet. But there will be no more receipts this season, the Empress of Japan the last steamer to arrive, having brought none. This orange, which is always a prime favorite, has been overstocked on the market this year, so that prices have been very low. The loss, if any, has been to consignors who sent over much larger shipments than ordered, and in some cases these were refused. If accepted they were at the risk of the consignor. Many boxs have been lost through spoiling.

* * *

Just now there is a very quiet produce market. The supplies are quite equal to all demand, and little is coming forward. The local creameries have done a bbg business in the past year and are still putting out a small quantity of butter. The stock of fresh made dairy butter, as shown at the New Westminster weekly market is small.

NOVA SCOTIA MARKETS.

Halifax, N.S., Jan. 11th, 1904.

THE flour market is much excited and prices of all grades have been advanced locally. The first jump some days ago was ten cents, which has since been increased to 20c. The reason ascribed for this is the present unsettled state of affairs in the Far East which has led to an advance in the cost of wheat. Unfortunately stocks in this city, as is usual at this time of the year, are low and so the market has responded readily to the firm position taken by the mills. The jobbing prices of flour at Halifax at present are as follows:

On capital not exceeding $ 10,000	$ 5 00
" " " 100,000	10 00
" " " 500,000	20 00
" " Exceeding 500,000	25 00
Mutual insurance companies without capital	50 00

On Friday night Matheson's flour mill at Dartmouth, opposite Halifax, was destroyed by fire. The mill, which was a wooden building, was valued at $2,000 and carried no insurance. The machinery, which was valued at $6,000, carried $1,500 of insurance. The machinery was practically new, some of it having been installed only last week.

* * *

A small war has broken out in the molasses trade, the principals being a Halifax and a St. John importer. The Halifax firm has been gradually gathering to itself the bulk of the molasses trade of the Eastern Provinces and this year anticipating the advance in prices bought heavily in the West Indian markets. The new crop of Porto Rico molasses is now to hand, somewhat earlier than usual and the first action of the St. John firm is to offer this crop at a cut of five to six cents per gallon, which if followed by other holders would mean a reduction in the value of the old molasses held in the Lower Provinces of from $30,000 to $35,000. The trade here consider that the cut is altogether unwarranted by the crop prospects in the countries of production. Barbadoes especially, promises to be a short crop owing to the continued dry weather, the yield not being likely to exceed 50,000 hgds. sugar and 38,000 puns. molasses

* * *

The attention of companies incorporated under the Provincial or Dominion statutes is directed to the amendment passed at the last session of the Nova Scotia Legislature, which requires that these companies when sending the list of shareholders, etc., to the Provincial Secretary's office, shall also during the month of January pay the following annual registration fees:

Manitoba patents	$4 15	$5 25
70 per cent blends	4 50	4 60
75 " "	4 45	4 55
80 " "	4 35	4 45
90 " "	4 15	4 20

Any company continuing business in the province without complying with this regulation is liable to a penalty of $100. The annual fees to be paid by foreign companies are double the above amounts.

* * *

Black Bros. & Co. are much encouraged with the reception that is being accorded their package codfish in the Upper provinces. The first full carload for Montreal was shipped last week and was all sold to arrive. Mr. Harry Troop of this firm is now in Western Canada and reports that these new fishstuffs are taking well with the grocery trade. If there is anything in making a good beginning the present should be a very profitable year for Nova Scotia fishermen. On New Year's Day Messrs. R. & T. Hendober, fish merchants of Hulf Island Cove, Guysboro Co., took from their boats 158,000 pounds of fresh haddock. This is a record for one day for a single firm. Besides this they bought the catch of a number of other fishermen, paying them for the day's receipts $2,370. The fish were frozen by the Messrs. Whitman, of Canso.

The grocer who tries to force a poor tea on his customers because he makes an immediate profit is not looking very far ahead. Sell

Blue Ribbon Ceylon Tea

and your customers who appreciate a good thing will forever praise your sound judgment and buy their goods from you.

Push the Red Label Brand.

Each grocer our agent.

WAR!

Russia and Japan may fight. If they do Rice and Green Teas will go much higher. Take advantage of our

PEACE PRICES:

Rangoons	$3.40 to	$3.60
Patnas	4 75 to	5⅛
Japan Tea (Special)	16¼	
Ceylon Greens	15½ to	18½
Indian Greens	15½ to	17
Young Hysons	13½ to	14½

CANADA BROKERAGE CO., LIMITED

Phone { 2282 Main. 870 " }

48 WELLINGTON ST. EAST, TORONTO.

SHAKE HANDS

WITH US—THEY'RE FINE.

We mean our last car of California "Rose." It's the best, by long odds, that struck TORONTO this season. WELL-COLORED. You can't get anything as good. Have us send you sample box. You'll want more. Our PRICE-LIST tells what we charge. See it. It lets you down easy, considering price.

'Phone Main 645-3394.

McWILLIAM Mc. AND E. EVERIST

25-27 Church St., Toronto.

Two Specials in Dried Fruits. At the prices quoted they are good buying and the stock is right.

Apricots California Fruit. We have 300 boxes "Extra Choice," which we offer in lots of from one to five boxes, at 11½c., and 50 boxes "Fancy," at 12½c. Boxes are usual 25-lb. size.

Peaches California Fruit. 45 boxes "Extra Choice, at 9½c., 30 boxes "Fancy," at 11c., one box or five at these figures.

Samples mailed on request.
Buy Quick at these figures.

Clemes Bros., Toronto.

GREEN FRUITS

B. C. Fruit Growers.

IN conversation with a Victoria Colonist reporter Mr. W. J. Brandreth, secretary of the British Columbia Fruit Growers' Association, said that the prospects for the fruit growers were never better. The Board of Horticulture were using every endeavor to keep out infected trees and fruit. The association was furnishing those who were just commencing in the industry with valuable information, the result of years of careful experiments and observations. Thousands of dollars would have been saved had the fruit growers been in possession of this information twelve or fifteen years ago. He said that the rigid enforcement of the rules and regulations of the Board of Horticulture, while they would undoubtedly work more or less hardship, would prove of immense benefit to the careful grower. The enforcement of the "Fruit Mark's Act" by the Dominion Government was having a very beneficial effect. A wonderful improvement in packing and grading had taken place since Mr. Maxwell Smith's appointment as inspector. He said that while it was true the grower received a better price for his fruit than formerly, the consumer paid no more for it because the grading was an assurance of the contents of the box; whereas, previous to the enforcement of the act, all sorts and conditions of fruit passed. The fruit crop in the year just passed was a little below the average, but the good prices realized have evened it up, so that on the whole the season has been fairly satisfactory.

Among the Fruit Men.

THE DAWSON COMMISSION CO., fruit, produce and commission Merchants, Toronto, can justly lay claim to being one of the oldest established fruit and commission businesses in Ontario. They began in Toronto in July, 1893, as an offshoot of Dawson & Co. Brampton, and have since become organized as a joint stock company. Dawson & Co., Brampton, are said to be the first Canadian exporters of apples and poultry to Great Britain, away back in the fifties. That their enterprise was not a wild goose chase has been proven again and again in the interval.

The older Dawson firm also enjoy the distinction of having been the first firm to ship freight of any kind over the Hamilton & Northwestern Railroad. At the time when they began to export fruit the G.T.R. had only reached as far west as Guelph.

When questioned by a reporter from "The Grocer" about the development of the fruit trade in Canada, and of their own share of it in particular, Mr. Dawson said: "The Canadian fruit trade has increased easily one thousand per cent. in the last 20 years. In the old days one fruit and produce firm managed to look after the Toronto trade; now there are 10 or 11 of such firms, and they are all managing to hold their heads above water. Our own business has increased at least ten-fold since 1893. A few years ago a single carload of bananas was sufficient to glut the Toronto market. To-day, a merchant who can't handle two or three cars is considered of small account. It is no uncommon thing to see as many as 10 or 15 cars of bananas on the G.T.R. sidings in a day when bananas are in season. Although the growth of the fruit trade in Canada has been phenomenal, there is not much danger of over-supply, so long as there are proper facilities for handling goods."

Dawson & Co., besides being large exporters of apples and poultry, do a large business locally in foreign fruit, such as oranges, lemons, bananas, pineapples, nuts, grape-fruit, etc.

Our Apples Wanted in France.

The Extension of Markets Division of the Department of Agriculture, Ottawa, has recently received letters from two firms in Paris, France, making inquiries as to the apple crop in Canada this year and the steamship service between Canada and France; also asking for the names of some of the leading exporters of apples with whom business connections might be made.

New Fruit Steamers.

The United Fruit Co. are to increase their service between Boston and the West Indies by the addition of three new steamers, which will be larger than any now engaged in the fruit carrying trade. This important announcement was made

recently, and while detailed plans of the new ships are not yet at hand, it is known that they will be almost double the tonnage of the steamers now engaged in the trade. The contract for the new boats has been awarded to the well-known shipbuilding firm of Workman, Clark & Co., of Belfast, and work on one of the steamers has already been begun.

OPEN SEASON FOR LOBSTERS.

The open season for lobster fishing began in St. John and Charlotte Counties, N.B., on January 6.

U. S. WHOLESALE GROCERS.

"The Grocer" has received a copy of the 1904 Wholesale Grocers' Directory of the United States. The number of exclusive wholesale grocers in the United States, according to the directory, is 2,462, and the number of changes in the last 12 months, 510. The directory sells for $1, and may be had by addressing Orrin Thacker, Columbus, Ohio.

C. P. R. 1903 LAND SALES.

The Canadian Pacific land sales for the past year are quite in keeping with the general healthy tone of advance that has marked the past few years. For the past two years sales were :

1902—2 419 118 acres.....$8 135 693.77
1903—1.723 923 acres..... 6 950,547.14

Despite the apparent decrease in acreage sold there was an increase of over 300,000 acres during the past year, the large figures of 1902 being fattened by the unusual bulk sale of 1,000,000 acres to The Saskatchewan Valley Land Co.

The prices during 1903 also averaged higher than for the preceding year in 1902, the average price per acre being $3.35 per acre, and last year about $4 or 65c. per acre higher, an increase of 19 per cent.—Winnipeg Free Press.

A KINDLY REMEMBRANCE.

At the commencement of the new busines syear, the general manager of E. W. Gillett Co., Limited. Mr. Wm. Dobie, was waited upon by the 16 travelling representatives and members of the office staff and presented with a beautiful French gilt ornamental ink stand and also a thermometer and desk calendar combined. At the same time the boys did not forget Mrs. Dobie, and she also received a fine ink stand of the same material.

Mr. Dobie in acknowledging these beautiful gifts, thanked the doners not only for them but for the excellent services rendered to the company during the year just ended, and concluded by wishing all a prosperous and happy new year.

LEMONS

MESSINAS—We are offering some genuine snaps in 300s and 360s this week.—
"HOME GUARD,"—Extra Fancy. "TREE" BRAND,—Extra Choice.
WRITE US FOR QUOTATIONS.
A good supply of BANANAS ripening,—Reasonable in price.

WHITE & CO.,
PHONES { Main 4106 / " 4107 Wholesale Fruit and Fish, TORONTO.

F. KESSELL & CO. 7&8 Railway Approach, London Bridge, ENGLAND
ARE OPEN TO REPRESENT MANUFACTURERS OR MERCHANTS IN
FRUIT PULPS FRESH FRUITS, CANNED GOODS, AND GENERAL PRODUCE For GREAT BRITAIN
HIGHEST REFERENCES. CORRESPONDENCE INVITED.
BANKERS—LONDON JOINT STOCK BANK, LONDON.

1904
Prompt
SAME OLD STORY.
Reliable
Selling best goods obtainable at lowest possible prices.
Thats's how we hold our trade. Quality tells. Try us.
Hugh Walker & Son, Wholesale Fruits, Guelph, Ont.

Dried Fruit
cleaned and renovated by the latest improved machinery and appliances.
GUARANTEED TO GIVE SATISFACTION.
J. T. ADAMSON & CO.
27 St. Sacrament Street,
MONTREAL.
Tel. Main 778.

References—THE TRADE. L.D. 'Phone 578
GEORGE H. DUCK,
Importers' Agent and Fruit Broker,
Correspondence Solicited. TORONTO, CANADA.

NAVEL ORANGES.
Our Navels are good color, sound and juicy. Order sample box.
Messina Lemons— Fancy and cheap.
HUSBAND Bros. & Co.
Wholesale Fruit and Commission Merchants.
82 Colborne St., TORONTO
Phones—Main 54, Main 3428.

The DAWSON Commission Co., Limited
FRUIT, PRODUCE AND COMMISSION MERCHANTS.
Cor. Market and Colborne Streets. TORONTO

DRIED APPLES
WE ARE BUYERS
LARGEST DEALERS IN CANADA
The W. A. GIBB CO.
5 and 7 Market St., HAMILTON

TEA TRADE IN RUSSIA.

Russian buyers are more than ever present in Calcutta as purchasers of tea with a view to shipping it direct. The tea is shipped not only to Black Sea ports, but to Dalny, where it is placed on the Siberian railway. The new direct trade thus created will interfere with the business of the middleman in London.

ADOLPHE E. SMYLIE, President — HENRY ROWLEY, Vice-Pres't — H. W. PETHERBRIDGE, Sec'y and Treasurer

NATIONAL LICORICE CO.

Successors to
YOUNG & SMYLIE
BROOKLYN, N. Y.
S. V. & F. P. SCUDDER
BROOKLYN, N. Y.
MELLOR & RITTENHOUSE CO.
CAMDEN, N. J.
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BROOKLYN, N. Y.
DOMINION LICORICE & NOVELTY CO.
TORONTO, CAN.

Y. & S., SCUDDER, and M. & R. Brands of PURE STICK LICORICE, Acme Licorice Pellets, M. & R. Wafers in bags, Licorice Lozenges, and a full line of Licorice Specialties, including the celebrated soft licorice lines sold under the Company's brands as follows: THE FLEXIBLE LICORICE, THE PLIABLE LICORICE, THE ELASTIC LICORICE.

OFFICE—106 JOHN ST.
106-116 John St., 227-237 Plymouth St., } Brooklyn, N.Y.
Illustrated Catalogue on request.

STEWART'S FINE CHOCOLATES

They are pure, and good, and sellers. In short, they are the finest Chocolates made in this country, and they are being sold everywhere — thanks to the grocers, the makers and the public.

A. J. STEWART, Limited
Makers, TORONTO.

--the New Year
brings
New Ideas--
Has it struck you yet as to how you can increase your trade for

Baking Powder?

If not, start now
and try the "SURE WINNER"
"Eagle" Brand Baking Powder

SIZES:		
5c. size,	cases 4 doz.	@ $ .45 doz.
10c. "	" 4 "	" .75 "
25c. "	" 2 "	" 2.25 "

Look for Premium offer in next week's GROCER.

THE
Eagle Manufacturing Co.
MONTREAL.

WHITE SWAN
PREPARED

Cocoanut

FEATHERSTRIP
SHREDDED
DESSICATED

Made in the most up-to-date plant in Canada by workers of long experience.

In BARRELS	SAMPLES
PAILS	CHEERFULLY
BOXES	SENT
TINS	ON
PACKAGES	REQUEST

The ROBERT GREIG CO., Limited
White Swan Mills, TORONTO.

HAVE A TRIAL LOT.

CONFECTIONERY

A DEPARTMENT FOR RETAILERS.

Mr. W. P. Downey.

THE GROCER has pleasure this week in publishing the photo of Mr. W. P. Downey, 26 St. Peter street, Montreal.

Mr. Downey is the representative in Canada of specialties in connection with the confectionery and grocery trade,

W, P. Downey, St. Peter Street, Montreal.

representing as he does some of the largest and most prominent manufacturers of grocery, confectionery and drug sundries in the world.

The manufacture of confections, glacines and cocoanut, "White Dove" brand, is also a branch of trade which Mr. Downey is engaged in.

Confectionery has become in most of the progressive stores a prominent department, paying handsomely, and more perceptibly attracting transient trade, and, later, converting this trade into regular general custom, and the interest of subscribers to "The Canadian Grocer" is evidenced more every day by the attention paid to the confectionery department.

Mr. Downey, who is a firm believer in modern ideas, is of the opinion that the trade generally would find it profitable to add a confectionery department to their business.

Mr. Downey's business extends from ocean to ocean, and the energy and enterprise manifested by him in all his transactions will, one feels satisfied, bring its reward in increased trade.

Mr. Downey is the sole representative in Canada for Stafford, Allen & Sons, pure English essential oils; Salv. Di Dco, Rognetta, oil of lemon, orange and bergamot; Hire's improved Root Beer; and sole agent in Canada for Societie Anglo-Francaise, Courbevoie-Paris; Roedenbeck & Wahl, orris root, olive oil, boracic acid, candied peels, etc., Leghorn, Italy; Andres & Co., Valencia raisins, Denia, Spain; H. P. Setna & Co., Chutney and curry powder, Bombay, India; Oehme & Baier, confectioners' colors, Leipzig; Chas. Martin & Frere, shelled almonds, etc., France.

——

The Gel-O Makers.

"ALWAYS room for a good thing" is the way Mr. E. B. Thompson, manager of The Canadian Gelatine Co., of Toronto, put it when a representative of "The Canadian Grocer" asked him if it didn't require courage to put on the market a new jelly powder. It is a faith of this sort that all success is built on, and the makers of Gel-O have already had gratifying business and testimony from a discriminating grocery trade.

The Canadian Gelatine Co. is a new concern, being less than two months before the public. Mr. Thompson, the manager, however, is not new, having for a number of years been the representative in Canada for a large American gelatine house, and enjoys a wide acquaintance among the confectionery trade. The outcome of his knowledge of the business and its needs was the formation of the company named above. This company, it is said, is the only one of its kind making a specialty of gelatines. Gel-O, "The new Dessert," is put up in the regulation 4-oz. package, and is prepared in eight flavors. The makers claim for it that it jells quicker and firmer than any similar preparation on the market. It is being put before the trade energetically by advertising and attractive poster cards and streamers, also by means of demonstrators, of whom there are three at present engaged in the Province of Ontario.

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A Toothsome Industry.

WHEN a representative of "The Canadian Grocer" one day last week called on A. J. Stewart, Toronto, makers of high-class confectionery, he was invited to take a walk through the factory, and the excursion was most thoroughly enjoyed, quite apart from the frequent "Try these," which punctuated the cicerone's remarks.

The factory is happily situated at the junction of Adelaide and Duncan streets. It thus receives abundant light—front, side and rear—and even the fourth side is separated from the adjacent building sufficiently to admit a good deal of light.

A. J. Stewart have been making confectionery since 1884, in a humble way to begin with, but always dominated by a purpose to make the very best goods possible. The makers have a conviction that there are no finer goods made on this continent.

To elaborate upon equipment, machinery, care in buying, purity of materials,

Factory of A. J. Stewart, Limited.

Cut Book 15
Page 61
ans.

Gel-o, 10 cents

THE NEW DESSERT.

Sells fast—on merit. A jelly powder; 4 oz. packages, 8 flavors. "Always room for the right thing." If our travellers haven't yet reached you send a sample order for small case (4 doz.) direct.

THE CANADIAN GELATINE CO.

528-530 Front St. W.,

TORONTO, CANADA.

We're Prejudiced, Of Course,

but there's reason for it' We make

PERFECTION CREAM SODAS.

We think them superlatively good.

That's natural.

But others do, too.

It's what others think and say that makes us just a little bit—well, call it conceited.

Honestly, we try to make these biscuits of ours the king of them all.

And enthusiasm makes success.

You sell them, we hope—for your sake and ours.

A letter order, or one on a post card; we leave it to you.

THE Mooney Biscuit & Candy Co. Limited.

STRATFORD, CANADA.

and processes of manufacture is not necessary. One thing, however, that may be touched upon is the exceedingly attractive and varied assortment of fancy boxes that are used for the finer goods. It must not be understood from what has been written that only fine chocolates and bonbons are made. The whole range of confectionery from lozenges upward is made, and in goods of high and low degree the standard of quality is maintained. Easter novelties in many forms, many of them beautifully decorated by skilled craftsmen, are being taken to the trade by a proud lot of salesmen. A member of the firm visits Boston, New York and Philadelphia markets periodically for "pointers," so that in Canada we sell the self-same things that delight the fancy of millionaire Americans.

Mr. A. J. Stewart, a practical confectioner, is the president, and personally superintends every detail of manufacture. Mr. J. F. Roelofson, the managing director, has a "road" experience of highest value, also an acquaintance that believes implicitly every statement he makes, this is based on his record for unswerving fidelity to truth and the retailers' interests. Stock is carried at both Montreal and Winnipeg. The outlook for the company is of the brightest, and the growing volume of their trade tells its own story.

——

A Consolidation.

The McGregor-Harris Co., Toronto, have recently made some extensive additions and improvements in their manufacturing plant. In addition to their own already large business they have lately purchased and will carry on the business of R. G. McGregor & Sons. The senior of this firm will superintend the manufacture of their own well-known brands, and his experience will be of great value to the combined business.

The Pearl street factory is a model in every respect. Its cleanliness in each department is particularly noticeable, and as absolute purity in everything is guaranteed, they deserve the reputation they have acquired as makers of high-grade goods.

——

National Confectioners' Association.

The official record of the proceedings of the twentieth annual convention of the National Confectioners' Association of the United States is at hand. The record is neatly bound, and forms a valuable little book of reference.

The soil of Ecuador is so rich that cocoa trees four years after planting bear several pounds of cocoa.

Right....

That all grocers should know that there are no goods on the market that

Sell at Sight

and yield such handsome profits as those of the

Crown Mfg. Co.

WRITE FOR QUOTATIONS ON:

Crown (H.B.) Fruit Candies

Crown Unfermented Wines

Crown Cordials

Crown Jelly Powders

Crown Catsups

Crown Spices

Crown Chewing Gum, etc.

Crown Mfg. Co.

TORONTO.

Make Sure of the Roof

BY COVERING IT WITH

Eastlake

STEEL SHINGLES.

Galvanized or Painted.

They are lightning-proof, a point every farmer appreciates—can't possibly leak—will prevent fire, and are wonderfully durable.

Their patent side lock makes them very easy to handle and quicker to lay than any other shingle.

THE

Metallic Roofing Co., Limited

TORONTO, MONTREAL, WINNIPEG.

STORAGE

IN

WINNIPEG

Do you need any? We can look after it properly and attend to shipping. **Reasonable charges.**

WRITE

Cameron, Gordon & Co.

WINNIPEG.

He Sings,

and so will you

if you sell Brock's Bird Seed

Samples and full particulars free.

NICHOLSON & BROCK, TORONTO

BRITISH COLUMBIA FISHERIES.

THE salmon pack for 1903 in British Columbia, as well as on the whole of the Pacific Coast, was a most disappointing one, says The Victoria Colonist, and one of the worst in the experience of the salmon canning industry, being the smallest since 1892, when there were only 27 canneries in operation; whereas, at the present time there are 60 canneries, which only put up 473,547 cases, over 100,000 of which were other than sockeyes.

It was very difficult to account for this exceptional falling off of salmon. Some attribute it to the wanton destruction on the American side through the use of traps; others regard it as one of those instances of bad luck for which there is no accounting. One of the serious features of the short run was the comparatively small number of salmon that reached the spawning grounds. The new provincial hatchery at Seton lake was only taxed to about one-tenth of its capacity. The Dominion hatchery fared better, but not nearly so well as usual. The new Dominion hatchery at the Lakelse river was partly hestroyed by flood, which washed away about 4,000,000 young salmon.

New canneries were built during the year at Observatory inlet, on the Skeena river, and Alberni canal; and extensions have been made to canneries on Rivers inlet and the Skeena. A new cannery for serving cod, halibut, oolachans, herrings and smelts, was erected at Barnet on Burrard inlet, by The Western Canada Fish Co., and was operated for the first time during last year with marked success. Crab factories were erected at North Vancouver and on False creek, both of which were successfully operated. The operations of The New England Fish Co., which has practically control of the halibut business, were greatly extended during the year, and a third steamer—a Canadian bottom—has been brought into requisition. Some 80 men are employed, who receive a wage of about $100,000. Year's catch of salmon, Fraser, 473,547 cases; Northern, 236,385 cases.

LARGE COFFEE SHIPMENT.

An important business transaction has just been concluded by the well-known wholesale firm of W. Braid & Co., of this city, says The Vancouver News Advertiser, involving the largest direct shipment of coffee ever made to any house in Canada. The purchase in question comprises 5,000 sacks of coffee, which were secured direct from the plantations and are now en route to this city by water. Messrs. Braid company's trade extends from Atlantic to Pacific, and a purchase of this nature shows the importance in the commercial world of Vancouver's mercantile firms.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postages, etc.

SITUATIONS VACANT.

BAKER WANTED—First-class on bread and cakes; state wages and experience. Apply at once Box 5, CANADIAN GROCER, Toronto. f

CHEESEMAKER WANTED—A first-class cheesemaker wanted for 1904. Apply, stating salary, to Box 1, CANADIAN GROCER, Toronto. f

WANTED—At once, an apprentice for flouring mill; doing merchant, custom and chopping work; references required and age. Box 2, CANADIAN GROCER, Toronto. f

SITUATIONS WANTED.

AS MILLER—Improver; one year's experience; can come at once. Box 6, CANADIAN GROCER, Toronto. f

BAKER—First-class on bread, cake and pastry; married man; state wages. Box 7, CANADIAN GROCER, Toronto. f

BY YOUNG MAN—As grocery clerk; good references. Box 8, CANADIAN GROCER, Toronto. f

MILLER—Fully qualified and experiedced in various systems, wants situation. Apply, with particulars, to Box 4, CANADIAN GROCER, Toronto. f

One Dollar

buys, **one hundred good retail advertisements** for a grocery store, written by one who knows. The best dollar's worth of advertising advice and suggestions ever offered to Canadian Merchants. Send for a copy to-day. Address

THE CANADIAN GROCER

Toronto Office: **10 Front St. East.**

I Can Sell Your Grocery Business

no matter where it is or what it is worth Send description, state price, and learn how. **W. M. OSTRANDER, 172 North American Bldg., Philadelphia.**

IRELAND.

Manufacturers and shippers desiring to place their goods on the Irish Market should communicate with J. H. SHERIDAN, 6 D'Olier St., Dublin. (5)

BEANS.

Hand-Picked Beans a specialty. Can ship in Jute Bags, Cotton Bags, or Barrels, to suit customers. Good broker wanted to represent me.

J. G. McKILLOP, - West Lorne, Ont.

FLOUR AND CEREAL FOODS

Hard and Soft Wheat.

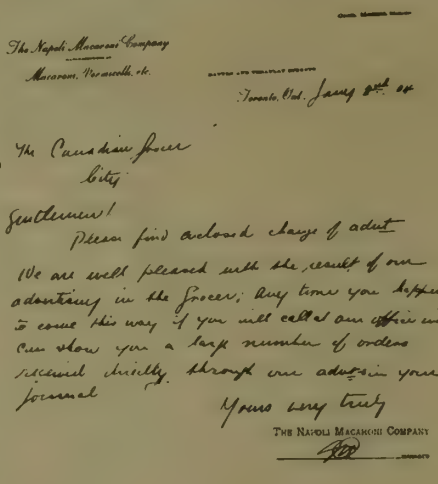
ONE interesting objection has been raised to the project of making the British Empire self supporting in the growing of wheat, says The Toronto Star. The great bulk of Canadian wheat for export to Great Britain comes from Manitoba and the Territories. The wheat grown there is hard, and the statement has been made that to make the flour desired in Britain a mixture of hard and soft wheat is necessary. The wheat area on this continent seems about to split into two, a northern and a southern area. Coincident with the rapid development of wheat-growing in the Canadian West comes not only the partial abandonment of wheat in the States of the Middle West, but an extension of wheat culture lower down the Mississippi Valley. A new north and south trend of traffic is developing, and the ports on the Gulf of Mexico are shipping huge quantities of wheat. If the contention that British millers need both hard and soft wheat is correct, do not these facts indicate a division of the British demand, and a need for the hard Canadian and the soft American wheat?

Expert milling opinion in this country rejects the theory that an admixture of soft wheat is necessary. Great quantities of flour manufactured in the mills at Minneapolis, Superior, Duluth and Kansas are exported to Great Britain, and this flour is made from hard wheat, with no mixtire whatever. The flour exported from all the mills in Manitoba is manufactured from hard wheat, with no admixture. The British bakers are the buyers, and the demand is growing. A large quantity of soft wheat is consumed in Great Britain, and British millers undoubtedly use Manitoba and American hard wheat to mix with British-grown and imported soft wheat. The fact is, however, that much flour made exclusively from hard wheat is used in Britain, and that the use of it is increasing.

A further fact is that other portions of the British Empire already furnish Great Britain with large quantities of soft wheat, and can increase their output. Apart from the fact that Canada sends some soft wheat, the exportable surplus of this year's crop in Australia and New Zealand is about fifty million bushels. India also can furnish large quantities of this species of grain, and the soft wheat production of India and Australia is increasing yearly. It is evident that the British Empire can, if the Mother Country so desires, furnish her with all the wheat she needs, of both varieties.

"Grocer" Brings Orders.

Below is reproduced an unsolicited letter, which speaks for itself:


The Napoli Macaroni Company
Macaroni, Vermicelli, etc.

Toronto, Ont. January 31st 19

The Canadian Grocer
City

Gentlemen!
Please find enclosed cheque of advt

We are well pleased with the result of our advertising in the Grocer, any time you happen to come this way if you will call at our office we can show you a large number of orders received strictly through our advts in your Journal

Yours very truly
THE NAPOLI MACARONI COMPANY

Elevator Construction.

J. A. MACDONALD, of The Macdonald Elevator Construction Co. of Chicago, the company which built elevator "E" for the C.P.R. at Fort William, is in Winnipeg in connection with the closing of that contract. This elevator, which is of 2,000,000 bushels capacity, is of the tubular variety, and is one of the largest of its kind in Canada. At the present time Mr. Macdonald also has a tender before The Ogilvie Milling Co. for the construction of a receiving and exporting elevator at Fort William of 500,000 bushel capacity. Tenders for this elevator are at present being considered.

Mr. Macdonald goes from Winnipeg to Montreal, where he expects to tender for the construction of a terminal elevator of 1,000,000 bushels capacity for The Grand Trunk Pacific Railway Co., to be constructed at that point. The elevator will be of the rectangular design, though the style of construction will be similar to that at Fort William. Mr. Macdonald says that as yet no tenders have been called for by the G.T.P. for elevators in the West, and he has no idea as to what their plans are in this respect.

Canada's Wheat-Growing Area.

Professor James Fletcher, of the Experimental Farm, in an address at Ottawa on the value of experimental farms, pointed out one or two facts not generally known, one of which was that the wheat-growing area of Canada under cultivation at present is four times greater than that of the United States. The experimental farms, by adopting new grades of wheat to the rigorous climatic conditions, had largely developed the wheat-growing territory, and the production of wheat ripening nine days earlier than the average, permitted its growth to a considerably greater distance north. In the production of oats the farms had taught the farmer that 20 more bushels of oats could be grown to the acre than formerly, and every bushel extra to the acre meant a million dollars increase in the wealth of Canada.

Napoli Macaroni

Absolutely pure, machine handled.

This week we draw your attention to our

Spaghetti and Vermicelli.

Perhaps you never handled these goods before. Better have samples.

Send us your name and address, and we will deliver free of all charges a full line of samples of our

Napoli Macaroni, Vermicelli and Fancy Pastes. Send it now.

Napoli Macaroni is put up in attractive air-tight packages, also in bulk.

NAPOLI MACARONI CO.
Hayter and Teraulay Sts., **TORONTO, CANADA**

Guaranteed

Absolutely Pure

BUCKWHEAT FLOUR

In barrels and bags.

ASK FOR QUOTATIONS.

The Tillson Company, Limited, Tillsonburg, Ont.

In Charge Montreal Elevator.

Mr. Jeremiah Nehin, who at the meeting of the Montreal Harbor Commissioners recently was engaged to take charge of the new million-bushel grain elevator which is now nearing completion and which will be put into service the coming Spring, arrived in the city last week from Buffalo, and appeared at the Harbor Office bright and early prepared to take hold.

Mr. Nehin, who is a man of middle age, has spent practically all his mature years in grain elevators, and it might be said that he has worked his way along with a shovel, for he began at the bottom of the ladder in the grain elevators of the American cities.

This morning Mr. Nehin, accompanied by Major Seath, the secretary of the Board, went through the elevator, the newly appointed superintendent seeing it for the first time. He will for the next few months oversee the placing of the machinery, so that when the season of navigation opens there will be no delay in getting down to business.

Mr. Nehin while in charge of a wooden elevator at Buffalo, the structure having one marine leg, put through twenty-four million bushels in a season, which is looked upon as a record.

TELEPHONE { MAIN 1257 " 4675

Wm. McCann Milling Co.

MILLERS
AND GRAIN DEALERS

192 King Street East
TORONTO.

John MacKay
Limited
Successors to John MacKay, deceased
ESTABLISHED 1854.

POT and PEARL BARLEY (by patent process), *SPLIT PEAS, BUCKWHEAT FLOUR, Etc., CHOP* of all kinds BY CAR LOAD.

Caledonia Mills,
BOWMANVILLE, ONT.
Correspondence solicited.

FLOUR FEED CEREALS

Place a Trial Order with Us for a Full Line of Our Goods.
QUALITY UNEXCELLED. SATISFACTION GUARANTEED.

Ontario Winter Patents,
Manitoba Blends,
Pure Manitoba.

Rolled Oats (Standard and Granulated)
" Barley, Oatmeal,
" Wheat, Pot and Pearl Barley
Wheatlet, Farina, Split Peas.

"Matchless" Feed.

THE G. CARTER, SON & CO., Limited,
ST. MARYS, ONTARIO.

Two Dollar Wheat!

MR. F. W. THOMPSON, vice-president and managing director of The Ogilvie Flour Mills Co., has had the courage to hint at the possibility of two dollar wheat in an interview on the effect of the Japanese-Russian war on the price of wheat. Mr. F. W. Thompson is a gentleman who is known for conservatism when expressing an opinion on such matters, and places more reliance on the increasing demand for breadstuffs the world over to cause an increase in the price of wheat than he does in the war outlook. He points out that countries where until recently wheat was practically unknown are beginning to use bread as a daily food, with the result that they will soon take a considerable part in the worlds consumption. Four years ago not more than one per cent. of the population of Japan ate bread. Mr. Thompson places the percentage now at three-fold more, and expects to see a rapid increase within the next few years. He applies the same to such other countries as China. Mr. Thompson was asked: "Do you think that wheat will sell higher than present prices, independent of war between Russia and Japan?"

"While no man can say definitely as to future prices, still the present basis of supply and demand are such as to indicate a higher level of prices for the next few years than has existed during the past five years, meaning that wheat at $1 a bushel in Chicago under conditions now prevailing will be as common as 70 or 75c. during the past few years."

"Then you expect most prosperous conditions throughout the Canadian Northwest?"

"Decidedly I do. In fact, I believe that no agricultural country in the world today has a brighter future than our Canadian Northwest."

"Where would wheat go should war be declared?"

"Oh, that is a hard one. It might go to $2 a bushel in Chicago."

Huge Elevator at Port Arthur.

Mr. W. H. McWilliams, manager of The Canadian Elevator Co. of Winnipeg, has given out the statement that his company, with which The American Cereal Co. of Peterboro is associated, will build at Port Arthur one of the largest grain elevators in the world. Mr. McWilliams, with officials of The Northern Elevator Co. of St. Paul, Minn., has just returned from a trip to Montreal, where a conference was held with the C.P.R. and Canadian Northern Railway authorities, in which arrangements were made for increased facilities for the new elevator, which will, it is expected, be completed in time to receive the crop of 1904. The workhouse, which will be constructed first, will have a capacity of 1,250,000 bushels. This will be supplemented by immense storage warehouses to be built of tile or concrete. Mr. McWilliams believes that in ten years Winnipeg will be the largest city in the Dominion.

Trinidad Breadstuffs.

Gordon, Grant & Co., Port of Spain, Trinidad, write under date of December 17 as follows:

Our market for breadstuffs is without appreciable change, and the s.s. Maraval from New York is the latest arrival. Flour and most other items are in quite moderate supply and, as there are now indications of a more active demand setting in, prices on the whole are steadier. The s.s. Piemonte from New York with considerable supplies is due momently.

On December 31 Gordon, Grant & Co. write:

Our market is quite moderately stocked and the position is steadily improving. Bakers' flour is selling slowly, but for both extra and supers there is a steady inquiry and the shipments coming forward by the steamers Etruria and Maraval should command an appreciable advance. Corn meal is neglected, but imported bread as well as that of local manufacture now sells readily.

EVER NOTICE?

You may see rows of fly spotted cartons (that used to be pretty) of many kinds of **Cereals.**

But you hardly ever see a stock **ON THE SHELVES** of either **POSTUM** or **GRAPE-NUTS, the greatest Cereal sellers in the world** and made by the largest and strongest Cereal Co. in existence.

"There's a reason."

Postum and Grape Nuts don't roost on the shelves. A million dollars a year in the right kind of advertising seems to keep them moving.

If any grocer on earth wholesale or retail gets a bit too much stock, the Co. always stand ready to move it **at once** and send check to cover.

But that don't happen nowadays.

Hope you keep stocked.

Grape-Nuts and Postum are as staple as gold dollars.

Postum Cereal Co., Ltd.,

Battle Creek, Mich.

The New Laundry Blue

—MADE IN CANADA.—

"Blues Linen as White as White Can Be."

We Would Like the Trade to Understand That "Blueol" has Been manufacted to compete with the best imported blue to be had on this market, and we claim it to be superior both in strength and working qualities. It is "Canada's Best" and "Canada's Best" is the "World's Best."

—WRITE FOR SAMPLE AND PRICES.—

J. M. DOUGLAS & CO.,

Established 1857 Manufacturers, MONTREAL.

"Wee McGregor's" Breakfast Food

Is acknowledged to be the most economical.
It is easily prepared. Cooks in five minutes.

"Gran' for the Morn's Mornin'"

THE F. J. CASTLE COMPANY, Limited, OTTAWA, CAN.

"KKOVAH"
Jellies (all flavors)

"KKOVAH"
Custard Powders

"KKOVAH"
Blanc Mange Powders
Etc., Etc.

"NEVER-DRIP-A-DROP" Tea Strainer—The most ingenious strainer ever invented. Keeps all tea leaves or coffee grounds out of the cup. Positively never drips-a-drop. Fits any tea pot. **We are agents for the grocery trade.**

THE GREIG MANUFACTURING CO.

MONTREAL. LIMITED

VIEWS FROM THE EAST AND WEST.

A REPRESENTATIVE of "The Canadian Grocer" had the pleasure last week of an interview with two of the large staff of travellers of Hudon, Hebert & Cie., Montreal (26 salesmen all told), Mr. P. O. Hamon and Mr. Hugo Rohde. Mr. Hamon has for many years represented Hudon, Hebert & Cie. in the Maritime Provinces, and is making his annual visit to the house. Asked as to business in the east, etc., Mr. Hamon reported very favorably as to the year's results. The demand for the higher grades of groceries he found to be increasing in the east, betokening general prosperity with the consuming public; in fact, he was of the opinion, having travelled through the Middle West of Canada, that the quantity of high-class groceries used in his territory was equal to, if not in excess of that used in the former ground. The fisheries had not been so profitable the past season as in former years, but, on the whole, trade was in a healthy condition.

Mr. Rohde, who represents Hudon, Hebert & Cie. in the Calgary district, was interviewed. He has covered the Northwest Territories for his house some 12 or 13 years, and during that entire period has been a keen observer of the trend of business westward. Mr. Rohde, while admitting the great future of the West, was rather pessimistic in his views of the situation in that country at present. The crops were, to a certain extent, a failure, and where a fair crop was reaped it had materially depreciated through frost. Then, in his opinion, the booming feature had, to a certain extent, been overdone. The fever of speculation and its consequent speculative value was bound to re-act. The arrival of immigrants would tend to offset this in a measure, particularly as the class of immigrants arriving were provided with material wealth, more or less. With three or four seasons' good crops the future was one bound to be bright. Mr. Rohde's headquarters are at Calgary, and his visit, like Mr. Hamon's, was an annual one.

TENDERS FOR CANNED GOODS.

Lord Strathcona has advised the Minister of Agriculture that the Admiralty will shortly call for tenders for the year's supply of preserved meat and canned goods. He says that any Canadian firms who are not already listed should apply at once if they desire to tender. They should make application for the enrollment of the name of the firm and also submit a sample of their pack. Copies of the tenders have been mailed and will arrive at the department within the next week.

W. G. A. LAMBE.

THE CANADIAN GROCER presents in this issue a portrait of Mr. W. G. A. Lambe, managing principal of the grocery brokerage firm of W. G. A. Lambe & Co. Toronto.

Mr. Lambe is well known to the Canadian business world in connection with important interests represented by his firm, which, under his enterprising management, has grown to be a large and prosperous concern. W. G. A. Lambe & Co. are agents for The St. Lawrence Sugar Refining Co. of Montreal, for Toronto and district, and The Truro Condensed Milk & Canning Co. ("Reindeer" brand), for Toronto and district;

Mr. W. G. A. Lambe, of W. G. A. Lambe & Co. Commission Merchants, Toronto.

Edward James & Sons (James' Dome lead); Postum Cereal Co. (Grape Nuts), for Eastern Canada; N. K. Fairbank Co. (Cottolene and "Boar's Head" lard), for Ontario. In addition, they do an extensive commission business in teas, coffees, currants, Californian dried fruits, molasses, glucose, etc.

Mr. Lambe holds the important office of Lloyd's (London, England) agency for Western Ontario.

Mr. Lambe comes of a family well known in athletic circles, and has himself pulled one of the best oars on Toronto bay, as well as having taken an active interest in boxing.

CATALOGUES, BOOKLETS, ETC.

OFFICE FIXTURES.

The George B. Meadows Wire, Iron and Brass Company, Toronto, are sending out seasonable greetings, the feature of which is an interesting view of bank fixtures "made in Canada" by that company. The fixtures are both artistic and practical and are a credit to their makers.

SPORTING CALENDAR.

The Dominion Canister Co., of Dundas, are sending to the trade an exceedingly attractive calendar—one that those with a love of gunning will feel like preserving framed. A brace of ducks, suspended from a nail, reproduced in colors, constitutes the design. "The Grocer" acknowledges receipt with thanks.

SAILOR GIRL CALENDAR.

J. H. Wethey, mince meat manufacturer, St. Catharines, is distributing a very striking calendar. The hanger is a deep red, while in the centre is a panel containing the picture of a sailor girl swinging in the rigging. Mr. Wethey is to be congratulated on his enterprise.

A UNIQUE CALENDAR.

A unique calendar has been received from Clarke & Rogerson, groceries and provisions, Vancouver, B.C. Instead of the usual lithograph the calendar is decorated with an interior photographic view of the store, with the staff in the rear. The picture is very fine and should make friends for the firm.

TOILET SPECIALTIES.

We are in receipt of a very handsome little booklet advertising Calvert's Toilet Specialties, manufactured by F. C. Calvert & Co., Manchester, England. The company have opened a wholesale depot at 807 Dorchester street, Montreal, under charge of Mr. W. T. Leach, for the further extension of their Canadian trade, and the little booklet has been prepared especially with this end in view. It is illustrated with cuts of the toilet articles put up by the firm, along with directions for use. Readers of "The Grocer" are invited to write for this booklet, mentioning "The Grocer."

WRITE FOR THESE CARDS.

Some very attractive display cards and lithographs, sent out by C. J. Van Houten & Zoon, Holland, to their Canadian agents, J. L. Watt & Scott, Toronto, were distributed to a large number of the best-class retail stores in Toronto this week. The agents will feel obliged if any retailer will drop them a card and will send promptly some very attractive and useful prints, and also a supply of free sample tins of Van Houten's cocoa for free distribution to customers.

The distribution was made by three members of J. L. Watt & Scott's staff, who drove round in cabs to the various stores receiving the lithographs.

IN Cold Weather

VAN HOUTEN'S COCOA

is an Ideal Beverage.

CHEAP—Because a little goes a long way.

HANDY—Because it is only necessary to add boiling water.

Grocers who wish to have their customers keep well and able to come out to do their shopping during the inclement season will do well to recommend VAN HOUTEN'S COCOA. Order from any wholesale house in the Dominion.

FREE SAMPLES for distribution from

Dominion Agents { WATT & SCOTT, - - TORONTO
WATT, SCOTT & GOODACRE - MONTREAL

USE

LEA & PERRINS' SAUCE

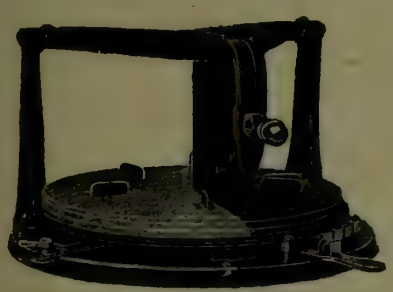
"The Finest Relish in the World."

SELL

LEA & PERRINS' SAUCE

"The Most Reliable Article in the Grocery Line."

J. M. DOUGLAS & CO., Canadian Agents, - MONTREAL.



We have recently taken up the manufacture and sale of the

Templeton Cheese Knife

It is the greatest device for merchants retailing cheese. "Soon pays for itself," is the testimony of everyone who has used the machine for the past year.

KEEPS CHEESE FRESH
SAVES FROM WASTE

EASY TO OPERATE
PLEASES EVERY CUSTOMER

Sold on easy terms.

Write us for particulars.

The Computing Scale Co. of Canada, Limited, - 64 King St. West, Toronto

---

"Best in the World."

HILL, EVANS & CO'S (WORCESTER, ENG.)

PURE ENGLISH

MALT VINEGAR

Delicate in Flavor and Aroma.
Splendid keeping properties.

ROBERT WATERS' QUININE WINE

Quinine in a palatable form—50 years' reputation.

Export Agents:
Robt. Crooks & Co., Botolph House, Eastcheap, London, Eng.

MANUFACTURERS' AGENTS AND BROKERS.

TORONTO.

POTATOES.

Our bids are good ones.
Write or wire for prices.

M. G. STAGG & CO.

Phone Main 5219. Standard Stock Ex. Bldg., Grain and Hay Merchants. TORONTO.

W. G. PATRICK & CO.,

AGENTS AND IMPORTERS,

29 Melinda St., - TORONTO

W. G. A. LAMBE & CO.

TORONTO.

Grocery Brokers and Agents.

Established 1885.

QUEBEC, P.Q

J. P. THOMAS

GENERAL AGENT AND COMMISSION MERCHANT,

25 ST. PETER STREET,

QUEBEC.

To Manufacturers' Agents

THE CANADIAN GROCER has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a Special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

Address, BUSINESS MANAGER,
CANADIAN GROCER,
Montreal and Toronto.

VANCOUVER, B.C.

C. Gardiner Johnson & Co.,

VANCOUVER, B. C.

Importers of...

Skinner's Queensland Turtle Soup.

Sole Agents for Canada.

Supply C.P.R. Company's Cars, Steamers and Hotels, and leading Clubs of Canada.

VICTORIA, B.C.

R. W. CLARK & CO.

Japanese, Chinese and Australian Brokers,

VICTORIA, B. C.

Represented in the Orient by **Mr. A. R. Tufts,** with headquarters at Kobe.

Manufacturers and shippers requiring representation in the Orient are invited to correspond with us.
Our facilities for doing business are second to none.

WINNIPEG.

IF YOU HAVE ANYTHING TO SELL
WRITE CAMERON GORDON & Co.
WHOLESALE COMMISSION AGENTS
WINNIPEG MANITOBA

EASTERN MANUFACTURERS

—AND—

SHIPPERS.

All **EYES** are turned on

MANITOBA AND THE WEST.

I

Represent some of the leading houses in

CANADA and the U.S.

INCREASE YOUR TRADE. WRITE ME.

E. NICHOLSON, - WINNIPEG,

Wholesale Commission Merchant and Broker

LONDON, ENG.

TEA.

AGENTS REQUIRED in Canada and United States to sell and obtain wholesale orders for **Ceylon Black and Green Teas** on commission. Apply,

"COMMISSIONER,"

CANADIAN GROCER,
109 Fleet Street E.C. London, Eng.

"ACME"

TABLE SALT

Ask your wholesale grocer for it. Put up in 24 3-lb. cartoons in a case, and in 50-lb. box.

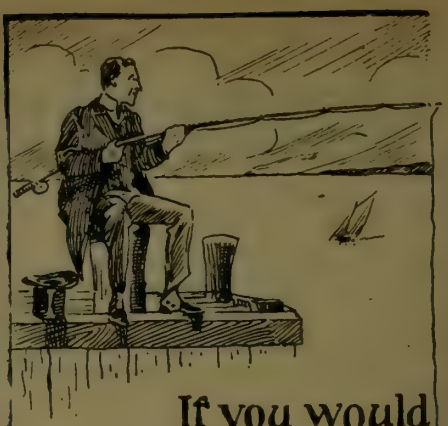
TORONTO SALT WORKS, Toronto, Ont.

Harvey's Ammonia.

Gives the Wholesale Grocer over 38 per cent. profit. Always full strength. Put up in quart and pint sizes—also Dry Powdered Ammo., the strong kind.

JOHN G. HARVEY,

Manufacturing Chemist, Todmorden, Ont.



If you would catch fish, you must cast your line.

—and cast it where there are fish.

Good fishermen go where fish are plentiful—use the right kind of bait—and make many a good haul.

Shrewd advertisers use THE CANADIAN GROCER because plenty grocers of read it—they use the right kind of bait and make many a good haul of new customers.

Suppose the fish don't bite at fust,
What be yew goin' tur dew?
Chuck down yewr pole, throw out yewr bait,
An' say yewr fishin's othrew?
Uv course yew haint; yew're goin' tur fish,
An' fish an' fish an' wait
Until yew've ketched yewr basket full,
An' used up all yewr bait.

Our Department of Advertising Service provides good bait—for those who desire it—without any extra charge.

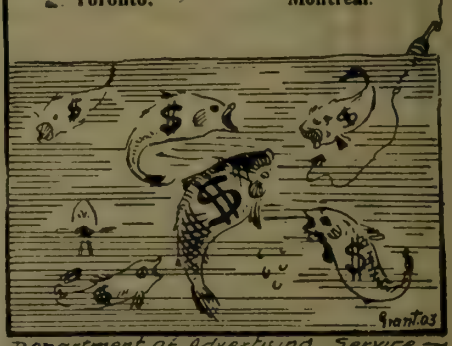
If you would have more business cast your line to grocers in THE CANADIAN GROCER.

Dollar fish are biting.

Catch?

The Canadian Grocer,

10 Front St. E. Toronto. 232 McGill St. Montreal.



Department of Advertising Service

THESE ARE THE VARIETIES

15 OF THEM.

Strawberry
Red Raspberry
" " (Preserved)
" Currants
Black "
Red Cherries
White "
Black "
Green Gages
" " (Preserved)
Lombard Plums
Blue Plums
Peaches, Yellow
" Preserved
Pears, Bartlett

Packed 1 doz. very attractive glass jars in a case.

Goodwillie's Fruits.

ROSE & LAFLAMME, Agents,

MONTREAL.

BATGER'S

MARMALADES

MADE IN ENGLAND.

4 KINDS :

SEVILLE ORANGE
LEMONA
PINEAPPLE
LIME FRUIT

ASK YOUR WHOLESALE GROCER FOR THEM.

Agents :
ROSE & LAFLAMME.
MONTREAL.

Grimble's

BRAND.

Pure Malt

VINEGAR

Agent I. S. WOTHERSPOON thanks his friends for having written for samples, and to learn that same have given satisfaction. Grimble's Vinegar is always ALL RIGHT.

If you don't know it, write for sample.

I. S. WOTHERSPOON,

204 Board of Trade Building,

MONTREAL, P. Q.

Imperial Goods

"Pepsin Brand Sodas"

THE BISCUITS WITH A TASTE.

Every Biscuit has a taste—one has a flavor more appetising than others—that's "Pepsin" Sodas.
"Pepsin" Sodas are light and crisp, with a delicate yet distinctive flavor, put up in tins and pasteboard boxes with bright and attractive labels.

We sell cheaper. Why? because we are not in the combine.

TRADE WINNING PRICES:

"Imperial"	Sodas in	Jumbo Tins,		6	cents net per pound	
"Pepsin"	"	3-lb.	"	25	"	"
"Pepsin"	"	3-lb. pasteboard bxs.		20	"	"
"Pepsin"	"	1 lb.	"	7½	"	"

Delivered within a radius of 200 miles in quantities of not less than 200 lb. Quality of all goods guaranteed.

A TRIAL ORDER SOLICITED.

The Imperial Biscuit Co. LIMITED,

GUELPH, ONTARIO.

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR RETAIL MERCHANTS.

Tobacco in War.

TOBACCO is undoubtedly one of the greatest blessings that soldiers have ever known, remarks an old smoker, a fact which is better appreciated on the battlefield than anywhere else. "Many a time," wrote a private of the Second Fusiliers, from Ladysmith, "I have seen fellows of ours only too eager to sell a pony, with saddle, bridle and everything complete, for a stick of tobac co." During the siege of the town some of the gallant bluejackets are said to have calmly smoked their pipes as they worked their guns; and after the engagement with the Boers at Magersfontein a soldier was found dead, with his pipe clenched firmly between his teeth. To the wounded the weed is a solace beyond compare; and during the Crimean war there were instances of mortally wounded men drawing with the utmost composure at their pipes almost to the last breath. The smoke of tobacco often mingled with the smoke of battle in that great war. For four hours a soldier fought in the battle of Inkerman in defense of a battery of British guns, his only comrade being his pipe, which he continued to smoke after he had been struck down by a Russian musket ball. In the thrilling charge of the Light Brigade at Balaclava more than one nf the "noble six hundred" rode into the jaws of death calmly smoking. The regimental butcher was preparing meat when the fatal order came, smoking the while. But he did not intend to be left behind, and with his comrades charged into the Russian ranks without removing his pipe from his mouth. He was one of the few who returned, and was still smoking when he made his way back to the British lines. In one of the engagements in the Franco Prussian war the Brunswick Hussars galloped into action with cigars in their mouths, charging a dense body of the enemy with deadly effect. American soldiers are inveterate smokers, and when not puffing away at their pipes or cigars are pretty certain to have a quid of tobacco in their mouths.

Smoking by Proxy.

A wealthy old resident of Wilmington, Del., for years followed a daily custom of driving in the open air perched upon the box with his coachman the latter complacently puffing at a big black cigar, the smoke from which he blew directly into his master's face. The explanation was that the doctors had forbidden the man to smoke, but he had been an inveterate smoker, and he was obliged to be satisfied with the compromise of having some one else do the smoking, while he enjoyed the aroma.

Smoked Cold.

An Orange, N.J., man, whose physicians had forbidden him to smoke, instead of lighting his cigars, was accustomed simply to put them into his mouth and "smoked cold." In this he simply bit off the end of the cigar as if he were going to light it, and then puffed exactly as if fire were eating its way up the tobacco. Every fifteen or twenty minutes the cigar, to all appearances perfectly preserved, was thrown away as useless, the contention being that it was "smoked out." For years this smoker indulged in his pet habit, in the same extraordinary way, claiming that puffing the air through the cigar exhausted the flavor exactly the same as would have been the case had it been lighted.

Giving of Cigarette Papers to be Stopped in Tennessee.

There is a law in Tennessee against the giving of cigarette papers. The Attorney-General proposes to prosecute the wholesale dealers for selling smoking tobacco with books of cigarette papers attached. He has appeared before the Grand Jury seeking a number of indictments against firms who have used this method. The Attorney-General says that the proper method of preventing the sale of cigarette papers is by going after the wholesale trade.

OLD CHUM

Cut Plug Smoking Tobacco

satisfies the most exacting customers.

Sold By All Leading Wholesale Houses.

The American Tobacco Co.

OF CANADA, Limited.

CURRENCY

Plug Chewing Tobacco

is a

Quick Seller.

Handled by all Leading Wholesale Houses.

ON
THE FACE
OF IT

We Should Have Business From You

For PHARAOH, PEBBLE and Other Cigars.

Our Cigars are the best we know how to make. They are the best, most satisfactory Cigars sold in Canada—so others say. We advertise them to you. We protect you. We work with you to sell them. Write us about it.

J. BRUCE PAYNE, Limited,
GRANBY, Que.

T. & B.

(10-CENT SIZE.)

LOOK OUT!

We will have some pipe bargains to offer the grocery trade at the conclusion of stock-taking. Good for the retailer, and we hope good for us, too.

W. B. Reid & Co.
Wholesale Tobacconists,
TORONTO.

All sensible chewers chew

QUEEN'S NAVY

IT IS THE BEST.

TRY IT.

The Erie Tobacco Company
WINDSOR, ONTARIO.

HORROCKS'

RONTO

5c. CIGAR

MAKES FRIENDS FAST,
AND FAST FRIENDS.

T. J. Horrocks,
Wholesale Tobacconist
Wellington St. East, TORONTO

The Chamberlain Cigar

The **best value** in Canada! Sold the **world** over! It will help your **trade tremendously!** Order a sample lot to-day!

SAVE THE BANDS AND RETURN THEM TO

J. M. FORTIER, Limited,
MONTREAL.

MANUFACTURERS OF
Cigarettes and Cut Tobaccos

He Certainly Has the Jaws to Enjoy

AND SEEMS TO BE OUT AFTER

McALPIN'S TOBACCOS.

Smoking { Tonka, Solid Comfort, Pinchin's Hand Made.

Chewing { British Navy, King's Navy, Beaver, Apricot.

McAlpin Consumers Tobacco Co., Limited
TORONTO.

Not the Way to go About it.

IT WAS just a few days before his birthday. She walked into the smokers' emporium with nervous diffidence.

"I would like to get a skein of cigars."

"You mean a box, I suppose?"

"Yes, if that is how you sell them."

"Do you wish anything special?"

"No, nothing special; but they're for smoking, you know."

The salesman smiled.

"Do you desire a strong or mild cigar?"

"Very strong; I want them to last. The box I bought a year ago commenced to fall apart after my husband had them about nine months. I think they were too weak."

The young man took a few boxes from the case and pried them open for the woman's inspection.

"Are these the only shades you have? I would like something lighter, to match our wall paper."

The salesman picked out box after box until the counter looked like an Egyptian pyramid. At last she selected a box, saying:

"These won't fade, will they?"

Again the young man smiled.

"No, ma'am; they are made of the purest Havana tobacco."

"Do you think I could have my husband's monogram engraved on each cigar?"

"No, lady; the cigar wouldn't draw."

"Would'nt draw what?"

"I mean it would'nt pull well."

"But I don't want them to pull anything; I want them for my husband to smoke."

The man behind the counter grew impatient.

"Haven't you a box with a prettier picture on it? Let me see that one with the forget-me-nots on a Japanese fan."

"But, madam, your husband isn't going to smoke the box."

"I am aware of that, sir; but it looks horrible to have some Spanish general's picture or some ballet dancer's physiognomy lying on the library table. I like this picture."

"But that's a different brand of cigars."

"Couldn't you put these cigars in that box and the cigars in that box you could put——"

"No, no: we are not permitted to do any such 'presto change' work in this shop. Here is a pretty box marked 'Henry Clay.'"

"But that is such a commonplace name. Haven't you any called 'Vivian de Haven' or 'Reginald Vere de Vere,' or some name of a higher rank?"

"No, madam; we do not sell rank cigars in this place. There are no such brands. Do you wish the box you have in your hand?"

"I hardly know which cigars so take. These have such a strong scent. Haven't you any that emit a sweeter aroma?"

The assistant answered abruptly:

"No; can I sell you anything?"

"Well, I'll tell you what I'll do; if you'll just give me a sample of each, I'll let you know——"

But just then the man slammed the boxes back into their places, told the woman that she was in a cigar shop and not a drapery establishment, and advised her to go to some pork butcher's and get a few hams for her husband to smoke.

The woman went out to get a policeman, but evidently got lost.—Tid-Bits.

The Chemist's Analysis.

A CHEMIST says he's analyzed a very good cigar,
And learnedly tells us just what its ingredients are;
Acetic acid, prussic, too, phenol and nicotine,
Some sulphuretted hydrogen, a dish of picolene,
Valerian acid and ammonia, so he wrote,
With acid proprianic, and a trace of creosote.

But he didn't find the essence that will set a mind at peace,
And he overlooked the tincture that gives care a swift release;
He missed the oil of happiness that keeps the fire a-gleam,
And doesn't mention how the smoke will float you to a dream
Of happy days and good old friends, until in it you trace
The graces and the dimples of a well-remembered face.

He didn't find the reason why so many fancies are
Wrapped up in such a package as that very same cigar;
He found a small-sized drug store, but somehow he couldn't catch
The comfort that one can secure if he applies a match;
And though he found the acids and the other queer-named stuff,
He couldn't trace the pleasure that there is in every puff.

Tobacco Notes.

The W. H. Steele Co., Toronto, say that business since the holidays has been exceptionally good, the demand for pipes being especially satisfactory.

We are now offering at special prices the finest assortment of pipes in Canada. Write us for copy of SILENT DRUMMER.

W. H. STEELE CO.,
LIMITED
40 SCOTT ST., TORONTO.

Should be in the mouth of every smoker. What? a

McDougall Scotch Clay Pipe

Be sure and ask for it, and see that you get it.

D. McDougall & Co., Glasgow. Scotland.

This case with its ALL GLASS Top (no wood above the glass) is THE VERY FINEST display case in the world to-day. We are making TWENTY of this style of case to ONE of ANY OTHER, and are receiving orders from ALL parts of the Dominion for this MAGNIFICENT case. It is fitted with the very best British Plate Glass THROUGHOUT, including the mirrors in the doors and the shelves, in short, it is the MOST EXQUISITE and most UP-TO-DATE floor case on the market anywhere in the world to-day.

A large number of Grocers throughout the Dominion are now handling cigars as a special branch and ARE doing WELL with them. Are YOU right in line with these progressive and wide-awake men? If not, YOU OUGHT TO BE. If you desire to fall in the ranks by taking up this GOOD PAYING side-line you cannot do better than consult us about the very best and most modern display cases made especially for that line of business. In order to make a good display of, and to keep your cigars right it is necessary to have a first-class case of OUR manufacture. We turn out nothing but the very best goods, and our prices ARE REASONABLE for such goods.

Dominion Show Case Co.
53 Richmond St. East, - - TORONTO.

W. B. Reid & Co., wholesale tobacconists, Toronto, expect to have some unusual bargains in smokers' supplies at the conclusion of their stocktaking, now in progress, and the retail trade is asked to keep its eyes open for a forthcoming announcement.

In the fire at the National Chambers, Hamilton, on Friday last, the premises of The Consumers' Tobacco Co. were scorched to a slight extent. The loss was fully covered by insurance, and the damage in no way interfered with the transaction of business.

The Tuckett Cigar Co. report an immensely increased sale of the popular high-grade "Marguerite" cigar. The sales for some time past have steadily exceeded one million per month, and over eight million was the total output for 1904. Further comment is unnecessary; these figures speak for themselves.

FORD & FEATHERSTONE

Importers and dealers in

FIREPROOF SAFES,
STEEL BANK SAFES,
VAULTS, TIME LOCKS,
DEPOSIT BOXES.

Combination locks put on and combinations changed. Safes repaired, etc.

10 John St. N., Hamilton, Ont.

ESTABLISHED 1855
TAYLOR'S
DOUBLE TONGUE & GROOVE
SAFES
145 & 147 FRONT ST. EAST. TORONTO.

The Hallwood

No apologies go with the **HALLWOOD**. It has wrestled with giants and was never overthrown. It does every good thing any other make of registers will do, and a few good things no other cash register will do. And it has cut out weaknesses and nonsense.

The strength of the **HALLWOOD** claims are based on its perfection, simplicity and price. It wins on every point.

Our representative is eager to show you a **HALLWOOD**. Don't buy too soon.

THE
Hallwood Cash Register Co. of Canada
78-80 King St. E., - TORONTO.

Special Advertising Rates have been arranged for space in "The Office," and will be gladly quoted on request.

PRINTING

1,000 Envelopes, good white paper,	$1.00
1,000 Letter Heads, Note size,	$1.00
1,000 Letter Heads, Letter size,	$2.50
1,000 Statements,	$1.50
1,000 Bill Heads,	$1.50
1,000 Dodgers,	$1.25

Send for Samples.

G. A. Weese & Son, 44 Yonge St., Toronto.

NEW TELEPHONE LINE

A new copper metallic line has just been completed from Simcoe to Port Rowan. The towns listed below can now be reached from Toronto at the following rates :

PORT ROWAN -	50c.
ST. WILLIAMS - -	30c.
VITTORIA - -	40c.

The Bell Telephone Co. of Canada

TENGWALL TIME SAVERS

TENGWALL AND OPALLA LOOSE LEAF LEDGERS

—AND—

LOOSE LEAF BINDERS FOR ALL KINDS OF LOOSE LEAF SYSTEMS.

SEND FOR COMPLETE NEW CATALOGUE.

HART & RIDDELL
Manufacturing Stationers . . .
40 Wellington St. East
TORONTO.

You Can Save

$75.00 to $200.00 per month

by having your bills always ready. Thousands of enterprising merchants have adopted our short systems. Anyone can be a book-keeper.

Write for Catalogue.

THE BRIGGS LEDGER SYSTEM CO.,
Limited
75 York St., - Toronto, Can.

THE OFFICE

DEVOTED TO THE OFFICE STAFFS OF BUSINESS ESTABLISHMENTS

DEBTORS WHO ARE SLOW BUT GOOD.

By J. J. Rutka.

EACH individual case usually requires different and separate treatments. We have on our books a few just such accounts, good but slow pay. In most cases we find that writing personal letters from time to time to the head of the firm of such an institution, and setting a definite amount which we want him to send at a stipulated time has the best results. As far as possible a personal interview is desirable. We find people of that kind frequently pay promptly in certain directions, while they let other accounts run along. This is often done, as we have discovered, in this way: A firm will pay the man who presents the best case, before they will pay the man that uses ordinary methods. We have a case of that kind on hand just now. A firm owed us an account. They are good for ten times the amount they owed. They did not pay us, because they claim we did not need the money as badly as some one else whom they owed. A personal interview, however, has resulted in making an arrangement with these people, whereby they have paid us a part immediately, and a stipulated amount every two weeks thereafter, so the amount is paid up, and it was done with the best of feelings on both sides, and they continue to send us their orders daily. We find that by adding interest to overdue accounts frequently helps the case.

We have found that coaxing letters, in most cases, are the best, and next to a personal interview, the most effective. In most cases we have pleaded that we were very hard up, and needed the money, and that has had its effect. We rarely ever find that a demand accompanied by a threat has ever done any good. It may help to collect an account, but it loses you a customer sure. Still there is now and then a cese where even a lawsuit has to be resorted to. We have also found that where a customer was good but slow pay that by holding up his orders, and writing him that, until he paid the old bills, his new orders would not be filled, has in some cases a good effect. You see, therefore, that there is no rigid or regular set form which can be followed in a cese of that kind.

We have a customer whom we consider good that will never pay a bill until the same is handed to a collector, or a justice of the peace, nor will he buy any goods after the account has been running sixty days until such an action is taken. This man will come to town regularly on receiving a notice from the collector, and pay his bill, and on the same day present the receipt at our office and buy more goods. We have repeatedly told him that we would not sell him goods at as close a price as if he paid in regular time, but it seemed to make little or no difference to him.

In this connection I wish to say that we have some customers who take extraordinarily long time, but are perfectly good, to whom we have written that if they continued to take such extra long time we would have to charge them more for their goods; and in making the invoice we add 5 per cent. to the net amount of the invoice, and write them with the invoice, saying, if paid in sixty days they can deduct the extra charge; if paid in ten days they can deduct the cash discount in addition to such deduction; but if the account runs more than sixty days the total charge will stand. We have found this method very beneficial in some cases. This method, however, has to be used with caution, as it will not work with everybody.

I find, however, that the coaxing method is perhaps the very best one in ninety-nine cases out of one hundred.

USEFUL AUDITING DEVICE.

IN many large business houses it is now the custom, according to The Bookkeeper, to send out at regular intervals a notice similar to that appended, the object being to compare the ledger balances with those appearing on the books of the customers. It will be noted that a special stamped envelope is enclosed for the reply, which is usually directed to the business address of the accountant who has the audit in charge.

Your debit balances on the books of this Company.....190..is $..... Kindly compare this with your books, and state below whether it agrees or not. If any difference should exist please state amount of difference and, if possible, the items making same.

This is sent not as a dun, but for the purpose of enabling us to verify our accounts and check up our books correctly. Please reply on form below, and return this sheet in stamped envelope enclosed.

Your credit since above date are as follows:

Gentlemen:

Balance as shown above $.....is .....not correct.

.....190..

Signed.....

A SIMPLE SUM IN ARITHMETIC.

SUPPOSE, says World's Work, a big company is organized and issues bonds and stocks on the following basis:

Things capitalized	The percentage of stocks and bonds represented by them
Real value	25
Pure water	50
Promoters' shares	10
Increase over real value because of "flush" times	15

Now, what happens when the fabric of speculation is shaken? The 15 per cent. of "flush-times" valuation fades away; the 10 per cent. of promoters' profit shares are remembered and the public resents such a distribution of them; people begin to ask how much pure water went to the making of the whole organization—they recall everything, in fact, except the real value. The stock, therefore, that is really worth 25 per cent. of its par value, if honest management be assumed, falls far below 25 cents in the market.

This very elementary and simple "sum" in arithmetic, explains many "mysterious" things that have been happening in the stock market. Nothing is so hard to manage as a suspicious public; but whose fault is it that the public became suspicious?

Speculation runs away with industry for a time, but industry gets its revenge at last.

THE MANAGER AND HIS MEN.

"A MANAGER must know his men through and through" remarks a writer in a contemporary. "He must recognize their strengths and weaknesses, and act accordingly; one man may be extremely sensitive, another too conservative, another too susceptible to flattery and easily influenced.

"Another too free a buyer, another may be entirely incapable of appreciating figures, and so on, but each may be otherwise excellent. To get the best out of these men these special points of character must be considered.

"And then the development of these, the making of intelligent, thinking men and women out of inexperenced and immature lads and young women; the studying of the peculiar qualifications of each, and the placing of that one so that the peculair trait will count to his advantage and to that of the house; to encourage the earnest young woman who needs encouragement just at that moment, to bring down to the earth that young man who has been spoiled at home, and like poor Hetty in Adam Bede, of whom Mrs. Poyser said, 'She is like the cock who thinks the sun rises to hear him crow,' to watch the hundreds of points and factors in management of men is but part of the duty of each who is in charge of a large business.

"Then this same man must be an expert on figures and percentage, for after all a large business must in its figures depend almost entirely upon percentage. He must be able to look many ways at once, and must in a way keep in touch with the commercial news of the country in his spectral line. He must be broad, not narrow; quick, not slow; thoughtful, not impulsive; energetic, not mentally or physically lazy; conservative to that fine point of correctness, not hysterical; bold, not timid; agreeable and tactful, not antagonistic; approachable, not repelling; just, never unjust.

"He must be possessed of good common sense, good judgment, in order to hold the respect of those with whom he is constaly advising. If, for example, he is manager of merchandise, he must be a judge of merchandise and values, and must be a natural trader. If in charge of employes, he must be a quick judge of human nature and possess an ability to discover the qualities of each one's mental and physical self. If in charge of systems, an inventive mind is necessary, but with it is necessary also a practical mind, and one which quickly separates the good ideas from the faulty ones.

"To those who conduct the business as a whole comes the necessity of selecting a set of men, who, when selected, should really form a cabinet with whom to advise daily, hourly, concerning matters of moment. Then the chiefs of the business must frame a policy, a line of action, just as do the owners of a ship decide on her course and final harbor, and as the captain of the ship must direct the man at the wheel and guide her past the many dangers of the sea, so those who are responsible for the conduct of a business must push that business with greatest speed, but must watch its daily course, and must avoid sunken reefs and derelicts, must go slowly during the foggy times, and keep it steady when the storms threaten.

"A merchandising business is pre-eminently a business of infinite detail, and that man, no matter how capable and how energetic he may be, who undertakes to do it all alone will limit that business, just as every man's day is limited in the number of its minutes. The biggest man is the man who can most easily utilize the ability of others; so that retail business is best conducted, which can profitably unite to itself the greatest number of thinking, intelligent, active men and women, each one being, not a cog in the machinery, but an independent, self-confident unit, a member of the organization, a loyal and enthusiastic worker whose daily results bring respect and recognition. To obtain this, is a profession, science, or an art."

——

STOCKTAKING.

"BETTER late than never" is good advice as to stocktaking, as it is concerning many other things, remarks a contemporary.

A tradesman cannot tell his exact worth from his ledger, because he does not know what quantity of stock he has in his store. To know this it is necessary, periodically, to take stock or prepare a balance-sheet.

A balance-sheet is a condensed statement of the merchant's assets and liabilities, made out to show how his affairs stand, and what amount of money he has made since he began business or since the previous inventory.

His assets are the balances or moneys owing to him found on the debtor side of the accounts in the ledger—the amount of cash he has in hand, the stock in the shop, the value of the goodwill and the fixtures, etc.

His liabilities are the balances or moneys owing by him found on the credit side of the accounts in the ledger. The difference between the assets and the liabilities is the amount of money he is worth.

I preparing a balance sheet the first thing to do is to enter in a book kept for the purpose all goods in the store, and all goods lying to order of which the invoices have been received. The net cost price of every article should be put down, and the amounts carried out and added up, and the amount entered on the left-hand side of the balance-sheet as "stock."

The accounts owing by customers, which are found on the debtor side of their ledger accounts, are then added up, and the discounts, if any, deducted, and the net total entered on the same side of the balance-sheet as "book debts." The cash in hand should then be counted, and the amount entered on the same side of the balance-sheet as "cash on hand."

The value of the good-will and fixtures should then be put down. It is best to deduct from the value of the fixtures at the rate of 10 per cent. per annum at each successive stocktaking, so that at the end of ten years the fixtures will not be put down at all, as they will be worn out and have become worthless. If the tradesman has a banking account he puts down the amount of the balance in his favor on the same side of the balance-sheet. If he has money invested in property or any other securities, the amounts are also put down. All the above are called his assets.

On the other side of the balance-sheet he puts down his liabilities, which are the sum total of the amounts owing by him found on the creditor side of the ledger, and any other moneys he may owe. Both columns are then added up, and the difference of the accounts is what he is worth.

By this means a tradesman can tell exactly what amount of money he has gained in a given period. Some authorities urge that stocktaking should be done every three months, but there are other houses that are satisfied with a half-yearly inventory, although many firms take inventory only once a year. The oftener the better, for it checks stealing and other leaks.

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LEGAL CARDS.

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The following institutions for the education of business men's sons and daughters are recommended by this paper:

EXPERT BOOKKEEPERS.

Every bookkeeper should be a Chartered Accountant. The degree of C. A. is recognized by the business community of America. Examinations are not beyond the reach of of any industrious bookkeeper who is anxious to qualify for the highest positions in his profession.

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A school of genuine merit. Send for our beautiful catalogue.

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This space $45 a year.

You know all about the quality of

Keen's Mustard and Keen's Oxford Blue

Ever handle our

ROBINSON'S PATENT BARLEY?

It is a perfect food for infants and invalids, put up in 1-lb. and ½-lb. tins.

You will find it on a par with our other products and it is rapidly growing in popular favor.

KEEN, ROBINSON & CO., Limited

LONDON, ENGLAND.

Current Market Quotations for Proprietary Articles

January 14, 1903.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes	$4 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 3 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ½ " "	14 00

W. H. GILLARD & CO.

Diamond—	
5-lb. tins, 2 doz. in case	$2 00
2-lb. tins, 3 " "	1 25
1 lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4 doz.	10c.	$0 85
3 doz.	4-oz.	1 20
3 doz.	6-oz.	1 75
1 doz.	12-oz.	3 50
2 doz.	12-oz.	3 45
3 doz.	12-oz.	3 40
2 doz.	16-oz.	4 45
3 doz.	16-oz.	4 35
1 doz.	2½lb.	10 40
1 doz.	5lb.	19 50

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

JERSEY CREAM BAKING POWDER.

ze, 5 doz. in case	$0 40
" 4 " "	0 75
" 2 " "	1 25
" 2 " "	2 25

OCEAN MILLS.

	Per doz.
Ocean Baking Powder, ¼ lb., 4 doz.	$ 45
Ocean Baking Powder, ½ lb. 5 doz.	90
Ocean Baking Powder, 1 lb., 3 doz.	1 25
Ocean Borax, ¼-lb. packages, 4 doz.	40
Ocean Cornstarch, 40 pks. in a case	78

Freight paid, 5 p.c. 30 days.

ROYAL BAKING POWDER CO.

Sizes.	Per Doz.
Royal—Dime	$ 1 00
" ¼ lb.	1 60
" 6 oz.	2 25
" ½ lb.	2 90
" 12 oz.	4 50
" 1 lb.	5 75
" 3 lb.	15 50
" 5 lb.	25 50

Sizes.	Per Doz.
Cleveland's—Dime	$ 1 00
" ¼ lb.	1 50
" 6 oz.	2 20
" ½ lb.	2 80
" 12 oz.	4 25
" 1 lb.	5 50
" 3 lb.	15 00
" 5 lb.	25 00

"VIENNA" BAKING POWDER.

	Per doz.
1-lb tins, 4 doz in box	$2 25
½-lb tins, 4 doz in box	1 25
¼-lb tins, 4 doz in box	75

Blacking.

HENRI JONAS & CO..

Jonas' Per gross	$9 00
Froments "	7 50
Military dressing "	24 00

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ¼ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes, according to size	0 02 0 10

J. M. DOUGLAS & CO.—Laundry Blues.

"Blueol"—10-lb. boxes containing 50 pkgs., 4 squares each ..... per lb. 15c

"Sapphire"—14-lb. boxes, ¼-lb. pkgs: per lb 12½

"Union"—14-lb. boxes, assorted, 1 & ½-lb. pkgs. per lb. 10

Black Lead.

Reckitt's, per box $1 15

Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz.; or ¼ gross, 4 oz.

JAMES' DOME BLACK LEAD.

	Per gross
6a size	$2 40
2a size	2 50

Borax.

"Bee" brand, 5 oz., cases, 40 pkgs	1 40
" " 10 oz., cases, 48 "	3 25
" " 16 oz., cases, 48 "	4 25

Brooms.

UNITED FACTORIES, LIMITED.

	doz. net.
Boeckh's Bamboo Handles, A, 4 strings	$4 70
" " " B, 4 "	4 40
" " " C, 3 strings	4 10
" " " D, 3 "	3 85
" " " F, 3 "	3 55
" " " G, 3 "	3 20
" " " I, 3 "	2 85

Canned Goods.

HENRI JONAS & CO.

Mushrooms, Rionel	$15 50
" 1st choice Dutheil	18 50
" " Lenoir	19 50
" extra Lenoir	22 00

Per case, 100 tins.

French Peas, Delory's—	
Moyen's No. 2	$9 00
" No. 1	10 50
¼ Fins	12 50
Fins	14 00
Tres fins	15 00
Extra fins	16 50
Sur extra fins	18 00
French Sardines—	
¼ Rolland	9 50 10 00
¼ Delory	10 50
¼ Club Alpins	2 50

FRED. MAGEE

	Per doz
Smelts in spices, in ½-lb round tins	0 90 $1 00
" mustard, in ½-lb oval "	0 95 $1 05
" Tomato, in ½-lb. " "	0 95 $1 00

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 06
" " 7-lb. cotton bags, per bag.	0 18½
Quaker Oats, 2-lb. pkgs., per case	3 00
Tillson's Oats, 2-lb. pkgs., per case	3 00

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Hygienic, 1-lb. tins per doz.	$6 75
" ½-lb. tins "	3 50
" ¼-lb. tins "	2 00
" fancy tins "	0 85
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50
Perfection, ½-lb. tins, per doz.	2 40
Cocoa Essence, sweet, ½-lb. tins, per doz.	

Chocolate—	per lb
Queen's Dessert, ½'s and ¼'s	$0 40
" 6's	0 43
Mexican Vanilla, ½'s and ¼'s	0 35
Royal Navy Rock, " "	0 30
Diamond, " "	0 25
" 8's	0 28

FRY'S.

Chocolate—	per lb
Caraccas, ½'s, 6-lb. boxes	$0 43
Vanilla, ½'s	0 43
"Gold Medal," sweet, ½'s, 6-lb. boxes	0 29
Pure, unsweetened, ½'s, 6-lb. boxes	0 43
Fry's "Diamond," ¼'s, 14-lb. boxes	0 24
Fry's "Monogram," ¼'s, 14-lb boxes	0 24

—increasing by leaps and bounds—

the sale of

"Crown" brand Table Syrup

quality will win out in the end

EVERY TIME——

"Crown" brand Syrup is absolutely always reliable — healthy, bright, clear and clean—once sold to your customers makes them lasting and profitable friends.
Ask your jobber for "Crown" brand.

Look for the "Crown" on the package.

Packed in—
24 2-lb. Tins to case
12 5-lb. " "
6 10-lb. " "
3 20-lb. " "

also in Barrels, ½-Barrels and Kegs, and 3-gallon and 2-gallon pails.

—These goods are ready for shipment on receipt of your order. No delay.

EDWARDSBURG STARCH CO'Y, Limited

ESTABLISHED 1858

83 Front St. East, TORONTO, ONT.
Works: CARDINAL, ONT.
164 St. James St., MONTREAL, P.Q.

Cocoa—	Per doz.
Concentrated, ¼s, 1 doz. in box	2 40
" ½s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ¼s, 14-lb. boxes	....
" ½s, 12-lb. boxes	....
Epp's Cocoa, case of 14 lb., per lb.	0 35
Smaller quantities	0 37½

JOHN P. MOTT & CO.'S.
R. S. McIndoe, Agent, Toronto.

	Per lb
Mott's Broma	$0 30
Mott's Prepared Cocoa, ¼s and ½-boxes	0 28
Mott's Breakfast Cocoa, ½s in boxes	0 40
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caracas Chocolate	0 40
Mott's Diamond Chocolate	0 23
Mott's Navy Chocolate, ½s in boxes	0 27
Mott's Cocoa Nibbs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross	1 00
Mott's Confectionery Chocolate	0 21 0 32
Mott's Sweet Chocolate Liquors	0 20 0 36

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 38
Vanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 27
Breakfast cocoa, ¼, ½, 1 and 5-lb tins	0 43
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 35
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5's, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 56

Condensed Milk.

Anchor" brand, cases 4 doz., per case $5 00
" evap. cream, op. 4d. " 4 65

Borden's Condensed Milk Co.

Eagle" brand	$1 65
Gold Seal" brand	1 30
Peerless" brand evaporated cream	1 02

"Reindeer" Brand
Case (4 doz) $5.60

Coffee.

"Bee" brand, 1 lb. tins, cases, 30 tins	9 00
" " 2 lb. tins, cases, 15 tins	8 70

THE EBY, BLAIN CO., LIMITED.

In bulk—	Per lb.
Club House	0 32
Royal Java	0 31
Royal Java and Mocha	0 31
Neotar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Fancy Bourbon	0 20
High Grade package goods—	
Gold Medal, 2-lb. tins	0 30
Gold Medal, 1-lb. tins	0 31
Kin Hee, 1-lb. tins	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars	0 30
English Breakfast, ground only 1-lb. tins	0 18

JAMES TURNER & CO.

	Per lb.
Mecca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.

	Per lb.
"Old Crow" Java	$0 22½
" Mocha	0 22½
"Condor" Java	0 27½
" Mocha	0 27½
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 31
" " " 2-lb. tins	0 30
100 lb. delivered in Ontario and Quebec.	
Rio No. 1	0 11

WILLISON'S TURKEY COFFEE.

	Per lb.
1-lb tins, 48-lb cases	30

S. H. & A. S. EWING'S.

	Per lb.
Mocha and Java coffee, in 1-lb tins, 30-lb cases	32
Mocha and Java coffee, in 2-lb tins, 30-lb cases	29

Cheese.

Imperial—Large size jars	per doz.	$8 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	15 00
Small size	"	12 00
Roquefort—Large size	"	2 40
Small size	"	1 40

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered.
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c.

Allison's Coupon Pass Book.

$1 00 to 3 00 books	3 cents each
5 00 books	4 "
10 00 "	5½ "
15 00 "	6½ "
20 00 "	7½ "
25 00 "	8 "
50 00 "	12 "

Cane's Clothes Pins.

UNITED FACTORIES, LIMITED.

Clothes pins (full count), 5 gross in case, per case	$0 62
4 doz. packages (12 to a case)	0 75
6 doz. packages (12 to a case)	0 95

Cleaner.

	Per doz.
4-oz. cans	$ 0.90
6-oz. "	1.35
10-oz. "	1.85
Quart "	3.75
Gallon "	10.00

Wholesale Agents:
The Davidson & Hay, Limited, Toronto.

Extracts.

HENRI JONAS & CO.

	Per gross.
-oz. London extracts	$ 6 00
2-oz. " " (no corkscrews)	5 50
2-oz. " "	9 00
2-oz. Spruce essence	6 00
2-oz. " "	9 00
2-oz. Anchor extracts	12 00
4-oz. " "	21 00
1-oz. " "	36 00
1-lb. " "	70 00
1-oz. flat "	9 00
2-oz. flat bottle extracts	18 00
2-oz. square bottle "	21 00
4-oz. " " (corked)	36 00
8-oz. " "	72 00
	Per doz.
8-oz. " glass stop extracts	$3 50
8-oz. " "	7 00
2½-oz. round quint essence extracts	2 00
4-oz. jockey decanters "	3 50

Food.

	Per doz
Robinson's patent barley ½-lb. tins	$1 25
" " " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " " 1-lb. tins	2 25

Gelatine.

	Per gross.
Knox's No. 1 sparkling	$15 00
	Per doz.
" " " 6 doz., at.	$ 1 30
" No. 3 acidulated, at.	$ 1 50

Jams and Jellies.

SOUTHWELL'S GOODS. Frank Magor & Co., Agents.

	Per doz
Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant " "	1 85
Other jams	$1 55 1 90
Red currant jelly	2 75

RECKITT'S BLUE and ZEBRA PASTE {Always give your Customers Satisfaction.

T. UPTON & CO.

Pure Fruit Jams—		
1-lb. glass jars, 2 doz. in case, per doz.		$0 95
2½-lb. tin pail, 2 doz. in crate, per lb.		0 06½
5 and 7-lb. tin pails, 8 and 9 pails to crate	per lb.	0 06
7, 14 and 30-lb. wood pails,	"	0 06
Pure Fruit Jellies—		
1-lb. glass jars, 2 doz. in case, per doz.		0 95
7, 14 and 30-lb. wood pails,	per lb.	0 06
Home Made Jams—		
1-lb. glass jars (16-oz. gem.) 1 doz. in case	per doz.	1 50
5 and 7-lb. tin pails	per lb.	0 09
7, 14 and 30-lb. wood pails	"	0 09

BRAND & CO.

Brand's calf's foot	$3 50
Real turtle jelly	7 75

Licorice

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper	per lb.	$0 40
Fancy boxes (36 or 50 sticks)	per box	1 25
"Ringed" 5-lb. boxes	per lb.	0 40
"Acme" pellets, 5-lb. cans	per can	2 00
" " (fancy boxes 40)	per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans	per can	2 00
Licorice lozenges, 5-lb. glass jars		1 75
" " 20 5-lb. cans		1 50
"Purity" licorice 10 sticks		1 45
" " 100 sticks		0 73
Dulce large cent sticks, 100 in box		

Lye (Concentrated).

GILLETT'S PERFUMED.

	Per case.
1 case of 4 doz	$3 60
3 cases "	3 50
5 cases or more	3 40

Mince Meat.

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., ¼-lb. tins	per doz.	$1 40
" ½-lb. tins	"	2 50
" 1-lb. tins	"	5 00
Durham 4-lb. jar	per jar.	0 75
" 1-lb. jar	"	0 25
F. D., ¼-lb. tins	per doz.	0 85
" ½-lb. tins	"	1 45

HENRI JONAS & CO.

	Per gross.
Pony size	$7 50
Imperial, medium	9 00
Imperial, large	12 00
Tumblers	12 00
Mugs	13 20
Pint jars	18 00
Quart jars	4

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—		
¼-lb. tins	per lb.	$0
½-lb. tins	"	0 35
1-lb. tins	"	0 32½
4-lb. jars	per jar	1 20
1-lb. jars	"	0 35
Old Crow," 12-lb. boxes—		
¼-lb. tins	per lb.	0 25
½-lb. tins	"	0 23
1-lb. tins	"	0 22½
4-lb. jars	per jar	0 70
1-lb. jars	"	0 25

Olive Oil.

	Per case
Barton & Guestier's quarts	$8 00
" " pints	9 00

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

'Anchor" brand, 1-lb. glass	$1 50
" " quart gem jars	3 40

T. UPTON & CO.

1-lb. glass jars, 2 doz. case	per doz.	$0 95
Home-made, in 1-lb. glass jars	"	1 50
In 5 and 7-lb. tins and 7-lb. pails,	per lb.	0 06

CLEMES BROS.

Pure fruit stock—		
10-oz. glass jars, 2½ doz. case	per doz.	$1 00
16-oz. glass jars, 2 doz. case	"	1 50
Quart gems, 1 doz. case	"	3 35
In 5-lb. tins	per lb.	09

Pickles.

STEPHENS'.

A. P. Tippett & Co', Agents.

Cement stoppers (pints)	per doz.	$2 30
Corked "	"	1 90

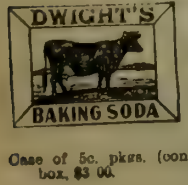
Sauces.

BRAND & CO.

Worcester	$1 85
Tomato catsup	2 60
Mayfair relish	2 60
Indian chutney	1 75
Mango "	2 25
A 1	1 70 2 60 3 15

Soda.

COW BRAND.



Case of 1-lb. containing 60 pkgs., per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. (containing 96 pegs.), per box, $3 00.

EMPIRE

"EMPIRE" BRAND.

Brunner, Mond & Co.

Case 120 ¼-lb. pkts. (60 lb.), per case, $2 70.

Case 96 10-oz. pkts. (60 lb.), per case, $2 80.

"MAGIC" BRAND.

	Per case.
No. 1, cases, 60 1-lb. packages	$2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " { 30 1-lb. " / 60 ½-lb. " }	2 75

No. 5 Magic soda—cases 100—10-oz. pkgs.

1 case	2 85
5 cases	2 75

"BEE" BRAND.

"Bee" brand, 8 oz., cases, 120 pkgs.	Per
" " 10 oz., cases, 96 pkgs.	case
" " 16 oz., cases, 60 pkgs.	$2 75

Soap.

A. P. TIPPET & CO., Agents.

Maypole soap, colors	per gross	$10 20
" " black	"	15 30
Oriole soap	"	10 20
Gloriola soap	"	12 00
Straw hat polish	"	10 20

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. cartons	$0 06
No. 1 " " 3-lb. "	0 06
Canada laundry	0 05
Silver gloss, 6-lb. draw-lid boxes	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05½
Benson's enamel, per box 1 25 to	2 50
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 06½
Canada Pure Corn	0 05½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps	0 08½
"Bee" brand, cases, 64 packages	5 00

BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 05
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 06
Barrels, 200 lb.	0 05½
Kegs, 100 lb.	0 05½
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 45 cartons, per case	3 40
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 05½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 06½
Crystal Maise Corn Starch —	
1-lb. packages, boxes 40 lb.	0 06½

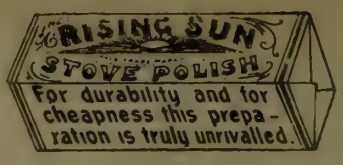
ST. LAWRENCE STARCH CO., LIMITED.
Ontario and Quebec.

Culinary Starches—	
St. Lawrence corn starch, 40 lb.	0 06½
Durham corn starch, 40 lb.	0 05½
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 06
" 3-lb. cartons, 36 lb.	0 06
" 200-lb. bbl.	0 05½
" 100-lb. kegs	0 05½
Canada Laundry, 40 to 46 lb.	0 05
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 05½

OCEAN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$8 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

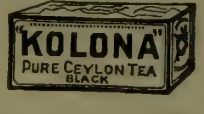
	Per case.
Enamelled tins, 2 doz. in case	$2 40
Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 90
5 " 1 " "	2 35
10 " ½ " "	2 25
20 " ¼ " "	2 10

(10 and 20 lb. tins have wire handles.)

Teas.

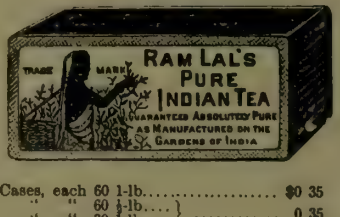
SALADA CEYLON.

	Wholesale.	Retail.
Brown Label, 1's	$0 20	$0 25
" ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c		$0 19
" " ½-lb., "		0 20
Blue Label, retail at 30c		0 22
Green Label. " 40c		0 28
Red Label, " 50c		0 35
Orange Label, " 60c		0 42
Gold Label, " 80c		0 55



Cases, each 60 1-lb.		$0 35
" " 60 ½-lb. / " " 30 1-lb.		0 35
" " 120 ½-lb.		0 36

LUDELLA CEYLON, 1'S AND ½'S PKGS.

Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

"CROWN" BRAND.

	Wholesale.	Retail.
Red Label, 1-lb. and ½s	$0 35	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½s	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—		
"Condor" I 40-lb. boxes		$0 42
" II 40-lb. boxes		0 40
" III 80-lb. "		0 37
EMD AAA Japan, 40 lb " at		0 35
" AA " 40 "		0 32½
Blue Jay, basket fired Japan, 70 lbs.,		0 30
"Condor" IV 80-lb. "		0 43
" V 80-lb. "		0 30
" XXXX 80-lb. boxes		0 25
" XXXX 30-lb. "		0 26
" XXX 80-lb. "		0 22½
" XXX 30-lb. "		0 23½
" XX 80-lb. "		0 20
" XX 30-lb. "		0 21
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)		0 30

Black Teas—"Nectar" in lead packets

Green Label	retails	0 26 at 0 20
Chocolate Label	"	0 35 at 0 25
Blue Label	"	0 50 at 0 36
Maroon Label	"	0 60 at 0 45
Fancy tins—Chocolate, 1-lb		0 32½
" " —Blue, 1-lb		0 42½
" " Maroon, 1-lb		0 50
" " —Maroon, 1-lb		1 50

"Condor" Ceylon black tea in lead packets

Green Label, ⅛s, ¼s and 1s, 60-lb. cases	retail	0 25 at 0 20
Grey Label, ⅛s, ¼s and 1s, 60-lb. cases	retail	0 30 at 0 23
Yellow Label, ¼s and 1s, 60-lb. cases	retail	0 35 at 0 26
Blue Label, ⅛s, ¼s and 1s, 50-lb. cases	retail	0 40 at 0 30
Red Label, ⅛s, ¼s and 1s, 50-lb. cases	retail	0 50 at 0 34
White Label, ⅛s, ¼s and 1s, 50-lb. cases	retail	0 60 at 0 40

Black Teas—"Old Crow" blend—

Bronzed tins of 10, 25, 50 and 80-lb.		
No. 1	per lb.	0 35
No. 2	"	0 30
No. 3	"	0 25
No. 4	"	0 20
No. 5	"	0 17½

LIPTON'S TEA (in packages).

Color of Label.	1 lbs & per lb.	½ lbs. per lb.	Sold for per lb.
Ceylon-India, Ex. ch't	A Yellow	45	47 70
" "	B Red	40	42 60
"	No. 1 C Pink	35	37 50
"	2 C Orange	28	40
"	3 C L. Blue	22	30
"	4 C L. Green	20	

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 3½s, 5s. and 10s.		$0 39
" Amber, 8s. and 3s		0 60
Chewing—Stag, bars, 10½oz.		0 43
" Bobs, 5½s. and 11s		0 44
" " 10½ oz. bars, 6s		0 44
" Currency, 12 oz. bars, 12s		0 47
" " 6½s. and 12's		0 47
" Old Fox, narrow, 12s		0 47
" Snowshoe, 14½oz b'rs, sp'c'd 6½		0 51
" Pay Roll, 7s and 6½s		0 52
" Fair Play, 8s. and 13s		0 53

Vinegars.

E. D. MARCEAU, Montreal. Per gal.

EMD, pure distilled, highest quality	$0 30
Condor, pure distilled	0 25
Old Crow	0 20

Special prices to buyers of large quantities

GRIMBLE'S MALT.

Bulk, ¼-casks, 25 gals	$5 45	$10 95
" casks, 60 "	10 25	22 40
Bottles, cases, 3 doz	3 25	4 40

Washing Powder.

FAIRBANK'S GOLD DUST.

Five cases assorted—	
24 25c. packages	$4 65
100 10c. "	7 80
100 5c. "	3 90

Freight prepaid.

Cane's Woodenware.

UNITED FACTORIES, LIMITED.

	Per doz.
Washboards, Victor	$1 35
" Crown	1 45
" Improved Globe	1 60
" Standard Globe	1 70
" Original Solid Globe	2 00
" Superior Sld. Bk. Globe	2 15
" Jubilee	2 10
" Pony	0 95
Diamond King (glass)	3 10
Tubs, No. 0	10 50
" " 1	8 50
" " 2	7 50
" " 3	6 50
Pails, No. 1, 2 hoops	1 75
" "	1 90

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case	$1 00
Gillett's cream yeast, 3 doz	1 00
Jersey cream yeast cake, 3 doz. 5c.	1 00
Victoria " " 3 doz. 5c.	1 00
" " " 3 doz. 10c.	1 80

BRUNNER, MOND & CO.'S

SODAS

Bicarb
Sal
Concentrated Sal
Caustic

EVERYWHERE KNOWN TO BE THE BEST.

WINN & HOLLAND, Sole Agents for Canada, MONTREAL.

THE DOMINION BREWERY CO., LIMITED

Brewers and Maltsters

TORONTO

Manufacturers of the Celebrated

WHITE LABEL ALE

ASK FOR IT AND SEE THAT OUR BRAND IS ON EVERY CORK.

Our Ales and Porters have been examined by the best Analysts, and they have declared them Pure and Free from any Deleterious Ingredients.

WM. ROSS, Manager

COX'S GELATINE

ALWAYS TRUSTWORTHY

Established 1725.

Agents for Canada:
C. E. COLSON & SON, Montreal.
D. MASSON & CO., Montreal.
ARTHUR P. TIPPET & CO., Toronto, St. John, N.B., and Montreal.

THE PEOPLE OF

JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.

BASKETS

We make them in all shapes and sizes. We have

Patent Strawboard Berry Box Grain and Root Baskets, Clothes Baskets, Butcher Baskets,

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE . . .

Oakville Basket Co.

Oakville, Ont.

You are Interested in Something.

Why not get the best items that are printed on the subject.

We read and clip thousands of newspapers every week — therefore we can equip you **speedily** and **economically** for a debate, speech, lecture, essay or anything else requiring up-to-date information and more of it than your competitors are likely to get.

Terms—100 Clippings,	$ 5.00
200 "	12.00
500 "	22.00
1,000 "	40.00

Send for our Booklet which fully explains the scope of the clipping industry.

We have also lists of firms in every branch of trade in the Dominion, the professions, club members, society, etc., and we are prepared to address and mail circulars or letters to these at any time.

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Is Honest Goods and just the Thing on Which to Make or Extend a Business.

McLAREN'S

COOK'S FRIEND BAKING POWDER.

The Best Grocers make a point of Keeping it always in Stock.

Radium Assortment

Full-sized 8-in. Berry Nappies to retail for **10**c. each.

WRITE FOR PARTICULARS.

Our travellers are just starting, and if you send us a card, will show you some of our "Grocers' Specialties."

GOWANS, KENT & CO.,

16 Front St., East, - TORONTO.

"Perfectly clean from our kitchen to your customer's."

The road to success in the grocery business lies chiefly in supplying good goods. A low price may sell an ill-fitting suit, but no inducement will continue to sell poor food.

That is why the wise grocer sells

Wethey's Mince Meat

He knows it is the best on the market and he knows his customers know it, too. Be wise and supply your customers with Wethey's Mince Meat. You can't be wise too soon for your business' sake.

J. H. Wethey, Limited
ST. CATHARINES, ONT.

Crosse & Blackwell, Limited

PICKLES, SAUCES, JAMS AND PRESERVED PROVISIONS

SPECIAL WHOLESALE AGENTS LEA & PERRINS' SAUCE

At Manufacturers' Prices and Discounts

C. E. COLSON & SON, AGENTS, MONTREAL

CHAS. P. CLARK, President. JARED CHITTENDEN, Treasurer.

...ESTABLISHED 1849...

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OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery 6d. and 1s. Canisters.

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, LIMITED

MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England.

Agent:

JOHN FORMAN, 644 Craig Street, MONTREAL

LASSIFIED LIST OF ADVERTISEMENTS ON PAGE 29.

VOL. XVIII. MONTREAL AND TORONTO, JANUARY 22, 1904. NO. 4.

PUBLISHED EVERY FRIDAY

THE CANADIAN GROCER AND GENERAL STOREKEEPER

CIRCULATES IN EVERY PROVINCE

SELL ONLY THE BEST

In Competition with the World we have received the

Highest Awards Made . . .

These substantiate our claim that : : : : :

Colman's Mustard

IS THE BEST IN THE WORLD

Keep Well

CHRISTIE'S BISCUITS

Sell Well

Please Well

and Hence are Profitable

THE DOMINION MOLASSES CO. LIMITED.

HALIFAX, N.S.

These are our Brands and they are the best in the market. Every puncheon of our molasses is **guaranteed** to give perfect satisfaction. When you want molasses send to us for samples and prices. We have all kinds, in puncheons, tierces and barrels.

The Dominion Molasses Co.,

Limited

HALIFAX - - - - NOVA SCOTIA.

THE AUER GAS LAMP

"Turns night-time into day-time"

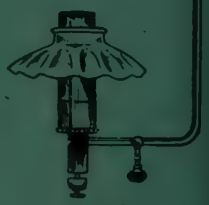
NEW MODELS. LOWER PRICES.

We offer you the best made lamp on the market, built scientifically.

We offer you a lamp that will light your store for half the cost of kerosene.

We offer you a lamp that is safer than a coal oil one.

We offer you a lamp which you can sell at a good profit.



No. 25
100 Candle Power.

Do you want the Agency for it?

THEN WRITE FOR
OUR CATALOGUE AND DISCOUNTS.

EVERY LAMP GUARANTEED.

AUER LIGHT CO., 1682 NOTRE DAME ST., MONTREAL.

JUST WHAT YOU WANT

TIME AND LABOR SAVER

The "ENTERPRISE" ELECTRIC

RAPID GRINDING AND PULVERIZING **Mill**

Will be furnished for Direct or Alternating Current to suit all conditions

25 to 50 lbs. of Coffee

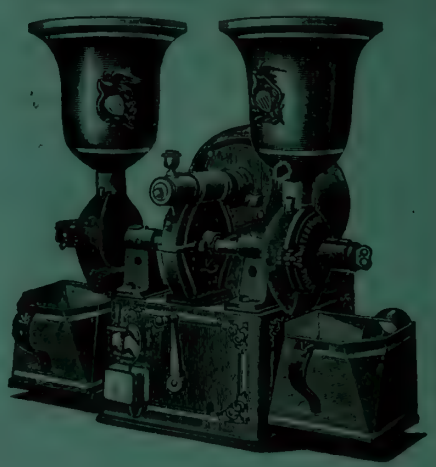
CAN BE GROUND FOR **ONE CENT**

One Grocer says: It has almost doubled our Coffee Trade, I consider it a Good Investment and Advertisement.

DESCRIPTIVE CATALOGUE ALSO TESTIMONIAL PAMPHLET MAILED FREE

The Enterprise Mfg. Co. of Pa., PHILADELPHIA, PA. U. S. A.

GRANULATOR PULVERIZER



No. 08712

Height 31 inches; Width 32 inches;
Length 25 inches; Weight 320 pounds

PRICE ON APPLICATION

Grinding Capacity
Granulating, 2 pounds per minute
Pulverizing, ½ pound per minute

Capacity of Iron Hoppers, 6 lbs. of Coffee
Capacity of Nickel-Plated Hoppers, 7½ lbs. "

This Kind Of A Man

does not jump at conclusions—***he investigates!*** He is not "a penny wise and pound foolish," you can rest assured of that. He is not misled into buying new things said to be "just as good" as the old standard, time-tested articles of trade.

And as he buys, so he sells and builds up confidence among his customers. You'll find a clean stock in ***his*** store—nothing unsalable, because ***"Standard goods are best to handle."***

COX'S
Powdered Gelatine.

The new Gelatine is **new in form only.** It is Sparkling Gelatine reduced to powder, and retains all its old, good qualities **with this addition,** that it **dissolves instantly in warm water.**

The "Griffin" Brand
California Fruits.

There is but one grade of quality in the "Griffin" brand, **the highest.** And this refers to the growing, the picking and the packing, which is all done right at the vineyards and orchards on the Pacific coast. You get the "Griffin" brand **always** at first hands—there is no tampering with the fruit en route, no short weight.

P. Codou's
Macaroni and Vermicelli.

The name P. Codou stands for the **very best quality** of Macaroni, Vermicelli and fancy pastes. It is not alone because only the very best quality of Russian Wheat is used, but because of the long experience and consequent great skill of the makers. **They are standard goods.**

Arthur P. Tippet & Co., Agents,

8 Place Royale,
Montreal.

20½ Front Street,
Toronto.

Somebody Else is Getting a Lot of Trade That You Ought to Have.

And you can have it by encouraging your customer to **eat less meat and more fish.** Educate him to the fact that **fish is a better and healthier diet.** When he gets that on his mind he will want to get fish. Then introduce to him

YOU CAN EASILY SELL LARGE QUANTITIES OF FISH.

"HALIFAX"
"ACADIA"
"BLUENOSE"
CODFISH.

THERE'S A GOOD PROFIT ON EVERY POUND OF THIS FISH FOR YOU.

This is the cleanest, most inviting, and most convenient form in which he can get fish and he can therefore be persuaded to buy quite easily.

BLACK BROS. & CO., LIMITED

HALIFAX, N. S.

A. H. BRITTAIN & CO., Selling Agents for Ontario and Quebec,

BOARD OF TRADE BUILDING, - MONTREAL.

1 and 2-lb. Tins.

Start the New Year right by placing an order for

S. H. & A. S. EWING'S

HIGH-GRADE

COFFEES and SPICES

Make **QUALITY** the foundation for 1904. Handle S. H. & A. S. EWING'S perfected products. Place your order now.

S. H. & A. S. EWING The Montreal Coffee and Spice Steam Mills
55 Cote St., MONTREAL, P.Q.

Paid For Itself.

C. WILSON & SON, Limited, Scale Manufacturers,
TORONTO. HAMILTON, MAR. 19th, 1903.

DEAR SIRS:—

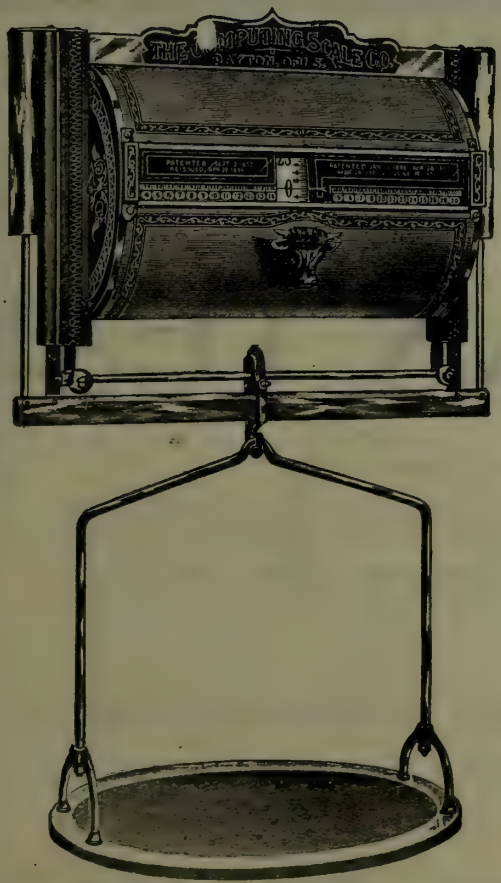
I have used your **BALL-BEARING COMPUTING SCALE** for several years now and I believe it has paid for itself a good many times over during that period. Most of my profits went to my customers in overweights in the past. Now I have a little left for myself.

Yours truly, ———

One of a hundred similar testimonials secured by us. Let us put you on the same road to prosperity. Catalogue free for the asking.

C. WILSON & SON, Limited, **TORONTO.**

A MONEY SAVER.



SOON PAYS FOR ITSELF.

The Computing Scale Co. of Canada, Limited
164 KING ST. WEST, TORONTO, CAN.

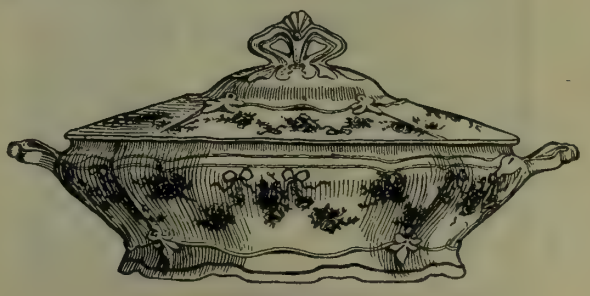
Chinaware

Open stock patterns in

Finest Quality German

and

Haviland French



"Rosegarland"

A fine quality open stock pattern in German China.

WRITE FOR PRICE LIST.

NERLICH & CO.,

146-8 Front St., West, TORONTO
MONTREAL, 301 St.James St.,

Borden's Brands of CONDENSED MILK and EVAPORATED CREAM at Canadian Prices

We beg to announce that we have established a branch factory at Ingersoll, Ont., and that we are now prepared to fill all orders for the Canadian trade promptly, and at considerably reduced prices, owing to the establishment of the Canadian Branch. Our **Eagle Brand Condensed Milk, Gold Seal Brand Condensed Milk** and **Peerless Brand Evaporated Cream,** unsweetened, can be obtained through our local representatives.

BORDEN'S CONDENSED MILK CO.

Originators of Condensed Milk. Established 1857.

Selling representatives in Canada: F. W. Hudson & Co., Toronto. W. H. Dunn, Montreal. Erb & Rankin, Halifax. W. S. Clawson & Co., St. John, N.B. Scott, Bathgate & Co., Winnipeg, also Shallcross, Macaulay & Co., Victoria and Vancouver, B.C.

LIPTON'S TEAS

HAVE THE LARGEST SALE IN THE WORLD.

Over 53,000,000 Packets were sold during 1902.

SOLD ONLY IN AIR-TIGHT CANS, NEVER IN LEAD PACKETS.

LIPTON'S TEAS are far more popular in Canada than any other teas carried by the grocer. The only teas in Canada offered to the grocer direct from the tea gardens—packed by the grower.

AGENTS IN MONTREAL—**Laporte, Martin & Cie., and all wholesale grocers.**

AGENTS IN TORONTO—**Canada Grocers, Limited, and all wholesale grocers**

THOMAS J. LIPTON, 39 Pearl Street, New York City.

—"everyone to his taste"

but the taste
for

JAPAN TEAS

once acquired,
can never be satisfied by the
teas of any other country.

Why?

Because there is a freshness, a flavor, an aroma, and a delicious healthfulness about them, possessed by

no other Teas in the world.

A BRILLIANT INVENTION.

JAMES' DOME LEAD

64 YEARS STEADY ON THE MARKET.

KING OF BLACK LEADS. GOOD THINGS ONLY LAST

W. G. A. LAMBE & CO., Canadian Agents.

THE
MOST PROFITABLE to the GROCER
and
MOST SATISFACTORY to the LAUNDRESS

is **Cold Water** **STARCH IVORINE**

ASK TRAVELLERS THE PRICE

THE ST. LAWRENCE STARCH CO., Limited, - PORT CREDIT, ONT.

TEA ROSE DRIPS

THE VERY FACT

that once your customers try Tea Rose Drips they will have no other sugar syrup is ***prima facie*** proof of the pre-eminent excellence of our product.

A pure cane sugar syrup.

ROSE & LAFLAMME, Agents,

MONTREAL.

"Tired nature's sweet restorer."

PATERSON'S CAMP COFFEE ESSENCE

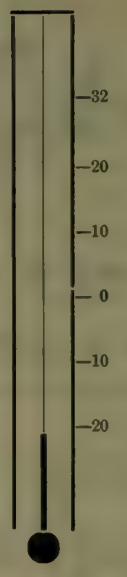
makes a most delicious and refreshing coffee—the reason it is so popular a seller.

ROSE & LAFLAMME,
Agents, Montreal.

IT'S A COLD DAY

WHEN THE SALES OF

CEYLON TEA



don't warm the heart,
cheer the mind
and swell the bank account

—OF—

The Wise Grocer

who has read these advertisements and improved his tea department by specializing on Ceylons.

No other Teas sell like

CEYLON TEAS
Black and Green.

ORDER NOW.

The Teas the Canadian people will have

CEYLON TEAS
Black and Green.

CENTRAL Business College
STRATFORD, ONT.

BEST COMMERCIAL SCHOOL IN ONTARIO.
Write for Handsome Catalogue
W. J. ELLIOTT, Principal.

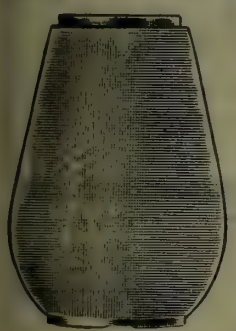
Use Live Bait.

R-O-Y-A-L
S-A-L-A-D D-R-E-S-S-I-N-G

Catches Trade
and Holds all it catches.
Let your customers know you recommend the BEST.
It will make you money.
ROYAL SALAD DRESSING is making new friends every day.

The Horton-Cato Mfg. Co.,
DETROIT, MICH., WINDSOR, ONT.

ARE YOU USING OUR



Cold Blast or Jubilee Globes

Aetna or Quaker Flint Chimneys?

Give them a Trial.
THE SYDENHAM GLASS CO.
OF WALLACEBURG, LIMITED.

Modern Merchandising

demands modern methods. The ALLISON COUPON BOOK is a strictly modern CONVENIENCE and SAFEGUARD against mistakes and consequent loss of money. It is better than any pass-book, punch or check system ever invented, and its absolute accuracy makes it the CHEAPEST SYSTEM on this big earth—excepting, of course, the cash system. See here:

IF A MAN WANTS CREDIT

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. **NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING.** There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by
THE EBY, BLAIN CO., Limited, TORONTO.
C. O. BEAUCHEMIN & FILS, MONTREAL.
ALLISON COUPON CO., Manufacturers,
Indianapolis, Indiana.

THE
Burlington Canning Co.
Burlington, Ont. Limited

Manufacturers of

ALL KINDS OF CANNED GOODS

Fruits, Vegetables,
Meats, Poultry,
Pork and Beans,
Jams, Jellies, Catsups,
and Relishes.

All goods under "Burlington Brand" are strictly first-class, produced in the Burlington district, packed fresh from the field and unequalled in natural flavor.

Do you use . . **FOSTER'S POTS?**

STRONG DURABLE LIGHT

POROUS AND CHEAP

THOSE WHO DO WILL HAVE NO OTHER.
A post card brings price list and all particulars.

The FOSTER POTTERY CO.
HAMILTON, ONT. Limited

Want Ads.

In this paper cost 2 cents per word first insertion, 1 cent per word subsequent insertions. Contractions count as one word, but five figures (such as $1,000) may pass as one word. Cash remittance to cover cost **must in all cases** accompany orders, otherwise we cannot insert the advertisement. When replies come in our care 5 cents additional must be included for forwarding same. Many large business deals have been brought about through advertisements of 20 or 30 words. Clerks can be secured, articles sold and exchanged, at small expenditure.

MacLEAN PUBLISHING CO., Limited
Montreal and Toronto.

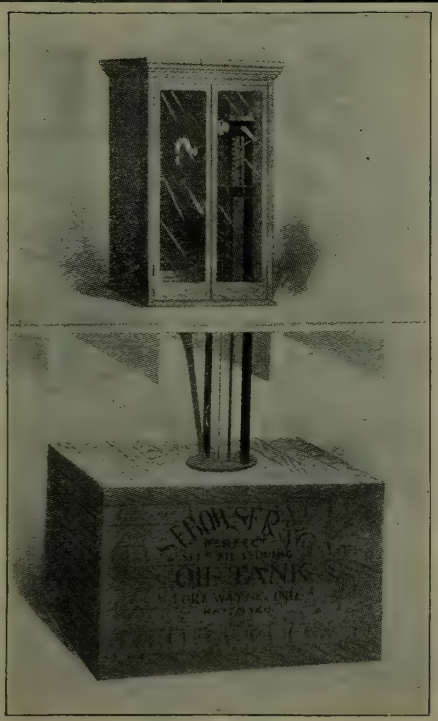
It's handy to use our brown and manilla

Wrapping Papers

because they have strength and durability essential to satisfactory wrapping papers. Full weight and full count in every order.

CANADA PAPER CO.
Limited
Toronto, Montreal and Windsor Mills, Que.

IN THE DAYS OF BIG PROFITS



CELLAR CABINET.

"ANY OLD WAY" OF HANDLING OIL WAS THOUGHT "GOOD ENOUGH."

SMALL MARGINS

OF TO-DAY DEMAND THAT TO MAKE ANY PROFIT ALL WASTE MUST BE STOPPED AND UP-TO-DATE METHODS MUST REPLACE THE ANTIQUE WAYS OF OUR FATHERS.

A Bowser SELF-MEASURING Oil Outfit

IS THE UP-TO-DATE METHOD BECAUSE THEY

SAVE IN OIL IN TIME IN LABOR MONEY

Let us give you other reasons.
Fifty different styles of oil or gasoline outfits.

Catalogue "B" giving full information free for the asking.

S. F. BOWSER & CO., Factory: FORT WAYNE, INDIANA.

A BEAUTIFUL

Lithographed Counter Tin free with the first order for

GOLDEN EAGLE COFFEE.

MAIL US YOUR ORDER.

Try the Coffee, if you do not think it is better goods than you are using, keep the fancy tin and return the Coffee at our expense.

The American Coffee & Spice Co.

109 Front St. East, TORONTO.

Sterling Brand Catsups

are a success because they please.

The Sterling Brand Catsups are superior in quality, because if they are not the best grade they are not allowed to bear the brand "Sterling."

Grocers may be sure of pleasing their customers by selling them this brand of Catsups.

The T. A. LYTLE COMPANY, Limited

Makers of High-Grade Pickles and Catsups,
124-128 Richmond St. West, TORONTO.

Pure, Delicious, Best.

are the THREE TERMS that correctly describe

HIGHEST AWARD, LONDON, 1893.

STRETTON'S

(PRIZE MEDAL)

Worcestershire SAUCE

Our Special Cheap Line, the "**PURE**" Worcester, is the best and cheapest on the market. Ask your Wholesale House to send you on a case with your next order.

CANADIAN AGENTS:

Messrs. S. H. Ewing & Sons, Montreal.
Mr. John Fisher, Manufacturers' Agent, Toronto.
E. Nicholson, Winnipeg. L. H. Millen, Hamilton.
Messrs. Clawson & Co., St. John, N.B.
Messrs. Wm. Tuffts & Son, Vancouver, B.C.
Mr. H. H. Stimpson, Halifax, N.S.

Sole Manufacturers

Stretton & Co., Limited, WORCESTER, ENGLAND.

How is Your Coffee Trade?

Good, Eh!!

Then you must sell our famous **CLUB COFFEE**

—Put up in 1-lb. and 2-lb. Tins.— A POPULAR BLEND.

Manufactured only by

S. H. EWING & SONS Toronto Branch, 29 CHURCH ST.

96 KING ST., MONTREAL. TELEPHONE MAIN 2059

Telephone Bell Main 65.
" Merchants 522.

Telephone orders receive prompt attention.

Dr. Laing's Cream Sauce.

"There is not anything, to my mind, equal to it, and I have tasted them all,"—the involuntary praise of a grocer of long experience. Retails at **25c.**

Bromley's Coffee Essences.

Admirable for afternoon receptions and for serving evenings. Quickly prepared. Two sizes, to retail at **15c.** and **25c.**

W. G. PATRICK & CO., Sole Canadian Agents, 29 Melinda St., Toronto

A HELP
IN ATTRACTING AND HOLDING TRADE,

REINDEER BRAND

condensed milk.

BUY NO SUBSTITUTES.

W. G. A. LAMBE & CO., Agents.

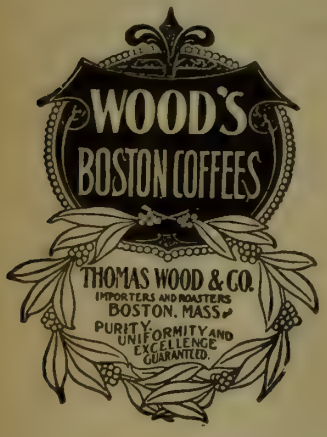
TEAS— That show the retailer a handsome profit.

We are carrying a complete assortment of splendid values which can be retailed at 25c. and up, and you make a good profit, and guarantee your customers exceptional quality for the money.

W. H. GILLARD & CO., Wholesale Grocers, - HAMILTON.

Branch CANADA GROCERS LIMITED.

ON GUARD.



It may be a good idea to close the door after the horse has disappeared.

But you lose your horse all the same, and once gone, he may never come back.

In like manner the Grocer's trade "makes itself scarce" unless properly protected.

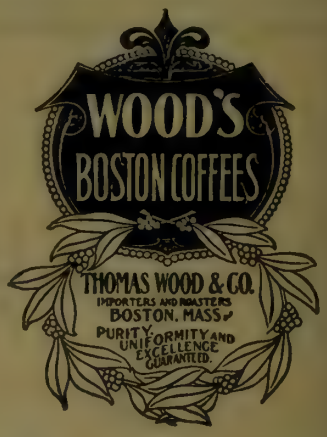
Place a good faithful guard on duty at the doorway.

The strongest detail you can select is

WOOD'S COFFEES.

Canadian Factory and Salesroom,

No. 428 St. Paul St., MONTREAL.



Our **TEA SALE** is still going on. Write for samples before bargains are all gone.

FISH is getting very scarce. We have full stock. Send us trial order, or telephone No. 1446 and No. 1447.

BALFOUR & COMPANY, WHOLESALE GROCERS, **Hamilton, Canada**

---if you want **TEAS, WRITE US**

Our stock is large and carefully selected, and our prices will prove attractive—

Try Us.

for any grade or style, mentioning quality and price, we will mail you samples by return mail of best values in the market.

James Rutherford & Co.

IMPORTERS

27 St. Sacrament St. MONTREAL.

Window and Interior Displays

Timely Hints and Suggestions.

The Lack of Taste.

WHEN a merchant displays little interest in his window, he often hides behind the fact that he has no taste for window dressing, that is, that he has none of the artistic qualifications that show themselves in first-class windows. As is the case in most of the causes to which the unprogressive merchant assigns his unattractive windows, it is a characteristic which he does not endeavor to overcome. He really thinks it is so, and blames this rather than lack of effort on his part.

It may be true enough in some cases that a merchant doing his very best would make his windows look like a store-room, or would be utterly unable to acquire the desired effect. Such a man is, however, deprived of all excuse by the fact that his clerk, or one of them is not likely to be as inartistic as he is. If so, it simply shows that a new clerk is required. Windows must be dressed even if the old staff must be dismissed and a clerk with some ideas of arrangement be engaged. However, it is so very seldom that the merchant is as bad as he says, that it only requires some effort and push on his part to convince himself that if not a born artist, he has some eye for effect, and at least the ability to arrange articles neatly.

Neatness is essential to the effective display, and a window in which it is a prominent feature is sure to have its attractions, although perhaps not so well arranged as if by an experienced window dresser. With time too, he will improve his eye for beauty and the ease with which he will think of designs. Ambition and practice is all that is necessary to make a fair window dresser out of any man.

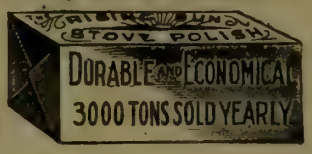
A Tea Packet Window—Dressed by Mr. Jas. A. Dawson, for J. Edgcumbe, Peterborough.

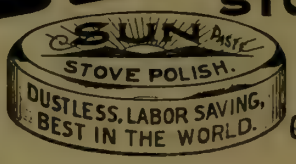
A Tea Packet Window.

A cut is shown of a good display arranged by Mr. Jas. A. Dawson, for J. Edgcumbe, Peterborough, and made up of packages of "Red Rose" tea. The framework of the building was first constructed, merely a skeleton shape being required, and over this was placed the packages, with openings left for windows and doors. The steeple is simply the advertising tins of "Magic" baking powder, and the front is made more natural by the use of sod and small steps. The design might be further improved by placing the building on the floor of the window and filling up the remainder of the floor with sod, a fence, or other details of a lawn or field.

An excellent idea is contained in the church shown. It could be enlarged upon by building up from week to week fac similes of local public buildings or well-known residences. This could not be carried out with tea packages, and oftentimes the display will contain no grocery stock save what can be worked in as a background or built up into other details of the design. Such a window changed every day would be full of interest, or better still alternate a display of this kind with one or two pertaining more closely to the grocery store. A purely picture window is not to be commended on general principles, but it has its uses at times, and if not allowed to drive out stock windows it will always revive a waning interest in the public. Fences can be built in sections to allow a unitability of design for variety's sake, and walks are easily made of fine gravel or of permanent wooden construction. An excellent and simply made fence can be provided by driving wire nails of the required length through two parallel pieces

RISING SUN STOVE POLISH IN CAKES
WELL KNOWN AND RELIABLE





SUN PASTE STOVE POLISH IN TINS
GUARANTEED TO THE TRADE

Our packages are larger and more attractive in style than any others.
The quality of our goods is superior to anything else on the market.

MORSE BROS., Proprietors, Canton, Mass.

For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

of wood to represent the framework. The heads are at the bottom and driven close into the lower runner and the ends protrude a short distance through the upper runner. By making this up in short sections, the work is simplified and the sections can be placed in a position to represent any iron fence which is being imitated.

PROSPEROUS KENTVILLE.

KENTVILLE, N. S. (population 2,000), the shire town of the richly endowed County of King's, has been blessed with a slow but sure growth during the past year, writes Mayor C. F. Rockwell, in the Kentville Chronicle. The business firms report a prosperous year, especially since the farmers have been receiving returns from their apple shipments.

No new industries have been started, but the existing industries have had an excellent year and are looking forward to a bright future. The Lloyd Manufacturing Company, with saw mill machinery as its specialty, employs 25 hands and does a $75,000 business. The Nova Scotia Carriage Company, whose sleighs and carriages are sold all over Canada, gives employment to 75 men. Last year their business amounted to $140,000.

The Dominion Atlantic Railway also employ many men in the machine and repair departments. The disbursement of the wages received by the employes of these industries is appreciably felt in business circles.

A fair amount of building has been carried on during the last season. The fine residences of Mr. Fred W. Wickwire and Mr. Wiley W. Rockwell have added greatly to the apearance of the place. A new brick County Court house has been erected at a cost of about $20,000. The new Government Sanitarium for the treatment of consumptives in the northern part of the town, occasioned an outlay of some $30,000. The D. A. R. station has been thoroughly remodelled and enlarged at a cost of nearly $15,000. Kentville contributed $6,000 towards this improvement. Messrs. F. B. Newcombe & Co. have practically rebuilt one of the largest stores in town for their extensive dry goods business. Another building has been fitted up at a large expense for the Union Bank of Halifax and Messrs. Wickwire & Newcombe, barristers. Music Hall Block, which was partly destroyed by fire a year ago, has been put in better condition than ever.

New Aldershot, situated about a mile from town, has given employment to a large number of men, besides filling Kentville with military life and enthusiasm, during the season of drill.

Among the civic improvements may be mentioned the purchase of the old County Exhibition grounds at a cost of $3,600 for a Town Park, the construction of a sewer on Aberdeen street, which is the beginning of a proposed system extending throughout the town, and an extension of the water system to cost $10,000, work upon which will soon commence.

The schools and academy are supplied with a well qualified staff of teachers. The principal, Mr. Ernest Robinson, being a scientist of more than local repute.

HERRING DIE IN MYRIADS.

A tremendous sacrifice of herring took place at Departure Bay a few days ago, says a despatch from Victoria, B.C. According to an eye-witness, they came in to the channel opposite the Pink Un in a large shoal and struggled up as near the shore as possible, then turned on their backs, died and sank. There seemed to be absolutely no explanation of the phenomenon. Last year the same thing occurred on the day of the dynamite explosion at the powder works, and it was generally agreed that the herring died in the water from the shock of the explosion. This year, however, the same remarkable phenomenon has occurred without an explosion, and some new theory must be put forward to account for it.

IMITATIONS OF A CHOCOLATE PACKAGE.

There is hardly an article of domestic use in this country better known or more familiar to housekeepers than "Baker's Chocolate" in a blue wrapper with a yellow label. The high reputation and constantly increasing sales of this article have led to imitations on a very extensive scale. To distinguish their product from these imitations Walter Baker & Co., Limited, have enclosed their pound packages in a new envelope or case of stiff paper, different from any other package. The color of the case is the same shade of deep blue heretofore used on the Baker packages, and no change has been made in the color (yellow) and design of the label. On the outside of the case, the name of the manufacturer is prominently printed in white letters. On the back of every package a colored lithograph of the trade mark, "La Belle Chocolatiere," sometimes caller the "Chocolate Girl," is printed. Vigorous proceedings will be taken against any one imitating the package.

INCREASE YOUR INCOME by selling

UBERO COFFEE

FULL BODY. CLEAN BEAN. NATIVE STRENGTH.

Packed in **1-lb. Cans Whole or Ground, 31c. lb.** **"Checker"** brand at **28c.** is a seller; also in **1's.** Coupons entitle buyers to free Coffee Mills.

LUCAS, STEELE & BRISTOL, The Original Quick Shippers, **Hamilton.**

GRINDING MILL.

Tea, Coffee, Cocoa, Fruit, Etc., MACHINERY.

LATEST AND MOST UP-TO-DATE TYPES.

Patent Automatic **TEA MILLING, SIFTING, BLENDING and PACKING MACHINERY.**

SAMPLE TEA MILLS AND MIXERS:

Gas-Heated Roaster—External Flame with Air Pump.
Gas-Heated Roaster—Internal Flame and Automatic Sampler.
Coke, Wood, Etc., Roasters. **Sample and Window Roasters.**
Grinding Mills, Plain or Ornamental. **Patent Chicory Nibber.**
Air Propellers. **Air Compressors.** **Dressing Machinery.**
Patent Fruit Washers. **Dry Fruit Cleaners.**
Quick Sifter and Mixer for Coffee and Chicory and all dry powders.

THE GROCERS' ENGINEERING CO.
COLE STREET, LONDON, S.E., ENG.

ILLUSTRATED CATALOGUE MAILED FREE.

TO OPEN 1st to 15th FEBRUARY.

James Turner & Co.

(Calgary Branch Canada Grocers, Limited)

Corner Stepen Avenue and 3rd Street,
CALGARY, ALBERTA.

LLOYD T. MEWBURN,
MANAGER.

Warehouse on Switch. Cars loaded and unloaded direct from or to warehouse.

Thomas Kinnear & Co.

Wholesale Manufacturing
and Importing Grocers

49 Front St. East,

TORONTO.

Telephones { Main 37
Main 104

Sole Agents for

CROWN BLEND TEA
" COFFEE
" BAKING POWDER
" MOLASSES
VICTORIA EXTRACTS

PROMPT SHIPMENT.

The opal jars can be imitated, but MacLaren's Imperial has a standard of its own.

When you see a cheese

put up in an opal jar

what do you think of?

When your customer sees a cheese put up in an opal jar

what does he think of?

You both naturally think of the same brand

MacLaren's Imperial

because it is famous and is **always the same.**

A. F. MacLAREN IMPERIAL CHEESE CO., Limited,
Manufacturers and Agents,
Toronto, Ont.

Business Changes

ONTARIO.

A MEETING of the creditors of D. M. McPherson, cheese maker, Lancaster, was announced for the 18th inst.

J. H. Malloy, general merchant, Sandown, is dead.

T. Hern, grocer, Toronto, has sold out to F. S. Woods.

F. W. Moyer, meat dealer, Hamilton, has sold out to J. H. Moyer.

J. Kearns, dry goods merchant and grocer, Orangeville, is dead.

W. G. Harris, lime, flour and feed dealer, Amhurstburg, has assigned.

The assets of J. Louthier, general merchant, Wendover, have been sold.

The estate of Park & Hodgins, general merchants, Sutton West, is to be wound up.

J. N. Munshaw, general merchant, Woodburn, has advertised his business for sale.

A meeting of creditors of J. Reid & Co., general merchants, Thornton, is announced for 23rd inst.

H. F. McAllister, general merchant and miler, Ethel, has sold his general store to R. C. Davies & Co.

The premises of J. T. Hill, grocer, Hamilton, have been damaged by fire. Loss partially covered by insurance.

A. C. Quodd, general merchant, Quodville, has assigned to S. McDougall. Meeting of creditors announced for 25th inst.

F. Elliott, tinsmith and general merchant, Toronto, has assigned to S. A. Paterson. Meeting of creditors 10th prox.

B. J. Warttig, cigar manufacturer, London, has amalgamated with Stirton

& Dyer, cigar manufacturers, both of London, and has been admitted to partnership.

QUEBEC.

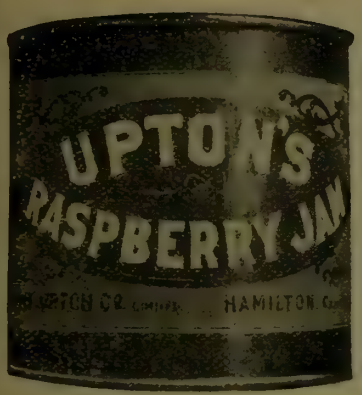
M. Desilets, grocer, etc., Grand Mire, has assigned.

Patterson & Baird, grocers, Montreal, have registered.

J. D. Thompson, confectioner, etc., Montreal, has registered.

W. Germain & Frere, general merchants, St. Bazile, have registered.

Consent of the assignment of H. Noel, hay merchant, St. Marc, has been filed.



THIS NEW 2-LB. PACKAGE OF

UPTON'S

PURE FRUIT JAMS JELLIES AND ORANGE MARMALADE

IS THE BIGGEST KIND OF VALUE.

A. F. MacLAREN IMPERIAL CHEESE CO., Limited, SELLING AGENTS. TORONTO.

J. Pare & Co., vermicelli manufacturers, Montreal, have dissolved partnership.

The assets of T. S. Williamson, wholesale produce dealer, Montreal, have been sold.

The Canada South Africa Lumber and Produce Co., Montreal, has been incorporated.

The assets of J. B. E. Frenette, grocer, Fraserville, were advertised to be sold 19th inst.

A. Bertin & Co., general merchant, Val Des Bois, have been burned out. No insurance.

V. E. Paradis has been appointed curator to J. N. J. Bissou, general merchant, Broughton Station.

S. C. Durand & Co., wholesale tea and coffee merchants, Montreal, have assigned to Wilks & Michaud.

A meeting of the creditors of A. G. McBean & Co., grain merchants, Montreal, was announced for 18th inst.

The assets of J. T. Paradis, general merchant, Ste. Anne De La Perade, are advertised for sale on the 23rd inst.

The assets of J. C. Lemire & Co., general merchants, St. Guillaume D'Upton, are advertised to be sold on the 22nd inst.

S. Sauve, general merchant, St. Stanislas De Kostea, has assigned to Bilodeau & Chalifoux, and his assets have been sold.

J. Beaulieu, commission and provision merchant, Montreal, has made an assignment. Meeting of creditors announced for January 19.

NOVA SCOTIA.

Demont & Buist, cigar dealers, etc., Sydney, have registered.

E. McLeod, fruit dealer and confectioner, Sydney, has obtained her husband's consent to do business in her own name.

The parnership has been registered for F. A. & J. W. Simson, general merchants, Grand Pre, to do business under the firm name of Simson Bros.

The parnership has been registered for F. & J. Killam, Yarmouth, to do a general commission and insurance business under the firm name of Killam Bros.

MANITOBA AND N.W.T.

Gibbons & Co., grain dealers, Winnipeg, have been incorporated.

P. Winram & Co., general merchants, Manitou, have sold out to E. Gill.

The premises of Kerr & Terrill, grocers, Calgary, have been destroyed by fire.

McArthur & Lyons, general merchants, Griswold, have sold their Griswold business to Tipling & Belden.

Milne Bros., dealers in implements and grain, Rapid City, have sold their implement business to E. C. G. Jackson.

BRITISH COLUMBIA.

The B. C. Supply Co., Vancouver, have assigned to R. Kelly.

H. Brackman, of the Brackman Milling Co., Victoria, is dead.

The stock of Morrison & Caldwell, grocers, etc., Nelson, has been sold by mortgagees to J. J. Kirkpatrick & Co.

Prunes

Santa Clara and Oregon Fruit

PRICES RIGHT

THE Davidson & Hay, LIMITED, Wholesale Grocers, TORONTO.

DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

Dairymen Elect Officers.

AT the annual meeting of the Eastern and Western Ontario dairymen recently held at Belleville and St. Thomas respectively, officers for 1904 were elected as follows:

EASTERN DAIRYMEN'S ASSOCIATION.

President—D. Derbyshire, Brockville.

First Vice-President—J. R. Dargavel, Elgin.

Second Vice-President—John McTavish, Vancamp.

Third Vice-President—L. L. Gallagher, Wilton.

Directors—Division No. 1, Edward Kidd, North Gower; Division No. 2, Wm. Eager, Morrisburg; Division No. 3, Levi Patton, Brockville; Division No. 4, Jas. Whitton, Wellman's Corners; Division No. 5, T. B. Carlow, Warkworth; Division No. 6, Henry Glendinning, Manilla.

The treasurer, secretary and auditor will be elected by the other officers of the association at a subsequent meeting.

WESTERN DAIRYMEN'S ASSOCIATION.

President—J. W. Paget, Canboro.

First Vice-President, Robt. Johnston, St. Thomas.

Second Vice-President—W. Steinhoff, Stratford.

Third Vice-President—Thos. Ballantyne, jr., Stratford.

Directors—District No. 7, John McQuake, Owen Sound; District No. 8, W. R. Shearer, Villa Nova; District No. 9, John Brodie, Mapleton; District No. 10, James Connelly, Portershill; District No. 11, W. K. McLeod, Vankleek; District No. 12, A. F. MacLaren, M.P., Stratford.

Auditors—J. A. Nelles, London, and Geo. Smith, Woodstock.

Representatives to Industrial Exhibition, Toronto—A. F. MacLaren, M.P., Stratford; J. N. Paget, Canboro.

Representatives to London Exhibition—J. W. Steinhoff, Stratford; John R. Isaacs, London.

Manitoba Dairy Produce.

The production of cheese in Manitoba last year according to the report of the Minister of Agriculture to the Manitoba Legislature last week shows an increase of 26 per cent. and the price 76 per cent. per 100 lbs. over 1902. Creamery butter showed a gain of 8 per cent. on production and a loss of 47 cents per 100 lbs. in price. Dairy butter a gain of 90 per cent. in product and 78 cents advance per 100 lbs. in price.

The summary of dairy products for the year showed that the total dairy products realized $858,709.26, of which 2,738,868 lbs. were dairy butter at an average price of 15.7c., or a total of $429,445; 1,532,835 lbs. creamery butter at an average of 18.13c.; total $277,901.98 and 1,382,304 lbs. of cheese at 10.95c. lb., a total of $151,362.28.

Provision Trade in Scotland.

THE Scottish Trader summing up the provision trade for 1903 says:

The year just closed has been rather an indifferent one for the provision trade generally. It opened with a somewhat high level of prices in all departments, and the reduction in prices that has taken place lately has had the effect of diminishing the volume of business done in the wholesale branch of the trade. At the same time it will produce a more healthy state of matters by and by, as when high prices prevail there is a diminishing of profits in both the wholesale and retail departments. The general reduction in prices has been caused by general depression in trade, and while the provision trade has suffered to a large extent the depression has been more felt in the soft goods and allied trades.

The recent decline in the price of hog products has brought that article within the reach of all buyers, and should have the effect of stimulating a normal demand.

The butter trade has been a normal one throughout the year, and the moderat prices prevailing have caused a weaker demand for margarine than formerly; indeed, while the returns of imports of the latter article show a large decrease those of the former show a decided increase.

The prices of cheese at the beginning of the year ruled unusually high, but of late they have been more moderate and within the reach of all There has been a larger make this season than usual, especially in Canadian, and this has been the means of reducing prices towards the close of the year.

This lower level of prices generally in the trade should have the effect of bringing about a healthier condition of business as well as being an advantage to all classes of consumers.

Manitoba Poultry.

The Department of Agriculture of Manitoba reports that the farmers of that province sold during the year 1903 poultry to the following extent:

District—	Turkeys.	Geese.	Chicken
Northwestern....	12,900	10,660	44,450
Southwestern.....	19,536	9,176	114,700
North Central....	17,000	6,390	63,000
South Central....	23,100	10,500	74,550
Eastern	17,000	10,530	118,350
Province.....	88,726	27,256	388,050

Lipton Sells His Seat.

Sir Thomas Lipton has severed another of the ties which bound him to American mercantile interests. He disposed of his seat on the Chicago Board of Trade last week for $3,000. The Lipton packing plant at Chicago is still in the baronet's hands, however, despite renewed rumors of its sale to the National Packing Company.

Siberian Butter.

Great efforts are being made to improve the quality of the Siberian butter put upon the British market, says the Scottish Trader. The Russian Government have decided to subsidise the industry by a loan of over two million roubles, and special instructors in butter-making have been appointed to assist the manufacturers. Attempts are also being made to form co-operative associations of the Danish pattern, in order to secure uniformity of production and raise the standard of quality. At present, of course, Siberian butter is worth far less than the Danish product, but the progress made since 1895, when exportation commenced, has been remarkable.

Telegraphic Address, "DOMINO," Charlottetown.

The Dominion Packing Company, LIMITED.

Codes Used A.B.C. LIEBERS PRIVATE.

Charlottetown, P.E.I. Canada

We control the product of

"The Charlottetown Preserving Co."

Pure Fruit Jams,
Canned Fruits, etc.

TO THE TRADE

Our travellers are now out with full samples of our new pack Canned Meats, etc. We guarantee the quality equal to any packed on the American Continent. All bright, artistic labels. Let us give you quotations on your season's requirements—it pays to look ahead.

C. C. Corned Beef, 1's, 2's, 6's and 14's, square tins.
Whole Ox Tongues, sizes, 1½'s, 2's and 2½'s.
Prime Roast Beef, sizes, 1's, 2's and 6's.
Prime Roast Mutton, sizes, 1's, 2's and 6's.
Lunch Tongue, size, 1's, 2 doz. to case.
Oxford Sausage, sizes, 1's and ½'s.
Oxford Brawn, sizes, 1's and 2's, square tins.
Compressed Cooked Ham, sizes, 1's and 2's, square tins.
Potted and Deviled Meats, sizes, ½'s and ¼'s.
Chipped Dried Beef, sizes, 1's and ½'s.
Honeycomb Tripe, sizes, 1's and 2's.
Royal Baked Beans, sizes, 1's, 2's and 3's, either plain or with sauce.
Lunch Sausage, size, ½'s, 4 doz. to case.
Vienna Sausage, size, ½'s, 4 doz to case.
Soups, Ox-Tail, size, 2's, 2 doz. to case,
Kidney Stew,
Mutton Broth.

ABOVE ALL PACKED IN KEY-OPENING TINS.

Royal Condensed Mince Meat, 36-12 oz., 36 packages to case.

Home-Made Wet Mince Meat, 2 and 5 lb., fibre packages; 7, 14 and 25 lb. pails, tubs and bbls.

Branches at HALIFAX, SYDNEY and ST. JOHN'S, NFLD.

Fresh Sausage and Brawn

Here are two good selling lines, especially at this time of the year, when poultry is scarce and high in price.

We make them from fresh Pork and pure spices---there are none better on the market.

F. W. FEARMAN CO., Limited

PORK PACKERS and LARD REFINERS.

HAMILTON, ONTARIO.

Our English Brawn

Is a Trade Winner, always delicious and appetizing, nothing to equal it in the market.

Put up in Five-Pound Pails, Twelve to the Case.

Order Sample Case.

The Park, Blackwell Co., LIMITED

PORK AND BEEF PACKERS,

TORONTO, ONT.

PROVISION AND DAIRY MARKETS.

Toronto.

THE market presents no very noteable feature this week. Generally there is a lull reported, some, however, speak of very respectable orders for this time of the year. Bacon perhaps, is receiving most attention. Lard is still weak. Long clear has eased off 1-4 cent; medium hams are perhaps a trifle firmer as is also short cut pork. Dressed hogs are quite easy this week at about $6 to $6.10 for light weights. The fresh meat market is steady. Lamb is scarce and has advanced in price. We quote:

Long clear bacon, per lb	$ 0 08½	$0 08¾
Smoked breakfast bacon, per lb	0 13	0 13½
Roll bacon, per lb	0 10	0 10½
Medium hams, per lb	0 12	0 13
Large hams, per lb	0 11	0 11½
Shoulder hams, per lb	0 09½	0 10
Backs, per lb	0 14	0 14½
Heavy mess pork, per bbl	16 50	17 00
Short cut, per bbl	18 50	19 00
Shoulder mess pork, per bbl	15 00	15 50
Lard, tierces, per lb	0 08	0 08½
" tubs "	0 08½	0 08¾
" pails "	0 08½	0 08¾
" compounds, per lb	0 07½	0 08
Dressed hogs, light weights, per 100 lb	6 00	6 10
" " heavy " "	5 90	6 00
Plate beef, per 200-lb. bbl	....	10 50
Beef, hind quarters	6 50	9 00
" front quarters	4 50	5 50
" choice carcases	6 50	7 25
" medium	5 50	6 50
" common	5 50	5 75
Mutton	6 50	7 50
Lamb	8 00	9 75
Veal	6 00	9 00

Butter—The closing of the late Fall and Winter cheese factories has had its effect on butter and as a result there is a large production of creamery with some accumulation. The same is reported by some on the street with regard to dairy. An easier feeling all round may be regarded as a fair estimate of the butter situation. We quote:

	Per lb.	
Creamery prints	0 19	0 21
" solids, fresh	0 19	0 19½
Dairy rolls, large	0 15	0 16
" prints	0 16	0 17
" in tubs, best	0 15	0 16
Under qualities	0 12	0 14

Cheese—While there is no quotable change in cheese there seems to be a better feeling. Stocks have been gradually going into consumption and the indications point to a better demand for export. We quote:

	Per lb.	
Cheese, large	0 10½	0 10¾
" twins	0 11	0 11¼

Montreal.

Provisions—The week has seen a steady and satisfactory demand for smoked meats of all kinds. Hams and bacon have been selling well at the prices quoted. The English market for bacon is reported quiet. A steady trade in lard is also reported at unchanged prices. We quote:

Canadian short cut mess pork	$17 50	$18 00
American short cut clear	17 50	18 00
American fat back	....	18 00
Bacon, Wiltshire, per lb	0 13	0 13½
Extra plate beef, per bbl	11 50	12 00
Lard—"Boar's Head" brand, tierce basis	....	0 07½
Carloads, less	....	0 00½
20-lb. tin pails, tierce basis	....	
Half-bbls., over tierce	....	0 00½
60-lb. tubs, "	....	0 00½
20-lb. wood pails "	....	0 00½
10-lb. tins, "	....	0 00½
5-lb. tins, "	....	0 00½
3-lb. tins, "	....	0 01

Wood net, tin gross weight

	Wood.	Tin.
1 to 25 pails	1 58	1 48
26 to 49 pails	1 55	1 45
50 pails and over	1 53	1 43

Butter—The market continues very firm, the bulk of the trading being for local account, although a few small lots have gone forward to England. We quote as follows: Finest fresh prints, 23c.; finest Fall made creamery in 56-lb. boxes, 22c.; Winter made, 20 1-2 to 21c.; dairy butter, 17 to 18c. for selected goods and 15 to 16c. for medium grades.

Cheese—The market continues firm owing to a better demand in England. The bulk of the stocks in Canada are being held on English account and they are now being rapidly depleted. We quote: Finest strong cheese 11 1-2 to 12c.; mild, 10 1-2 to 11c.

St. John, N.B.

Provisions—In barreled pork market is firmer but prices are still low. Beef is also rather firmer but less active than pork. It is said sales for later delivery have been made at low figures. The very low price of pure lard continues. There is but little difference between pure and refined. Hams and rolls, while quite firm reflect the low price of pork. In fresh meats beef is unchanged and offered freely. Pork is quite low, though rather firmer. New veal is offered and good prices obtained for best stock. Lamb is quite firm. Mutton is dull. We quote:

Mess pork, per bbl	$16 00	$18 00
Clear pork "	17 00	18 00
Plate beef "	11 00	12 00
Mess beef "	10 00	11 00
Domestic beef, per lb	0 05	0 06
Western beef "	0 07	0 08
Mutton "	0 05½	0 06
Veal "	0 08	0 09
Lamb "	0 07	0 08
Pork "	0 06½	0 07
Hams "	0 12	0 14
Rolls "	0 10	0 11
Lard, pure, tubs "	0 08	0 08½
" " pails "	0 08½	0 09

Butter—Best stock is getting scarce and prices are rather higher. Of the poorer grades there are ample stocks.

Best tub Butter	0 18	0 20
Good dairy tubs	0 16	0 18
Fair "	0 14	0 15

Eggs—Are very scarce and higher. It is seldom the market is so bare. In henery stock almost any price asked can be obtained. Some eggs were lately shipped from here to Boston and while returns were satisfactory it of course affected stock here.

Eggs, henery	0 30	0 35
" case stock	0 24	0 25

Cheese—While supplies are not large sales are dull. Prices are unchanged. We quote:

Cheese, per lb	0 12¼	0 13

London Provision Markets.

Thomas Nesbitt & Co., under date of London, January 4th, 1904, write as follows:

Butter—Market generally quiet. Colonial supplies heavy, and price rather lower.

Bacon—Lean selections of Irish and Continental in better demand and about 2s. dearer; fat meets with a slow sale at very irregular prices. Canadian leanest in fair request; other selections dull.

Hams—In small request.

Lard—Bladdered quiet. American pails, etc., must be quoted higher with very little doing.

Eggs—Market firm and unchanged.

Cheese—Market firmer at late values.

NOTICE!

We don't expect a wide-awake, enterprising merchant to buy our goods unless he is convinced that they are better goods, better packed and better value than he can possibly get elsewhere. Business isn't run on sentimental lines these days. Quality, price and prompt service determine which way the orders shall go.

Let us have the opportunity of showing you what we can do. On receipt of your address we will deliver, free of all charges, our samples of

Macaroni, Vermicelli and Fancy Pastes for Soups.

WHERE DO YOU LIVE?

NAPOLI MACARONI CO.,
Hayter and Teraulay Sts., TORONTO, CANADA

CANADIAN MEATS

CHEESE and BUTTER.

Consignments handled in—

London, Liverpool, Glasgow,

or sold cost freight and insurance.

WHITELEY, MUIR & CO.,

Head Office, 15 Victoria Street,

LIVERPOOL, - ENGLAND.

Western Union Code.

Brooms
Brushes
Baskets

Butter Ware
Butter Paper
Butter Paper

Wooden Ware
Willow Ware

Walter Woods & Co.

Hamilton and Winnipeg.

Matthews' Brawn
Suggests

to your customer, by its fresh, appetizing appearance, the luncheon or supper dish she is looking for. Sold everywhere for best family trade.

—Yields 40 per cent. profit on to-day's cost.
—Always shipped by express.
—In 10-lb. moulds, free.
—Write us, if our traveller does not "get" you.

THE GEORGE MATTHEWS COMPANY, LIMITED

ESTABLISHED 1868.

PETERBOROUGH
HULL
BRANTFORD

MAGIC

TRADE MARK

SODA

OR SALERATUS IS THE BEST.

E.W. GILLETT COMPANY LIMITED
TORONTO, ONT.

We are buyers of

Poultry, Butter AND Eggs.

The best facilities for handling consignments. Up-to-date Cold Storage.

The J. A. McLean Produce Co., Limited

73-75-77 Colborne Street

Telephone Main 2491. Toronto.

FRUIT AND NUTS AS FOOD.

THE Department of Agriculture at Washington has for several years been conducting a series of experiments to determine the dietary value of different foods, says The American Grocer. The experiments in question were conducted during the space of two years by Prof. Jaffa, of the University of California.

Nine dietary studies and 31 digestion experiments were carried on. In the majority of the dietary studies and all but one of the digestion experiments fruit and nuts constituted all or almost all of the diet. The results of the investigation emphasize the fact that both fruit and nuts should be considered as true foods rather than food accessories. The subjects were two women, three children, two elderly men, and two university students. The men all did hard manual labor during a part of the time, the students working to support themselves while pursuing their studies.

The fare given in these experiments was in every case one that would appeal to any normal appetite. It embraced honey, tomatoes, apples, bananas, cantaloupe, grapes, verdal, cornichon, tokay, muscat, scarlet haws, pears, pomegranates, persimmons, oranges, strawberries, watermelons, figs, almonds, and peanut butter. The only animal foods allowed were cottage cheese and eggs, and these in limited quantities. The cost of such a diet varied from 15 to 18c. a day. Comparative experiments were carried along in which animal foods were employed under the usual conditions of living, and in these the daily cost ran from 26 to 30c. It was found that the food eaten supplied about 60 per cent. of the protein usually secured by the average meat diet, while health and strength continued the same, if not improved, and in two or three cases there was a slight gain in flesh and weight.

One of the chief objects of the series of experiments was to furnish data as to the value of nuts as food. Fruits contain little protein, and nuts are relied on in the fruitarian plan of eating to balance the ration. Fruits are rich in carbo-hydrates and nuts in fat. A pound of peanuts, which cost 7c., furnishes 1,000 calories of energy at a cost of 3½c., and protein at a cost of 36c. a pound. A porterhouse steak costs for the same result respectively 22½c. and $1.31, when the steak can be bought for 25c. a pound.

The average price per pound of the protein of nuts ranges higher than the corresponding average of meats, but the cost per pound of peanut protein is lower than for meats, fish, eggs, milk, dairy products, and prepared cereals. The only foods which furnish protein at a less cost than peanuts are flour and dried beans. According to Prof. Jaffa's experiments, nuts are the cheapest source of energy for the fruitarian, the peanut ranging far ahead of any other variety.

Although peanuts supply protein and energy for a smaller sum than bread, they are outranked by dried beans, which, at 5c. a pound, will supply for 10c. over 200 grains of protein and 3,040 calories of energy.

CATALOGUES, BOOKLETS, ETC.

A FISHING CALENDAR.

Connors Bros., packers of sea foods, Black's Harbor, are distributing one of the most interesting calendars that has come to hand this year. The hanger is dark red while upon a white space in the centre is a splendid reproduction of a number of fishing scenes. "Once a fisherman always a fisherman" is the text. At one corner is a line drawing of the angler, at seven and diagonally opposite his elder brother of seventy, while in the remaining spaces are a couple of capital fishing scenes from photographic views. Readers of "The Grocer" should write for this calendar. It is worth having.

EQUITABLE LIFE CALENDAR.

"The Grocer" acknowledges the receipt of a very handsome calendar from the Equitable Life Association. It is in the form of a hanger with six cards illustrated with a little girl in the act of playing school, graduating, bridesmaid, bride, mamma, and gradma. It is an extremely pretty idea well wrought out.

THE PACIFIC FISHERMAN ANNUAL.

A copy of the annual number of the Pacific Fisherman, published at Seattle, just issued, has been received by this paper. It is a very handsome edition of 100 pages, bound in fine cover of special design, lithographed in several colors and is a credit to the publishers. It contains a review of all the leading branches of the fishing industry on the Pacific coast, including accurately compiled statistics of the season's pack and comparative tables showing the pack of a number of years previous. A large wall map accompanies this number, showing the location of every cannery, saltery and cold storage plant on the Pacific coast. Also another map giving the location of all oyster beds on the coast. The number is well worth 35 cents, the price asked by the publishers.

THE SEATTLE TRADE REGISTER.

The anniversary number of the Seattle Trade Register has just been received at this office. The edition is a splendid one of 120 pages on coated paper, and is filled full of interesting matter about that western city. A unique feature is the cover upon which is reproduced a fine photograph of Mount Beinier, the patriarch of the Cascades. Of particular interest in this edition is the large number of excellent half-tone cuts of the business stands and business men of the western coast city.

THE SUCCESSFUL TEA-TASTER.

THE successful tea-taster is no ordinary man, says London, England, Grocery. His sense of taste must be as keen as a razor and his judgment as sound as a bell. He has to be very careful to keep his palate clear of contact with certain things, and his sense of smell must be very acute. For hours before he commences his task—and no easy task it is—he must not try his palate with spirits, wines, pickles or anything strong, because he must keep it clean and ready for the flavor of tea.

The various samples are arranged in little cups in rows, and in connection with this it is an interesting point to note that the English tea-taster tastes standing on his feet—walking round the samples—while the American taster does his work sitting in a chair. The taster does not drink the tea; he merely sips and samples the tea with his palate. When he gets the flavor he empties his mouth, and after the lapse of a few minutes he tries the next sample and so on until he has finished the lot.

At one time every successful grocer was a good tea-taster, but the introduction of packet teas diminishes the number of grocer tea-tasters year by year. The tea-taster is often a victim of dyspepsia after a few years, but he commands a splendid salary, for on him depends the sucess of the various blends that he pronounces good. In China the best tea-tasters are Britishers, and their power during the principal sampling season is enormous.

The grocer's assistant, if he be a wise man, ought to take every opportunity he can to sample all kind of teas and blends. Several tea companies afford facilities for this purpose.

COFFEES

OUR POSITION IS UNIQUE.—We are the only Wholesale Grocers in Eastern Canada who import all our Coffees direct from the country of growth and who CLEAN, GRADE, ROAST and BLEND all our Coffees on the premises. We have the most modern and complete COFFEE ROASTING PLANT in Canada.

OUR COFFEE DEPARTMENT is in charge of an expert, devoting his entire time to it, thus we can recommend our brands of Coffees as being *"par excellence,"*—the best the trade affords.

"GOLD MEDAL"
WHOLE or GROUND,—in 1 and 2-lb. tins.
To retain its delicious aroma.—

ARE OUR LEADERS.

"EMPRESS"
The peer of bulk Coffees, to retail at **40 CTS.**

GREEN COFFEES.—We always carry a large stock of all kinds and can at all times quote you on RIOS, SANTOS, BOURBONS, MOCHAS, JAVAS, CEYLONS, MEXICANS, EAST INDIANS, MARICAIBOS, BAGOTAS, ETC.

—WE SHOULD BE PLEASED TO HAVE YOUR ENQUIRY FOR SAMPLES.—

THE EBY, BLAIN CO., LIMITED, Wholesale Grocers, TORONTO.

WHAT IS CORN OIL?

As an article of commerce, corn oil has become of so great value that many corn millers are investigating the process of manufacture and establishing plants for its manufacture and production with their milling business. The oil is pressed from the germ of the corn when meal, grist, etc., are made. This portion of the seed was practically lost until the present processes of extracting oil were discovered.

In its preparation the germ is ground and pressed in much the same way that flax and cotton seed is prepared in the manufacture of linseed and cotton seed oil. In removing the germ, the corn is first steamed, when it passes to degermination. There is no secret in the process of corn oil manufacture, although each manufacturer endeavors to keep certain parts of this process secret, much in the same way that certain processes in the manufacture of flour are kept secret. The machinery for the extraction of the germ is patented, but the process cannot be said to be a secret in any sense of the word.

It is said that the annual output of corn oil in the United States is about 160,000 barrels, and of this amount about 150,000 barrels is manufactured by the Glucose Manufacturing Company. About 25 per cent. of this company's output is used in the home market, the principle consumers being white lead and putty manufacturers, paint manufacturers, soap makers, and it is also extensively used by the manufacturers of prepared paints, although few of them will admit it.

Its use in the foreign markets is said to be principally among the manufacturers of soft soap, and it is said to make a superior quality of soap. It commands a higher price than any other oil used for this purpose. The oil is also employed as an adulterant for table oil. It is easily purified, forming a light, amber-coloured, perfectly transparent liquid, without rancidity, and having a pleasant taste. It is also used for lubricating purposes, and may even be used as a lamp-oil.

MISTAKES—

will happen in the best regulated families.

—BUT

this is poor consolation to the grocer who has invested in a poor coffee mill.

better find out

If you are thinking of purchasing, you should write us for the "good points" of

THE "National"

SOLD ONLY IN CANADA BY

THE EBY, BLAIN CO., LIMITED
WHOLESALE GROCERS,
TORONTO, - - CANADA.

WHY PEOPLE LEAVE GROCERS.

THERE are lots of reasons why customers leave us and go to other stores. Sometimes they are not our fault and sometimes they are. Sometimes we make it a point to have an undesirable customer go, but at others the customer gets away when we would like to keep him on our books. Often we lose a customer from lack of tact or judgment on our own part or on the parts of our employes.

I have talked to a number of persons, women chiefly, and have asked them why they have made changes in their trading places, and I have found that in many instances they could have been retained by the former grocer if he had been more tactful. Sometimes the customer is so unreasonable that there is no getting along with her. Sometimes she lacks humor and mistakes our efforts at jokes. Often it is slight misunderstanding.

Very frequently the grocer does not know that there is anything unsatisfactory until he finds that the customer is walking by his place on her way to the store of a competitor, with her nose high in the air, or his order boy is told that she "will not care to have him call again."

Still there are lots of legitimate causes that customers have for quitting one grocer and going to another. One grocer may not be disagreeable, but the other grocer may be so agreeable that the first one suffers by comparison.

Of the women I have talked to I have the following causes:

Mrs. Blank went to her grocer's one day to order dinner. She asked the proprietor, who also has a market, what he had that was good. He replied that he had laid aside a nice leg of lamb for her. The cost, he told her, was about 90 cents. She said that it was too much and that she wanted something cheaper. He commented in this vein:

"That's the way with you rich people. You come in with diamonds and sealskins and object when a man wants a decent price for food. You put your money on your backs and don't buy half enough to eat. You spend a hundred for clothes without a word, but want to make a dinner out of fifteen cents' worth of cheap meat." That woman never went into the store again. The grocer may have told the truth. If he did he was foolish for doing it.

Another lady tells me that a certain grocer was one of the most saitsfactory she ever dealt with, but that he simply would not keep his promises about delivery. He would promise anything you wanted him to, but failed to keep his word. It got so annoying that she went to another grocer. He was never on time. That was a legitimate reason for changing.

A third lady tells me that she stopped her last grocer because he was so disagreeable about his bill. She ran a weekly account with him which had been paid regularly. One week her husband was out of town unexpectedly. She advised the grocer. Two days later the husband had not gotten home and he began such a persistent method of collection that every time the boy drove by he would run in with the bill. Then he began ringing her up over the phone. She told him that she was helpless until her husband's arrival, but the grocer kept calling her up and asking if the husband had gotten back. The following day the bill was paid and an account opened in another store. The people were as good as gold.

A fourth lady tells me that she stopped trading with her last grocer because he did not send her the things she picked out and which he sold her and because the prices were always higher and the quality not so good when she ordered by 'phone. That is, she could not trust the grocer when her back was turned. That was a fair reason for quitting.

A fifth lady tells me that she stopped trading with her grocer beeause his prices were too high. He was a very clever and agreeable fellow. He gave credit freely and had many losses. He made up for these losses by his stiff prices. The lady said that she always paid her bills and for that reason preferred to go to some place where she would not be held up for the losses of a poor business man. Grocers who give long credit to customers will have losses and they have to make up some way. Naturally a person who is good pay will not want the losses made up on him. Others who are good pay, but slow pay, may be willing to stand for the extra charge for such service.

Another customer says that she left a place on account of the freshness of a clerk. The clerk was one of those superior fellows who seemed bored to death with everything she said, and who had a way of commenting upon her purchases most disagreeably. I asked this woman if she had spoken to the grocer about the matter and she said that she had not. In this case the customer was wrong. She owed it to the grocer to inform him that his clerk was unsatisfactory to his trade. He probably would have rectified everything.—Modern Grocer.

LONDON TEA STOCKS

McMEEKIN & CO., under date of London, E.C., 5th January, 1904. give the following figures as to the tea trade for the past three years.

Offerings at public auctions in London.—

	1903. Pkgs.	1902. Pkgs.	1901. Pkgs.
Indian.....	1 524 000	1,638,000	1,623,000
Ceylon.....	1,041,000	1,164,000	1,236,000

Imports.—

	Lbs.	Lbs.	Lbs.
Indian.....	159,707,000	153 537,000	160,716,000
Ceylon.....	93 279,000	101,292.000	103,234,000
Java, etc....	8,144 000	6,225,000	5,327,000
China.....	25,600,000	21,664,000	21 713,000
Total.....	286,730,000	282,718,000	290,990,000

Deliveries.—

Indian	156,575,000	158,348,000	157,615,000
Ceylon.....	93,395,000	101,123,000	108,385,000
Java, etc....	7 684,000	6 228,000	5,357,000
China	26,930,000	24,851,000	20,325,000
Total.....	284,584,000	290,550,000	291,682,000

Stock at 31st December.—

Indian	72,220,000	68,212,000	73,024,000
Ceylon.....	19,301,000	19,881,000	19,711,000
Java, etc....	1,534.000	824,000	827,000
China	13,396,000	14,668,000	17,855,000
Total.....	106,451,000	103 585,000	111,417,000

The above figures are made up from those issued by the Tea Brokers' Association, and they relate to London bonded warehouses only.

Consumption of all tea per head of population within the United Kingdom.....	lbs. 5·98	lbs. 6 01	lbs. 6·17

Percentages of each kind consumed within the United Kingdom.—

	p. c.	p. c.	p. c.
Indian	58¾	58	57½
Ceylon.....	31	33¾	36
Java, etc.....	4½	3½	2¾
China.....	5¾	4¾	3¾
	100	100	100

INQUIRIES FOR CANADIAN TRADE.

The following are among the inquiries as to Canadian trade received recently at the Canadian Branch of the Imperial Institute, London, Eng.

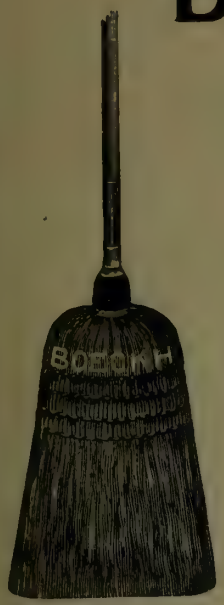
1. A firm manufacturing patent pap r bags of various kinds desires to be placed in communication with a first-class Canadian importing house prepared to handle the goods.

2. A London firm asks for addresses of Canadian shippers of black currant and other fruit pulp.

3. A firm handling large quantities of wood acetic lime invite correspondence from Canadian producers of same.

[The names of those making inquiries may be obtained from the Editor of THE CANADIAN GROCER.]

Buying Right Saves Loss.



In a broom quality seems everything, but good, careful workmanship also counts. For nearly half a century we have made a study of "Broom-ology" with the pleasurable result that all progressive Canadian dealers handle, and all discerning Canadian purchasers ask for

Boeckh's Bamboo-Handled Brooms.

You, as well as the dealer, recognize that the key to wealth is right buying. We realized this fact years and years ago, since then our highest aim as been to please both dealer and consumer.

—OUR NEW BROCHURE "BROOM-OLOGY"
—MAILED FREE ON APPLICATION.

UNITED FACTORIES, Limited,

OPERATING:
Boeckh's Toronto Factories.
Bryan's London Factories.
Cane's Newmarket Factories.

Head Office: 80 York St., TORONTO, ONT.

MONTREAL BRANCH: 1 and 3 DeBresoles St. LONDON BRANCH: 71 Dundas St.

Some Goods that will soon command the market—

Red Seal Tomato Mustard
Red Seal Chutney Sauce
Red Seal Chili Sauce
Red Seal Worcestershire Sauce

Why?

BECAUSE—The quality is equal to the best imported. The packages are very attractive. The price is no higher than for inferior goods, and, **most important,** because they are put up by the "Canadian Canners'" whose motto is "Monoply by Excellence." Be the first to introduce them to your customers. They will thank you later. Place your order to-day.

CANADIAN CANNERS' CONSOLIDATED COMPANIES LIMITED

HAMILTON, ONTARIO.

Fish and Cured Fish

Improvement in the Fish Trade.

THE consumption of fish throughout Canada, as all those who have studied the subject to any extent must have observed, is rapidly on the increase. The factors most principally contributing to this increase are as stated to your representative this week by Mr. J. Byrne, manager in Montreal for Leonard Bros., St. John, N.B., improved transportation facilities and a decided improvement in the manner of curing and packing fish for consumption. "More people are using fresh frozen fish in preference to green cod and salt herrings," said Mr. Byrne. "Formerly these latter were the only grades of fish handled, but since our friends in the Maritime Provinces have paid regard to style in packing, the deep-sea fruit trade has increased to a remarkable extent." It is a stated fact that fresh frozen fish is decidedly better than the dried or green kind, and with the climatic conditions in Quebec, Ontario and Manitoba particularly favorable for the shipping and vending of fish for at least four months in the year, the astonishing part is that not more are consumed. A fish diet is healthy and in comparison with meat certainly more economic for the consumer.

"The Canadian Grocer" has for many years past advocated the establishment of fish-vending and preparing establishments in the larger cities and towns, establishments where the, to a certain extent, troublesome part of cleaning the fish for the consumer, is carefully and promptly attended to, and it is with satisfaction that we can mention several stores in Toronto in which this is done. The result cannot fail to be beneficial to the fish trade and the enterprising merchants inaugurating these branches will reap satisfactory profits.

We are of the opinion that our friends in the Maritime Provinces by uniting on some common ground of action looking to the development of the fish trade in Quebec, Ontario and the West, would find the market ready for them, providing, of course, they placed their products before the trade and the consumer in such a way that a good and fresh supply should be at all times available. Care in packing must, of course, be always exercised. The question of price will regulate itself in a very short time. Consistent and persistent advertising is also one of the most important features to be considered, and it seems to us that if energetic missionary work were done by the Atlantic fish dealers and shippers the gospel of good, healthy fish diet would soon evangelize the Western markets.

It is satisfactory to note that of late a few of the fish shippers of the East have entered the field and by placing their products before the trade in an appetizing manner, are getting a good hold on the trade. It will be necessary in a measure to educate the dealer as well as the consumer, as in many cases, too many, we have noticed, fish are handeled in such a careless way that the consumer does not find them enticing, in fact, often is set against buying by the rough and ready way the goods are displayed, handled and delivered. The field is a difficult one to cover, but with united effort on part of those most directly and primiarily interested, that is the fish packers and dealers of the Maritime Provinces, the result must in the end be beneficial all around, and particularly so to the East. "The Canadian Grocer" is ready at all times to lend its aid toward the development of one of Canada's greatest industries. The East should not let the British Columbia and Alaskan fisheries lead them in the race, they should at least be side by side. Consolidation, judicious advertising, careful packing and canning has brought British Columbia salmon to the front in the markets of the world, and we hope to see the Maritime Provinces rise to the occasion and place their products where their qualities entitle them to, in the front rank of Canada's trade. They have the best fish in the world, and financial means at their command to develop the industry.

Salmon Canned Whole.

Salmon canned whole! The idea seems somewhat preposterous, but the Miowera recently left British Columbia, says the Vancouver World, for the Antipodes, with a consignment thereof. This was a small shipment, it is true, but it may lead to greater things. The inauguration of this style of shipping is credited to Mr. Collier, manager of the Cassiar Packing Company's cannery at Observatory Inlet. The can containing a whole salmon looks like a miniature torpedo that had got slightly flattened. The possibilities of a market for fish packed whole seems immense.

New Fishing Industry.

Capt. Harris, of Gabarus, and Capt. Cann, of Louisburg, says the Sidney Record, have been conducting experiments at Gabarus Bay recently with a view to determine whether or not herring similar to those caught at Bay of Islands, Newfoundland, are to be found there. The result of their experiment is that herring of this kind are quite plentiful and all that is required to get them is to have nets of suitable size.

This is a very important discovery as there has been no herring fishing during the Winter months. For these herring there is a large market for bait, etc.

NEW MAN ON ROAD.

Mr. George F. Stevenson, well known among the grocers of the West, has been engaged by Codville & Co., of Winnipeg, Brandon and Calgary, to succeed A. B. Sproat on their Western territory. Mr. Sproat is taking the management of the firm's spice mills, in which a number of improvements are planned.

Export Apple Trade.

The following estimate of quantity of apples exported for the week and season ending Jan. 16, 1904, was prepared by Mr. Fred. Barker, apple exporter, Church street, Toronto :

	Liverpool.	London.	Glasgow.	Various.	Total.
Portland	23,804	....	....	....	23,804
New York	2,731	6,730	712	8,714	18,887
Boston	14,830	2,903	2,746	300	20,779
Halifax	2,259	15,920	....	....	18,179
St. John, N.B.	633	....	625	4,444	5,702
Week's total	44,257	25,553	4,083	13,458	87,351
Same week, 1902	41,044	5,801	2,366	5,136	54,347
Season to date	1,265,512	576,541	388,051	435,750	2,665,854
Last " "	1,143,929	297,487	339,035	179,546	1,959,997

Mr. Barker is in receipt of the following cable from Liverpool in reference to the Wednesday morning apple market in that city:

"Cestrian, unsound condition; market very lively; Baldwins 16s.6d. to 23s.; Spies 14s.6d. to 21s.; Russets 18s.6d. to 25s."

The first coffee planted in Brazil was in Para from seed that came from Cayenne in 1727. In 1761 cultivation was started at Rio Janeiro by J. A. Castello Branco, but shipments on a large scale commenced only in 1817. Now Brazil produces three-quarters of the world's whole supply.

Telling Facts.

Selling good Coffee has made the reputation of more stores than any other line of groceries handled.

The cheering, refreshing goodness of **Chase & Sanborn's** "Seal" brand, and other **high-grade** Coffees will draw customers to your counter; they have done so for thousands, they will do the same for you.

Chase & Sanborn,

The Growers and Importers, - - - MONTREAL, P. Q.

SAVE 25% on your HOUSE PAINTING.

If the grocers who intend painting their residences next Spring will follow the directions given below and wash the buildings with a solution of ***GOLD DUST*** Washing Powder, they will use one-third less paint than if they merely attempted to brush the dust off the house without washing it.

DIRECTIONS.

Dissolve one-quarter pound of **GOLD DUST** in a pint of water, then add the solution to 4 gallons of hot water; apply with a stiff brush, and follow with use of a hose. The stronger the hose is turned on the quicker and more effectual the work will be.

The use of less paint can be accounted for by the fact that after washing the house with **GOLD DUST** it leaves a smooth surface, so that the same quantity of paint will go fully one-fourth further. Furthermore, it leaves no layer of dirt between the paint and the woodwork, and, as a consequence, the paint will wear longer.

We have letters from several of our customers who used this method, and after washing their houses with **GOLD DUST** they were so well pleased with the appearance of them that they concluded not to paint them at all.

Retail grocers will do well to call this matter to the attention of their customers, as $3.00 worth of **GOLD DUST** Washing Powder will make the house look as well as the expenditure of $100.00 in re-painting it would.

Any grocer may experiment with a 5c. package of **GOLD DUST** by emptying the contents into 8 gallons of hot water, which should convince him that it will pay him to continue.

GOLD DUST can be used for any kind of outdoor work that needs renovating.

THE N. K. FAIRBANK COMPANY,

Wellington and Ann Sts., MONTREAL, QUE.

Chicago, New York, St. Louis, New Orleans, San Francisco, Baltimore, Boston, Philadelphia, London, Eng., Hamburg, Ger.

MONTREAL RETAIL GROCERS' ASSOCIATION.

THE regular monthly meeting of the Montreal Retail Grocers' Association was held on Thursday evening, January 14th, at Monument National. A good attendance of members was present. President Chartrand occupied the chair. After reading and passing of the minutes of the last meeting the business of the evening was proceeded with.

It was moved by the secretary, Mr. J. A. Baudry, seconded by Ald. Laporte, that the constitution be amended to the effect that the officers of the association be authorized to meet every Monday to go over the business of the association, and that such business transacted by this committee be legal and passed by the association.—Carried.

On motion of Ald. Laporte, seconded by Ald. Ricard, Messrs. P. Deziel and A. Desjardine were accepted as members of the association.

Moved by Mr. G. A. Archambault, seconded by Mr. P. Filion, that the day set apart for early closing of all retail grocery stores be Wednesday and the hour 7 o'clock p.m., and that the secretary be authorized to notify in writing all grocers of the city of Montreal.—Carried.

The subject of early closing had received the attention of the association for some time and the fact that the step has been taken should evidence the feeling of the trade on this worthy matter. No doubt the thousands of clerks employed will duly appreciate this move and the employers will not lose anything. It is a fact that grocers in this city work longer hours than their brethrent in other cities and the benefit all will derive will show itself in their business.

On motion of Mr. Beaudry and seconded unanimously it was decided that the Retail Grocers' Association lend their support in the approaching municipal elections to the following candidates: Messrs. L. A. Laporte, Clerique, N. Laporte, Ames, Gallery, P. O'Brien, Payette, Giroux, Couture, Lariviere, Ricard, Ouimette, Bumbray, Walsh, Turner, Lemay, Robillard, Lavallee, Ekers, Chausse, Valliere, Wilson and Martineau.

Of these 23 all are at present aldermen with the exception of Mr. P. O'Brien. It is a very interesting fact to note that there are on the board of aldermen of Montreal six grocers, one of them a wholesaler, Ald. Laporte. What city in Canada can present such a creditable showing for the grocery trade? Mr. P. O'Brien, a new candidate is also a grocer, and Ald. Laporte is a candidate for the mayoralty, and if all signs are not false, will be elected as the next mayor of Montreal.

What the election of such a powerful section of grocers means to the grocery trade generally may be easily imagined. Certainly the interests of the trade will not suffer.

The secretary, Mr. J. A. Beaudry, before close of the meeting spoke at some length of a plan that should be worked out by the association looking to a proper safeguarding of grocers' interests generally from the ubiquitous and persistent "dead-beat." His plan is an elaborate and workable one, and will be laid before the association in detail at its next regular meeting.

In this connection it may be said that for an enthusiastic and thoughful worker for everything that is in the interest of the grocery trade, Mr. Beaudry is always wide awake, and as his ideas are full of common sense and practicability the association's interests are well looked after. Mr. Chartrand, the president, possesses a knowledge of affairs thoroughly modern and his mature experience and level-headed business capacity will no doubt be given for the benefit of the association.

TEA REPORTS.

GOW, WILSON & STANTON writing from London, Eng., under date of January 8th, say: The interval of nearly three weeks without public auction naturally exerted a steady effect upon prices and the market after the holidays opened at firm rates for pretty nearly all descriptions. In spite of the heavy increase in imports since the commencement of the season the stock in London at the end of December was scarcely 3,000,000 lbs. more than a year ago.

Indian—The quantity brought forward was moderate for the time of year and the sale passed with a generally steady tone. Medium grades continue to be the cheapest kinds offering. Teas for price were, if anything, a trifle firmer.

Ceylon—Owing to the accumulation during the holidays, the sale was fairly heavy, but passed off with good spirit and with all-round competition.

Java—Rates current before the holidays were fully maintained with general bidding and a distinctly firmer market.

Wm. James and Henry Thompson writing from London, January 7th say: Though the ruling factor in the tea trade of the United Kingdom may, perhaps, be said to be the one pound canister, yet it is probable that the sale of this blend is not much pressed, but it serves as an advertising medium and accounts for the narrow margin of value between common and useful liquoring tea which has existed for some time past.

Indian—The quantity, though larger, has met with a good reception and prices on the whole, especially for teas up to sixpence per pound, and also for best liquoring kinds have been in favor of sellers. The medium teas, however, about sevenpence per pound are still slow of sale.

Ceylon—Common tea remains steady with rates ruling as before the holiday, and for Pekoes above common the quotations were slightly in favor of sellers in many cases, broken Pekoes between seven pence and nine pence also showing improved rates.

PREMIUM OFFICE OPENED.

A premium office has been opened by the Duncan Mfg. Co. at 85 Inspector street, Montreal, where a large number of useful and ornamental articles such as chairs, tables, rockers, pictures, easels, lamps, cutlery, glassware, silverware, clocks, jewellery, etc., can be got for five wrappers and upwards. Orders from outside points are promptly filled and catalogue of premiums are furnished on application.

A FLOURISHING BUSINESS.

Dividend checks covering quarter ending December 31st were mailed on January 15th to the 300 merchant stockholders in E. W. Gillett Co., Limited. The dividend was $2.50 per share for the three months or at the rate of 10 per cent. per annum. Sales for 1903 show a tremendous increase, Royal Yeast alone totalling nearly 30,000 cases more than in any previous year.

FORMED PARTNERSHIP.

J. Edgar Rutledge, grocer, of Fort William, Ont., has admitted his brother, T. W. Rutledge, into partnership and the business will be carried on under the style and name of "The Climax."

Sell Our Blended Teas.

No guess work about it ; the results are certain—increased trade, greater profits.

We have been blending for over 30 years and know exactly the teas adapted to Ontario waters. Possibly you know this just as well as we do, **BUT,** does it pay you to carry a stock of the seven or eight different lines required for one evenly-balanced blend ?

Satisfied customers are writing every day expressing to us their thanks for the assistance our blends have been to them in building up a profitable tea business.

Why not come in line ? We will make it easy for you, and as an inducement will, on trial orders, pay the express charges on one 20-lb. iron caddy of any one of our blends. **Try the tea, and if it does not suit you, return it to us at our expense.** We are sure of our ground, or would not make this offer, as your trial order is sure to be followed by one for one or more 100-pound chests.

Order any one of the following, black or mixed, as suits your trade :

Coronation	Buckingham	John Bull	Florodora
28 CENTS.	28 CENTS.	26 CENTS.	22 CENTS.

Geisha	King's Royal	Balmoral
22 CENTS.	19 CENTS.	19 CENTS.

We cannot keep pace with the demand for our Japan style Ceylon Greens—**"Butterfly," "Peacock"** and **"Clipper"** brands—and cannot accept orders for delivery before March 1st. These teas are not procurable from anyone but ourselves, as we have contracted for the entire output of the garden—a garden which produces the best Greens grown in Ceylon.

WARREN BROS. & CO.,

Wholesale Grocers and Tea Blenders, - TORONTO.

The UNITED ALKALI COMPANY

LIVERPOOL, ENGLAND. LIMITED

THE LARGEST MANUFACTURERS OF THE WORLD.

THEY SUPPLY ALL DEALERS IN THE WORLD WITH

Greenbank Soap Maker
Caustic Soda 98% Powdered
Chloride of Lime or
Bleaching Powder
"Best Disinfectant."

WE OFFER

225 Gross GREENBANK and RED HEART LYE

½s, 1s and 12 oz. tins.
Solid and Powdered, and Caustic Soda.

150 Gross CHLORIDE of LIME,

¼-lb., ½-lb., 1-lb. Tins. "BEST DISINFECTANT."

THEY ARE THE BEST, THE PUREST, THE STRONGEST

IN THE WORLD, WITHOUT EXCEPTION.

Most satisfactory goods to handle, nicely put up.

You will never experience any trouble with Greenbank's goods, like you may have had with others.

You will please your customers and it will bring you trade.

Buy those goods direct from your grocers, or hardware suppliers; they are all "Gentlemen" and will not treat you otherwise than gently.

You will never be asked to return any of those goods, because the quality is A1.

We are now booking orders for Spring.

Ask for prices, they are interesting.

Always pleased to send samples.

L. Chaput, Fils & Cie.

WHOLESALE DISTRIBUTORS — MONTREAL

DISTRIBUTING AGENTS OF THE FAMOUS "UBERO" COFFEES.

SOLE AGENTS FOR THE CELEBRATED "DUBONNET" TONIC WINE.

CLASSIFIED LIST OF ADVERTISEMENTS.

Ammonia.
Harvey, John T., Todmorden Ont.

Baking Powder.
Eagle Mnfg. Co., Montreal.
Gillett, E. W. Co., Toronto.
McLaren, W. D., Montreal.

Baskets.
Oakville Basket Co., Oakville, Ont.
Woods, Walter, & Co., Hamilton.

Bird Seed.
Nicholson & Brock, Toronto.

Biscuits, Confectionery, Etc.
Browne & Wells, Toronto.
Canada Biscuit Co., Toronto.
Christie, Brown & Co., Toronto.
Lowney, Walter M., Co., Boston, Mass.
McGregor-Harris Co., Toronto.
Mooney Biscuit & Candy Co., Stratford.
Mott & Co., John P., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.

Blue and Black Lead.
Douglas, J. M. & Co., Montreal.
James Dome—W. G. A. Lambe & Co., Toronto.
Oakey, John, & Sons, London, Eng.

Brooms, Brushes, Etc.
United Factories, Toronto.
Woods, Walter, & Co., Hamilton.

Canned Goods.
Anglo-British Columbia Packing Co., Vancouver, B.C.
Black Bros. & Co., Halifax, N.S.
Burlington Canning Co., Burlington, Ont.
Gardiner & Co., Vancouver, B.C.
Tippett, A. P. & Co., Montreal.

Cheese Cutter
Computing Scale Co. of Canada, Toronto.

Cigars, Tobaccos, Etc.
American Tobacco Co., Montreal.
Empire Tobacco Co., Montreal.
Erie Tobacco Co., Windsor, Ont.
Fortier, J. M., Montreal.
Horrocks, T. J., Toronto.
McAlpin Consumers Tobacco Co., Toronto.
McDougall, D., & Co., Glasgow, Scot.
Payne, J. Bruce, Granby, Que.
Reid, W. B. & Co., Toronto.
Steele, W. H., Co., Toronto.
Tuckett, Geo. E., & Son Co., Hamilton.

Clothes Lines.
Hamilton Cotton Co., Hamilton.

Cocoanut.
Greig, Robt., Co., Toronto.

Cocoas and Chocolates.
Baker, Walter, & Co., Dorchester, Mass.
Cowan Co., Toronto.
Epps, James, Co., London, Eng.
Tippett, A. P., & Co., Montreal.
VanHouten's—J. L. Watt & Scott, Toronto

Coffee Essence.
Bromley's—W. G. Patrick & Co., Toronto.

Commission Merchants and Brokers.
Cameron, Gordon & Co., Winnipeg.
Clark, R. W., & Co., Victoria, B.C.
Davidson & Hay, Toronto.
Dawson Commission Co., Toronto.
Duck, Geo. H., Toronto.
Lambe, W. G. A., & Co., Toronto.
Nicholson, E., Winnipeg.
Patrick, W. G., & Co., Toronto.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., Co., Toronto.
Stagg, M. G., & Co., Toronto.
Thomas, J. P., Quebec, P.Q.
Watt, J. L., & Scott, Toronto.

Computing Scales.
Computing Scale Co. of Canada, Toronto.
Wilson, C., & Son, Toronto.

Condensed Milk and Cream.
Borden's Condensed Milk Co., New York.
Truro Condensed Milk & Canning Co., Truro, N.S.

Crockery and Glassware.
Gowans, Kent & Co., Toronto.
Nerlich & Co., Toronto.
Sydenham Glass Co., Wallaceburg, Ont.

Dairy Produce and Provisions
Clark, Wm., Montreal.
Dominion Packing Co., Charlottetown, P.E.I.
Fearman, F. W., Co., Hamilton.
Matthews, Geo. Co., Brantford.
Maclaren, A. F., Imperial Cheese Co., Toronto.
McLean, J. A., Produce Co., Toronto.
Park, Blackwell Co., Toronto.

Delivery Wagons.
Ewart, James, Toronto.

Educational.
Central Business College, Stratford.

Financial Institutions.
Bradstreet Co.
Metropolitan Bank, Toronto.

Fish.
Black Bros. & Co., Halifax.
James, F. T., Co., Toronto.
Johnson, C., Gardiner & Co., Vancouver, B. C.
White & Co., Toronto.

Flours and Cereals
Carter, G., Son & Co., St. Mary's, Ont.
Castle, F. J., Co., Ottawa.
Greig, Robt., Toronto.
MacKay, John, Bowmanville, Ont.
McCann, Wm., & Co., Toronto.
McIntosh, P., & Son, Toronto.
Napoli Macaroni Co., Toronto.
Tillson Co., Tillsonburg, Ont,

Foreign Importers.
Kessel, F., & Co., London, Eng.
Whiteley, Muir & Co., Liverpool, Eng.

Fruits—Dried, Green and Nuts.
Balfour & Co., Hamilton.
Clemes Bros., Toronto.
Davidson & Hay, Toronto.
Eby, Blain & Co., Toronto.
Gibb, W. A., & Co., Hamilton.
Gillard, W. H., & Co., Hamilton.
Goodwillie's—Rose & Laflamme, Montreal.
Husband Bros. & Co., Toronto.
Kinnear, T., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
McWilliam & Everist, Toronto.
Tippett, A. P., & Co., Montreal.
Walker, Hugh, & Son, Guelph.
White & Co., Toronto.

Gelatine.
Canadian Gelatine Co., Toronto.
Cox, G. & J.

Grocers—Wholesale.
Balfour & Co., Hamilton.
Chaput, L., Fils & Cie., Montreal.
Davidson & Hay, Toronto.
Eckardt, H. P., & Co., Toronto.
Eby, Blain Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
Marceau, E. D., Montreal.
Simpson, R. & J. H., Co., Guelph, Ont.
Turner, James, & Co., Hamilton.
Warren Bros. & Co., Toronto.

Grocers' Grinding and Packing Machinery.
Adamson, J. T., & Co., Montreal.
Coles Mfg. Co., Philadelphia, Pa.
Eby, Blain Co., Toronto.
Enterprise Mfg. Co., Philadelphia, Pa.
Grocers' Engineering Co., London, Eng.

Hides.
Page, C. S., Hyde Park, Vt.

Interior Store Fixtures, Trucks, Etc
Auer Light Co., Montreal.
Dominion Show Case Co., Toronto.
Slingsby, H. C., Montreal.

Jams, Jellies, Etc.
Canada Biscuit Co., Toronto.
McGregor-Harris Co., Toronto.
Southwell's—Frank Magor & Co., Montreal.
Upton's — A. F. MacLaren Imperial Cheese Co., Toronto.

Macaroni
MacLaren, A. F., Imperial Cheese Co., Toronto.
Napoli Macaroni Co., Toronto.
Tippet, A. P., & Co., Montreal.

Mince Meat
Capstan Mfg. Co., Toronto.
Clark, Wm., Montreal.
Lytle, T. A., Co., Toronto.
Wethey, J. H., St. Catharines.

Mustard.
Colman, J. & J., London, Eng.

Oils.
Queen City Oil Co., Toronto.

Oil Tanks.
Bowser, S. F., & Co., Fort Wayne, Ind.

Pass Books, Etc.
Allison Coupon Co., Indianapolis, Ind.

Peels.
Batger's—Rose & Laflamme, Montreal.

Pickles, Sauces, Relishes, Etc.
American Coffee & Spice Co., Toronto.
Batty & Co., London, Eng.
Brand & Co., London, Eng.
Canadian Canners' Consolidated Cos., Hamilton.
Colson, C. E., & Son, Montreal.
Douglas, J. M., & Co., Montreal.
Ewing, S. H., & Sons, Montreal.
Horton-Cato Mfg. Co., Windsor, Ont.
Laing's, Dr.—W. G. Patrick & Co., Toronto.
Lytle, T. A., Co., Toronto.
Patterson's—Rose & Laflamme, Montreal.
Stretton & Co., Worcester, Eng.

Polishes—Metal.
Oakey, John, & Sons, Montreal.

Polishes, Stove.
Morse Bros., Canton, Mass.

Pottery.
Foster Pottery Co., Hamilton, Ont.

Poultry Food.
Greig, Robert, Co., Toronto.

Powdered Lye.
Gillett, E. W., Co., Toronto.

Salt.
Toronto Salt Works, Toronto.

Soap.
Calvert, F. C., & Co., Manchester, Eng.
Duncan Company, Montreal.

Sodas—All Kinds.
Winn & Holland, Montreal.

Soda—Baking.
Dwight, John, & Co., Toronto.

Starch.
Brantford Starch Works, Brantford.
Edwardsburg Starch Co., Cardinal, Ont.
St. Lawrence Starch Co., Port Credit.

Steel Shingles.
Metallic Roofing Co., Toronto.

Sugars, Syrups and Molasses.
Dominion Molasses Co., Halifax, N.S.
Edwardsburg Starch Co., Cardinal, Ont.
St. Lawrence Sugar Refining Co., Montreal.
Tea Rose Drips — Rose & Laflamme, Montreal.

Teas, Coffees, and Spices.
American Coffee & Spice Co., Toronto.
Balfour & Co., Hamilton.
Blue Ribbon Tea Co., Toronto.
Ceylon Tea Traders' Ass'n.
Chase & Sanborn, Montreal.
"Commissioner" Tea, London, England.
Davidson & Hay, Toronto.
Eby, Blain Co., Toronto.
Ewing, S. H. & A. S., Montreal.
Gillard, W. H., & Co., Hamilton.
Japan Tea Traders' Ass'n.
Lipton, Thomas J., New York.
Lucas, Steele & Bristol, Hamilton.
Marceau, E. D., Montreal.
Pure Gold Mfg. Co., Toronto.
Rutherford, Jas., & Co., Montreal.
Salada Tea Co., Montreal and Toronto.
Simpson, R. & J. H., Co., Guelph.
Warren Bros. & Co., Toronto.
Wood, Thos., & Co., Montreal.

Vinegars.
Grimble & Co., London, Eng.
Hill, Evans & Co., Worcester, Eng.

Warehousing.
Cameron, Gordon & Co., Winnipeg.

Washing Compound.
Fairbanks, N. K., Co., Montreal.

Woodenware.
United Factories, Toronto.
Woods, Walter, & Co., Hamilton.

Wines, Liquors and Beer.
Dominion Brewery Co., Toronto

Wrapping Paper.
Canada Paper Co., Toronto.

Yeast.
Gillett, E. W., Co., Toronto.

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is the secret of its big and constantly increasing sale.
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No. 23.

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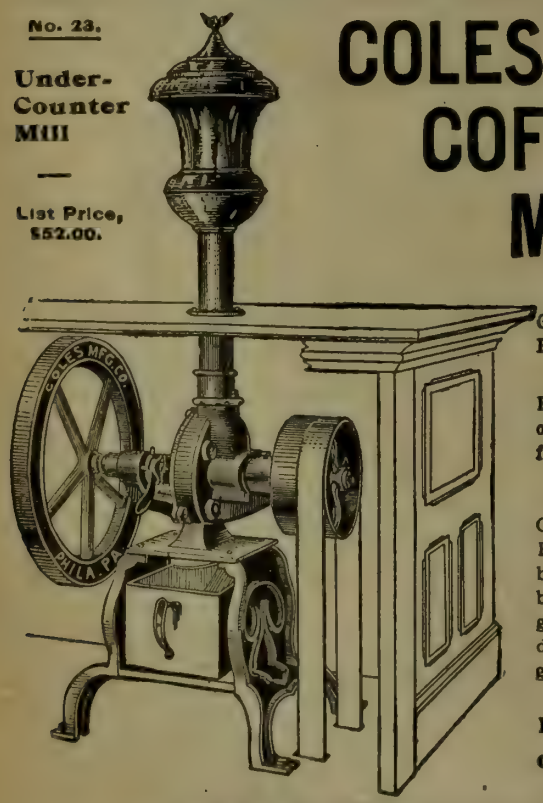

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Our mills will Pulverize without heating Coffee.

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders.

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Celluloid Starch

Never Sticks Requires no Cooking.

That's the starch that does the work right and everyone wants. Keep selling it. It means a decent profit for you and a satisfactory article for your customer.

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BRANTFORD, CANADA.

THE CANADIAN GROCER

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LARGER POWERS OF SELF-GOVERNMENT.

A GREAT deal of needless capital is being made in both Canada and Great Britain out of the remarks of Sir Wilfrid Laurier as to the necessity of Canada being given larger powers in regard to treaty making and questions arising over international territorial disputes.

In Great Britain, particularly, there appears to be people who see in the proposal the entering in of the thin edge of the wedge of political independence. It means nothing of the kind. What is really meant is larger powers of responsible government, which is dear to the heart of every Canadian.

The principle is not new in Canadian politics. It was enunciated many years ago by Mr. Edward Blake. And if it was felt to be a necessity then, it is a great deal more so now.

We are simply wanting the power to manage our own affairs and any one who is at all conversant with Canadian history, knows that the greater the latitude Canada has been given in matters of self-government, the stronger have become the ties of consanguinity between this country and the Motherland. There are still a few statesmen in Great Britain who regret that Canada was allowed in 1846 to regulate her own Customs tariff, but had she not been so allowed, it is scarcely probable that Canada to-day would have been a part of the British Empire.

The securing of the power outlined by Sir Wilfrid Laurier will be another step in the direction of completion in the matter of self-government, and like all previous steps in that direction, mean the cementing, not the dismemberment, of the Empire.

The trend of things is already in that direction. At one time Canada had practically no voice in international affairs affecting her welfare. The injustice has, however, been disappearing by easy stages, until in the last international tribunal to settle the Alaskan boundary question, two out of three jurists representing the Canadian or British side, were the appointees of our own Government. The rights granted toCanada in 1878 to decide whether or not she should be included in any treaty made by Great Britain with a foreign power, was also a step in the direction towards that more complete system of responsible government which Sir Wilfrid Laurier, and, we believe, the majority of the people of this country, are seeking.

By granting the larger powers outlined by the Premier, the source of the only serious grievance Canada has had against the Imperial authorities during the last half century will have been removed. It, therefore, follows that in the interests of the unity of the Empire, these powers should be conceded.

It is only a question of time before the right to manage our own affairs in regard to treaty making and territorial boundary questions must be granted, and Canada should now be sufficiently in the confidence of the British Government to have this right unhesitatingly accorded her.

VISIT THE TRADE CENTRES.

THE merchant whose ambition is higher than the mere selling of a pound or raisins, or a cake of soap, finds frequent visits to urban communities of far greater value to him in the building up of his business, than any amount of shrewdness in buying. He finds at least two trips a year, no matter at what distance he may reside, a necessity both to good buying and good selling.

Every visit to the city serves to bring him closer in touch with existing conditions in all ines of goods. A valuable knowledge can be obtained in this way of new goods for specialties, novel ideas for window and interior decoration and the like. He will also have the opportunity of making the personal acquaintance of the wholesaler with whom he deals, while at the same time, if he keeps his eyes open, he may gather a general fund of information that will be of considerable interest to his customers. Bargains can be always picked up on these trips that will perhaps pay the expence incurred.

The merchant who thinks to save money by remaining at home, or considers himself too busy to leave, or is disinclined from any other cause, is not in a position to successfully compete with his rival who regularly visits the commercial centres.

OATMEAL SKYWARD.

FOR some time past the millers have been complaining that there was no money in oatmeal at the price prevailing. The recent advance in oats partly in sympathy with other cereals and partly in consequence of the scarcity of first class samples was the last straw. An advance was without doubt justified by the high price of the unmilled oats. The extent of the advance is what is somewhat startling. The millers evidently have determined to recoup themselves. However, as retailers have bought freely in anticipation of the rise there should be no particular hardship for the present. Porridge will still remain a popular breakfast food.

RECENT APPOINTMENTS.

THE ways of politicians are past finding out. A few short years ago a party in opposition was railing against the appointment of members of Parliament to office and but the other day Mr. Blair's appointment to the chairmanship of the Railway Commission afforded a flagrant instance of the violation of this principle. The one paliation of this appointment was Mr. Blair's eminent fitness for the position. It was hoped that in assigning Mr. Blair's late portfolio eminent fitness should again have been the criterion. Mr. Emmerson, who was called to take up the important duties of Minister of Railways and Canals, is a gentleman of considerable ambition, and of a little more ability than the average member of Parliament, but what are his especial qualifications for the Ministry of Railways and Canals do not appear.

This is a department of supreme interest and importance to the industrial and commercial world of Canada. Transportation in our wide Dominion is one of the most delicate problems with which the business man has to deal. The Minister of Railways and Canals should be a business man, one thoroughly acquainted with the intricacies of freight rates, classifications, drawbacks, competition and the intimate relation these have upon the success and failure of industrial and commercial enterprises. It appears that political interests have outweighed business interests in this appointment.

It is with quite different feeling that we can speak of the appointment of Dr. Mills of the Ontario Agricultural College, to the Railway Commission. Here is an instance of an appointment where political considerations had no weight, the kind of appointment that should be the rule and not the exception. Dr. Mills is a man who is thoroughly conversant with the interests and views and the needs of the agricultural class. He represents the classes who perhaps of all, have the greatest interest in the problems of transportation. In experience, in intellectual capacity in every way he is eminently fit for the position to which he has been appointed, where he will doubtless be able to serve the farmers of Canada as effectively as he has so long and so efficiently served those of Ontario as Principal of the Ontario Agricultural College at Guelph.

It is to be regretted the considerations which directed the appointment of Dr. Mills were not dominent in the selection of a Minister of Railways and Canals.

STOCKING NEW LINES.

ARE our Canadian grocers liberal or conservative in the reception they accord to new lines, goods they have not heretofore handled? The answer to this question will depend largely upon the person to whom it is put, and the view he takes of the proper function of the grocer.

The manufacturer or traveller who is introducing a new product, if he is worth while at all, is naturally thoroughly convinced that his line is the best on the market, and it is merely the prejudice and old-foginess of the retailer that prevents him from stocking up largely at once.

The retailer looks at the matter from another standpoint. He already has a line of goods which to a greater or less degree takes the place of the new article. His customers are making no complaint, why should he change? Or perhaps the product is something new altogether. He is doubtful whethere or not there will be sale for it. Nothing of the kind has ever been called for. It is not his place, he argues, to take the risk and to work up trade for the manufacturer. Some even take the ground that the grocer's business is merely that of an automaton, to give the people what they ask for.

That there are not a few who take this view, the more's the pity. Should the whole trade act on this principle, stagnation would be the result, and the calling of the grocer would afford no attraction for the man of brains.

Houses introducing new goods are generally willing to put them in on sale to be paid for when sold. In stocking these goods therefore, the retailer runs no risk, and has the use of so much extra capital until the consignment is disposed of.

It is not for a moment suggested that every new grocery line should be stocked. It would require an establishment as large as a departmental store to carry out such a policy. But every new line offered should be given careful consideration and if warranted by its merits should be given a trial.

People are constitutionally fickle. For no apparent reason they tire of the old and if given a chance will try something new. They want to be up-to-date and the grocer who gets the reputation of being up-to-date, who always has the very latest things on the market, the very earliest fruits and other specialties of the season, is the grocer who will capture the largest and best trade of his locality.

Discrimination is, of course, a prime requisite, but combined with a judicious discrimination the grocer should always exercise a certain liberality in considering the advisability of stocking a novelty.

CANADIAN PROVISIONS APPRECIATED.

IT has been a common complaint that we colonials are not sufficiently appreciated by our kin of the Motherland and every instance of ignorance or indifference, we have had held up for our indignation. Letters addressed by careless clerks to Montreal or Toronto, U.S. A., have rightly roused our dugeon, but have unrightly been taken to represent the average intelligence of the Briton in matters colonial. It is a pleasure, therefore, to find that we are not always confused with our neighbors to the south, that a distinction is made and much to our advantage, by business men, who have experimental knowledge of the superiority of our products.

The English grocery trade has been perturbed for some time over the announcement that an American millionaire company was to buy up the entire grocery trade of Great Britain, com-

mencing in Lancashire. The London, England, Grocery, commenting on this announcement is not quite sure whether it is "another case of Yankee flapdoodle or an astute dodge to frighten the trade into larger buying of their (American) discredited goods," but quotes approvingly "an influential merchant" as follows:

That Canada has successfully laid hold of the trade for bacon, cheese, and butter is undeniable. The absolute superiority of her goods—careful packing, freedom from adulteration, and uniformity in selection—has enabled her to do this; and it is for this reason that American provisions generally are left severely alone just now. The advantage thus gained by our Canadian friends must not be lost, and I would urge all retailers to push Canadian and Colonial goods, and advertise them freely as such, for they will best fight this combination, if such a thing exists, with the weapons of good, cheap and wholesome food such as we are now receiving from our "kin beyond the seas."

Canada will be exceedingly grateful if British retailers will follow the advice of the gentleman above quoted. Great efforts are being made to bring our provisions and dairy products up to the highest standard and we hope for still greater success in the future.

WESTERN MARKET CONDITIONS.

By Our Winnipeg Representative.

AN inquiry among the wholesale trade generally brings the information that collections are slow, in fact very considerably slower than was anticipated for January and there has been more renewing than was expected. Wholesale houses, especially in dry goods and hardware lines, are exercising some caution in their shipments of Spring orders. This is merely along the line that your correspondent wrote some six weeks ago. The movement of wheat has been smaller and though there is a fair demand at the present time there has been considerable holding back. The war news is giving the Western farmer the impression that he will make money by holding, and this is preventing the movement of money that otherwise might be in circulation.

The crop is considerably smaller than estimated, and a good deal of the more western wheat is of a low grade, and consequently brings low prices even when it is sold.

The merchants who have wisely confined themselves to a few houses will have no difficulty, because there is a mutual understanding of the position and consequent forbearance and extension of time, but the merchant who has foolishly spread his accounts among a great many firms is pretty sure to be harrassed, particularly by smaller creditors.

Western wholesale houses are not worrying over the situation in the least, knowing full well that it will right itself in time, but they all freely admit that collections are very slow and that a number of country merchants are finding it necessary to ask for renewals in many cases where previously they saved their discounts.

The Eastern wholesale houses would do well to ponder this matter carefully, for not a few country merchants complain that they are fairly harrassed by the calls of travellers for eastern houses who simply almost insist on selling them goods. These are too frequently young men whose zeal for large orders runs away with their discretion in the matter of credits. Money is tight just now and is likely to remain so for some months at least.

CARE IN HANDLING BUTTER.

COUNTRY merchants who take in more butter than they can handle locally and are accustomed from time to time to forward it to commission houses in the larger centres, every year lose a very respectable profit simply because of lack of care in putting up that butter for shipment. Commission men with whom "The Grocer" has conversed, speak in despairing tones of the way in which much of the butter arrives. Large rolls and small rolls, good, bad and indifferent are all put in together, and on arriving at the commission house there is but one quality, bad. In many cases also there is no attempt at neatness in packing and consequently butter which should have graded as best dairy is fit only for cooking purposes.

In forwarding rolls, a little care will be handsomely rewarded. Rolls of the same quality and size should be packed together in neat, clean boxes, to be certain of receiving the highest price.

The whole trouble, however, is not ascribed to shipping. It is alleged that butter as it is received is all put away together, the best sold off locally and what is left bundled off to the city at irregular intervals. If this is true to any great extent there is still further room for improvement. In the first place a cool, dry, clean place should be afforded for the butter which should be graded as received, so that the good may not at any time be contaminated by the strong. In the second place shipments should be regular and frequent, at least once a week all surplus butter should be got rid of unless the retailer has exceptionally good cold storage facilities.

If the butter is graded as received, shipped regularly in neat, clean boxes there would be less complaint from commission men as to the poor quality of dairy butter, and the local merchant would reap a profit which under conditions above described is lost altogether.

TIME FOR A CLEANING UP.

IT is not necessary to wait till the Spring time for giving the store a good overhauling. Stocktaking always brings to the front a quantity of goods which somehow got away back in the shelves and are now not as saleable as they would have been six months ago. It also changes the appearance of the store more or less. In fact there is no better season of the year than now to take the spare time of a week or so to so rearrange the stock as to give it the brightest, most attractive appearance possible. Then follow up this rearrangement by introducing the scrubbing brush to the floor and the dust cloth and even the paint brush to the counters, shelves, scales, show cases, etc., etc. This work entails very little expense yet is always productive of good.

$500.00—FIVE HUNDRED DOLLARS.

We believe that OUR INCREASE ALONE in sales of **"SALADA"** Ceylon Tea in the past year over our sales in 1902 was greater than the entire tea business of any other wholesale firm in Canada, in either packet or bulk tea.

If any Firm has a contrary opinion, we are prepared to donate Five Hundred Dollars—$500.00—to any Charitable Institution if we are wrong; the contesting Firm to do the same, if we prove absolutely that our INCREASE ALONE in the past year over the preceding one was greater than **their entire business,** packet or bulk, in 1903. We will allow the contestants to include in their sales Ceylon, India, China and Japan Teas, on our part THE INCREASE IN 1903 OF **"SALADA"** ALONE. Results to be published.

"SALADA," Toronto and Montreal.

SOCKEYE **SALMON**

"Sovereign" and "Lynx"

Brands

ARE THE CHOICEST IN THE MARKET.

EVERY TIN GUARANTEED.

TO BE HAD OF ALL GROCERS.

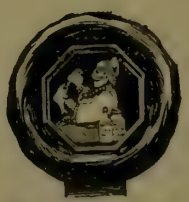
O Yes!

Know all men by these presents that **Batty's Nabob Sauce** has never been surpassed.

We received the Gold Medal in 1851. We received the Gold Medal in 1903, and we were not idle all the time in between.

No store is complete without it.

In witness thereof we have affixed our name:



ESTABLISHED 1824.

Batty & CO.

LIMITED

Sauce and Pickle Specialists,

LONDON, S.E.

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

Toronto, Jan. 21, 1904.

Groceries.

THE impetus felt in trade the first two weeks of the year has been somewhat checked in some parts of the province by the heavy snow and the severe weather which prevailed the early part of the week. In some places the delayed trains and impassable state of the roads made it very difficult for travellers to make their rounds, as well as detaining the people at home. Despite of this, however, some jobbers report good trade. Collections are, on the whole, quite satisfactory, and the outlook generally is good. Canned goods are particularly firm with a rising tendency in several lines. Corn is unsettled, ranging from $1 to $1.15. Peas have stiffened some, while for beans and some lines of canned meats there is an active inquiry. Coffees are still rising in New York, and prices here are quite firm. There is a good active demand and stocks are gradually disappearing. Spices are firm. Syrups and molasses are meeting with a good active demand at steady prices. Rice and tapioca are without particular interest. Teas are attracting more attention, and there is a good active demand for most lines, while prices are fully maintained at recent quotations. Dried fruits are less interesting than recently. Currents, however, are firmer, and shelled walnuts and almonds show further advances. There is a more active demand for prunes and a scarcity of small sizes. Cured fish are more in demand. Sugar is irregular this week. A decline of 1-16c. may be recorded in raws, but this has not been communicated to the refined market, which is steady, though demand is light on account of the situation in raws. No immediate change is anticipated.

CANNED GOODS.

The demand for canned goods continues quite active in most lines and prices are not altogether settled. Some corn is still to be had at $1, with $1.05 for larger lots, while $1.10 to $1.15 is the best price to be had from other holders. A little later when the volume of business becomes a little larger a level will doubtless be reached. Peas are scarce and advanced to 90c.-$1.40. Beans are particularly scarce. Canned poultry and chicken soup are other lines which are reported hardly equal to the demand. There is but a limited quantity of Canadian asparagus on the market, which is likely soon to be cleaned up. Sardines are advancing, and higher prices are prophesied as certain. In fact, there is a generally firm feeling with an upward tendency in canned goods. We quote :

Apples, 3's	....	0 80
" gallons	....	2 20
Asparagus	....	3 50
Beets, 2's	....	0 90
Beets, 3's	....	1 00
Blackberries, 2's	1 50	1 70
Beans, 2's	1 00	1 10
Corn, 2's	1 00	1 15
Cherries, red, pitted, 2's	....	2 20
" white	....	2 40
Peas, 2's	0 90	1 40
Pears, 2's	1 45	1 60
" 3's	1 90	2 10
Pineapples, 1½'s	1 50	1 60
" 2's	1 80	2 00
" 3's	2 25	2 40
Peaches, 2's	1 55	1 70
" 3's	2 45	2 60
Plums, green gages, 2's	1 10	1 40
" Lombard	1 00	1 30
" Damson, blue	0 95	1 25
Pumpkins, 3's	....	0 95
" gallon	....	2 50
Rhubarb, 3's	....	1 80
Raspberries, 2's	1 40	1 60
Strawberries, 2's	1 40	1 60
Succotash, 2's	....	1 00
Tomatoes, 3's	....	1 05
Lobster, talls	....	3 35
" 1-lb. flats	3 50	3 70
" ½-lb. flats	1 90	2 00
Mackerel	1 00	1 25
Salmon, sockeye, Fraser	1 65	1 75
" " Northern	1 65	1 75
" " Horseshoe	1 65	1 75
" Cohoes	....	1 15
Chums	1 25	1 35
Sardines, Albert, ¼'s	....	0 15
" " ½'s	....	0 23½
" Sportsman ¼'s	....	0 14
" ½'s	....	0 23
" Portugese ¼'s	0 08	0 10
" P. & C., ¼'s	0 25	0 27
" P. & C., ½'s	0 35	0 38
" Domestic, ¼'s	0 03½	0 04
" " ½'s	0 09	0 11
" Mustard, ¼ size, cases 50 tins, per 100	8 00	9 00
Haddies	....	1 00
Kippered herrings, domestic	....	1 00
" " imported	1 45	1 55
Herrings in tomato sauce, domestic	1 00	1 10
" " " imported	1 45	1 55

SUGAR.

The market this week may be described as irregular, with buyers and sellers both indifferent. United States refiners having anticipated January requirements are not disposed to buy any more for this month's shipment from Cuba, unless at a concession in price. A cargo to arrive has been sold to one New York refiner at 1 31-32c., c. and f., equal to 3 5-16c., duty paid. For February shipment from Cuba there is less pressure to sell, and as refiners so far have made no large purchases for that month, it is understood that they are willing to pay 2c., cost and freight, or equal to 3.34c., duty paid. This price would show a decline of 1-16c. from sales advised in our last, and we have reason to believe that large quantities changed hands on this basis since last we went to press. Present indications are that the market will hold steady unless Cuban planters should force sales in order to realize on sugars as fast as made. Since the Reciprocity Treaty was signed the situation has been very disappointing to them, as the market has declined almost to the full extent of the preference. To planters in other countries which do not receive similar preferential treatment the situation has of course been much worse. For the week ending January 13 receipts at United States Atlantic ports were heavy, namely, 48,639 tons, being more than double the average for the same week of the previous five years. Meltings were 28,000 tons, an increase of 8,000 tons for the week, and, at the same time, 3,000 tons less than for the corresponding week last year. Total stocks in all hands were 91,917 tons, or 29,076 tons less than same week last year. In Cuba there were, according to latest advices, 101 estates grinding, while weather is reported favorable for making crop. Combined stocks in United States and Cuba were last reported as 181,947 tons, as compared with 195,248 tons last year, a decrease of 136,025 tons. European markets are Europe and America at latest uneven dates were 3,621,947 tons, against 3,185,922 tons last year, being an increase of 136,015 tons. European markets are 1½d. lower for the week, latest quotations for 88 per cent. beet being 8s. per cwt., basis f.o.b. Hamburg, equal to parity of 3.96c. for 96 test centrifugals. The refined market has held steadily for the week with new business only light in view of the weaker tone to the raw situation, but with fair withdrawals on contracts. It is felt that prices will hold steady. Similar conditions prevail on the Canadian markets, and we quote prices unchanged as at foot. There is a disposition to hold off, but so long as New York remains unchanged there is hardly likely to be any alteration in prices here.

Paris lumps, in 50-lb. boxes	....	4 73
" in 100-lb. "	....	4 63
St. Lawrence granulated	....	4 08
Redpath's granulated	....	4 08
Acadia granulated	....	3 98
Berlin granulated	....	3 98
Standard granulated (Wallaceburg)	....	3 98
Crystal granulated (Wallaceburg), 1902	....	3 88
Imperial " (Dresden)	....	3 93
Granulated (Dresden), 1902	....	3 83
Phoenix	....	3 98
Bright coffee	....	3 83
Bright yellow	....	3 78
No. 3 yellow	....	3 73
No. 2 "	....	3 53
No. 1 "	....	3 43
No. 1 " (Wallaceburg)	....	3 43
No. 1 " (Berlin)	....	3 43

Granulated and yellow, 100-lb. bags, 5c. less than bbls.

COFFEES.

In spite of occasional breaks the New York coffee market continues strong and advancing. No. 7 Rio is quoted this week $8.35, cost and freight, New York, as against $8 a week ago. There is a respectable business doing locally and stocks are becoming light, so that jobbers must soon get into the market again. Deliveries at Rio and Santos are very light, confirming the judgment of the bulls. Locally there has been no quotable change, but prices are more firmly held. We quote :

	Per lb.	
Green Rios, No. 7	....	0 08¼
" " No. 6	....	0 08¾
" " No. 5	....	0 09
" " No. 4	....	0 09½
" " No. 3	0 10½	0 11½
Mocha	0 21	0 25
Java	0 22	0 35
Santos	0 12	0 14
Plantation Ceylon	0 26	0 35
Porto Rico	0 22	0 25
Guatemala	0 22	0 25
Jamaica	0 15	0 20
Maracaibo	0 16	0 23

SPICES.

The market is reported quiet this week with prices unchanged. Shipments of pepper for the first half of January

were limited. Cloves remain about the same. We quote:

	Per lb.			Per lb.	
Peppers, blk	0 18	0 19	Cloves, whole	0 25	0 35
" white	0 23	0 27	Cream of tartar	0 25	0 30
Ginger	0 18	0 25	Allspice	0 14	0 17

SYRUPS AND MOLASSES.

There is a very good demand for syrups, with prices, if anything, firmer. The molasses war in the Maritime Provinces does not affect this market. The quantity of molasses consumed here is not large, and that mostly New Orleans. Syrups are more favored for table use. We quote:

Syrups—		
Dark		
Medium	0 30	0 32
Bright	0 35	0 37
Corn syrup, bbl., per lb		0 02½
" ½ bbls., "		0 02⅝
" kegs "		0 03
" 3 gal. pails, each		1 30
" 2 gal. " "		0 90
" 2-lb. tins (in 2 doz. case) per case		1 90
" 5-lb. " (in 1 ") "		2 35
" 10-lb. " (in ½ ") "		2 25
" 20-lb. " (in ¼ ") "		2 10
Molasses—		
New Orleans, medium	0 23	0 30
" " ½ bbls	9 25	0 32
" open kettle	0 45	0 50
Barbadoes	0 47½	0 50
Porto Rico	0 38	0 42
Maple syrup—		
Imperial qts		0 27½
1-gal. cans	0 95	1 00
5-gal. cans, per gal		1 00
Barrels, per gal		0 75
5-gal. Imp. brand, per can		4 50
1-gal. " per case		5 10
½-gal. " "		5 60
Qts. " "		6 00

RICE AND TAPIOCA.

The demand for these lines is nominal at this season of the year. Japan rice is, as before mentioned, very scarce. Prices are about unchanged. We quote:

	Per lb.			Per lb.	
Rice, stand. B		0 03¾	Sago	0 03¼	0 04
Patna	0 05	0 05½	Tapioca	0 03	0 03¾
Japan	0 06	0 07	Carolina rice		0 10

TEAS.

There continues to be an active demand for most lines, especially noticeable since the beginning of the year. Probably the leaders are low-priced Indians and Ceylons. Stocks are comparatively light. London advices indicate a firm feeling in that market for all grades. We quote:

Congou—half-chests, Kaisow, Moning, Paking	0 12	0 60
caddies, Paking, Kaisow	0 19	0 50
Indian—Darjeelings	0 35	0 55
Assam Pekoes	0 20	0 40
Pekoe Souchongs	0 19	0 25
Ceylon—Broken Pekoes	0 36	0 42
Pekoes	0 27	0 30
Pekoe Souchong	0 17	0 35
China Greens—Gunpowder, cases, extra first	0 42	0 50
" half-chests, ordinary firsts	0 22	0 28
Young Hyson, cases, sifted, extra firsts	0 42	0 50
" cases, small leaf, firsts	0 35	0 40
" half-chests, ordinary firsts	0 28	0 38
" " seconds		0 23
" " thirds	0 16	0 18
" " common		0 15
Pingsueys—Young Hyson, ½-chests, firsts	0 28	0 32
" " seconds	0 18	0 19
" half-boxes, firsts	0 28	0 32
Japan—½ chests, finests May pickings	0 38	0 40
Choice	0 33	0 37
Finest	0 30	0 32
Fine	0 27	0 30
Good medium	0 25	0 28
Medium	0 21	0 23
Good common		0 20
Common		0 19

Foreign Dried Fruits.

Business in these lines is reported as ranging through dull sorting to fairly active by various houses on the street. Currants are firmer, but no change is quotable. Prunes are picking up and are showing a decided scarcity in small sizes. Shelled almonds are up another shilling on the primal markets, making an advance of 5s. since December. Reports from France indicate a substantial advance in shelled walnuts (chaberts). The crop is rapidly being exhausted. We quote:

CURRANTS.

	Per lb.			Per lb.	
Fine Filiatras	0 04½	up	Vostizzas	0 07	0 08
Patras	0 06	0 06½			

RAISINS.

	Per lb.	
Valencia, fine off-stalk	0 06½	0 07
" selected	0 07	0 09
" selected layers	0 08	0 09½
Sultana	0 06½	0 10
Californian seeded, 12-oz	0 08½	0 09
" 1-lb. boxes	0 10½	0 11
" unseeded, 2-crown		0 07½
" " 3-crown	0 08	0 08½
" " 4-crown	0 09	0 10

DATES.

	Per lb.			Per lb.	
Hallowees	0 04½	0 05	Fards	0 07½	0 09½
Sairs	0 04¼	0 04¾			

PRUNES.

	Per lb.			Per lb.	
100-110s	0 04	0 04½	60-70s	0 06½	0 07
90-100s	0 05	0 05¼	50-60s	0 07	0 07½
80-90s	0 05½	0 05½	40-50s	0 07½	0 08
70-80s	0 06	0 06½	30-40s	0 08¼	0 08½

CANDIED PEELS.

	Per lb.			Per lb.	
Lemon	0 10	0 12½	Citron	0 15	0 18
Orange	0 11	0 13			

FIGS.

	Per lb.			Per lb.	
Tapnets		0 03½	Elemes	0 09	0 20
Naturals	0 06½	0 09½			

APRICOTS.

	Per lb.	
Californian evaporated	0 10½	0 15

PEACHES.

	Per lb.	
Californian evaporated	0 08	0 12

Cured Fish.

There is beginning to be a better inquiry for cured fish, which may be expected to improve with the Lenten season. With higher prices and absence of several lines, the prospect is not altogether satisfactory; but, so far, trade has been about as last year. We quote:

Herring, No. 1, Labrador, in bbls	6 25	6 50
" " " ½-bbls	3 25	2 50
" split shore, ½-bbls	2 75	3 00
Large dried cod in quintals	6 00	6 50
Skinned cod, in 100-lb. cases	5 50	6 00
Cod steak, 1-lb. blocks		0 06½
Boneless fish, 1-lb. blocks		0 05½
" " 25-lb. boxes, per lb		0 04½
Scaled herring, per box	0 16	0 18

Country Produce

EGGS.

There has been no relief to the egg situation. The demand while necessarily not large on account of the small stocks and high prices, is steadily depleting stocks. The cold weather is affecting what small receipts of fresh laid are coming to hand. However, with February in sight a couple of weeks should mark an improvement, especially if, as a year ago, February receipts prove large. This is anticipated by some from the fact that the hens quit laying early in the Fall. A spell of mild weather in the early part of February would make a great improvement in the egg receipts. In the mean time prices keep hardening. We quote:

Eggs, strictly new laid, per doz	0 33	0 40
" selected, per doz	0 27	0 28
" cold storage per doz	0 25	0 26
" pickled, per doz	0 23	0 25

WHITE BEANS.

Beans are quiet with fair supply on the market. We quote:

Beans, mixed, per bush	1 20	1 30
" prime, "	1 25	1 35
" handpicked, per bush	1 50	1 60
" Lima, per lb		0 06

HONEY

The honey market is quiet this week. Last week's prices continue unchanged. Our quotations are:

Honey, extracted clover, per lb	0 07	0 08
" sections, per doz	1 50	2 25

DRIED APPLES.

There is practically no demand for dried apples as the German market is making no enquiries, and there is little local consumption. Evaporated are correspondingly dull. We quote:

Apples, dried, per lb		0 03
" evaporated	0 05½	0 06

POULTRY.

Poultry is flat. There is little movement and prices have eased off with the demand. Chickens are 1 cent lower and geese from 1-2 to 1 cent down as well. We quote:

Chickens, live per lb	0 07	0 08
Old hens " "		0 05
Ducks " "	0 08	0 09
Turkeys " "	0 11	0 12
Chickens, dressed, per lb	0 09	0 10
Old hens, " "	0 05	0 06
Turkeys, " "	0 13	0 14
Geese, " "	0 08½	0 09
Ducks " "	0 09	0 11

Fish.

A brisk trade is being done in fish this week. On account of the extreme cold which has frozen over Chesapeake Bay, the source of the oyster supply, oysters command a high price and are scarce. Stocks of sea herring are good quality. We quote:

Whitefish, frozen, per lb		0 09
Trout, frozen, per lb		0 09
Herrings, fresh, per lb		0 07
British-Columbian salmon, frozen, per lb		0 12
Halibut, frozen, per lb		0 12
Perch, per lb		0 06
Mackerel, frozen, per lb		0 10
Haddock, per lb		0 06
Cod, per lb		0 08
Tullibees, per lb		0 06
Gold eyes	0 04½	0 05
Fresh-water herring, frozen, per lb		0 04½
Sea herring, per 100	2 00	2 25
Finnan haddies, per lb		0 08
Bloaters, mild cured, per box		1 25
Oysters, standard, per small pail		4 60
" selects " "		5 25

Green Fruits.

Owing to the excessively cold weather the fruit market is quiet this week. Lemons are easy with a great deal of frost-bitten stock on the market. California oranges are more plentiful. Mexicans are firm and of better quality. Almeria grapes are nearly out of the market. The demand for bitter oranges is good at present, with prospects of a brisk trade. Jamaica oranges are on the market for the first time. Apples are quiet. Our quotations are:

Florida oranges, per box	3 00	3 50
Florida tangarines, in straps		7 00
" " in ½-straps		3 50
Japan " per bundle (2 boxes)	1 00	1 25
California navels, per box	3 00	3 50
Mexican oranges, "	2 25	2 40
Seville oranges, bitter, chests		5 75
Jamaica oranges, per bbl	3 50	4 00
Messina lemons, new, per box	2 25	2 75
Valencia oranges, 714 case		4 50
" 420 case		4 25
Bahama grape fruit, per box	5 25	5 50
Bahama grape fruit, per crate		5 00
California grape fruit, per box		3 30
Florida pineapples, per crate	4 75	5 50
Bananas, large bunches	1 75	2 50
" small bunches	1 00	1 25
Apples, per bbl	1 50	2 50
Almeria grapes, per keg	6 50	7 50
Florida tomatoes, per crate		5 50
Tomatoes, green house, per lb		0 25
Cranberries, Jersey, per bbl		8 00
" Budd's longkeepers		9 75
Limes, per case		1 25
Limes, in ½-straps		2 25

Vegetables.

There is a brisk demand for vegetables this week with many varieties hard to get on account of the severe weather. Marketers note a special demand for carrots, cabbage, beets and onions. Potatoes are firm. Green onions are on the market for the first time. California celery is scarce and the general demand for celery light. Our quotations are:

Cabbage, per doz	0 40	0 75
" red, per doz	0 40	0 75
Potatoes, per bag	0 90	1 00
Potatoes, per bag, car lots	0 75	0 80
Sweet potatoes, per bbl		5 00
Onions per basket		0 40
Onions white, per bag	1 60	1 65
Onions, red, per bag	1 40	1 50
Spanish onions, per crate		1 00
Spanish onions, large cases		2 50
Bunch lettuce, per doz. bunches	0 30	0 40
Radishes, per doz. bunches		0 50
Mushrooms, per lb.		0 75
Mint, per doz bunches		0 20
Parsley, " "		0 20
Sage, per doz		0 10
Savoury, per doz		0 10
Beets, per bush		0 50
Carrots, per bag	0 50	0 60
Parsnips, per bag	0 65	0 75
Artichokes, per bush		0 75
Vegetable marrows, per doz	0 40	0 75
Butter squash, per doz	0 75	1 25
Hubbard squash, per doz	0 75	1 50
Yellow turnips, per bag		0 35
White turnips, per bag		0 50
Oyster plants, per doz	0 20	0 30
Leeks, per doz		0 30
Celery, per doz	0 25	0 60
California celery, large case	4 25	5 00
" " small case		2 50
Rhubarb, per doz		1 50
" per bundle		0 15
Green onions, per doz		0 15

Seeds.

Very little seed is moving this week. Supply is scarce owing to heavy snowfalls blocking the roads throughout the country. Last week's prices continue unchanged. Our quotations are:

Red clover, per bush	5 50	6 00
Alsike "	4 75	5 75
Timothy, per "	1 15	1 50
" flail threshed		1 75

Grain, Flour and Breakfast Foods.

GRAIN.

All grains are firmer this week and strong. Manitoba wheat, No. 1 hard, is 1c. firmer; No. 1 and No. 2 Northern are each 1½c. firmer; red and white wheat have advanced 1c. respectively. Oats are ½c. firmer. Peas are 3c. firmer. Buckwheat has advanced 1c. We quote:

Manitoba wheat, No. 1 hard, per bush, Toronto	0 95½	0 96
" " Northern No. 1 " "	0 93½	0 94
Manitoba wheat, " No. 2 " "	0 90½	0 91
Red, per bushel, on track Toronto	0 84	0 84½
White " " "	0 84	0 84½
Barley " " "	0 44	0 48
Oats " " "	0 34	0 34½
Peas " " "	0 68	0 69
Buckwheat " " "		0 48
Rye, per bushel, " " "	0 56	0 57

FLOUR.

Flour is firm this week in sympathy with wheat. Demand is good. Last week's prices continue unchanged. Our quotations are:

Ontario patents, per bbl	3 95	4 15
Hungarian patents "	4 55	4 65
Manitoba bakers' "	4 25	4 35
Straight roller, "	3 60	3 70

BREAKFAST FOODS.

The market in breakfast foods continues brisk, with good demand. Prices are firm on account of the advance in grain. We quote:

Oatmeal, standard and granulated, carlots, on track, per bbl	4 70
Rolled oats, standard, carlots, per bbl., in bags	4 10
" " " " in wood	4 35
" " " " for broken lots	4 40
Rolled wheat, per 100-lb. bbl	2 50
Cornmeal	3 50
Split peas	4 75
Pot barley in bags	3 75
" in wood	4 00
Swiss food, per case	2 88
Aunt Sally's Pancake Flour, per case	2 00

Hides, Skins and Wool.

There is little doing in the market this week. Prices continue at last week's quotations. We quote:

HIDES.

No. 1 green, per lb	0 07½
" 2 " "	0 06½
" 1 " steers, per lb	0 08
" 2 " " "	0 07
Cured, per lb	0 08¼

CALFSKINS.

Veal skins, No. 1, 6 to 12 lb. inclusive	0 09
" " " 2 " "	0 07
" " " 1 15 to 20 lb "	0 08
" " " 2 " "	0 06
Deacons (dairies), each	0 60 0 70
Lamb and sheep skins	0 90

WOOL.

Unwashed wool, per lb	0 09	0 10
Fleece wool, "	0 16	0 17½
Pulled wools, super, per lb	0 17	0 19
" " extra "	0 20	0 21
Tallow, per lb	0 04½	0 04¾

QUEBEC MARKETS.

Montreal, Jan. 21, 1904

Groceries.

BUSINESS is showing a good improvement, trade during the past week being on the whole very much better than similar period last year. Travellers' orders are coming in well and of good size. Sugars are quiet and little doing. No changes to report in prices. Foreign beet markets are weak and dull. The situation of the tea market is better and a renewal of enquiries prevails. The Eastern war scare has upset New York markets, and business there, and it is reported also, in the West, has been stimulated considerably. Enquiries from New York for large lots of Japans being received. Formosa Oolongs have also been sold a little more freely for Chicago buyers. An active market prevails for China greens—stocks are low and holders none too ready to sell. Molasses trade is quiet and nothing particularly interesting to note. Corn syrups are growing in favor and consumption is reported as increasing. Canned goods are quiet. Tomatoes reported getting scarcer and not unlikely to advance. Patna rice orders have been fairly largely booked, the withdrawal of Japans by the Mount Royal M. & M. Co., Limited, has been followed by a reduction in part of that company of Patnas. Tapioca is quiet. Coffees and spices are reported very strong both locally and New York and higher prices are confidently looked forward to by holders. Cloves are looked to as likely to go into the thirties before new crop can be marketed. Fish trade is looking up, fresh frozen being in especially good favor and demand. Green fruits are very quiet and little doing on account of the cold weather. In dried fruits shelled almonds and walnuts show strong front, and advancing tendency. Vegetables unchanged and little trade the extremely cold weather hindering safe arrival and deliveries.

The situation in the egg market remains unchanged expect that each week the small stocks on hand being rapidly reduced. There are no new laid eggs offering this week. The bean market is now very quiet and prices are steady at figures quoted. In sympathy with the strong tone of the foreign markets local quotations on hops are now very firm and further advances seem not unlikely. The firmer feeling in evaporated apples noted in our last issue has continued this week but there have been no further advances. The rumors of war in the East have continued to strengthen the wheat market and in consequence the local quotations on flour have been advanced 15c. this week In feed, there is nothing of interest to note except a firmer feeling in bran and a better demand for shorts. The advance in rolled oats predicted in these columns some weeks ago has materialized at last and our readers will notice a sharp advance in prices quoted below. Most readers of "The Canadian Grocer" have stocked up during the last few weeks and not much activity in the jobbing trade can be expected until the present stocks pass into the consumers' hands.

SUGAR.

Business during the past week has been very quiet, and but little trading is done. London beet sugar market is dull and unchanged. New York also reported quiet. From the general reports obtainable an easy
to be the rule. All sugars advanced 5c. per 100 lbs. on the 14th inst., affecting, however, only Manitoba and the Northwest Territories. We quote:

Granulated, bags and bbls	$4 00
" ½-bbls	4 15
" bags	3 95
Paris lump, boxes and bbls	4 55
" " ½-boxes and ½-bbls	4 65
Extra ground, bbls	4 40
" " 50-lb. boxes	4 60
" " 25-lb. boxes	4 70
Powdered, bbls	4 20
" 50-lb. boxes	4 40
Domino lumps, boxes and bbls	4 45
" " ½-boxes and ½-bbls	4 55
Phoenix	3 90
Cream	3 75
Bright coffee	3 75
" yellow	3 75
No. 3 yellow	3 65
No. 2 "	3 45
No. 1 " bags and bbls	3 30 3 35
Raw Trinidad	3 10
Trinidad crystals	3 15 3 20

SYRUPS AND MOLASSES.

As regards the position of molasses this week the prices and quantities agreed upon by the jobbing trade last week seem to be generally in vogue. Trade, however, is very quiet during the week. The demand for syrups seems to be growing, some of the jobbers reporting quite an appreciable difference in their sales as compared with previous years. There is no doubt that the careful manner and saleable sized packages in which the manufacturers are putting up corn syrups for the trade, has been one of the leading factors in this extra demand. We quote:

Barbadoes, in puncheons, old		0 37
" new		0 40
" in barrels	0 41	0 42
" in half-barrels	0 43½	0 45½
New Orleans	0 22	0 35
Antigua		0 37
Porto Rico	0 45	0 48

Special Announcement!

McGREGOR'S MARMALADE

"ABSOLUTELY PURE."

A staple article in all first-class grocery stores will in future be made by McGregor-Harris Co., Ltd., under the personal supervision of Mr. McGregor, the originator. For sale by all leading wholesale grocers and fruit merchants.

PRICES—Doolittle Quarts, $3.25; pound jars, $1.50; tumblers, $1.00 per doz. F.O.B. Toronto; Quaker Marmalade, $1.70 per doz.

McGregor - Harris Co., Limited

33 Pearl St., TORONTO.

TOBLER'S SWISS MILK CHOCOLATE

is delicious. Try it.

BROWNE & WELLS, Limited, TORONTO

CANADIAN AGENTS.

FISH AND OYSTERS

WHOLESALE.

The F. T. JAMES CO., Limited

76 Colborne Street, TORONTO.

Butter Eggs

Poultry Game

CORRESPONDENCE SOLICITED.

The Wm. Ryan Co., Limited.

70 and 72 Front St. E., Toronto.

BUTTER and EGGS

—WE ARE—

BUYERS and SELLERS

Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

Rutherford, Marshall & Co.

Wholesale Produce Merchants,

TORONTO.

Corn syrups, bbls.	0 02¾
" ½-bbls.	0 02¾ 0 03
" ¼-bbls.	0 03
" 38½-lb. pails.	1 30
" 25-lb. pails.	0 90
Bbls., per 100 lb.	2 75
½-bbls. "	2 75
Kegs "	3 00
Cases, 2-lb. tins, 2 doz. per case	1 90
" 5-lb. " 1 doz. "	2 35
" 10-lb. " ½ doz. "	2 25
" 20-lb. " ¼ doz. "	2 10

TEAS.

Quite an active market has prevailed within the past few days in China greens, Ping Suey Young Hysons and Ping Suey Gunpowders, also teas for price in Moyunes. Stocks are somewhat low and holders are not particularly anxious to sell at this time, as it will be about eight months before similar teas can arrive. Ceylon and India blacks are still freely enquired for, particularly in low prices, and stocks are exceptionally small. The Japan market has been somewhat dull through the holidays, but owing to the Eastern agitation it is expected that an active market will prevail, particularly as New York buyers have been making enquiries for large invoices on this market, and in other parts of Canada. While Formosa Oolongs at any time command but little attention and sales are limited, there has lately been one or two invoices sold in Canada, which it is understood have met with ready sale in Chicago. We quote:

Good to medium Japans	0 17½ 0 20
Fine to choice Japans	0 23 0 26
Ceylon greens	0 14½ 0 18
Indian greens	0 16 0 19
Japan style China congoes	0 08 0 10
Pealeaf Gunpowder	0 21½ 0 23
Common "	0 12½ 0 15
Ceylon blacks	0 14 0 18
Indian "	0 11½ 0 20

COFFEE.

There is nothing special this week to report except the continued strong feeling and the upward tendency in all grades of coffee, particularly in the lower and medium. Indications point still to somewhat higher prices. We quote:

Good cucutas	0 10 0 10½
Choice "	0 11½ 0 12½
Jamaica coffee	0 09 0 11
Java	0 17½ 0 22

SPICES.

The firm tone that has prevailed lately in all grades with the exception of ginger, is maintained. Cloves particularly are looked to as bound to show very much higher prices. The statistical position of cloves is very strong. The entire crop of Singapore last season being 25,000 as against 110,000 the previous year. Bombay is buying all available supplies for use by the Parsees in their funeral rites. It is even intimated by one of the large New York brokers that a limit of 30 to 35c. may be reached before new crop is available. This may be rather a pessimistic view but the statistical position being so strong in every quarter would indicate that an advance may be looked for. We quote:

Nutmegs, per lb., as to size	0 40 0 60
Penang mace, per lb., as to quality	0 70 1 00
Pimento, ground	0 18 0 20
Cloves	0 20 0 25
Pepper, ground, black (according to grade)	0 18 0 24
" " white	0 27 0 29
Ginger, whole Cochin	0 17 0 19
" " Japan	0 13 0 14
" " Jamaica	0 12 0 18
" " African	0 12 0 13
Ginger, ground Japan	0 15
" " Cochin	0 19 0 20
" " Jamaica	0 18 0 20
" " African	0 13 0 14
Cassin	0 0 16

RICE AND TAPIOCA

The withdrawal of Japan rice by the Mount Royal Milling and Manufacturing Co. on the 2nd inst., has somewhat stimulated a demand for Patna rices and some very large orders have been booked by brokers. There is no change to report in prices, but with figures somewhat under last year's quotations the indications are that an advance is altogether likely. As regards tapioca the position is unchanged and a fair demand amount of business only is turning over. We quote:

B rice, in bags	3 40
" ½-bags	3 40
" ¼-bags	3 50
" pockets	3 50
In 10-lb bag lots an allowance of 10c. is made.	
CC rice, in bags	3 30
" ½-bags	3 30
" ¼-bags	3 40
" pockets	3 40
Imported Patna rice, in bags	4 62½
" " in ½-bags	4 75
" " in ¼-bags	4 87½
In the open territory prices are about 10c. less	

"MOUNT ROYAL" FANCY RICES.

Mandarin Patna	4 25
Imp. Glace Patna	4 25
Polished Patna	3 62½
Indian Bright	3 60
Java Caroline	3 50
Lustre	3 75
Tapioca, medium pearl	0 02½ 0 03
" sced pearl	0 03 0 03½
" flake	0 00
Imported Italian	0 09
Fancy Head Carolina	0 10

NUTS

There is not much trading done in these goods, though the strong position of shelled almonds and walnuts has caused enquiry. Peanuts maintain the advance quoted last week. Filberts show a somewhat easier tone. We quote:

Grenoble walnuts	0 11
Marbots	09
Tarragona almonds	0 11
Filberts	0 07½ 0 07½
Brazils	0 12½
Pecans	0 10 0 12½
Peanuts	0 06½ 0 10

CANNED GOODS.

The canned goods situation is practically unchanged since last report. Enquiries for corn still prevail and price of same is generally quoted at $1.10 by the jobbing trade. Tomatoes also, it is reported are getting interesting, more enquiries coming in for these goods, and it is not unlikely that an advance will eventuate in the near future. In other lines of canned goods prices are unchanged. We quote:

Tomatoes	1 05
Corn	1 05 1 10
Peas	0 87½ 1 40
String beans	0 82½ 0 85
Strawberries, preserved	1 40 1 60
Succotash	1 00
Blueberries	1 10
Raspberries	1 40
Lawtenberries, 2s	1 50
Raspberries, black	1 35
Gooseberries	1 55
Pears, 2s	1 45 1 60
" 3s	2 10
Peaches, 2s	1 55 1 67½
" 3s	2 40 2 60
Plums, Lombard 2s	1 30
" Green Gage, 2s	1 40
Cherries, red pitted, 2s	2 20
Baked beans, 3s	0 90
3-lb. apples	0 90
Gallon apples	2 20
2-lb sliced pineapples	2 00 2 10
Grated pineapples	2 40
Singapore whole pineapples	2 40
Pumpkins, per doz	0 95
Spinach	1 00
Sugar beets	0 90 1 40

Salmon, pink	0 90	1 00
" spring	....	1 40
" Rivers Inlet red sockeye	....	1 50
" Fraser River red sockeye	1 50	1 70
Lobsters, talls	....	3 45
" 1-lb. flats	....	4 00
" ½-lb. flats	....	2 25
Canadian Sardines, ¼s	3 65	4 00

Green Fruits.

Trade is very quiet In fact the fruit jobbers state that it is quieter than it has been for many years past. They can only attribute this to the extreme cold weather which seems to have put a damper on everything. It is noted that California oranges are reduced 25 to 50c. and Florida oranges 25 to 40c. We quote:

Cranberries	8 00	9 00
Cocoanuts, per bag of 100	....	4 00
Canadian apples, in bbls	2 00	3 25
Pineapples, 24 to case	....	5 00
" 30 to case	....	4 50
Bananas	2 25	2 50
Jamaica oranges, in bbls	3 50	4 00
" boxes	....	2 75
Valencias oranges 714's	....	4 50
" " 420's	....	4 00
Sweet potatoes, per bbl	3 75	4 00
Spanish onions, cases	....	2 25
New Messina lemons 300's	....	3 00
" " " 360's	....	2 50
Florida oranges, per box	....	4 50
California navels	3 25	3 50
Florida tomatoes, per crate	....	4 50
California celery	....	5 50

Fish.

The condition of the market is improving. A good steady demand is looked for from now on until Lent. Stocks generally are going forward in fairly good quantities and good condition There is a scarcity in some grades. Frozen fish this year, all kinds, are exceptionally fine, stock being of the Winter caught variety. There is also a fair demand for dried and cured fish. The demand for salmon has fallen off a little. Green cod is picking up somewhat and better business is looked for from now out. Smoked haddies are in good demand and sales good. In oysters the demand is fairly good for bulk stock with shelled oysters quiet. We quote:

Frozen herring, large, per 100 fish	....	1 80
Large Halifax sea herring	1 60	1 70
Bloaters, Yarmouth	....	1 00
Haddies	....	0 06
Smoked herring, per box	....	0 15½
Fresh haddock, per lb	0 03½	0 04
Dore, per lb., frozen	0 06½	0 07
Pike, " round	0 04	0 04½
Halibut, frozen, per lb	0 08½	0 09
Gaspe salmon, frozen, per lb	....	0 14
Frozen B.C. salmon, per lb	0 08½	0 09
Smelts	....	0 07
Steak cod	....	0 04½
Fresh cod, market	0 03½	0 03½
No. 1 Herring, Labrador, per bbl	5 50	5 75
" " half bbl	2 75	3 00
No. 1 Holland herring, per half bbl	....	6 50
No. 1 Scotch herring, " "	....	6 50
" per keg	....	0 95
Holland herring, per keg	0 65	0 75
No. 1 green codfish, new, per 200 lb	....	6 50
No. 2 green cod, bbls. 200	....	5 00
No. 1 green haddock, bbls. 200	....	5 50
No. 1 large green codfish, new, per 200 lb	....	6 50
Green pollock, bbls. 200	....	4 00
Salt eels, bbls. 200 lb	....	0 6½
Mackerel, per lb	....	0 12
Boneless cod, 1 and 2-lb. blocks, per lb	....	0 06
" fish, " " "	....	0 05
" " loose, in 25 lb. boxes	....	0 04½
Boneless fish, in crates, 12 5-lb. boxes	....	0 05
Skinless cod, cases 100 lb	....	4 75
Dried codfish, new, per 100-lb. bundles	....	5 00
B. C. salmon, per bbl	....	13 50
B. C. Salmon, ½-bbl	....	7 25
Marshall's kippered herring, per doz	....	1 40
Canadian kippered, per doz	....	0 90
Canadian ¼ sardines, per 100	3 75	4 00
Canned cove oysters, No. 1 size, per doz	....	1 30
Canned cove oysters, No. 2 size, per doz	....	2 25
Shell oysters, No. 1 Malpecques	6 00	8 00
" " " common	3 00	4 00
Standard bulk oysters, per gal	....	1 40
Selects	....	1 60
Winter cod, dore, frozen	0 06½	0 07
Qualla salmon, frozen, cases	0 07	0 07½
Choice round trout	0 06½	0 07

Vegetables.

The continued cold weather has had the effect of retarding active business. Several carloads of potatoes were sold on track from 63 to 65c. The demand for other lines of vegetables is only fair. We quote:

Cabbage, per doz	0 30	0 45
" red, per doz	....	0 45
Cucumbers, per doz	....	0 18
Onions, per basket	0 50	0 70
Cauliflower, per dozen	1 00	1 50
Carrots, per basket	0 40	0 50
Parsnips, per bunch	....	0 15
Green corn, per dozen	0 10	0 15
Lettuce, per dozen	0 25	0 35
Celery	0 25	0 35
Parsley, per doz	....	0 10
Radishes, per doz	0 15	0 25
Pumpkins, per doz	0 60	1 35
Potatoe Chili	0 60	0 62
" Early Rose	0 62	0 63
" Beauty of Hebron	....	0 63

Country Produce.

EGGS.

The market continues very firm. There are no new laid eggs offering and supplies of selects and pickled are being rapidly reduced. American buyers have been trying to make some purchases on the Montreal market, but they have found that there are scarcely any eggs to be had here at any price. We quote: Selects, 28c.; pickled eggs, 24c.

BEANS.

There is nothing new to note this week. The market continues very quiet and prices are steady at figures quoted for several weeks back. We quote:

No. 1 hand-picked, carlots	....	1 75
Choice prime, per bushel	1 55	1 60
" carlots	1 45	1 50
Ordinary (off grade), per bush	1 35	1 40

HOPS.

Conditions reported in our last issue still obtain. In sympathy with the upward tendency on foreign markets, local prices are firm and the tendency is towards an advance. The price of choice Eastern Townships and Prince Edward County hops is 32 to 33c.; ordinary hops of fair to good quality are quoted at 27 to 30c.

HONEY.

The market for honey seems dead this week. On what little business has been passing since the first of the year, prices have been well maintained. We quote:

Strained, white	0 09	0 10
Clover and basswood	....	0 08½
Buckwheat	0 07	0 08
Comb honey	0 13	0 13½

MAPLE PRODUCTS.

This is always the dead season of the year for maple products preceding the activity of the Spring months. On what little business has been passing during the last month prices quoted below have been well maintained. We quote:

Maple syrup, in wood, per lb	0 05½	0 06
Maple syrup, in large tins	0 70	0 75
Pure sugar, per lb	0 07	0 07½
Pure Beauce sugar, per lb	0 08	0 09

EVAPORATED APPLES.

The firmer feeling noted in our last issue has continued this week. The largest shippers have exhausted their stock and as the export demand continues brisk prices are firm. We again quote as follows:

New, in carlots	0 06	0 06½
New, in jobbing lots	0 06½	0 06½

Flour and Feed.

FLOUR.

Since our last report there has been an advance of fully 15 cents in sympathy with the increasing strength of the wheat market. The market continues very firm at the advance and further increases are considered likely. Owing to the strength displayed on the American grain markets and the sharp advance in the Winnipeg wheat market the undertone is very strong. A few millers are said to be asking as high as $4.50 per barrel, track, here for Winter wheat patents. The export demand continues good. We quote:

Manitoba spring wheat patents	4 75	4 90
" strong bakers	4 45	4 60
Winter wheat patents	4 25	4 35
Straight rollers	4 00	4 10
Extra	3 35	3 50
Straight rollers, bags	1 85	1 90
Extra, in bags	1 50	1 60

FEED.

The demand for general lines of feed is fair and as offerings are somewhat smaller there is a better feeling in the market. Bran is very firm this week, a slight advance in the Manitoba make having occurred since our last report. The demand for shorts shows some improvement. We quote as follows:

Ontario bran, in bulk	16 50	17 00
" shorts	18 50	19 00
Manitoba bran, in bags	....	17 00
" shorts	18 50	19 00
Mouillie	23 00	28 00

ROLLED OATS.

The advance in rolled oats predicted in these columns for some weeks past has been made. It is said that for some time the manufacturers have been making little or no profit on their output because prices were too low. If that be the case, they have aparently decided to remedy matters. Very little business is passing at present as most dealers are well stocked anticipating an advance. Not much activity in the jobbing trade can be expected until the present stocks go into consumption. We quote the following increased prices:

Rolled oats, in bbls	4 55	4 60
" " in bags	2 15	2 20

BARLEY.

There is nothing of special interest to note this week. Prices are unchanged and orders are now easily filled out of stocks on hand. We quote:

Pot barley	....	1 85
Pearl "	....	2 85

Baled Hay.

There has been a little more activity since our last report, a few good sales for export having been made. Prices remain as follows:

No. 1 timothy	9 50	10 00
No. 2 timothy, choice	....	8 50
No. 2 timothy, ordinary	8 00	8 25
Clover, and clover mixed	7 00	7 50

FOR SALE.

TWENTY YEARS ESTABLISHED—Central grocery stand, with fixtures and furniture. Exceptional opportunity for right man in our rapidly growing city. W. D. Galbraith, Hamilton. (5

Ashes.

As there are no pearls on the market quotation for same are merely nominal. The market continues firm at unchanged prices. We quote.

First pots, per cwt	6 00	6 10
Seconds	5 65	5 70
Pearls, per 100 lb	7 00	7 25

Hides.

Trade has been quiet this week with a falling off in receipts from country points. Prices are unchanged and we again quote:

No. 1 beef hides	0 08	0 08½
No. 2 "	0 07	0 07½
No. 3 "	0 06	0 06½
Lambskins		0 75
No. 1 calfskins		0 10
No. 2 "		0 08

NEW BRUNSWICK MARKETS.

Office of The Canadian Grocer,
St. John, N.B., Jan. 18, 1904.

BUSINESS is rather quiet here. There is no doubt this is the most quiet month in the year as far as the wholesale grocer is concerned. There have, however, been two months of more than usual interest during the past two weeks. One centred in St. John but its influence is felt throughout the molasses market of Canada. This has been a subject of such interest that it has formed a leading subject of conversation not only among the grocery trade but among business men in general. While it is perhaps early to speak of the success of this movement made by one of our largest molasses importers, it is a long time since there was so dramatic an incident in trade here. The molasses situation is entirely changed from that of a few weeks ago. Then it was a firm market with stocks, which while quite ample, still were chiefly in the hands of one house. It remains to be seen, and the result will be watched with more than ordinary interest, if the depression, caused by the action of our largest local importer in bringing here a cargo of Porto Rico, at this the earliest date a direct cargo has ever been landed and by cutting present prices four to six cents, can be sustained. The other matter of great interest is the advance in oatmeal of upward of 75 cents per barrel, for which very striking advance no sufficient reason can be seen. Another unusual feature of the market is the strong position of cream of tartar. In rice rather lower prices are quoted.

Oil—The high price of burning oil is firmly held, but with the advancing season the interest in this line lessens. Lubricatings have more attention, competition is keen, but prices are quite firm. In this line it is chiefly a matter of quality. The low price of linseeds is a feature. Turpentine is very firmly held. Fish oils are scarce and high.

Salt—There is nothing new. Receipts of Liverpool coarse salt have not been as large during the past few weeks as earlier in the Winter. There is a fair stock now held. Prices are firm. In fine salt market is quiet.

Canned Goods—There is nothing particularly new. Tomatoes are the line having attention. Demand just now is quiet. Stocks are not large and higher prices may be expected. Corn is very firm. Perhaps there is nothing of more general interest to the grocery trade than the canned goods question, particularly as relating to the Canners' Association. The buyers outside the association last season represented the larger quantity of this line handled here. Now while some of the outsiders find themselves short in certain lines, those who bought from the association are far from satisfied. There is no doubt this will be a subject of general discussion at the Dominion Guild meeting in Montreal. Canned meats, which are now quoted are having attention. This is a line which would be much affected in case of war.

Green Fruit—Sales are dull. The stock of lemons held here has been light. There are large lots to arrive, prices quite low. While Valencia oranges are freely offered, Jamaicas are preferred. Cranberries are high. In apples demand is somewhat quiet. Fair stocks are held. Prices are quite firm

Dried Fruits—Market is dull and prices easy, seeded raisins are quite full stock and there is a wide range in quality in the California fruit offered. Malaga seeded while sound look badly and are offered quite low. Valencias are a larger stock than was expected. In loose Muscatels a fair stock is held, and the situation uncertain. California market is weak. Dates are low. Evaporated apples find but a fair sale. In nuts the sharp advance in peanuts is a feaure.

Sugar—Market is unchanged. Prices are low. There is but an average sale.

Molasses—This is the feature of interest. Prices are lower. The competition between the American or Porto Rico company represented here and our largest importer grows in interest. Our trade with one of two exceptions had largely given up the field to the outsider. One importer however, from the start, had been bitterly opposed to their method of business here. It looked at one time as if the local house was in a hard place and might have to come to terms or do without molasses, when the situation was entirely changed by their receiving a direct cargo of Porto Rico and cutting present prices. The question is what will become of the quite large stock held by the other party?

Fish—There have been fair receipts of fresh fish. Herring, however, seem in lighter supply. In dry cod the market continues firm. Pollock are dull. Smoked herring are high and scarce. Pickled, while quite high, seem in ample stock.

Flour, Feed and Beans—In flour the market is very firm. Already Manitobas show an advance. Oats are higher, and oatmeal shows a big jump, something unusual. It is said there is a combine among the millers, though all do not seem to quote the same price. Beans are quite firm. Cornmeal is unchanged. Barley and peas are in rather light supply. The barrel question seems to affect all lines.

A RED ROSE VISITOR.

A VISITOR to the offices of "The Canadian Grocer" during the past week was Mr. Stephen Hustwitt, Winnipeg and Western agent of T. H. Estabrooks ("Red Rose" teas), St. John, N.B.

Mr. Hustwitt was on his way back from St. John, where he had spent a week at the opening of the new tea warehouse and offices of his firm. The description of the warehouse and the country in which Mr. Estabrooks has planned the entire establishment was very interesting and he was most enthusiastic on the subject.

Mr. Hustwitt, who is one of the best judges of teas in the country, has, since taking up business in Manitoba and the Northwest met with very good success. He speaks most encouragingly of the future in his section. In fact the volume of trade has increased to such an extent that it is found necessary to place an assistant in his territory, and Mr. H. R. Arnold now looks after a large portion of Manitoba. It may be stated that Red Rose package teas were not known in the Northwest until introduced there by Mr. Hustwitt.

To many reads of "The Grocer" Mr. Hustwitt's name is no doubt familiar, as he has been a contributor on the subject of teas for some years, and his long experience and knowledge of teas has placed his opinions on a creditable basis.

Mr. Hustwitt's firm carries a heavy stock of teas in Winnipeg, both bulk and package. His territory extends from Winnipeg to Cranbrook, B.C. Mr. Arnold, his assistant, covers from Port Arthur to Winnipeg, the Canadian Northern, Southern Manitoba, and New Ontario.

An interesting thing stated by Mr. Hustwitt was the fact that his people are extending their business into Minnesota. It is the opinion of Mr. Hustwitt that the extension of the railroads under way will increase business very materially. He looks upon the city of Winnipeg as a wonderful city, and is quite enthusiastic over the Chicago of the West.

SOLD OUT.

Thos. Johnston, of Malakoff, Ont., has sold his grocery business at that place to Angus Johnston, who will take possession in February. Mr. Angus Johnston is assistant postmaster at that town.

MR. J. H. MAIDEN.

MR. J. H. MAIDEN whose portrait is presented this week to readers of "The Canadian Grocer," has been connected with the grocery and provision trade of Montreal for the last eight or nine years. Some two years ago he opened up a manufacturers' agency and commission business at 131 Youville square, Montreal, where he has offices and warehouses occupying three flats. Besides the domestic and foreign agencies under his control he is also the proprietor of the Eagle Manufacturing Co., whose baking powders, borax, starches, etc., are establishing a good hold on the trade.

Among the firms represented by Mr. Maiden may be noted the following:

J. H. Maiden, Montreal.

The Ralston Purina Co.'s food products, St. Louis, Mo.; Canadian Packing Co.'s canned meats, lard, etc., London, Ont.; R. Lehmann & Co.'s "Zoeco" condensed milk, cocoa, coffee and chocolate, London, Eng.; Goodday, Mfg. Co., powdered ammonias, Toronto; also the Eagle Mfg. Co.'s "Eagle" brand borax, baking powders, and "San Toy" starch.

Mr. Maiden, who has a good and growing connection with the retail and jobbing trade of Montreal and district, is energetic and enterprising, and in a position to take hold of a few more lines of grocers' specialties. His ideas of business are modern, and, as he is a young man in the prime of life, he is able to give close and careful attention to any business entrusted to him.

MADE IN CANADA FAIR.

The King's Daughters of Victoria, B.C., an organization which includes many ladies of prominence in the Pacific coast city, proposes to hold a "Made in Canada" Fair immediately after Easter. Mrs. A. T. Watt, Victoria, B.C., is the secretary of the fair committee, the other members of which are leaders of circles in Victoria, and Mesdames Shaw (Convener), Croft, Hasell, McMicking, Munn, Morley, O. M. Jones, Hanington, Kent, Burton, Tilton, Rocke, Robertson, Templeman, H. Beaven, Fisher (Metchosin), Maitland-Dougall (Cowichan), the Misses Leitch, Pitts, Newcombe.

Manufacturers who wish to exhibit are requested to communicate with the secretary.

NOVA SCOTIA MARKETS.

Halifax, Jan. 18, 1904.

BUSINESS is generally quiet. Collections have been fairly good, in fact several houses report them better than during January of last year. Where accounts have not been paid in full partial payments have been made in most cases. The outlook for Spring trade is good. The only important market changes are in flour and pork. Local jobbing prices of Ontario flours have been advanced 20 cents and some Manitobas are also higher. American mess pork has advanced one dollar and a half per barrel, but there is not much local demand at present. Domestic packers have reduced their prices for hogs on account of the poor quality of the offerings. The Sussex Packing Company has been closed down for a week owing to damage done its power house during a recent gale.

* * *

The annual meeting of the Halifax Retail Merchants' Association held last week was well attended. A committee was appointed to confer with the various trade and labor societies in an endeavor to impress upon their members the advisability of making their purchases before 6.30 o'clock on the early closing nights—Tuesday, Wednesday and Thursday.

The election of officers resulted as follows:

President—Frank Calwell.
Vice-President—Isaiah Mo her.
Secretary—H. Maxwell.
Treasurer—W. E. Crowe.
Executive Committee—Alderman Cawsey, A. Downie, E. A. Wood, Mr. Wilson and the secretary and treasurer.

* * *

The feature of the week has been the presence of the Transportation Commission whose sessions in the City Hall was attended by a large number of business men many of whom took part in presenting the claims of the port. On Friday through the courtesy of Mr. Geo. S. Campbell a small steamer was placed at the service of the members of the commission, who spent several hours steaming up and down the harbor examining both the Halifax and Dartmouth waterfronts. The commissioners were impressed with what they saw and expressed

PURE GOLD TALK.

No. 1.

It happens once in a while that a grocer gets disgusted with the coffee he is selling. He has paid the top price, and dealt with good houses, but try as he may he seems to always miss it.

It is a good day for that grocer—and for us—when he discovers that the Pure Gold Company is able to restore his faith in himself and his customers' faith in him.

The Pure Gold Company hasn't any more money than a host of competitors, and so it isn't money that makes the difference. It is rather Pure Gold experience and Pure Gold carefulness. Certainly the Pure Gold Company yields to none in the matter of knowledge of what the Canadian trade wants. And when it comes to care in blending and roasting, the Pure Gold Company stands in a class by itself.

Its coffees are hand-picked. That is "quakers," dirt, nails and imperfections of every sort are removed by hand.

The reward is in the result obtained.

GRADES AS FOLLOWS:
A/32c., B/30c., C/28c., D/25c., E/23c., F/20c., G/18c.

It depends upon the grocer what grades to buy.

THE
Pure Gold Mfg. Co.
LIMITED
Toronto.

the opinion that Halifax was destined to become the "front door" of Canada and an important Winter port. It is believed the report of the commission will contain recommendations which will lead to an expansion of the shipping business at this point.

* * *

Application is being made to the Provincial Parliament now in session for an act to incorporate a company to build and operate an hotel on the old drill shed site on Spring Garden road. The capital of the company will be $250,000.

* * *

For a year or more efforts have been carried on for the repeal of the Scott Act in Cape Breton. After a good deal of labor the requisite number of names were secured to a petition for the repeal of the Act. This petition was forwarded to Ottawa, but the authorities decided that too many of the signatures were in the same handwriting to be regarded as valid and the petition was therefore thrown out. The Scott Act has been in force in Cape Breton for 22 years. In the whole of Nova Scotia licenses to sell intoxicating liquor are granted only in two counties, viz., Halifax and Richmond. The list of applicants for license in the city of Halifax for the ensuing year has been posted. The usual parties have applied for shop or grocery licenses.

* * *

R. J. Matheson, whose flour mill at Dartmouth was destroyed by fire ten days ago has decided to rebuild.

Fire broke out in the coal mine at the Joggins last week and became so serious that it was found necessary to flood the mine. This will necessitate the cessation of mining at the property for six months or more. The mine is a valuable one and a flourishing town has grown up around it which is chiefly dependent upon the industry for its existence.

Work is suspended at the Chignecto mine on account of a strike of the colliers there.

Mr. Comie, the Scotch herring expert brought out by the Government, has decided to locate his experimental station at Canso and has gone to Scotland for a steamer, nets and men to carry on the work. He expects to bring enough fishermen and curers to instruct our local fishermen in the work after the approved Scotch fashion. The Western States and Canadian Northwest now import 200,000 barrels of herring from Europe annually and it is this trade that it is expected to supply from Nova Scotia.

MANITOBA MARKETS.

Winnipeg, Jan. 16, 1904.

THE close of the week finds trade moving briskly especially in grocery and produce lines, this due in a considerable measure to the demand from lumber and logging camps. Prices of staple groceries show very few changes for the week.

Sugars—There has been an advance on all lines during the week, making the present prices for granulated $4.65 to $4.70, and $4.05 for bright yellows.

Coffee—Market is very firm and the price has again advanced making the present quotation for No. 5 Rio, 9 1-2 to 10c.

All other lines of groceries are without change from last week's quotations.

Flour—There has been a good deal of rumor in the flour circles this week as to heavy purchases by Mr. Tamura, of Japan. A careful investigation goes to show that Mr. Tamura made some purchases of flour, nothing extraordinary, however, and he did not purchase two shiploads of wheat as was currently reported. Mr. Tamura stated that in case of war a small quantity of flour would no doubt be taken by the navy, but their principal diet was rice, and fish, with small quantities of low grade flour, bread about three times a week. The real demand for flour in Japan comes from districts where their wheat crop is short and the high prices of rice are inducing them to sell rice and buy low grade flour. The trade in Canadian flour for Japan has been well developed by the exhibits of the Canadian Goverument at the Osaka exhibition and export trade is steady and increasing but there is nothing phenomenal in it as the present time nor is ther likely to be, even in case of war. Locally trade is very good and prices are fully sustained at the advance of last week, being $2.45 for the 98-lb. sack of No. 1 patent.

Cured Meats—The demand is very good as usually the case when lumber and wood camps are in full blast. Prices continue easy, especially in comparison with last few months; hams, 13 3-4c.; shoulders, 8 1-2c.; breakfast bacon, bellies, 12 3-4c.; backs, 11 3-4c.; spiced rolls, long, 11 1-4c.; short, 10 3-4c.; long clear, 9c.; dry salt backs, 10 1-2c.

Lard—In tierces 9 1-8c; 50-lb. tubs, $4.70; 20-lb. pails, $1.95; 10-lb. pails in cases, $5.95; 5-lb. pails in cases, $6; and 3-lb. pails in cases $6.10; compound lard in pails, $1.75.

Dressed Meats—There is only a fair demand at the present time and prices are rather firmer. Abbatoir beef is quoted at 6 1-2c. for tops; mutton, 8c.; and hogs, 7c.

Live Hogs—There is only a moderate receipt at the present time and prices are shading higher. The general quotation is 4 3-4c. for hogs from 150 to 250, but 5c. has been paid for small lots of choice hogs during the week. Under and over weights range from 4 to 4 1-2c.

Butchers' Cattle—Small shipments are received from time to time that bring about 3 1-2 off cars Winnipeg. Stock coming in at the present time is all in fine shape.

WALL PAPER.

Two-band border, 2490.
Made to match ingrains. Also matches side wall 1490. Made by Staunton's, Limited, Toronto.

BRITISH COLUMBIA MARKETS.

Vancouver, B.C., Jan. 15, 1904.

THE movement in provision trade is very light at the present time in the city. There is a smaller business in the various coast logging camps at this season, and the fleet of smaller steamers and tugs, is also tied up for want of business. For a good deal of the business of the "mosquito fleet" depends on the activity of logging camps. The movement of goods to the interior is quiet, as can be expected in the month succeeding the holiday season.

From northern quarters comes encouraging news of promised activity there in the coming season. The opening of at least two new gold camps on the creeks discovered last season in districts tributary to White Horse and Dawson, has already created quite a stir in the north and indications here are that there will be a big movement to that section as soon as Spring opens. Inquiries are being received from many distant parts of Canada and the United States for information on this new field.

* * *

The changes in local stocks and prices are slight. The movement of new dried fruits is smaller than usual at this season. Possibly the stocks of apples and other green fruits on the market have a tendency to attract demand from the other lines. Price of flour is very high following advances by the big Canadian millers. The 50-lb. sack is now quoted at $1.50 retail, which makes it pretty expensive to eat our daily bread, though the bakers have not yet raised their quotations.

* * *

Fruit—The large crop of apples both British Columbian and Eastern has this year had the effect of keeping down the demand for California oranges, despite the extremely cheap figures quoted on the orange crop. One dealer said he had never known the prices for California to be quoted so low as at present. He said there was a line of navel oranges to be bought in San Francisco at $1.35, and they were good oranges too. The big crop of apples in the States last Fall was still affecting the market there too, he said, so that the demand for oranges all round was slack. Whether it is fancy or not, he holds that a good apple will always be taken in preference to even a good orange. The fact remains, however, that whatever the cause, the demand for oranges is very small, and the crop is large and of good quality, while as stated, the price has never been lower. Local quotations show the finest fancy navels not over $3.50 per box, and down to $3. Seedlings are not yet coming in in great quantities. They are quoted in some instances as low as $2.25 and up to $2.75. Lemons, which are also a good crop in California, move slowly just now. The price is from $3.25 to $3.50 for the best.

Apples locally are still plentiful, thought all the choice are from the Okanagan and other interior districts of British Columbia. It is possible that

The Best Product
makes the Best Business.

That's why it is more profitable to handle.

Clark's Sliced Smoked Beef

than any other.

IT HAS NO EQUAL.

Now is the Time for Mince Meat

Put in a stock of the old reliable "Capstan" Brand Mince Meat

Put up in ¼ pails (½-doz. in crate), 25-lb. pails, 60-lb. and 75-lb. tubs, half-barrels and barrels (about 600 lb.). Also Condensed Mince Meat in packages (3-doz. pkgs. in case).

Ask your wholesale grocer for it or see our travellers.

The Capstan Manufacturing Company, Toronto, Ont., Can.

EPPS'S GRATEFUL. COMFORTING.

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.
In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg.

THE MOST NUTRITIOUS. COCOA

Genuine Pratts Astral Lamp Oil

Sold in all countries and recognized as the highest grade oil manufactured.

WHOLESALE ONLY

THE QUEEN CITY OIL COMPANY, Limited, - TORONTO, ONT.

James Ewart

MANUFACTURER OF

High-Grade Delivery

WAGONS

Grocer, Baker, Confectionery, Laundry Wagons of every description.

257-9 QUEEN ST. EAST

TORONTO.

Write For Prices. Phone Main 1188

"Condor" Japan and Black Tea, Baking Powder, Mustard, Vinegar.

Madam Huot's Coffee

THE GEM.

"Nectar" Black Tea, in lead packets and fancy tins only.

Once in a while little bargains come my way and when they are genuine snaps I take them up and offer you to share in the good thing.

For instance, I have bought from a Bank :

23 Chests Young Hyson natural leaf Ceylon Green Tea, I offer it at - - - **15½c.**
13 Half Chests " " " " " " " " - - - **15½c.**
50 Half-Chests Young Hyson fancy-finished leaf Ceylon Green Tea, I offer it at - **16½c.**
This is a fresh shipment just in from Colombo, and the liquor is A1.

I have bought on the London market when it was most depressed, a month ago—they are coming in now :

30 Chests fancy-finished, beautiful leaf, splendid liquor, **Hyson No. 1** Indian Green Tea, I offer it at - - - - - - - - **18½c.**
34 Chests fancy-finished, beautiful leaf, choicest liquor, **Young Hyson** Indian Green Tea, I offer it at - - - - - - - - **20c.**
50 × 20-lb. Boxes extra choicest golden tipped "Himalayan" Darjeeling Indian Black Tea, I offer it at - - - - - - - - **32½c.**
64 × 10-lb. Boxes same Tea, I offer it at - - - - - **35c.**
This is the pick of its kind, and would be cheap at **40c.**

Ex Str. "Empress of Japan," now at Vancouver :

247 Half-Chests "Condor" XXXX Japan Tea, the finest and best, at - - - **25c.**
35 × 30-lb. Boxes "Condor" XXXX Japan Tea, at - - - - **26c.**

My stock is large and well assorted. I make a specialty of high-class goods in Teas, Coffees, Spices and Vinegars.

ASK FOR SAMPLES, IT PAYS

"Old Crow" Baking Powder, Mustard, Vinegar, Black Tea.

E. D. MARCEAU

281-285 ST. PAUL STREET

MONTREAL

"EMD" Baking Powder, Vinegar, Spices, Coffee

the coast districts may never compete with the upper country in producing apples, but the past season has shown that such a quantity can be produced in the coast sections that a fair percentage of fruit of good quality can be selected. The poorer grades always sell cheap, but this season there has been a big stock of coast-grown apples which have graded well up.

The prospects for the future, taking the record of last crop, are that the trade of the Northwest and largely of Manitoba will be supplied by British Columbia grown apples practically from now on. Britsh Columbia will have such a quantity to export every year in the future that she will not only control the apple business of Western Canada, but the large supply of this fruit will have the effect of keeping out a large proportion of the foreign fruit, especially from California which is at present brought into the country at high prices.

Produce—Market quiet in nearly all lines, is the average report from the dealers. The only item of interest at the present time is the festive egg. This article, fresh, and not limed or otherwise treated is now worth at least 27 1-2c. per dozen to the trade on this market. At that figure there are not very great stocks. At least there is no surplus. Pickled stock is still lighter, though some lots are coming forward. Local fresh are still dear, though they have dropped back to 40c. per dozen retail. Extremely mild weather has induced the fowls to begin laying and retail merchants are receiving more than they did when the price was up so high a few weeks ago. The quantity is so small, however, that it is not a factor in determining the prices on the open market.

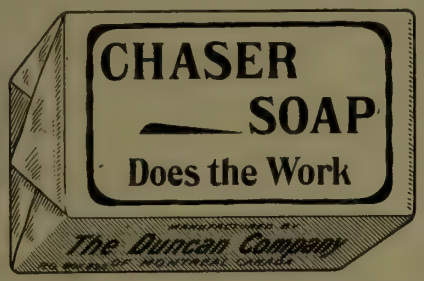
Butter is fairly well stocked, but not moving very rapidly. Some lots are received still. Really select dairy is hard to get now. It would command from 20 to 21c. The range of price for dairy is from 15 to 18c. for such stocks as are in hand. Creamery is firm and selling at 24 1-2 and 25c. Cheese is very inactive, and stocks are light. Prices for Manitoba stocks are about 13 to 13 1-2c. with Ontario stock a cent or two higher. The sizes are nearly all large, twins and small cheese being sold out.

Notes.

Oscar Brown & Co., wholesale fruit and commission men have moved into their new warehouse on Water street near the corner of Cambie. The new building which is owned by the firm is 40x120, built of brick has a cemented basement, the full size of the ground floor, and is also supplied with a siding so that loading and unloading direct from the cars will be a convenience in the future. Both on the ground floor and in the basement cooling and ripening rooms for storing and handling bananas are specially built. The firm has now as fine a warehouse as any house in the city in this line. The business which Brown & Co. have established has thriven with the city, as the new premises indicate.

THE COMING SOAP.

Better order now—not lose a sale, perhaps a customer. 5c.



P.O. Box 292. Bell Tel. M 4375.

40 HIGHEST AWARDS
In Europe and America

Walter Baker & Co. Ltd.

Trade-mark.

The Oldest and Largest Manufacturers of

PURE, HIGH GRADE
COCOAS
AND
CHOCOLATES

No Chemicals are used in their manufacture.

Their **Breakfast Cocoa** is absolutely pure, delicious, nutritious, and costs less than one cent a cup.

Their **Premium No. 1 Chocolate**, put up in **Blue Wrappers and Yellow Labels**, is the best plain chocolate in the market for family use.

Their **German Sweet Chocolate** is good to eat and good to drink. It is palatable, nutritious, and healthful; a great favorite with children.

Buyers should ask for and make sure that they get the genuine goods. The above **trade-mark** is on every package.

Walter Baker & Co. Ltd.
Established 1780.
Dorchester, Mass.
Branch House, 12 and 14 St. John St., Montreal

BUY
Star Brand
COTTON CLOTHES LINES
—AND—
COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila, and much better.

For sale by all Wholesale Dealers
See that you get them.

TRUCKS
for Warehouse and Factory.

Save You Money
Do Men's Work
Draw no Salary

Our Trucks are guaranteed satisfactory. Turn in their own length.

MADE IN CANADA.

H. C. Slingsby for Canada.

Factory, Ontario Street,
Temple Building, MONTREAL.

ANNUAL TEA SALE

Comprising **MOYUNE YOUNG HYSONS**, in Half-Chests; **PINGSUEY HYSONS**, in Caddies; **PINGSUEY GUNPOWDERS**, in Caddies; **CEYLON GREEN**, in Half-Chests; **CEYLON BLACKS**, in Chests, Half-Chests and Caddies; **JAPANS**, in Half-Chests and 20 and 40-lb. Caddies.

We have large quantities of the above Teas on hand, and will offer all lines at greatly reduced prices for the balance of this month. If interested, it will pay you to write for samples or have our travellers show you samples of the Teas referred to.

COFFEES—We are introducing a special blend of our own to retail at **40**c., put up in 10, 25 and 50-lb. tins, whole or ground, at **28**c. per pound, no charge for tins or crates. This Coffee is acknowledged to be one of the best on the market, and a trial order will convince you that this statement is correct.

Your enquiries will have our very best attention.

The R. & J. H. Simpson Co.,
WHOLESALE GROCERS AND TEA IMPORTERS,
Guelph, Ont.

THE FUTURE OF THE RETAIL GROCER.

THIS question has been uppermost in my mind for some years, and I have discussed it with many people from time to time, writes Mr. J. Streeter in The Grocers' Monthly (Eng.). I find that a great number of traders give a very gloomy forecast, while others think there are better days in store than we have ever known.

With the latter I am in full sympathy, providing that certain laws and conditions are strictly adhered to. I believe in the law of the survival of the fittest. I also believe there must be moral laws in trade, as there are in nature, and the future success of the legitimate retail grocer and provision merchant depends as much on the amount of trade morality he exercises as it does on his practical fitness, and to prove that immoral methods of trading have (to an extent) placed us in our present position I will give a few examples.

You are all aware that, during the past, many laws have been brought into operation which are iniquitous and very vexatious to the honest man. Why were they needed? For no other reason than to check the dishonest practices of many traders of the past.

Take the tea trade. Why is it that this commodity has been diverted from the legitimate channel and company shops have come into existence? Simply because traders have adopted immoral methods, by selling sugars at a great loss and taking excessive profit on tea to compensate.

Again, take the case of many proprietaries. We have known, within recent years, that many popular lines have been sold at cost price, and under; and the unjust practice of selling margarine for butter or palming off second-rate goods at best prices has been resorted to, consequently the company butter shops have come into existence and taken much of the butter trade.

Again, by giving unlimited credit to the working class, many pounds have been lost in bad debts and interest on capital, and to compensate, high charges have been charged, and unfair prices have, in many cases, been adopted. The outcome of it all is, that the industrial class have opened their co-operative shops.

By becoming more thrifty they are now able to pay cash for their goods, and we now have to face them as severe competitors.

These, gentlemen, are some of the reasons why we, at the present day, cannot claim the field as sole distributors. They also go to prove that the immoral methods of the past have been prejudicial to our best interests, and that, in consequence, we have now to face the competition of the monopolist and co-operative store.

There is one other important reason which largely accounts for our position, viz., "lack of organization." Had grocers of 50 years ago become an organized body, laws would have been framed to protect the honest trader, instead of trapping him. The dishonest practices referred to would have been discountenanced, and the company shops, which were originated by our supposed friends, "the tea merchants," would have been prevented from opening up in direct opposition to the very men that had supported them in the past.

Having thus far briefly dealt with the failings of the past and the present condition of things, I will proceed with my subject, "The Future of the Retail Grocer."

I say, without fear of contradiction, that the only remedy is "organization."

Every reform that has been achieved in the past is due to combined effort, and we have only to look at the mighty power of our own Empire, and the strength of the Labor Party in this country, as a conclusive proof of the immense value of organization and collective action.

You will say, "But we have organization in our Association all over the country." True; and everyone who reads his trade paper and attends the meetings knows of their past achievements and future possibilities. But what does our organization depend on? About six or twelve enthusiasts in each district, who are ready to devote their time and money, are prepared to do anything and everything possible to promote the best interests of the trade they are proud to belong to.

What we want, and what we must have, is a more complete organization—more enthusiasm. Each member of the trade must rouse himself from the present state of apathy and realize his individual responsibility; join our association, come to our meetings, and give us the benefit of his intelligence on all matters affecting the trade.

I should like to say at this point that the possibilities of organization in our trade is unlimited. I will endeavor to show you some of the reasons why we must aim at a more complete organization. I think you will all agree with me that the company shops, at some part of the year, will give better value in some lines than many retailers do. I will endeavor to show you, by comparison, why they can do so.

The average grocer of to-day buys his five or ten cheese; five, ten, or fifteen sides of bacon; one, three, or five casks of butter from the representatives of some wholesale house, who has previously bought in larger quantities from the broker who acts for the producer.

The grocer takes one or two months' credit, and, should he exceed it, he is entirely at the mercy of the wholesaler as to the price he pays and the quality he gets.

The company shop, on the other hand, gets at head office collective orders from all their 100 or 300 branches, and goes on to the market with enough requirements to entirely rule the same. It gets in at a price much below the figure paid by the grocer, simply because it buys collectively and saves travellers' expenses, wholesalers' profits, brokers' commission, and various other charges, and when the retailer asks for cheese or butter to compete with them he is told by the wholesaler that the companies are losing money on every pound they sell. Is that so? I say, decidedly, no. They work for profit, and make it, while the legitimate trader would incur a loss to sell at their prices. To my mind, this in itself is enough reason why we must combine to combat combines.

We will next take the bacon trade. Why is it that we, as retailers, taking the greatest share of labor and risk involved in distribution, as we do, have seen little or no profit for years past, while the traveller, wholesaler, broker, agent, etc., invariably gets a profit? And why is it that if a retailer wishes to go to the market with ready money he is refused a supply? Because, being a retailer, he is not a member of the bacon ring, which, as you all know, is run in the interest of broker and wholesaler, and will not allow us to be supplied except through a wholesale dealer, thus placing us in the position of tied houses, while at the same time they court the favors of the wholesale retailers. These are other reasons why we must combine to combat combines.

We will next take the vexed question of the co-operative stores. I claim that the future of the retailer will be disastrous if we allow these delusive and unjust pirates to continue their progress unmolested. We must co-operate to combat co-operative stores, and collectively expose the dividend fraud, which I maintain is a division of overcharges and not a dividend at all.

We ought also to point out the injustice of the British workman running his own shop, and drawing support from traders by trading under the Friendly Societies Act, to evade the large amount of revenue due to Government by posing as philanthropists, when they are taking a mean advantage of the gullible public.

Again, we want an organization strong enough to enter action against any individual or editor who publicly circulates such libellous statements as appeared in Answers a few weeks since.

I do not think there is a trader here who would not join me in placing his various priced teas before any competent expert to prove that relative value is given by us in each case from 1s. 2d. to 2s. per pound.

I should like to briefly touch on a few subjects which will have to be dealt with to secure success for the grocer in the future:

1. Terms of credit. I maintain that our present system is unjust, as nearly

THE POPULAR CEILINGS FOR PRACTICAL PEOPLE

We claim that our Metallic Ceilings and Walls are the very best style interior finish made.

Sanitary — Artistic — Fireproof — exceedingly durable, and capable of an immense amount of variety in coloring and effect.

They satisfy all buyers—no imperfections—no stinting of quality—highest grade materials and workmanship throughout. Certain to please you.

THE

Metallic Roofing Co., Limited

TORONTO, MONTREAL, WINNIPEG.

BEANS.

Hand-Picked Beans a specialty. Can ship in Jute Bags, Cotton Bags, or Barrels, to suit customers. Good broker wanted to represent me.

J. G. McKILLOP, - West Lorne, Ont.

Clever Ads One Cent Each.

Have you read Arthur W. Lydiatt's book containing **One Hundred Good Ads** for a grocery store? If not, you have missed something. You will find it a great help in preparing your advertisements. Send one dollar to the publishers for a copy to-day.

The MacLean Publishing Co., Limited,
TORONTO OFFICE: 10 Front St. East.

BROCK'S BIRD SEED.

IS PERFECTION. IT PAYS TO SELL.

SAMPLES FREE.

NICHOLSON & BROCK, TORONTO

everything we sell for cash is charged to credit accounts the same, and if they are not the public are in many cases led to believe so. I think the fairer way will be to sell everything at a rock-bottom price, and charge 10 per cent. per annum, in proportion to the length of credit taken, beyond a month. This can only be brought about by a collective decision.

2. Technical education for our assistants. I say that we must have better men behind our counters, and it will be to the interests of all concerned to encourage some scheme of teaching our staff the technical part of our trade in a proper manner, and not allow them to pick up their knowledge in the haphazard way many of them do.

I feel certain that it will be helpful to our assistants in after life if they are obliged to qualify in the same way as chemists do. You will agree that it is as important that a grocer should know as much about the food he sells as the chemist does about the drugs he dispenses. I am strongly in favor that physical culture should be taken up by our staff, but not in the mad way they enter into the sports of the present day, for many of them cannot talk intelligently on any subject but football.

3. Combined buying must be taken up for mutual benefits, to place ourselves more firmly in the position we wish to maintain of being premier distributors to the public.

4. "Grocers' Price Lists"—are they a blessing or a curse? You all know it is the ambition of everyone who issues a list to say that he sells at store prices, and to make it an advertising medium for as many unprofitable proprietaries as he can think of.

I maintain that the successful grocer of the future must be a specialist in at many branches of his trade as possible, and not the automatic machine for the distribution of unprofitable proprietaries, neither must he play second fiddle to the stores, and his list must bring his own name more prominently before his customers' notice than the other lines he sells.

5. Forward buying, to my mind, should be condemned. We all know that if we make a good hit everyone else has done the same, consequently we cannot get the extra profit we require to cover the losses we incur on the many bad forward transactions.

6. We must organize to stop the man who buys Canadian eggs from us, at this time of the year, and palms them off on our customers as new laid.

We must also endeavor to stop the progress of the delusive octopus who trades under the name of Pension (or Husbands') tea.

Innumerable other topics, such as the importance of stock-taking, overstocking, up-to-date attractions for our businesses, civility without servility, must be dealt with in the interest of the retail grocer of the future. The personality of the single shop grocer may be discussed to advantage.

In conclusion, I should like to emphasize what are, to my mind, the most important points of those which I have endeavored to bring before your notice this evening, viz. :—

1. Trade morality.
2. Combined buying.
3. Technical education for assistants; and last, but not least, a more complete system of organization.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postages, etc.

ARTICLES WANTED.

WANTED—Scale; capacity half ton to ton. The E. J. Coles Co., Woodstock, Ont. 4

SITUATIONS VACANT.

WANTED—An active grocery salesman (acquainted with the grocery trade preferred), to travel throughout Quebec and Ontario for well-known American specialties; a good situation, with excellent chances for future advancement. Apply with copy of references and full particulars Box 93 CANADIAN GROCER, Montreal. 4

MILLER WANTED—Head miller for 75-barrel roller mill; must be honest and a first-class workman. Apply, stating wages, to Box 12, CANADIAN GROCER, Toronto. f

SALESMEN—Active young men, familiar with hardware or grocery trade, to sell staple lines for old established manufacturers; those residing in or near Ottawa, Kingston, Peterboro, Collingwood, London, Chatham and Brantford preferred. Apply, giving age, experience and references, to Box 13, CANADIAN GROCER, Toronto. f

AT ONCE—An apprentice for flouring mill; doing merchant, custom and chopping work; references required and age. Apply to Box 9, CANADIAN GROCER, Toronto. f

FOR SALE.

GROCERY BUSINESS—Yearly cash turnover of twenty-eight to thirty thousand; stock and fixtures four thousand; terms to suit purchaser if properly secured. Apply to Box 10, CANADIAN GROCER, Toronto. f

To Butchers and Hide Buyers!

We wish to purchase your Hides, Calfskins, Sheep Pelts, Tallow and Bones.
We advance money if desired. We pay spot cash.
We pay the freights. We pay full market values.

We want agents everywhere to sell Page's Perfected Poultry Food and other poultry supplies. For further particulars, address **C. S. PAGE, Hyde Park, Vt. U.S.A.**

IRELAND.

Manufacturers and shippers desiring to place their goods on the Irish Market should communicate with J. H. SHERIDAN, 6 D'Olier St., Dublin. (5)

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Successors to
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DOMINION LICORICE & NOVELTY CO.
TORONTO, CAN.

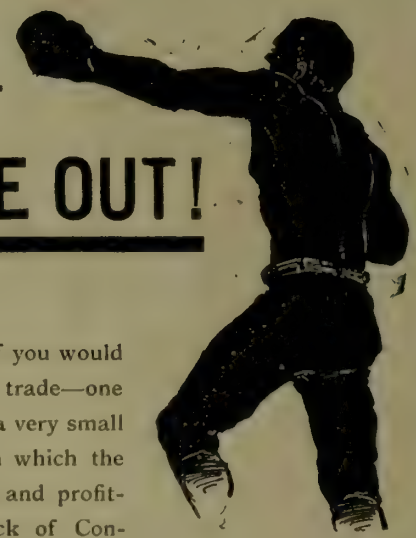
Y. & S., SCUDDER, and M. & R. Brands of PURE STICK LICORICE, Acme Licorice Pellets, M. & R. Wafers in bags, Licorice Lozenges, and a full line of Licorice Specialties, including the celebrated soft licorice lines sold under the Company's brands as follows: THE FLEXIBLE LICORICE, THE PLIABLE LICORICE, THE ELASTIC LICORICE.

OFFICE—106 JOHN ST.
106-116 John St., 227-237 Plymouth St., } Brooklyn, N.Y.
Illustrated Catalogue on request.

Received Highest Award **GOLD MEDAL** Pan-American Exposition

The full flavor, the delicious quality, the absolute **purity** of **Lowney's Cocoa** distinguish it from all others. It is a **natural** product; no "treatment" with alkalies or other chemicals; no flour, starch, ground cocoa shells or coloring matter; nothing but the the nutritive and digestible product of the **choicest** Cocoa Beans. A quick seller and a **profit** maker for dealers.

THE WALTER M. LOWNEY COMPANY, No. 447 COMMERCIAL STREET, BOSTON, MASS



STRIKE OUT!

Grocers, if you would work up a new trade—one that requires only a very small investment, one in which the turnover is rapid and profitable — add a stock of Confectionery. For Suggestions as to the management of a Confectionery Department, study THE CANADIAN GROCER. For directions as to where to buy, consult the advertising columns of THE CANADIAN GROCER.

One enthusiast says it is

"The Greatest Paper on Earth."

THE EMBLEM OF PURITY

GOOD PANCAKE TIMBER

Greig's White Swan

Buckwheat Flour

Made from the highest grade materials — is self-rising — all ready for immediate use, and satisfaction guaranteed.

PUT UP IN ATTRACTIVE PACKAGES
THREE DOZEN IN A CASE

HAVE SOME ?

The ROBERT GREIG CO., Limited
White Swan Mills, TORONTO.

BISCUITS AND CONFECTIONERY

A DEPARTMENT FOR RETAILERS.

Cakes and Biscuits in South Africa.

THE special commissioner of the British Board of Trade who has been investigating the present condition and further prospects of trade in South Africa among other things has this to say of the trade in biscuits and cakes:

Biscuits are almost entirely of British origin, but Australia is beginning to compete, as in most branches of confectonery. The well-known English and Scottish makers have a firm hold on the market. A few German and American biscuits are sold, but they are specialties, and do not make any impression upon the figures of imports.

The trade in cakes which is a very considerable one, is about equally divided between Great Britain and Australia (Victoria). Australia has put on the market some very cheap cakes, which have had a large sale. I was informed that English houses had now produced similar low-priced goods, and were likely to capture a portion of Australia's trade.

The following figures are for Cape Colony only in 1902. Imports of cakes into Cape Colony:

From Great Britain	£37,574
From Victoria	35,341
From New South Wales	1,231
From New Zealand	524
From Other Countries	878

Canada is not represented here to any appreciable extent. The market is one that should afford an opening for our products which are unexcelled.

Sustaining Value of Sweets.

It is a well-known fact that soldiers on campaign, travellers, and other persons who are obliged to bear great and prolonged fatigue, cannot carry on their work without sugar, or some such sugary compound as jam or honey. In a recent issue of the Revue Des Deux Mondes, M. Dastre has given his views upon this subject. He shows that instead of being a mere relish, which makes other foods more palatable, sugar performs an important function in making good the losses caused by muscular exertion and in maintaining health and vigor in the body. He endeavors to prove that the processes of life in the higher vertebrates must be carried on in a sugary solution of 1 1-2 to 1,000, and he takes the view that glucose, which is supplied to the body by means of sugar, is the source of muscular energy.

Sweets the Nations Eat.

Britain consumes 70 pounds of sugar per head per year, the United States 67 pounds, France 30 pounds, Germany, which is a great producer of sugar, but 17 pounds.

Cocoanuts by the Car Load.

A representative of "The Canadian Grocer" while in Hamilton this week had the pleasure of being shown through the works of the Imperial Cocoanut Company by the managing director, Mr. James Somerville. The company are doing a large and steadily increasing business with the trade, as is witnessed by a consignment of several carloads of cocoanuts recently received from Jamaica.

Effect of Sugar Convention.

A SINGULAR and somewhat humorous situation has been created by the fact that in the arrangements with the Continental Powers and Great Britain resulting in the convention, and expressed in the bill, the provisions are entirely confined to bounty-fed sugar, and do not apply to manufactured products of a sugared character, says The Scottish Trader. An effort was made in the House of Commons by Mr. Kearly, M.P., to extend the scope of the provisions to the rejection of sugared articles of foreign manufacture, bounty-fed, but the Government did not assent to the proposal.

It now has evoked the spectacle of the confectioners, on the one hand, denouncing the convention prohibiting the bounty-fed raw material as a national calamity, and at the same time complaining in a very emphatic way at the possible import of the manufactured article subsidized by a bounty by a foreign state.

There are three observations which must be made on this exhibition, in all honesty.

Firstly.—Any judgment passed upon particular classes of dumpings or of bounty-fed imports must be on a general principle, and not determined by the interest of one particular case or class.

Secondly.—Industries deriving a temporary artificial benefit from the import of an artificially cheapened raw material ought not to be listened to in pleading the "building up" of their mushroom prosperity against the destruction and injury of any other domestic or Imperial interest, seeing they may themselves be yet subjected to similar treatment, as in this particular instance.

Thirdly.—What we require is fiscal freedom, apart from conventions and bills, to clap on at any time a countervailing duty equal to any open or concealed bounty upon any class of imports, and notice given to foreign states that in the future this shall be rigorously given effect to.

Candy Lore.

"IN the little glass case, at the cross-roads grocery and notion store, are to-day a few boxes of candy. For a half-century they and their predecessors have glorified that famous emporium to the children of the distant country-side. The grocery store still sells candy, even a great metropolitan store counts it among its important goods, and daily freshens its delicious stock."

The above is from Bon Vivant, published by C. Jevne & Co., Chicago, large manufacturers and dealers in candy. It says:

"Speaking of candy, this country makes and eats the most candy, and New York is the candy city. Not the output of England, France and Germany combined, equals the $150,000,000 worth produced in the United States in 1900. So great is the industry in New York State that the State's iron and steel products do not exceed it in value. When you see a man 'pulling' taffy in the window of a candy shop it may interest you to reflect that in the great religious fetes of India, three thousand years ago, two men pulled it from the branch of a tree in just the same way. To day, so much art is entering into candy-making, a manufacturer can take the color scheme of an entertainment and produce candy in harmony therewith."

HINTS TO BUYERS.

Contributors are requested to send news only, not puffs of goods they handle, or the arrival of standard goods that everyone has in stock, or that they are offering goods at close figures, or that they have had an unusually large sale this season.

Warren Bros. are offering some very enticing tea values in their advt. of this week. It will pay you to look into it.

The Eby, Blain Co. report exceedingly good results from their demonstrations of "Gold Medal" coffee throughout Ontario.

The T. Upton Co., Limited, are now putting up their jams, jellies and orange marmalade in a new 2-lb. package. See it.

L. Chaput, Fils & Cie., Montreal, are booking orders for Spring importations of Greenbank's Lye and Chloride of Lime, both of which lines are well known and good sellers.

The Eby, Blain Co. are offering imported French sardines at prices far below to-day's market values.

The R. & J. H. Simpson Company, Guelph, are advertising teas and coffees at reduced prices for the balance of this month.

Hickmott's "Golden Crown" California asparagus offered by Hudon, Hebert & Cie., are especially fine and at the prices quoted to the trade should interest every buyer of first-class groceries.

Japanese Tangerines, in bundles of 2 boxes, are being offered by Clemes Bros. at an exceptional price.

The shipment of 600 half chests green and black Ceylon teas advised some time ago by L. Chaput, Fils & Cie., Montreal, are due to arrive next week. All the numerous orders booked will be promptly shipped on arrival.

If interested in new cleaned currants in half-cases or cases, Sair or Hallowee dates for delivery in about a month, it will pay you to communicate with the R. & J. H. Simpson Company, wholesale grocers, Guelph, Ontario.

The ad. of E. D. Marceau, Montreal, in this week's issue should interest tea buyers. With the market in its present condition and with the prospects abroad these offerings should meet with ready response.

A small shipment of Liquid Vineer Furniture Polish is in store with L. Chaput, Fils & Cie. Montreal.

The attention of the trade is called to this week's advertisement of a new soap, "Chaser" brand, put up by the Duncan Mfg. Co., Montreal. The success which this article has met with in the east is certainly most indicative of merit.

Hudon, Hebert & Cie., Montreal, are offering last year's crop California dried fruits (cold storage kept and in remarkably good condition) at very interesting prices. The varieties are apricots, peaches, nectarines and pears.

An unusually tempting offer is made b. Chapot, Fils & Cie. in Jonas' high class flavored fruit syrup in fancy decanters. They have about 75 cases left which they are clearing at $2.75 per dozen.

Clemes Bros., Toronto have several lines of layer raisins which they are offering at greatly reduced prices to clear.

L. Chaput, Fils & Cie. report arrival into store this week of one full carload (2,000,000) automatic square paper bags which they are offering at exceedingly low prices. All Western buyers interested in this line should not fail to communicate with the firm promptly.

PERSONAL MENTION

Mr. A. R. Barnard, Montreal's representative of Hunt & Co., is on a business trip to Toronto, London, Hamilton and the West this week.

Mr. Henry Wright, of the A. F. MacLaren Imperial Cheese Co., has just returned from a business trip to New York, Boston and other Eastern American cities.

Messrs. Armand Chaput and F. Prudhomme, of L. Chaput, Fils & Cie., Montreal, were on a business trip to Ottawa last week, from all accounts successful results were obtained.

Mr. A. M. Piper, of Todhunter, Mitchell & Co., Toronto, was a visitor to the Montreal trade last week. As an opener for business in 1904 Mr. Piper reported business remarkably satisfactory.

Mr. S. W. Ewing, of S. H. Ewing & Son., Montreal, who had been confined to the house for six weeks through illness, is able to partially attend to business, and hopes soon to be in full harness again.

Mr. A. B. Hardwicke, representing Pyle's Pearline, was a caller at the Montreal office of "The Canadian Grocer" this week. Mr. Hardwicke is making his initial trip for 1904 going east as far as Quebec.

Mr. D. W. Douglas, general eastern representative of E. W. Gillett Co, Toronto is out again. Mr. Douglas has been confined to his house by a severe attack of the fashionable western disease "La Grippe," which he evidently brought with him from the Queen City. Gillett's Lye and Royal Yeast will now receive their customary close attention.

That name

Perfection Cream Sodas

just suggested itself.

No prize competition name.

No sleepless nights conjuring it up.

We tasted the biscuits ourselves and said "Perfection."

We've heard the word from others, too,—people who don't share in our annual dividends.

Give your trade

PERFECTION CREAM SODAS.

If they want them that's enough for you.

That is if you are a grocer with the right spirit in you.

We sell direct.

THE Mooney Biscuit & Candy Company,
LIMITED,
Stratford, - Canada.

Hello, Gel-O

THE NEW DESSERT.

The best prepared Jelly in the world.
Retails (4-oz. package)—10c.
Cases, 4-doz. and 12-doz.
Send us a sample order.
"Always room for the right thing."

THE CANADIAN GELATINE CO.
528-530 Front St. W.,
TORONTO, CANADA.

MOTT'S DIAMOND CHOCOLATE
JOHN P. MOTT & Co
HALIFAX, N.S.
ESTABLISHED 1844
IS THE BEST.

For Sale Everywhere.

—:o:—

ASK FOR

MOTT'S.

COWAN'S

Perfection Cocoa (Maple Leaf Label).
Royal Navy Chocolate, Queen's Dessert Chocolate, Chocolate Cream Bars, Cowan's Cake Icings, Chocolate, Pink, Lemon Color and White

Cowan's Swiss Milk Chocolate,
Famous Blend Coffee, etc., etc.

Are the standard goods for purity and excellence

Manufacturers
THE COWAN CO., Limited - - TORONTO

JAMS and JELLIES

The home supply is getting short and grocers will find it profitable to get in a stock of our Jams at once. We have a superior SCOTCH ORANGE MARMALADE that is a seller.

THE CANADA BISCUIT CO., LIMITED

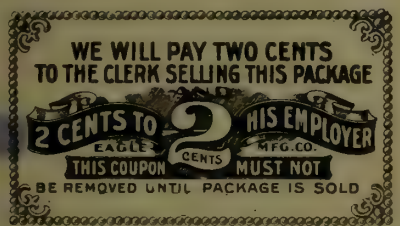
King St. West and Bathurst St. Cars pass our Works.

King and Bathurst Streets, TORONTO.

—about Baking Powder!

Why not handle a 1st Class Brand which will show you a good profit and build up and hold your trade?

To introduce our EAGLE BAKING POWDER in your district during this month, we are attaching to every 1-lb. tin a coupon. This coupon is good for **4 cents.**


WE WILL PAY TWO CENTS
TO THE CLERK SELLING THIS PACKAGE
AND
2 CENTS TO HIS EMPLOYER
EAGLE MFG. CO.
THIS COUPON MUST NOT
BE REMOVED UNTIL PACKAGE IS SOLD

(Facsimile of Coupon.)

Besides this coupon the goods show you a regular profit of

33 1/3 %.

all in Cut Book 15 Page 19 2 w. D.

One trial of

EAGLE BAKING POWDER will convince you and your trade of its superior quality.

Eagle Manufacturing Co.,
MONTREAL.

'Phone Main 645-3394.

McWILLIAM
Mc. AND E.
EVERIST

25-27 Church St., Toronto.

Your Face Shows It.

when you get something to suit your Taste,—Eat one of our "Rose" brand Oranges and your Face will Glow with Satisfaction. They have a Delicious Flavor.

We can give you good value, write us to qoute you by letter, or see our price list.

TO BRIGHTEN BUSINESS

ORANGES

California Navels, "Crown" Brand; Extra Fancy Stock; in carload lots or less; all sizes.

Write for quotations.

GRAPE FRUIT

Fancy Florida Stock; 64—80's.

Write for prices

TANGERINES

Japanese Stock. Special to clear this week, 60c. a bundle—2 boxes in a bundle.

LAYER RAISINS

Few special lines for quick clearing, at greatly reduced prices.

CLEMES BROS.
Toronto.

GREEN FRUITS

Health Value of Apples.

A MEDICAL writer says:—"The more mellow apples one eats the better, provided they be taken at meal time. It is best of all to eat fruit before meals, and freely as you like."

This will prevent loading the system with a heavy weight of less digestible foods, says the Independent. Senator Vest says that if a man wishes to live long and be able to keep up his work he must eat not less than one apple with every noon lunch; we are not sure that he said half a dozen. The no-breakfast fad tells us that he must not only go without the morning meal, but that he must live much more largely upon fruit. Some of its disciples insist that the apple may be taken in the place of the ordinary breakfast. John Wesley once referred to apple dumplings as an illustration of the alarming advances of luxuries in England. Charles Lamb quotes a friend who says that "a man cannot have a pure mind who refuses apple dumpling," and Dr. Johnson speaks of a clergyman of his acquaintance who brought his family up almost altogether on this Anglo-Saxon combination. We have recollections of dumplings which might accord with the opinion of Lamb; and then we have recollections of other dumplings which might have been the origin of Calvinism. It must be borne in mind that the ideal apple is one that is fit to be eaten raw, yet the glorious old Spitzenberg is only fit for the cook—in whose hands it may become the very perfection of pie apples. The nineteenth century went out with a marvellous evolution of new sorts of fruits of all kinds, but there was nothing in the list to exceed the delicious juices of the Northern Spy.

There is nothing in the world to exceed the beauty of the apply blossom; while the air is laden with an exquisite perfume that has charmed a hundred generations—has added to the posey, the love and the comfort of Greek, of Roman and of Britton. But if there be anything more beautiful than the apple in blossom it is the same tree loaded down with crimson and golden fruit. Then it is that the apple touches human nature and wakes in the housekeeper the highest conceptions of the science and the fine art of dietetics.

Western Fruit Men.

THE district fruit growers have now elected a permanent organigation, says the Victoria, B.C., Times. Some time ago the preliminary meetings were held and the necessary by-laws and constitutions adopted. Now the association has the stock subscribed and have held their first general meeting. The following were elected the permanent officers:

President—Thomas Bryden.
Vice-President—A. Strachan.
Second Vice-President—A. Stewart.
Secretary-Treasurer—J. C. Grant.

A resolution was passed to be presented to the Dominion Parliament praying for the amendment of the Pure Foods Act, so as to prevent the adulteration of jellies and jams.

In a paper on shipping fruit Mr. R. M. Palmer tabulated the following requisites: 1. That it shall have the carrying quality; 2. That it shall have a good appearance; 3. That it shall be put up in even grades, that is, honestly; 4. That it shall be in regular trade packages, marked with the name and quality of the fruit and the name and address of the grower; 5. That it shall be of as good quality as possible consistent with the preceding requirements. Packages—Apples in 45-lb. box; pears in 40-lb. box; plums in 20-lb. crate, 4 baskets; cherries in 10-lb box, or 24 crates; crab apples in 50-lb. boxes; strawberries in crates, raspberries, bulk, in pails.

Sicily Lemons Short.

Severe storms in Sicily on December 7th and 15th destroyed at least one-half of the lemon crop for 1903. Previous to this the outlook had been promising, although the supply would have been a little behind that of last year. As a result Mr. V. B. Badalamenti-Dina, Toronto, one of the principal agents of the Messina growers, says that 63,000 boxes of lemons are now on their way from Italy to Canada and the United States as against 150,000 boxes last year. This will undoubtedly affect the lemon mar-

kept in Canada since Canadian fruit dealers usually rely upon the regular shipment of Messina lemons to Montreal for their Summer supply. There is every prospect that high prices will prevail, especially in the "November cut" which is the lemon that supplies the bulk of the Summer trade in Canada, on account of its keeping qualities.

Among the Fruit Men.

CLEMES BROS.

CLEMES BROS., fruit and commission merchants, corner King and Church streets, Toronto, are justly proud of the fact that they rank among the pioneers in the fruit business in Canada. Forty-two years ago they began in Port Hope under the firm name of C. Clemes & Son. A few years later Mr. Clemes, sr., founder of the business, died, and his two sons, J. P. and M. P. Clemes, moved to Toronto, where they joined W. H. and A. E. Clemes to form the present firm of Clemes Bros. The only change in the personnel of the firm since then is the demise of J. P. Clemes, which occurred six years ago; the other three brothers still control what has become one of the most extensive businesses of the kind in Toronto.

At first Clemes Bros. occupied premises at 51 Front street east. The steady growth of their business compelled the firm to move three years ago to their present commodious warehouse and offices at the corner of King and Church streets.

In the course of an interview with M. P. Clemes a representative of "The Grocer" learned that the firm of Clemes Bros. are the largest Canadian importers of layer figs, a complete stock of which they secure direct from the growers in Smyrna every year. They also employ a buyer in California the year round, who affords the firm the advantage of being strictly on the inside in the orange and general California fruit trade.

A few years ago, says Mr. Clemes, very few oranges were sold in Toronto except Mediterranean fruit. At the present time California oranges are largely taking the place of other fruit. Another striking feature in the evolution of the fruit trade is the increased demand for lemons. The bulk of lemons for the Canadian Summer trade arrives at Montreal from Messina every Spring. Thirther Canadian fruit merchants gravitate to bid on the numerous cargoes of lemons which are disposed of by auction. Clemes Bros. have the honor of being the largest individual buyers at these sales, holding the record with an order for $28,000—$32,000 at one sale.

Clemes Bros. trade is largely in foreign and domestic fruits and provisions. They handle all varieties of Mediterranean fruit such as oranges, lemons, grapes, nuts, etc., and do a large business in California fruits.

LEMONS

MESSINAS—We are offering some genuine snaps in 300s and 360s this week.—
"HOME GUARD,"—Extra Fancy. "TREE" BRAND,—Extra Choice.
WRITE US FOR QUOTATIONS.
A good supply of BANANAS ripening,—Reasonable in price.

WHITE & CO.,
PHONES Main 4106 / " 4107 Wholesale Fruit and Fish, TORONTO.

F. KESSELL & CO. 7&8 Railway Approach, London Bridge, ENGLAND
ARE OPEN TO REPRESENT MANUFACTURERS OR MERCHANTS IN
FRUIT PULPS FRESH FRUITS, CANNED GOODS, AND GENERAL PRODUCE For GREAT BRITAIN
HIGHEST REFERENCES. CORRESPONDENCE INVITED.
BANKERS—LONDON JOINT STOCK BANK, LONDON.

1904
Prompt
SAME OLD STORY.
Reliable
Selling best goods obtainable at lowest possible prices.
Thats's how we hold our trade. Quality tells. Try us.
Hugh Walker & Son, Wholesale Fruits, Guelph, Ont.

Dried Fruit
cleaned and renovated by the latest improved machinery and appliances.
GUARANTEED TO GIVE SATISFACTION.
J. T. ADAMSON & CO.
27 St. Sacrament Street,
MONTREAL.
Tel. Main 778.

References—THE TRADE. L.D. 'Phone 578
GEORGE H. DUCK,
Importers' Agent and Fruit Broker.
Correspondence Solicited. TORONTO, CANADA.

NAVEL ORANGES.
Our Navels are good color, sound and juicy. Order sample box.
Messina Lemons— Fancy and cheap.
HUSBAND Bros. & Co.
Wholesale Fruit and Commission Merchants.
82 Colborne St., TORONTO
Phones—Main 54, Main 3428.

The DAWSON Commission Co., Limited
FRUIT, PRODUCE AND COMMISSION MERCHANTS.
Cor. Market and Colborne Streets. TORONTO

DRIED APPLES
WE ARE BUYERS
LARGEST DEALERS IN CANADA
The W. A. GIBB CO.
5 and 7 Market St., HAMILTON

FLOUR AND CEREAL FOODS

Manitoba Crop Bulletin.

THE Agricultural Department of the Manitoba Government has just issued its annual report for the past year and estimates of the acreage for 1904 as follows:

	Area in Crop Acres.	Average Yield Bushels.	Total Yield Bushels.
Wheat	2,442,873	16.42	40,116 878
Oats	855,431	38.62	33.035,774
Barley	326,537	26.66	8,707,252
Flax	55,900	10 5	586,950
Rye	4,899	18.	88,182
Peas	2,357	17.6	41,483
Total grain crop			82,576,519

POTATOES.

District—	Area in Crop Acres.	Average Yield Bushels.	Total Yield Bushels.
Northwestern	5,330	210	1,119,300
Southwestern	6,808	200	1,361,600
North Central	4,770	180	858,600
South Central	3,990	150	598,500
Eastern	6,300	130	819,000
Province	27,198	175	4,757.000

ROOTS.

District—	Area in Crop Acres.	Average Yield Bushels.	Total Yield Bushels.
Northwestern	2,210	300	663,000
Southwestern	3,256	340	1,107,040
North Central	2,070	300	621,000
South Central	1,690	270	456,300
Eastern	3,025	200	605,000
Province	12,251	282	3,452,340
Total root crop			8.209,340

	Acres.
Total area under grain crops	3,689,990
Total area under all crops	3,757,173

1904 ESTIMATE.

The area prepared for 1904 is stated by the report to be 2,385,505 acres, of which 177,029 is breaking, 668,140 fallowing, and Fall plowing 1,540,336 acres. These figures are the basis of the outlook for next season's crop and are 654,510 acres in excess of the area prepared in 1902 for last year's crop.

New York Grain Market.

THE committee appointed by the New York Produce Exchange some time ago to devise ways and means whereby the New York grain market could be broadened and improved, has finished its labors and submitted a plan to the consideration of the members of the Exchange, says the Flour Trade News. The most important features of the plan are as follows:

At the first meeting of the Board of Managers, subsequent to the adoption of this plan, and thereafter at the first meeting of the Board of Managers, after their election, the president shall (subject to the approval of the board) appoint as a "Committee on Delivery" twelve members of the New York Produce Exchange, who are known as members of the grain trade, nine of whom are specially interested in handling cash grain, and three of whom are specially interested in dealing in "futures." Of the nine members to be chosen from the cash trade, three each shall, so far as possible, represent the trade in wheat, corn and oats, and five of the nine shall be exporters. Every local exchange which shall accept this plan, may appoint one additional member of this committee, such members to have the privileges of visitors on the floor of this Exchange during thirty days in each year.

It shall be the duty of the Committee on Delivery to fix the differences at which deliveries of grain on New York contracts for "futures" may be made, at the places hereinafter mentioned, and to fix the differences relative to the contract price at which other than contract deliveries may be made. In all cases where delivery on contract for "futures" is made outside of New York there shall be added to the difference due to outside delivery, any penalty for delivery of lower grades than contract, provided for in case of delivery of lower than "contract" grades, if delivered in New York.

Any and all grades of grain deliverable on contract for "futures" on this Exchange, shall also be deliverable, with five days' notice, in lots of 5,000 bushels or multiples thereof, and all in one warehouse, at the following places, when inspected and graded in accordance with the rules and regulations of the New York Produce Exchange, and when same has been properly stored in warehouses licensed by the Committee on Delivery, viz., Buffalo, Boston, Philadelphia, Baltimore, Norfolk, Newport News, New Orleans and Galveston.

There shall be appointed by the Grain Committee of the Exchange, within 30 days after the passage of this plan, inspectors of grain, who shall be thoroughly familiar with the grading system of this Exchange, for each one of the places above mentioned, which shall accept the plan, such inspectors to be known as deputy inspectors for the point to which appointed. The deputy inspectors shall, as needed, appoint assistants, with the approval of the inspector-in-chief, to handle the varying volume of business. The deputy and assistant inspectors shall inspect the grain arriving at the points where they are appointed, in accordance with the rules and regulations of the New York Produce Exchange, and they shall inspect out of store, or going aboard vessel, all grain loaded out of the warehouses in their places. All certificates issued shall be in accordance with those of this Exchange and bear the words "New York Standard."

The Committee on Delivery shall meet at the call of the chairman during the first ten days of September and fix differences at which the various grades other than "contract" of Winter wheat and oats may be delivered, and during a like period in November differences on Spring wheat, and during a like period in January differences on corn; all the said differences to apply on deliveries commencing on the ensuing calendar month, and continuing one year therefrom, unless the committee sees fit to make varying differences to suit different periods of the year.

New York Grain Trade.

There is a proposition on foot to include grain at Buffalo in New York deliveries, and thus made the immense ex-lake storage at that port a guarantee against corners in New York trading. In addition the committee recommends that on contracts for wheat, corn and

Guaranteed

Absolutely Pure

BUCKWHEAT FLOUR

In barrels and bags.

ASK FOR QUOTATIONS.

The Tillson Company, Limited, Tillsonburg, Ont.

oats, a next inferior grade to those now authorized, be deliverable at a difference arbitrarily fixed, but the discount arrived at in each case to no way detract from the value of the contract from a buyers' standpoint. The proposed changes in rules are not to apply to deliveries maturing before August 1 next.

Scottish Grain and Flour Trade.

UNITED STATES CONSUL FLEMING, of Edinburgh, writes the Washington Bureau of Industries as follows:

The accompanying statement shows the quantity of grain and flour imported at the ports of Leith and Granton from January 1 to October 15, 1903, and for the coresponding period of last year:

Description.	1903.	19 2.
Wheat.....bushels.	4,804,080	4,717,720
Barley.....do...	3,331,720	2,893,680
Corn.....do...	1,709,280	2,025,800
Oats.....do...	1,095,300	729,250
Rye.....do...	461,235	371,130
Flour.....sacks.	553,892	423,059

Statistics of imports from each grain and flour producing country for this period are not available, but it is estimated that four-fifths of the flour, two-thirds of the wheat, and one-half of the corn came from the United States. Roumania furnished a great quantity

TELEPHONE { MAIN 1257 / " 4675

Wm. McCann Milling Co.

MILLERS AND GRAIN DEALERS

192 King Street East
TORONTO.

John MacKay
Limited
Successors to John MacKay, deceased
ESTABLISHED 1854.

POT and PEARL BARLEY (by patent process), *SPLIT PEAS, BUCKWHEAT FLOUR, Etc., CHOP* of all kinds BY CAR LOAD.

Caledonia Mills,
BOWMANVILLE, ONT.
Correspondence solicited.

FLOUR FEED CEREALS

Place a Trial Order with Us for a Full Line of Our Goods.
QUALITY UNEXCELLED. SATISFACTION GUARANTEED.

Ontario Winter Patents,
Manitoba Blends,
Pure Manitoba.

Rolled Oats (Standard and Granulated
" Barley, Oatmeal,
" Wheat, Pot and Pearl Barley
Wheatlet, Farina, Split Peas.

"Matchless" Feed.

THE G. CARTER, SON & CO., Limited,
ST. MARYS, ONTARIO.

of corn in 1901-2 and early in the present year. The normal proportion of the imports of this grain into East Scotland from the United States is two-thirds, when the American crop and prices are at the average. The reduced total of corn imports this year is due mainly to a diminished demand from distilleries. A considerable increase of both wheat and flour compensates for the decline in corn. Large shipments of wheat from Galveston to Leith is a recent development in the grain trade.

I am told that Canadian millers are making a strong bid for the flour trade. Much British capital has been invested in flour mills in Canada, with the special object of supplying the Britsh markets, and dealers here say that when these enterprises shall have been placed on a broad and firm basis—assuming that they can be so placed, against the competition in the United States—not by any possible efforts can American millers hold their trade in these islands. That is the local opinion now, which events may change; it takes no account of the constant improvement of milling processes and the growth of milling interests in the United States.

—

New Farm Buildings.

An indication of the prosperity prevailing throughout the Prairie Province is to be found in the capital invested in new farm buildings during the past year. By sections it is estimated as follows: Northwestern, $446,680; Southwestern, $1,075,072; North Central, $450,000; South Central, $630,000; Eastern, $360,000; total for province, $2,961,752.

In 1902 the esimated amount expended in farm buildings was $2,228,875. This year there is an increase of $732,877. These figures do not include buildings in towns and villages. They are a fair index of the prosperity of the farming community.

The percentage of wheat crop marketed on December 1, 1903, was—Northwestern district, 43 per cent.; Southwestern district, 54 per cent.; North Central district, 70 per cent.; South Central district 64 per cent.; Eastern district, 70 per cent. Total for province, 58 per cent., or 23,479,287 bushels.

—

Canadian Wheat Too High.

Mr. S. Tamura, of Kobe, Japan, while in Winnipeg on a commercial mission, was asked as to the truth of the report that he had closed a contract for half a million bushels of wheat for shipment to Japan. He expressed his regret that he was unable to confirm the report, and added: "I came to Winnipeg with the intention of purchasing some Canadian agricultural products, but, on account of the prevailing prices being too high, I have been unable to do anything. I have had some communication by cable with Japan regarding the matter, and have been informed that, owing to the high prices here, orders have been placed for a large amount of Pacific coast wheat, which is now going forward, prices there being cheaper. The price of Canadian flour is also too high for the Japanese market, and it seems to me that I will have to wait until I can get a suitable price on Canadian wheat and flour for our market."

—

Export Flour Trade.

ONE important branch of the export trade of Vancouver is the handling of flour to Japan and China, says the Vancouver Province. This trade, while of some years' standing, is of but recent accession to rank of importance. Canadian flour of the second class is now in receipt of a heavy call from Japan. Some of the higher grades of flour sell in Japan but the demand is light. The creation of a good market for Canadian flour in Japan may be said to really date from the time of the Osaka Exposition of the early part of the present year. Then it was that the Japanese first came to the knowledge of the superiority of the Canadian brands over those produced in the United States. The dissemination of this knowledge has been rapid and the responses so ready that a large and rapidly increasing flour export trade between Canada and Japan is now in existence. It may be said by the pessimistically inclined that this flour trade will not survive in its entirety the restoration of transportation rates on the transpacific steamships. That, however, remains to be seen and there is at present reason to believe that even the increase of the rates by 40 per cent. will not work material harm to the traffic. In fact one exporter has stated that he is now taking advantage of the cut rates to firmly establish his lines in Japan. The present rate of $3 per ton on flour is a reduction of $2. It had its creation some four months ago when the China Commercial Company, operating a line of vessels from Hong Kong to San Francisco via Manzanillo, Mexico, made the drop for the purpose of pulling the underpinning from the San Francisco lines. As in duty bound the northern lines (like the San Francisco lines) members of the Asiatic Freight Bureau, came to the rescue by placing northern rates on an equality with those of the southern port. San Francisco rates have since dropped to $1 per ton as competition from the China Commercial Company is keenest at that port.

—

According to Mr. Lowther.

J. W. Lowther, M.P., speaking at Carlisle, said the farmers of Norfolk and Suffolk, where most of the corn in England is grown, scouted the idea of laying down a single acre more because of a duty of two shillings on foreign corn. They had said nothing under seven shillings and sixpence or ten shillings would satisfy them. They were to substitute colonial meat and corn for the foreign. They would have to compete with colonial corn instead, with Australian beef, with New Zealand mutton, with Canadian beef and mutton, instead of as now with Argentine and American. Suppose they did shut out foreign corn and meat, how were the agriculturists of England to benefit?

—

Hard Wheat in England.

English wheat not being thought equal in quality to Canadian, says a cabled despatch, the National Society of Millers started experiments with a view to obtaining hard milling wheat, with a result that a new hard wheat, has been produced. As far as tests on a small scale went, it has been found of a strength that left nothing to be desired.

—

Is Japan a Buyer.

The Winnipeg Free Press is authority for the statement that despite contrary reports Mr. S. Tamura, the Japanese Government representative, has contracted for over 500,000 bushels of Manitoba wheat to be delivered on call at market quotations.

—

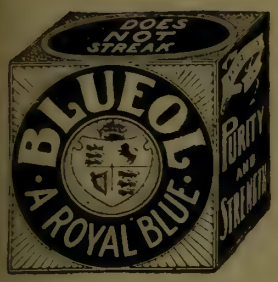
New Bean Company.

The Kent Farmers' Co-operative Produce Company is the name of a new company that was formed at Blenheim, Kent Co., last week. It was decided to purchase the bean warehous and business of Mr. Peter Haggart and to handle beans and all farm produce.

The New Laundry Blue

—MADE IN CANADA.—

"Blues Linen as White as White Can Be."



We Would Like the Trade to Understand That "Blueol" has Been manufacted to compete with the best imported blue to be had on this market, and we claim it to be superior both in strength and working qualities. It is "Canada's Best" and "Canada's Best" is the "World's Best."

—WRITE FOR SAMPLE AND PRICES.—

J. M. DOUGLAS & CO.,

Established 1857 Manufacturers, MONTREAL.

In character, in manner, in style, in all things, the supreme excellence is simplicity.—Longfellow.

"Wee McGregor's" Breakfast Food

A simple diet containing all the elements necessary to sustain life.

"It's Gran' for the Morn's Mornin'"

The F. J. Castle Co., Limited, WHOLESALE GROCERS,

OTTAWA,—————CANADA.

No Warfare

SWISS FOOD pursues the even tenor of its way. The strife of battle between certain foods and fads does not intrude itself upon

SWISS FOOD

This is why it pays the grocer to push it. It sells everywhere and the satisfaction which it gives is constant.

SWISS FOOD, a pure wheat food, is good for every month in in the year. The grocer's friend.

P. McIntosh & Son

Millers and Manufacturers —— TORONTO, CANADA.

COFFEE OUTLOOK.

WILLETT & GRAY'S weekly statistical report for week ending January 14th, have this to say of the coffee situation:

The option markets have again undergone heavy fluctuations in the process of which a great deal of realization has undoubtedly taken place. New buying has come in influenced by the moderate receipts and renewed reports of damage to the growing Brazil crop. Notwithstanding the world's visible showed no material decrease during December, confidence in existing values is imparted by the prospective position of coffee. January receipts for half the month are only 230,000 bags and at this rate the moderate estimate of 600,000 bags will be wide of the mark. If the Santos crop is but 6,500,000 bags, of which 5,300,000 bags are already received, the balance would be 1,200,000 bags, and deducting Sundays and holidays when no coffee is sent into Santos, the daily average receipts would not be over 9,000 bags up to June 30th. This scale would not be maintained towards the end of the crop, and therefore present receipts are the safest guide to the total outturn of the Santos crop. That the yield may be under than over 6 1-2 millions is also indicated by the large precentage of "triage" coffee (about 50 per cent.) in the incoming receipts, a quality poorer than the lowest recognized grades or types and marks the cleaning up of plantation stocks.

These facts may be considered to be discounted in existing values and the subsequent course of the markets will show more or less how the coffee world and speculators regard the outlook for the next crop. It is now quite certain that much damage has been done and the unfavorable weather following the long drought has further deteriorated the crop and dispelled the hopes that some recuperation of the trees would take place before it was too late.

Consuming markets are in good shape so far as supplies are concerned, but Brazil seems determined to exact full prices, so much so that cost and freight business is limited. A better demand is springing up and now that local and interior buyers recognize after the various reactions higher prices are probable on the merits of the situation, they will enter the market more readily.

FISH STAND COLD.

Prof. Pictel, of Berlin, Germany, has been experimenting with the effects of extreme cold on fish life. He has found that many fishes remain alive in a temperature of 45 degrees below freezing point, but they then become so hard and brittle that they splinter like a piece of ice when struck against a hard substance.

LETTERS PATENT ISSUED.

FENELON FALLS MILLING CO.

Letters patent have been issued under the Ontario Companies Act, creating Francis Sandford, manufacturer; Henry Puley and George J. Nie, millers; Harriet Robson, widow; Francis H. Sandford, bookkeeper, and Hugh H. Graham, physician, all of the Village of Fenelon Falls, a corporation for the purpose of acquiring the business and assets of Francis Sandford, Fenelon Falls, carrying on a business as grain and flour merchant and miller; the corporate name of the company to be the Fenelon Falls Milling Co., Limited, with a share capital of $20,000, divided into 2,000 shares of $10 each. The head office of the company is to be the Village of Fenelon Falls and the provisional directors are Francis Sandford, Henry Puley and Geo. J. Nie, hereinbefore mentioned.

S. J. MAJOR, LIMITED.

Arthur Major, foreman; Hormisdas Major and Jules Cote, bookkeepers; George LeBel, merchant; Marie Corinne Major, widow; and Emile Major, commercial traveller, all of the City of Ottawa, have been granted a charter under the Ontario Companies Act creating them a corporation for the purpose and objects following, that is to say, to carry on the trade or business both wholesale and retail of general grocers, wine and liquor retailers, and for that purpose to acquire and take over as a going concern the grocery and liquor business heretofore carried on by Sylvinie Joseph Major, late of the City of Ottawa, deceased, and all assets and liabilities belonging thereto. The corporate name of the company is to be S. J. Major, Limited, the share capital of the company $20,000 divided into 2,000 shares of $100 each. The head office of the company is to be at the City of Ottawa and the provisional directors of the company Arthur Major, Hormisdas Major, Geo. LeBel, Jules Cote and Emile Major, hereinbefore mentioned.

UNION CEREAL CO.

Lieutenant-Governor-in-Council has letters patent granted a charter creating and constituting Walter A. Strowger and John B. Hallworth, accountants; Harry Green, salesman; and Eva P. Roden, stenographer, all of the City of Toronto, and Wm. A. Dowler, barrister-at-law, of the Town of Tilsonburg, a corporation under the name of the Union Cereal Co., Limited, for the purposes and objects of manufacturing, selling and dealing in oats and other grains and manufactured products thereof; acquiring by purchase, lease or otherwise the business or property of any person or company carrying on any similar business; to acquire and hold shares in such company or to act as selling, export and general agents; and to acquire, purchase and otherwise provide trade-marks, trade names, labels, etc. in connection with such business. The share capital of the company is to be $100,000 divided into 1,000 shares of $100 each. The head office of the company is to be at the City of Toronto, and the provisional directors W. A. Strowger, J. B. Hallworth, Henry Green, Eva P. Roden and Wm. A. Dowler.

INCREASING CAPITAL.

The Union Petroleum Company of Canada, Limited, has been granted power under the Great Seal of the Province of Ontario to increase its capital stock from the sum of $25,000 to the sum of $125,000 by the issue of 1,000 shares of new stock of $100 each.

HAMILTON RETAIL GROCERS.

AT the regular monthly meeting of the Hamilton Retail Grocers' Association held last week the following officers were elected for the ensuing year:

President—James Main.

First Vice-President—William Smye.

Second Vice-President—John Forth.

Executive Committee—Adam Ballentyne, Jos. Kirkpatrick, Geo. Cann, Henry Taylor, A. G. Bain.

Treasurer—Chas. Bremner.

Secretary—R. M. Hill.

There was a large turn out of members and a considerable volume of business transacted. Mr. Main, the newly-elected president, being at home ill, ex-President Kirkpatrick presided. A committee was appointed to prepare a report with the view of holding an evening's entertainment toward the end of February. Mr. Joseph Kirkpatrick gave notice that from the handsome balance in the treasurer's hands he would move for a substantial donation to the Gravenhurst Sanitarium for Consumptives.

IN Cold Weather

VAN HOUTEN'S COCOA

is an Ideal Beverage.

CHEAP—Because a little goes a long way.

HANDY—Because it is only necessary to add boiling water.

Grocers who wish to have their customers keep well and able to come out to do their shopping during the inclement season will do well to recommend VAN HOUTEN'S COCOA. Order from any wholesale house in the Dominion.

FREE SAMPLES for distribution from

Dominion Agents { WATT & SCOTT, - - TORONTO
WATT, SCOTT & GOODACRE - MONTREAL

USE

LEA & PERRINS' SAUCE

"The Finest Relish in the World."

SELL

LEA & PERRINS' SAUCE

"The Most Reliable Article in the Grocery Line."

J. M. DOUGLAS & CO., Canadian Agents, - MONTREAL.

We have recently taken up the manufacture and sale of the

Templeton Cheese Knife

It is the greatest device for merchants retailing cheese. "Soon pays for itself," is the testimony of everyone who has used the machine for the past year.

KEEPS CHEESE FRESH
SAVES FROM WASTE

EASY TO OPERATE
PLEASES EVERY CUSTOMER

Sold on easy terms. Write us for particulars.

The Computing Scale Co. of Canada, Limited, - 164 King St. West, Toronto.

"Best in the World."

HILL, EVANS & CO'S (WORCESTER, ENG.)

PURE ENGLISH

MALT VINEGAR

Delicate in Flavor and Aroma.
Splendid keeping properties.

ROBERT WATERS' QUININE WINE

Quinine in a palatable form—50 years' reputation.

Export Agents:
Robt. Crooks & Co., Botolph House, Eastcheap, London, Eng.

MANUFACTURERS' AGENTS AND BROKERS.

TORONTO.

POTATOES.

Our bids are good ones.
Write or wire for prices.

M. G. STAGG & CO.

Phone Main 5219. Standard Stock Ex. Bldg., Grain and Hay Merchants. TORONTO.

W. G. PATRICK & CO.,

AGENTS AND IMPORTERS.

29 Melinda St., - TORONTO

W. G. A. LAMBE & CO.

TORONTO.

Grocery Brokers and Agents.

Established 1885.

QUEBEC, P.Q

J. P. THOMAS

GENERAL AGENT AND COMMISSION MERCHANT,
25 ST. PETER STREET,
QUEBEC.

To Manufacturers' Agents

THE CANADIAN GROCER has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a Special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

Address, BUSINESS MANAGER,
CANADIAN GROCER,
Montreal and Toronto.

VANCOUVER, B.C.

C. Gardiner Johnson & Co.,

VANCOUVER, B. C.

Importers of . . .

Skinner's Queensland Turtle Soup.

Sole Agents for Canada.

Supply C.P.R. Company's Cars, Steamers and Hotels, and leading Clubs of Canada.

VICTORIA, B.C.

R. W. CLARK & CO.

Japanese, Chinese and Australian Brokers,
VICTORIA, B. C.

Represented in the Orient by **Mr. A. R. Tufts,** with headquarters at Kobe.

Manufacturers and shippers requiring representation in the Orient are invited to correspond with us.
Our facilities for doing business are second to none.

WINNIPEG.

IF YOU HAVE ANYTHING TO SELL
WRITE CAMERON GORDON & Co.
WHOLESALE COMMISSION AGENTS
WINNIPEG MANITOBA

EASTERN MANUFACTURERS
—AND—
SHIPPERS.

All **EYES** are turned on

MANITOBA AND THE WEST.

I

Represent some of the leading houses in

CANADA and the U S.

INCREASE YOUR TRADE. WRITE ME.

E. NICHOLSON, - WINNIPEG,

Wholesale Commission Merchant and Broker

LONDON, ENG.

TEA.

AGENTS REQUIRED in Canada and United States to sell and obtain wholesale orders for **Ceylon Black and Green Teas** on commission. Apply,

"COMMISSIONER,"
CANADIAN GROCER,
109 Fleet Street E.C. London, Eng.

Fall and Winter Trade—What are you doing about it?

—just letting it take care of itself, or are you getting busy and telling grocers where to find what they want, and showing them that they want what you have?

Others are doing this in all sorts of ways—principally through advertising in THE CANADIAN GROCER. This is certainly the best and quickest—also the surest—way to reach all of the grocers and general storekeepers throughout the Dominion.

Here you have a large audience made up entirely of all the grocers worth while in Canada, who are constantly on the lookout for opportunities to buy to better advantage. They look through THE GROCER every week for the opportunities, and GROCER advertisers benefit.

Our Department of Advertising Service helps advertisers in THE GROCER to get the greatest possible results out of their expenditure by rendering expert assistance in the preparation of effective advertising copy. This service is rendered free of charge to those who desire it.

Communicate with us about rates, etc.

The Canadian Grocer,

232 McGill St., MONTREAL. 10 Front St. East, TORONTO.

"ACME" TABLE SALT

Ask your wholesale grocer for it. Put up in 24 3-lb. cartoons in a case, and in 50-lb. box.

TORONTO SALT WORKS, Toronto, Ont.

Harvey's Ammonia.

Gives the Wholesale Grocer over 38 per cent. profit. Always full strength. Put up in quart and pint sizes—also Dry Powdered Ammo., the strong kind.

JOHN C. HARVEY,
Manufacturing Chemist, Todmorden, Ont.

Attractive Packing

Does not fully illustrate what . .

Goodwillie's Glass Fruits Really are

You want to get inside the package and taste the goods for yourself. Then you can sell them with EVERY CONFIDENCE. If you have not stocked them order a five-case lot from your JOBBER Only 1 doz. jars in a case.

SELLING AGENTS:

ROSE & LAFLAMME,

MONTREAL.

BATGER'S

MARMALADES

For { BREAKFAST, LUNCH, or SUPPER

NO MATTER WHAT THE OCCASION BE

ARE ALWAYS SUITABLE.

TRY A SAMPLE CASE OF 4 DOZ.

KINDS :—

ORANGE
LIME FRUIT
PINEAPPLE
LEMONA

Agents :

ROSE & LAFLAMME,
MONTREAL.

Messrs. Grimble & Co.

LIMITED

Specially request the trade to consider quality when placing their orders for

VINEGARS

NOTE OUR GRADES.—Orleans No. 16, and Nos. 16, 18 and 24 malt, concentrated and distilled.

All inquiries addressed to their Canadian agent, Mr. I. S. Wotherspoon, 204 Board of Trade Building, Montreal, will receive prompt attention.

I. S. WOTHERSPOON,
204 Board of Trade Building,
MONTREAL, P. Q.

Some "talk" is all "sauce."

Brand's A1 Sauce

is talk,
it talks up trade with your customers,
it talks money into your pocket.

CANADIAN REPRESENTATIVE

I. S. WOTHERSPOON,
204 Board of Trade Bldgs, Montreal.

SOLE MANUFACTURERS

BRAND & CO., Limited, MAYFAIR, LONDON, ENG.

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR RETAIL MERCHANTS.

The Soldiers' Smoke.

TOBACCO played a prominent part in the heroic struggle at Rorke's Drift. Not for the first time, the British soldiers then smoked as they fought, and fought as they smoked, pausing now and again to light up their pipes with pieces of burning wood from the hospital, which the ferocious enemy had succeeded in setting on fire. Our "only General," as Lord Wolseley was wont to be called, is said to have celebrated the British victory at Tel-el-Kebir by indulging in as many as nine cigars, one after the other. The great Napoleon conquered nations, but he could not conquer tobacco, which was powerful enough to place him hors de combat when whole legions could not. Indeed, smoking made him positively ill, but, if he could not find solace in a pipe, he consumed large quantities of the weed in the shape of snuff. Nor must a still more interesting, if no more illustrious, example be overlooked. It is recorded in the pages of history that the beautiful and courageous Queen Marie of Naples performed prodigies of valor under the inspiring influence of tobacco. In the siege of Gaeta, the final stronghold of the ill-starred House of Bourbon in Italy, she personally headed more than one fierce and desperate onslaught upon the enemy with a cigar between her lips.

Mrs. Russel Sage on Tobacco.

Mrs. Russell Sage doesn't like tobacco smoke, and she doesn't hesitate to let people know that she doesn't like it. At the same time she blames her own sex for the prevalence of smoking in public places. In a recent interview she said:

"Women are willing to drive and walk with men while they smoke; they even permit men to smoke while dining with them at public restaurants, and at length men feel dreadfully abused if they are required to desist from smoking for an hour or so. A man can drink without interfering with the comfort of others, but the smoker makes his presence felt all over the room."

Mrs. Sage thinks men were once more "courteous and considerate" than to do such a thing, and she thinks such a time will come again, and that the American woman will bring it about. "As soon as she insists upon courtesy men will be courteous," she adds.

Smoking Under Water.

Says an expert swimmer: "It looks very strange to see a man go under water with a lighted cigar in his mouth; smoke calmly at the bottom, and come to the surface with the cigar burning as nicely as if he were smoking in his easy chair. Apparently he defies all natural laws, but of course he doesn't.

"It is a simple trick, but it requires practice. Just as I throw myself backward to go down, I flip the cigar end for end with my tongue and upper lip, and get the lighted end in my mouth, closing my lips water tight around it. A little slippery elm juice gargled before going in prevents any accidentaly burning of the mouth. Going slowly down backwards, I lie at full length on the bottom of the tank, and blow smoke through the cut end of the cigar. Just as I reach the surface again, another flip reverses the cigar, and there I am smoking calmly. The reversing is done so quickly that nobody notices it."

Succumbed to Tobacco at 90.

A man who lived at Orange, N.J., and who died at the age of 90 years, is said to have killed himself by the excessive use of tobacco. His habit was to chew—not chewing tobacco, but the points of cigars. His claim was that there was

Old Chum

CUT PLUG
SMOKING
TOBACCO

satisfies the most exacting customers.

Sold By All Leading Wholesale Houses.

CURRENCY

Plug Chewing Tobacco

is a

Quick Seller.

Handled by all Leading Wholesale Houses.

Talking of 5-centers

DO YOU KNOW OUR

"PEBBLE"?

If we knew how to make a better Cigar to sell at **5 cents** we would make it. "Pebble" has gripped the 5-cent Cigar trade of hundreds of tobacconists and grocers throughout Canada. There must be a reason. Perhaps it is because we make it. We rather think it is.

Sell "Pebble" and make others happy — make them your customers, too.

J. BRUCE PAYNE, LIMITED. **Mfrs.**
GRANBY, QUE.

TO ARREST YOU!

We are after your Tobacco business. Sell what your men customers—your smokers—like, and you'll sell **T. & B. 10c.** size pleases most.

THE GEO. E. TUCKETT & SON CO., Limited,
HAMILTON, CANADA.

DO IT.

Send us a request for early advice of the Pipe Bargains we shall have ready to offer in a few days—when the clean-up after stock-taking follows. The best things—if there are any best—go to the first applicants.

W. B. Reid & Co.
Wholesale Tobacconists
58 YONGE ST., TORONTO

All sensible chewers chew

QUEEN'S NAVY

IT IS THE BEST.

TRY IT.

The Erie Tobacco Company
WINDSOR, ONTARIO.

HORROCKS'

RONTO

5c. CIGAR

MAKES FRIENDS FAST, AND FAST FRIENDS.

T. J. Horrocks,
Wholesale Tobacconist
Wellington St. East, TORONTO

The Chamberlain Cigar

The **best value** in Canada! Sold the **world** over! It will help your **trade tremendously!** Order a sample lot to-day!

SAVE THE BANDS AND RETURN THEM TO

J. M. FORTIER, Limited,
MONTREAL.

MANUFACTURERS OF
Cigarettes and Cut Tobaccos

John Bull Satisfaction

possesses the souls of the grocers who have learned the worthiness of

McAlpin's Tobaccos.

These Tobaccos have a way of increasing the consumption of Tobacco,—to no one's hurt. Moreover, there's the question of the profit to be considered.

SMOKING

TONKA,
SOLID COMFORT,
PINCHIN'S
HAND-MADE.

CHEWING

BRITISH NAVY,
KING'S NAVY,
BEAVER,
APRICOT.

McAlpin Consumers Tobacco Co., Limited
TORONTO.

not in the entire market a brand of tobacco that suited him as well as the one end of the cigar, and he said that in discarding the rest of it he took only the choicest part.

The Home of the "Ronto."

T. J. HORROCKS, wholesale tobacconist, Toronto, confesses that he too has fallen victim to the "growing" epidemic which has affected so many Canadian mercantile houses of late.

He started business three years ago in an office six by eight at 6 Wellington street east, with patronage and trade a minus quantity. Things began to come his way, however, from the start, and the history of his business has been one of steady but rapid growth. For the past year he has felt that the present premises were altogether too cramped for the increasing demands of business, and is now moving to more commodious quarters at 176 King street east, which are being fitted up as an up-to-date cigar factory.

The new building is three stories high, is well lighted, and will have all the latest improvements. The lower floor will be used as business offices, shipping and stock rooms; the second will be given over to cigar and raw-leaf bonds, casing and work rooms; and the top floor to work-rooms, packing and stripping rooms.

Mr. Horrocks has at the present time an office staff of ten, and five travellers, three for the road and two for local work. In the new factory he will employ at least 25 hands who will work under the direction of Foreman Lucking, an expert in cigar making.

The specialties featured are "Ronto" and "Statesman" cigars, and it is to the popularity of these brands and the increased demand for them that Mr. Horrocks attributes his success in no small measure. Several other brands of cigars are also to be manufactured in the new factory. Mr. Horrocks is wholesale distributor for the McAlpine Consumers' Tobacco Co., and the Erie Tobacco Co., and is the only Toronto wholesaler who handles Tuckett's cigarettes. Mr. Horrocks predicts big things for Canadian tobacconists in the near future.

A Pipe Collection.

An officer in the firm of the big Harris paint works in Philadelphia, has a roll top desk which is literally loaded with pipes. Not a paper, not even an envelope is in the desk. Pigenholes and drawers are ful of splendid pipes, every one of them "broken in," each in the pink of condition, and each beautiful enough for a present. He goes the rounds of the pipes, never smoking a same one twice on the same day.

Tobacco's Apologists.

THE charm of tobacco is an inexplicable thing, says a writer in the Cigar and Tobacco Journal. It lies in the soothing effect, according to M. Fay; it is a seductive anesthesia that has become necessary, says M. Richet; it is, when used within reason, a harmless mental stimulant, Mr. Rochard declares. Yet Count Tolstoi speaks of "the deliverance of humanity from this terrible evil" as "an epoch in the life of the race which will arrive in the near future." Tolstoi's thesis is that men use tobacco simply in order to drown the warning voice of conscience. The more man stupefies himself with narcotics, the more stolid, quiescent and stagnant he becomes intellectually and morally—according to the gospel of Tolstoi.

In spite of it all, it must be remembered that crowned heads of past ages have thundered in vain, like King James, a "counterblast" against the weed. Pope Urban VIII. launched a bull against it; the Czar of Russia, in 1634, forbade his subjects to smoke, under pain of forfeiting their noses; in the same year the Sultan Amarath raised smoking to the dignity of a capital crime; and a few years later a revised edition of the Decalogue, published at Berne, sandwiched between the seventh and eighth commandments a new one: "Thou shalt not smoke."

What has been the result? All the diatribes ever written against My Lady Nicotine have ended in smoke. They always will. Let us grant that tobacco may have a mischievous influence on the health and even cause serious diseases, like angina pectoris, or injuries to the tongue and lips. Yet it is a mental sedative or stimulant; one of the dearest of friends, faithful unto death, if one does not abuse it. M. Jules Rochard, member of the French Academy of Medicine, having abused tobacco for about 50 years, was compelled to abjure it. Did he then, like Tolstoi, proceed to curse his old friend? Not he. "Tobacco," he said, "has never led the reason astray, destroyed the will or perverted the sensibility of anyone. The most hardened smoker enjoys at all times the most perfect clearness of mind. .....A person can break up the habit of using tobacco, while alcoholism and morphine mania are almost incurable." Every word of which is absolutely true.

Enjoyment of The Weed a Universal Weakness

Smoking is universal in Polynesia, China, Japan and Siam. In Burma the mother takes the cheroot from her mouth and puts it into the lips of her nursing babe, while the child purses its tiny lips and puffs away with every indication of pleasure. Kaffirs habitually smoke cigars with the lighted ends in their mouths and their tongues adroitly tucked out of harm's way. Even Stanley's pigmies of Central Africa are inveterate smokers. The sun never sets on the smoking world; before the white man of the Occident puts down his pipe at night, the yellow man of the Orient has lit his matutinal cheroot.

We are now offering at special prices the finest assortment of pipes in Canada. Write us for copy of SILENT DRUMMER.

W. H. STEELE CO, LIMITED

40 SCOTT ST., TORONTO.

Should be in the mouth of every smoker. What? a

McDougall Scotch Clay Pipe

Be sure and ask for it, and see that you get it.

D. McDougall & Co., Glasgow. Scotland.

This case with its ALL GLASS Top (no wood above the glass) is THE VERY FINEST display case in the world today. We are making TWENTY of this style of case to ONE of ANY OTHER, and are receiving orders from ALL parts of the Dominion for this MAGNIFICENT case. It is fitted with the very best British Plate Glass THROUGHOUT, including the mirrors in the doors and the shelves, in short, it is the MOST EXQUISITE and most UP-TO-DATE floor case on the market anywhere in the world to-day.

A large number of Grocers throughout the Dominion are now handling cigars as a special branch and ARE doing WELL with them. Are YOU right in line with these progressive and wide-awake men? If not, YOU OUGHT TO BE. If you desire to fall in the ranks by taking up this GOOD PAYING side-line you cannot do better than consult us about the very best and most modern display cases made especially for that line of business. In order to make a good display of, and to keep your cigars right it is necessary to have a first-class case of OUR manufacture. We turn out nothing but the very best goods, and our prices ARE REASONABLE for such goods.

Dominion Show Case Co.

53 Richmond St. East, - - TORONTO.

DEPARTMENT OF ADVERTISING SUGGESTION AND CRITICISM

Edited by
John C. Kirkwood,
TORONTO.

NOTE—Hereinare discussed the principles and practice of advertising. Subscribers are invited to send Mr. Kirkwood specimens of their newspaper and other advertising, for the purpose of review in this department. Address care of Department of Advertising, THE CANADIAN GROCER.

Price-Quoting and Price-Cutting.

FOLLOWING upon last week's topic is the subject of price-quoting. To many price-quoting is associated with price-cutting, and since the latter is somthing to be shunned, so is the provoking cause. I suppose every grocer in any good-sized town has gone through the experience of a price warfare, and the recollection is not a pleasant one. The profits in groceries do not permit of price-cutting, and in this fact lies the assurance of peace. The strife may be prolonged, but soon or late it comes to an end. The best way to bring a cut-price contest to an end is to let one grocer do the cutting. It is true he may for the time being find his trade increased, but what with the loss in profits and the hopelessness of attracting the best customers of competitors, together with the practical inability to continue selling at cut prices always, he is glad to abandon his folly and to resume business on quieter and more profitable lines. It is necessary oftentimes to meet the cut price. In this way, the advantage the cutter hoped to gain is taken away, and customers he sought to attract have no occasion to leave their regular trading place. A grocer may intimate through an advertisement that his customers are protected during the period of hurtful price-cutting, but I certainly do not advise advertising challenge prices. If granulated sugar be the guage of battle, I would advise meeting the cut price quietly and without demur. It represents loss, but a loss that may be the least one to face. If possible, don't sell the same goods as are being sold by the cut-price grocer, and so avoid awkward comparison. Of course it is impossible to pursue this course throughout every line of the grocery stock, but in many cases it can be done. A price warfare is an ugly thing, and one I believe the general public disapproves of, and is glad to see terminated.

But price-cutting does not necessarily nor generally follow upon price-quoting. And furthermore, a grocer does not have to quote cut prices in order to make his advertisements attractive. I know that there is a temptation oftentimes when preparing an advertisement to pick out some line that everybody is familiar with and to give a special price, perhaps for a certain day, perhaps an offer without a time limit. The grocer who yields to this temptation mistakes the idea of advertising and is bound to make trouble for himself and others. If Mrs. Dooley's laundry soap, for example, is selling at 5c. straight, there is absolutely no occasion for any grocer to cut the price to 6 bars for 25c., simply to make an interesting advertisement. I dwell on this point, for too often the temptation to do some such rash thing presents itself to grocers, and too often such a cut has precipitated a local price war, neither intended nor desired by the man who brightened(?) his advertisement by a "special."

The grocer has many things, however, that he can reduce the price on from time to time without danger to his own or others' trade. Bulk teas are an example. He may be selling a bulk tea for 40c. and reduce it to 30c. or 25c. without disturbance to the general trade of the community. He may have a special brand of baking powder confined to himself. With it he can do what he likes in the matter of price. Confectionery, brooms, lamp glasses, vinegars, flavoring extracts, little known brands of canned goods, dried fruits, shoe blacking, bulk starch are other lines which can be advertised at less than regular prices without fear. Very often it is good business policy to make "specials" of some line of goods to enliven a dull month or to maintain a reputation for always having "bargains" among the class of trade that demands something of the sort.

To think that only cut prices are interesting to the reader is to have a wrong understanding of things. There are many people who are interested in grocery news, in knowing what new things the grocer is offering. The problem of providing meals for the household can be solved better with the grocer's assistance, by means of his advertisements, than without. Let the grocer get this point of view and he will certainly do better advertising—better because more intelligent, more suggestive, more productive of sales. Most grocers can talk persusaively to the customer who sits facing them. Acquire the habit of addressing customers through the published advertisements in the same language that you use in the store behind the counter, and first-class advertising is sure to result. The grocer may fearlessly give prices if his advertisements are of this sort, with advantage to himself and with satisfaction to the public whom he addresses. In this style of advertising, prices are subordinated to the goods advertised, and there is no call for cutting.

To advertise lines that one's opposition has, at prices that prevail generally, is not in the majority of instances worth while. It is better from every point of view to emphasize the individuality rather than the similarity of one's stock. To advertise what others can and do supply just as satisfactorily is wasteful. Every store has a character. Its exceptional character, the measure of its difference between other stores of the same class is the thing to insist upon. Every alert, pushing merchant can give a half dozen reasons for his belief that the public should trade at his store, rather than elsewhere. Let him tell and demonstrate these reasons in advertising. What he believes, he can make others believe. The establishment of this belief in the community is aided and strengthened through advertising.

THE METROPOLITAN BANK

CAPITAL PAID UP - $1,000,000.00
RESERVE FUND - $1,000,000.00

DIRECTORS:

REV. R. H. WARDEN, D.D., - President.
S. J. MOORE, ESQ., - - Vice-President.
Chester D. Massey, Esq., - of Massey-Harris Co.
D. E. Thomson, Esq., K.C., - of Thomson, Lilley & Johnston.
His Honor W. Mortimer Clark, K.C., Lt.-Gov. Province of Ontario.

HEAD OFFICE, - TORONTO, ONT.

W. D. ROSS, General Manager.

SAVINGS BANK DEPARTMENT open at all Branches, and interest allowed at best current rates on deposits and added twice a year.

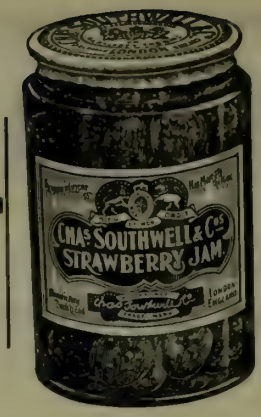
Statement of the Affairs of the Bank as at December 31st, 1903.

LIABILITIES

Capital Stock paid up		$1,000,000.00
Reserve Fund	$1,000,000.00	
Rebate on Bills Discounted	6,851.62	
Balance of Profit and Loss account carried forward	18,232.31	
		1,025,083.93
Notes of the Bank in circulation	$526,687.50	
Deposits not bearing interest	205,103.31	
Deposits bearing interest (including interest accrued to date)	735,021.84	
Deposits by other Banks in Canada	5,016.67	
		1,471,829.32
		$3,496,913.25

ASSETS

Specie and Dominion notes	$171,341.36	
Deposit with Dominion Government for security of note circulation	6,036.66	
Notes and cheques of other banks	100,517.38	
Balances due from other banks in Canada	297,610.20	
Balances due from agents in United Kingdom	20,731.28	
Balances due from agents in foreign countries	44,018.94	
Railway and other bonds, debentures and securities	316,226.66	
Call loans secured by bonds, debentures and stocks	647,833.74	
		$1,604,316.22
Current loans and discounts	$1,656,977.77	
Notes and bills overdue	1,139.05	
Bank premises, safes and office furniture	233,032.72	
Stationery, etc.	1,447.49	
		1,892,597.03
		$3,496,913.25



As near to the "home-made" as possible is the aim of

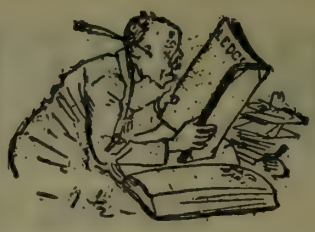
SOUTHWELL'S JAMS.

They are in demand at this time of year when stocks in the cellar are low. Good profits and pleased customers.

Price List, etc., for the asking.

FRANK MAGOR & CO.,

DOMINION AGENTS, 403 St. Paul St., MONTREAL.



It would puzzle anyone to figure out a permanent profit selling cheap goods that give poor satisfaction. People are never slow at finding such things out, and you're bound to lose more or less business. A reputation for quality will do more than anything else to keep you in evidence.

The demand for **Cow-brand Soda** is bigger to-day than ever before. You can afford to give it a good showing, and guarantee it as the very best.

John Dwight & Co.,
TORONTO

Current Market Quotations for Proprietary Articles

January 21, 1903.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes	$4 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 3 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ¼ " "	14 00

W. H. GILLARD & CO.

Diamond—	
5-lb. tins, 2 doz. in case	$2 00
2-lb. tins, 3 " "	1 25
1 lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
1 doz.	10c.	$0 85
2 doz.	4-oz.	1 20
3 doz.	6-oz.	1 75
4 doz.	12-oz.	3 50
2 doz.	12-oz.	3 45
3 doz.	12-oz.	3 40
1 doz.	16-oz.	4 45
3 doz.	16-oz.	4 35
3 doz.	2½lb.	10 40
1 doz.	5lb.	19 50

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

JERSEY CREAM BAKING POWDER.

ze, 5 doz. in case	$0 40
" 4 " "	0 75
" 3 " "	1 25
" 2 " "	2 25

OCEAN MILLS.

	Per doz.
Ocean Baking Powder, ½ lb., 4 doz.	$ 45
Ocean Baking Powder, ¼ lb. 5 doz.	90
Ocean Baking Powder, 1 lb., 3 doz.	1 25
Ocean Borax, ¼-lb. packages, 4 doz.	40
Ocean Cornstarch, 40 pks. in a case	78

Freight paid, 5 p.c. 30 days.

ROYAL BAKING POWDER CO.

Sizes.	Per Doz.
Royal—Dime	$ 1 00
" ½ lb.	1 60
" 6 oz.	2 25
" ½ lb.	2 90
" 12 oz.	4 50
" 1 lb.	5 75
" 3 lb.	15 50
" 5 lb.	25 50

Sizes.	Per Doz.
Cleveland's—Dime	$ 1 00
" ½ lb.	1 50
" 6 oz.	2 20
" ½ lb.	2 80
" 12 oz.	4 25
" 1 lb.	5 50
" 3 lb.	15 00
" 5 lb.	25 00

"VIENNA" BAKING POWDER.

	Per doz.
1-lb tins, 4 doz in box	$2 25
½-lb tins, 4 doz in box	1 25
¼-lb tins, 4 doz in box	75

BEE BAKING POWDER.

1-lb. tins, cases 4 doz, per doz	$2 25

Blacking.

HENRI JONAS & CO.

Jonas' Per gross	$9 00
Froments "	7 50
Military dressing "	24 00

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ¼ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes, according to size	0 02 0 10

J. M. DOUGLAS & CO.—Laundry Blues.

"Blueol" 10-lb. boxes containing 50 pkgs., 4 squares each per lb.	15c
"Sapphire"—14-lb. boxes, ¼-lb. pkgs. per lb	12½
"Union"—14-lb. boxes, assorted, 1 & ¼-lb. pkgs. per lb.	10

Black Lead.

Reckitt's, per box $1 15
Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz.; or ¼ gross, 4 oz.

JAMES' DOME BLACK LEAD.

	Per gross
6a size	$2 40
2a size	2 50

Borax.

"Bee" brand, 5 oz., cases, 40 pkgs.	1 40
" " 10 oz., cases, 48 "	3 25
" " 16 oz., cases, 48 "	4 25

Brooms.

UNITED FACTORIES, LIMITED. doz. net.

Boeckh's Bamboo Handles, A, 4 strings	$4 70
" " " B, 4 "	4 40
" " " C, 3 strings	4 10
" " " D, 3 "	3 85
" " " F, 3 "	3 55
" " " G, 3 "	3 20
" " " I, 3 "	2 85

Canned Goods.

HENRI JONAS & CO.

Mushrooms, Rionel	$15 50
" 1st choice Dutheil	18 50
" " Lenoir	19 50
" extra Lenoir	22 00

Per case, 100 tins.

French Peas, Delory's—	
Moyen's No. 2	$9 00
" No. 1	10 50
¼ Fins	12 50
Fins	14 00
Tres fins	15 00
Extra fins	16 50
Sur extra fins	18 00
French Sardines—	
¼ Rolland	9 50 10 00
¼ Delory	10 50
¼ Club Alpins	2

FRED. MAGEE

	Per doz
Smelts in spices, in ½-lb round tins	0 90 $1 00
" mustard, in ½-lb oval "	0 95 $1 05
" Tomato, in ½-lb. " "	0 95 $1 00

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 08
" 7-lb. cotton bags, per bag	0 18½
Quaker Oats, 2-lb. pkgs., per case	3 00
Tillson's Oats, 2-lb. pkgs., per case	00

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Hygienic, 1-lb. tins per doz.	$6 75
" ½-lb. tins "	3 50
" ¼-lb. tins "	2 00
" fancy tins "	0 85
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50
Perfection, ½-lb. tins, per doz.	2 40
Cocoa Essence, sweet, ½-lb. tins, per doz.	

Chocolate—	per lb
Queen's Dessert, ¼'s and ½'s	$0 40
" 6's	0 42
Mexican Vanilla, ¼'s and ½'s	0 35
Royal Navy Rock, " "	0 30
Diamond, " "	0 25
" 8's	0 28

FRY'S.

Chocolate—	per lb
Caracas, ¼'s, 6-lb. boxes	$0 42
Vanilla, ¼'s	0 42
"Gold Medal," sweet, ¼'s, 6-lb. boxes	0 29
Pure, unsweetened, ¼'s, 6-lb. boxes	0 42
Fry's "Diamond," ¼'s, 14-lb. boxes	0 24
Fry's "Monogram," ¼'s, 14-lb boxes	0 24

---the Best Table **SYRUP** in Canada is

"Crown"

brand

put up only by us and by the

only Experienced Syrup Maker in Canada.

"Crown" brand Syrup is the very life of Corn, is healthy, pure, and always clear and clean.

Always Ready and Promptly Shipped:

2-lb. tins—cases 2 doz.
5 " " " 1 "
10 " " " ½ "
20 " " " ¼ "

Also in Brls., ½-Brls, **Kegs and Pails.**

Freight paid on 5 cases and over to all railway stations East of North Bay.

Look for the "Crown" on every pkge.

EDWARDSBURG STARCH CO'Y, Limited

ESTABLISHED 1858

53 Front St. East, TORONTO, ONT.
Works: CARDINAL, ONT.
164 St. James St., MONTREAL, P.Q.

Cocoa—	Per doz.
Concentrated, ¼s, 1 doz. in box	2 40
" ½s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ¼s, 14-lb. boxes	....
" ½s, 12-lb. boxes	....
Epp's Cocoa, case of 14 lb., per lb.	0 35
Smaller quantities	0 37½

JOHN P. MOTT & CO.'S.
R. S. McIndoe, Agent, Toronto.

	Per lb
Mott's Broma	$0 30
Mott's Prepared Cocoa, ¼s and ½-boxes	0 28
Mott's Breakfast Cocoa, ¼s in boxes	0 40
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caracas Chocolate	0 40
Mott's Diamond Chocolate	0 23
Mott's Navy Chocolate, ½s in boxes	0 27
Mott's Cocoa Nibbs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross	1 00
Mott's Confectionery Chocolate	0 21 0 32
Mott's Sweet Chocolate Liquors	0 20 0 36

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 38
Vanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 27
Breakfast cocoa, ¼, ½, 1 and 5-lb tins	0 43
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 35
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5's, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 56

Condensed Milk.

Anchor" brand, cases 4 doz., per case $5 00
" evap. cream, cp. 4d. " 4 65

Borden's Condensed Milk Co.

Eagle" brand	$1 65
Gold Seal" brand	1 30
Peerless" brand evaporated cream	1 02

"Reindeer" Brand
Case (4 doz) $5.60

Coffee.

" Bee " brand, 1 lb. tins, cases, 30 tins	9 00
" " 2 lb. tins, cases, 15 tins	8 70

THE EBY, BLAIN CO., LIMITED.

In bulk—	Per lb.
Club House	0 32
Royal Java	0 31
Royal Java and Mocha	0 31
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Fancy Bourbon	0 20
High Grade package goods—	
Gold Medal, 2-lb. tins	0 30
Gold Medal, 1-lb. tins	0 31
Kin Hee, 1-lb. tins	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars	0 30
English Breakfast, ground only 1-lb. tins	0 18

JAMES TURNER & CO.

	Per lb.
Mecca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.

	Per lb.
"Old Crow" Java	$0 22½
" Mocha	0 22½
"Condor" Java	0 27½
" Mocha	0 27½
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 31
" " " 2-lb. tins	0 30
100 lb. delivered in Ontario and Quebec. Rio No. 1	0 11

WILLISON'S TURKEY COFFEE.

	Per lb.
1-lb tins, 48-lb cases	30

S. H. & A. S. EWING'S.

	Per lb.
Mocha and Java coffee, in 1-lb tins, 30-lb cases	32
Mocha and Java coffee, in 2-lb tins, 30-lb cases	29

Cheese.

Imperial—Large size jars	per doz.	$8 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	15 00
Small size	"	12 00
Roquefort—Large size	"	2 40
Small size	"	1 40

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered.
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c.

Allison's Coupon Pass Book.

$1 00 to 3 00 books	3 cents each
5 00 books	4 "
10 00 "	5½ "
15 00 "	6½ "
20 00 "	7½ "
25 00 "	8 "
50 00 "	12 "

Cane's Clothes Pins.

UNITED FACTORIES, LIMITED.

Clothes pins (full count), 5 gross in case, per case	$0 62
4 doz. packages (12 to a case)	0 75
6 doz. packages (12 to a case)	0 95

Cleaner.

	Per doz.
4-oz. cans	$ 0.90
6-oz. "	1.35
10-oz. "	1.85
Quart "	3.75
Gallon "	10.00

Wholesale Agents
The Davidson & Hay, Limited, Toronto.

Extracts.

HENRI JONAS & CO.

	Per gross.
-oz. London extracts	$ 6 00
2-oz. " " (no corkscrews)	5 50
2-oz. " "	9 00
2-oz. Spruce essence	6 00
2-oz. " "	9 00
2-oz. Anchor extracts	12 00
4-oz. " "	21 00
1-oz. " "	36 00
1-lb. " "	70 00
1-oz. flat "	9 00
2-oz. flat bottle extracts	18 00
2-oz. square bottle "	21 00
4-oz. " " (corked)	36 00
8-oz. " " "	72 00

	Per doz.
8-oz. " glass stop extracts	$3 50
8-oz. " " "	7 00
2½-oz. round quint essence extracts	2 00
4-oz. jockey decanters "	3 50

Food.

	Per doz
Robinson's patent barley ½-lb. tins	$1 25
" " " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " " 1-lb. tins	2 25

Ge'atine.

	Per gross.
Knox's No. 1 sparkling	$15 00
	Per doz.
" " " 6 doz., at	$ 1 30
" No. 3 acidulated, at	$ 1 50

Jams and Jellies.

SOUTHWELL'S GOODS. Frank Magor & Co., Agents.

	Per doz
Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant " "	1 85
Other jams	$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.

Pure Fruit Jams—
1-lb. glass jars, 2 doz. in case, per doz. $0 95
2½-lb. tin pail, 2 doz. in crate, per lb. 0 06½
5 and 7-lb. tin pails, 8 and 9 pails to crate ..... per lb. 0 06
7, 14 and 30-lb. wood pails, " 0 06
Pure Fruit Jellies—
1-lb. glass jars, 2 doz. in case, per doz. 0 95
7, 14 and 30-lb. wood pails, ...per lb. 0 06
Home Made Jams—
1-lb. glass jars (16-oz. gem.) 1 doz. in case ..... per doz. 1 50
5 and 7-lb. tin pails ..... per lb. 0 09
7, 14 and 30-lb. wood pails.... " 0 09

BRAND & CO.

Brand's calf's foot $3 50
Real turtle jelly 7 75

Licorice

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper....per lb. $0 40
Fancy boxes (36 or 50 sticks)....per box 1 25
"Ringed" 5-lb. boxes..... per lb. 0 40
"Acme" pellets, 5-lb. cans....per can 2 00
" " (fancy boxes 40) per box 1 50
Tar licorice and Tolu wafers, 5-lb. cans ..... per can 2 00
Licorice lozenges, 5-lb. glass jars.... 1 75
" 20 5-lb. cans..... 1 50
"Purity" licorice 10 sticks 1 45
" " 100 sticks..... 0 73
Dulce large cent sticks, 100 in box... ....

Lye (Concentrated).

GILLETT'S PERFUMED.

Per case.
1 case of 4 doz $3 60
3 cases " 3 50
5 cases or more 3 40

Mince Meat.

Wethey's condensed, per gross net....$12 00
per case of doz. net 3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., ½-lb. tins.....per doz. $ 1 40
" ¼-lb. tins ..... " 2 50
" 1-lb. tins ..... " 5 00
Durham 4-lb. jar.....per jar. 0 75
" 1-lb. jar..... " 0 25
F.D., ½-lb. tins .....per doz. 0 85
" ¼-lb. tins..... " 1 45

HENRI JONAS & CO.

Per gross.
Pony size ..... $ 7 50
Imperial, medium 9 00
Imperial, large 12 00
Tumblers 12 00
Mugs 13 20
Pint jars 18 00
Quart jars 4

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—
½-lb. tins .....per lb. $ 0
¼-lb. tins ..... " 0 35
1-lb. tins ..... " 0 32½
4-lb. jars.....per jar 1 20
1-lb. jars ..... " 0 35
Old Crow," 12-lb. boxes—
½-lb. tins.....per lb. 0 25
¼-lb. tins ..... " 0 23
1-lb. tins ..... " 0 22½
4-lb. jars .....per jar 0 70
1-lb. jars ..... " 0 25

Olive Oil.

Per case
Barton & Guestier's quarts.....$ 8 00
" " pints 4 00

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand, 1-lb. glass..... $1 50
" " quart gem jars 3 40

T. UPTON & CO.

1-lb. glass jars, 2 doz. case....per doz. $ 0 95
Home-made, in 1-lb. glass jars " 1 50
In 5 and 7-lb. tins and 7-lb. pails, per lb. 0 06

CLEMES BROS.

Pure fruit stock—
10-oz. glass jars, 2½ doz. case..per doz. $1 00
16-oz. glass jars, 2 doz. case.. " 1 50
Quart gems, 1 doz. case..... " 3 35
In 5-lb. tins..... per lb. 09

Pickles.

STEPHENS'.

A. P. Tippett & Co., Agents.

Cement stoppers (pints) .....per doz. $ 2 30
Corked " 1 90

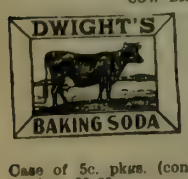
Sauces.

BRAND & CO.

Worcester $1 85
Tomato catsup 2 60
Mayfair relish 2 60
Indian chutney 1 75
Mango " 2 25
A 1 ..... 1 70 2 60 3 15

Soda.

COW BRAND.



Case of 1-lb. containing 60 pkgs., per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. (containing 96 pegs.), per box, $3 00.

EMPIRE

"EMPIRE" BRAND.

Brunner, Mond & Co.

Case 120 ¼-lb. pkts. (60 lb.), per case, $2 70.

Case 96 10-oz. pkts. (60 lb.), per case, $2 80.

"MAGIC" BRAND.

Per case.
No. 1, cases, 60 1-lb. packages .....$ 2 75
No. 2, " 120 ½-lb. " 2 75
No. 3, " { 30 1-lb. " / 60 ½-lb. " } 2 75

No. 5 Magic soda—cases 100—10-oz. pkgs.
1 case 2 85
5 cases 2 75

"BEE" BRAND.

"Bee" brand, 8 oz., cases, 120 pkgs. } Per
" " 10 oz., cases, 96 pkns. } case
" " 16 oz., cases, 60 pkgs. } $2 75

Soap.

A. P. TIPPET & CO., Agents.

Maypole soap, colors.....per gross $10 20
" " black..... " 15 30
Oriole soap..... " 10 20
Gloriola soap..... " 12 00
Straw hat polish..... " 10 20

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches— per lb.
No. 1 White or blue, 4-lb. cartons $ 0 06
No. 1 " " 3-lb. " 0 06
Canada laundry 0 05
Silver gloss, 6-lb. draw-lid boxes. 0 07½
Silver gloss, 6-lb. tin canisters.... 0 07½
Edward's silver gloss, 1-lb. pkg. 0 07½
Kegs silver gloss, large crystal.... 0 06½
Benson's satin, 1-lb. cartons 0 07½
No. 1 white, bbls. and kegs..... 0 05½
Benson's enamel....per box 1 25 to 2 50
Culinary Starch—
Benson & Co.'s Prepared Corn.... 0 06½
Canada Pure Corn 0 05½
Rice Starch—
Edwardsburg No. 1 white, 1-lb. car. 0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps 0 08½
"Bee" brand, cases, 64 packages.... 5 00

BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.

Laundry Starches—
Canada Laundry, boxes of 40-lb. $0 05
Acme Gloss Starch—
1-lb. cartons, boxes of 40 lb..... 0 05½
Finest Quality White Laundry—
3-lb. Canisters, cases of 48 lb.... 0 06
Barrels, 200 lb..... 0 05½
Kegs, 100 lb..... 0 05½
Lily White Gloss—
1-lb. fancy cartons, cases 30 lb. 0 07½
6-lb. toy trunks, 8 in case..... 0 07½
6-lb. enameled tin canisters, 8 in case..... 0 07½
Kegs, ex. crystals, 100 lb..... 0 06½
Brantford Gloss—
1-lb. fancy boxes, cases 36 lb..... $0 07½
Canadian Electric Starch—
Boxes of 40 fancy pkgs., per case 2 50
Celluloid Starch—
Boxes of 45 cartons, per case.... 3 40
Culinary Starches—
Challenge Prepared Corn—
1-lb. packages, boxes 40 lb..... 0 06½
No. 1 Brantford Prepared Corn—
1-lb. packages, boxes 40 lb..... 0 06½
Crystal Maize Corn Starch
1-lb. packages, boxes 40 lb..... 0 06½

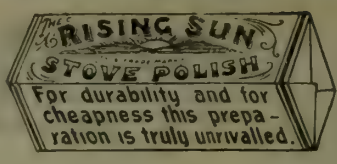
ST. LAWRENCE STARCH CO., LIMITED.
Ontario and Quebec.

Culinary Starches—
St. Lawrence corn starch, 40 lb . 0 06½
Durham corn starch, 40 lb..... 0 05½
Laundry Starches—
No. 1 White, 4-lb. cartons, 48 lb.. 0 06
" 3-lb. cartons, 36 lb.. 0 06
" 200-lb. bbl..... 0 05½
" 100-lb. kegs..... 0 05½
Canada Laundry, 40 to 46 lb..... 0 05
Ivory Gloss, 8-6 family pkgs., 48 lb 0 07½
" 1-lb. fancy, 30 lb..... 0 07½
" large lumps, 100-lb kegs 0 06½
Patent starch, 1-lb. fancy, 28 lb.. 0 07½
Akron Gloss, 1-lb. packages, 40-lb. 0 05½

OCEAN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

Stove Polish.



Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes $3 50
Rising Sun, 3-oz. cakes, gross boxes 4 50
Sun Paste, 10c. size, ½-gross boxes.... 10 00
Sun Paste, 5c. size, ½-gross boxes.... 5 00

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

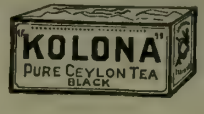
Per case.
Enamelled tins, 2 doz. in case $2 40

Plain tins, with label—
2 lb. tins, 2 doz. in case..... 1 90
5 " 1 " " 2 35
10 " ½ " " 2 25
20 " ¼ " " 2 10
(10 and 20 lb. tins have wire handles.)

Teas.

SALADA CEYLON.

Wholesale. Retail.
Brown Label, 1's..... $0 20 $0 25
" " ½'s..... 0 21 0 26
Green Label, 1's and ½'s 0 22 0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s 0 30 0 40
Red Label, 1's and ½'s..... 0 36 0 50
Gold Label, ½'s..... 0 44 0 60



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c..... $0 19
" ½-lb., " " 0 20
Blue Label, retail at 30c..... 0 22
Green Label. " 40c..... 0 28
Red Label, " 50c..... 0 35
Orange Label, " 60c..... 0 42
Gold Label, " 80c..... 0 55

Cases, each 60 1-lb..... $0 35
" " 60 ½-lb.... } 0 35
" " 30 1-lb.... }
" " 120 ¼-lb..... 0 36

LUDELLA CEYLON, 1's AND ½'S PKGS.

Blue Label, 1's..... $0 18½ $0 25
Blue Label, ½'s..... 0 19 0 25
Orange Label, 1's and ½'s 0 21 0 30
Brown Label, 1's and ½'s 0 28 0 40
Brown Label, ½'s 0 30 0 40
Green Label, 1's and ½'s 0 35 0 50
Red Label, ½'s..... 0 40 0 60

"CROWN" BRAND.

Wholesale. Retail.
Red Label, 1-lb. and ½s.....$ 0 35 $0 50
Blue Label, 1-lb. and ½s..... 0 28 0 40
Green Label, 1-lb 0 19 0 25
Green Label, ½s 0 20 0 25
Japan, 1s 0 19 0 25

E. D. MARCEAU, Montreal.

Japan Teas—
"Condor" I 40-lb. boxes..... $0 42
" II 40-lb. boxes..... 0 40
" III 80-lb. " 0 37
EMD AAA Japan, 40 lb " at..... 0 35
" AA " 40 " 0 32½
Blue Jay, basket fired Japan, 70 lbs., 0 30
"Condor" IV 80-lb. " ..... 0 [illegible]
" V 80-lb. " 0 30
" XXXX 80-lb. boxes.... 0 25
" XXXX 30-lb. " 0 26
" XXX 80-lb. " 0 22½
" XXX 30-lb. " 0 23½
" XX 80-lb. " 0 20
" XX 30-lb. " 0 21
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s) 0 30

Black Teas—"Nectar" in lead packets
Green Label.....retails 0 26 at 0 20
Chocolate Label.... " 0 35 at 0 25
Blue Label..... " 0 50 at 0 36
Maroon Label ..... " 0 60 at 0 45
Fancy tins—Chocolate, 1-lb 0 32½
" " —Blue, 1-lb..... 0 42½
" " —Maroon, 1-lb..... 0 50
" " —Maroon, 1-lb..... 1 50

"Condor" Ceylon black tea in lead packets
Green Label, ¼s, ½s and 1s, 60-lb. cases .....retail 0 25 at 0 20
Grey Label, ¼s, ½s and 1s, 60-lb. cases .....retail 0 30 at 0 23
Yellow Label, ½s and 1s, 60-lb. cases .....retail 0 35 at 0 26
Blue Label, ¼s, ½s and 1s, 50-lb. cases .....retail 0 40 at 0 30
Red Label, ¼s, ½s and 1s, 50-lb. cases .....retail 0 50 at 0 34
White Label, ¼s, ½s and 1s, 50-lb. cases .....retail 0 60 at 0 40

Black Teas "Old Crow" blend—
Bronzed tins of 10, 25, 50 and 80-lb.
No. 1 ..... per lb. 0 35
No. 2 ..... " 0 30
No. 3 ..... " 0 25
No. 4 ..... " 0 20
No. 5 ..... " 0 17½

LIPTON'S TEA (in packages).

Color of Label.	½ lbs & 1 lb. per lb.	Sold ½ lbs. per lb.	for per lb.
Ceylon-India, Ex. ch'st A Yellow	45	47	70
" " B Red	40	42	60
" No. 1 C Pink	35	37	50
" 2 C Orange	28		40
" 3 C L. Blue	22		30
" 4 C L. Green	20		

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 3½s, 5s. and 10s.... $0 39
" Amber, 8s. and 3s..... 0 60
Chewing—Stag, bars, 10½oz..... 0 43
" Bobs, 5½s. and 11s 0 44
" " 10½ oz. bars, 6s..... 0 44
" Currency, 12 oz. bars, 12s.... 0 47
" " 6½s. and 12's..... 0 47
" Old Fox, narrow, 12s..... 0 47
" Snowshoe, 14½oz b'rs, sp'c'd 6½ 0 51
" Pay Roll, 7s and 6½s..... 0 52
" Fair Play, 8s. and 13s..... 0 53

Vinegars.

E. D. MARCEAU, Montreal. Per gal.

EMD, pure distilled, highest quality.. $0 30
Condor, pure distilled..... 0 25
Old Crow..... 0 20
Special prices to buyers of large quantities

GRIMBLE'S MALT.

Bulk, ¼-casks, 25 gals..... $5 45 $10 95
" casks, 60 " 10 25 22 40
Bottles, cases, 3 doz..... 3 25 4 40

Washing Powder.

FAIRBANK'S GOLD DUST.

Five cases assorted—
24 25c. packages..... $4 65
100 10c. " 7 80
100 5c. " 3 90
Freight prepaid.

Cane's Woodenware.

UNITED FACTORIES, LIMITED.

Per doz.
Washboards, Victor..... $1 35
" Crown..... 1 45
" Improved Globe..... 1 60
" Standard Globe..... 1 70
" Original Solid Globe.... 2 00
" Superior Sld. Bk. Globe. 2 15
" Jubilee 2 10
" Pony..... 0 95
Diamond King (glass)..... 3 10
Tubs, No. 0..... 10 50
" " 1..... 8 50
" " 2..... 7 50
" " 3..... 6 50
Pails, No. 1, 2 hoops..... 1 75
" " 1 90

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case.... $1 00
Gillett's cream yeast, 3 doz..... 1 00
Jersey cream yeast cake, 3 doz. 5c.... 1 00
Victoria " " 3 doz. 5c.... 1 00
" " " 3 doz. 10c.... 1 80

BRUNNER, MOND & CO.'S

SODAS

Bicarb
Sal
Concentrated Sal
Caustic

EVERYWHERE KNOWN TO BE THE BEST.

WINN & HOLLAND, Sole Agents for Canada, MONTREAL.

THE DOMINION BREWERY CO., LIMITED

Brewers and Maltsters

TORONTO

Manufacturers of the Celebrated

WHITE LABEL ALE

ASK FOR IT AND SEE THAT OUR BRAND IS ON EVERY CORK.

Our Ales and Porters have been examined by the best Analysts, and they have declared them Pure and Free from any Deleterious Ingredients.

WM. ROSS, Manager

COX'S GELATINE ALWAYS TRUSTWORTHY

Established 1725.

Agents for Canada:
C. E. COLSON & SON, Montreal.
D. MASSON & CO., Montreal.
ARTHUR P. TIPPET & CO.,
Toronto, St. John, N.B., and Montreal.

THE PEOPLE OF

JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON

"GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.

BASKETS

We make them in all shapes and sizes. We have

Patent Strawboard Berry Box
Grain and Root Baskets,
Clothes Baskets,
Butcher Baskets,

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE . . .

Oakville Basket Co.

Oakville, Ont.

You are Interested in Something.

Why not get the best items that are printed on the subject.

We read and clip thousands of newspapers every week — therefore we can equip you **speedily** and **economically** for a debate, speech, lecture, essay or anything else requiring up-to-date information and more of it than your competitors are likely to get.

Terms—100 Clippings, $ 5.00
200 " 12.00
500 " 22.00
1,000 " 40.00

Send for our Booklet which fully explains the scope of the clipping industry.

We have also lists of firms in every branch of trade in the Dominion, the professions, club members, society, etc., and we are prepared to address and mail circulars or letters to these at any time.

CANADIAN PRESS CLIPPING BUREAU,

232 McGill Street, MONTREAL, QUE.
Telephone Main 1255.

10 Front St. E., Toronto. Telephone Main 2701.

is Honest Goods and just the Thing on Which to Make or Extend a Business.

McLAREN'S

COOK'S FRIEND

BAKING POWDER.

The Best Grocers make a point of Keeping it always in Stock.

Radium Assortment

Full-sized 8-in. Berry Nappies to retail for **10**c. each.

WRITE FOR PARTICULARS.

Our travellers are just starting, and if you send us a card, will show you some of our "Grocers' Specialties."

GOWANS, KENT & CO.,

16 Front St., East, - TORONTO.

"Perfectly clean from our kitchen to your customer's."

Probably the easiest article you could handle and easiest one to sell is

Wethey's Mince Meat

Because it comes in a dainty, handy package, and its goodness is known to so many. The name Wethey stands for the best in Mince Meat. Your best trade demands it. Why not supply it to them all.

J. H. Wethey, Limited
ST. CATHARINES, ONT.

Crosse & Blackwell, Limited

PICKLES, SAUCES, JAMS AND PRESERVED PROVISIONS

SPECIAL WHOLESALE AGENTS
LEA & PERRINS' SAUCE

At Manufacturers' Prices and Discounts

C. E. COLSON & SON, AGENTS, **MONTREAL**

CHAS. F. CLARK, President. JARED CHITTENDEN, Treasurer.

...ESTABLISHED 1849...

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Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

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VANCOUVER, B.C. WINNIPEG, MAN.

THOS. C. IRVING, Gen. Man. Western Canada, Toronto.

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery 6d. and 1s. Canisters.

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, LIMITED

MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England.

Agent:

JOHN PORMAN, 644 Craig Street
MONTREAL.

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 27.

VOL. XVIII. MONTREAL AND TORONTO, JANUARY 29, 1904. NO. 5.

PUBLISHED EVERY FRIDAY

THE CANADIAN GROCER AND GENERAL STOREKEEPER

CIRCULATES IN EVERY PROVINCE

COLMAN'S MUSTARD

BEST ON EARTH

ONE THING

You can be assured of: the customers to whom you have sold Christie's Biscuits will never complain of their quality, and hence never return them. It is because they are the best on the market, and the merchant who is jealous of his reputation cannot afford to keep in stock anything but the best.

CHRISTIE, BROWN & CO., Limited, TORONTO

THE DOMINION MOLASSES CO. LIMITED.

HALIFAX, N.S.

These are our Brands and they are the best in the market. Every puncheon of our molasses is **guaranteed** to give perfect satisfaction. When you want molasses send to us for samples and prices. We have all kinds, in puncheons, tierces and barrels.

The Dominion Molasses Co.,

Limited

HALIFAX - - - - NOVA SCOTIA.

The Auer Gas Lamp.

"TURNS NIGHT-TIME INTO DAY-TIME."

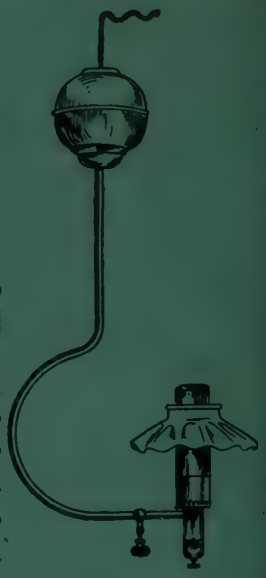
New Styles. Lower Prices.

Are you interested in a lamp which gives 100 candle power?

Are you interested in lighting your store brilliantly? You know it draws trade?

Are you interested in saving half of your bill for coal oil?

Are you interested in having the agency for a lamp which does this?



No. 28
100 Candle Power.

Then write for our Catalogue and Discounts.

EVERY LAMP GUARANTEED.

AUER LIGHT CO., 1682 NOTRE DAME ST., MONTREAL.

YOU WANT TO BE A LEADER IN YOUR TRADE

Manufactured from a blend of the finest
MOCHA, EAST INDIAN, JAVA, COSTA RICA and MYSORE COFFEES.

NO CARAMEL, NO GLUCOSE used in their manufacture.

BROMLEY'S COFFEE ESSENCES

The HOSPITAL says:—
"It is quite the best of its kind we have ever tested."

The LANCET says:—
"Distinct evidence of its genuineness and value was afforded in the fact that, by a suitable treatment crystals of Caffeine, the important stimulating principle of Coffee, were extracted from it. It is free from objectionable admixtures."

BRITISH MEDICAL JOURNAL says:—"It is a well-made liquid preparation, and Caffeine was abundantly found therein."

WILL ACHIEVE YOUR DESIRATUM

GOOD AND PERMANENT PROFITS.

LARGE AND INCREASING SALES.

Dr Laing's Cream Sauce

THE ONLY SAUCE IN THE WORLD CONTAINING
PURE GRAPE JUICE AND RICH DEVONSHIRE CREAM.

SOLE AGENTS FOR CANADA: **W. G. PATRICK & CO.,** Merchants, 29 Melinda St., **TORONTO**

Instant Powdered

This is put up in packets making one quart of rich **Gelatine.**

It dissolves **instantly** in hot water.

The Standard Gelatine of the World.

ARTHUR P. TIPPET & CO.,
General Agents.

Montreal and
Toronto.

TALK FISH TO YOUR CUSTOMERS.

¶ Tell them that the opinion of the best authorities on diet is that people should EAT LESS MEAT and MORE FISH.

¶ Induce them to make a trial of the FISH HABIT, selling them

"HALIFAX" "ACADIA" OR "BLUENOSE" CODFISH.

¶ Once they have made a trial of this palatable and convenient article you can depend upon having an established trade for it. They will come again.

¶ These brands of codfish are prepared at our new factory at LAHAVE, Nova Scotia, and are the cleanest fish product on the market.

¶ Their flavor is a strong point, for the best-flavored fish in the world are caught near the coast of Nova Scotia.

BLACK BROS. & CO., LIMITED

MANUFACTURERS,

HALIFAX, N. S.

A. H. BRITTAIN & CO., Agents for Quebec and Ontario,

BOARD OF TRADE BUILDING, - MONTREAL

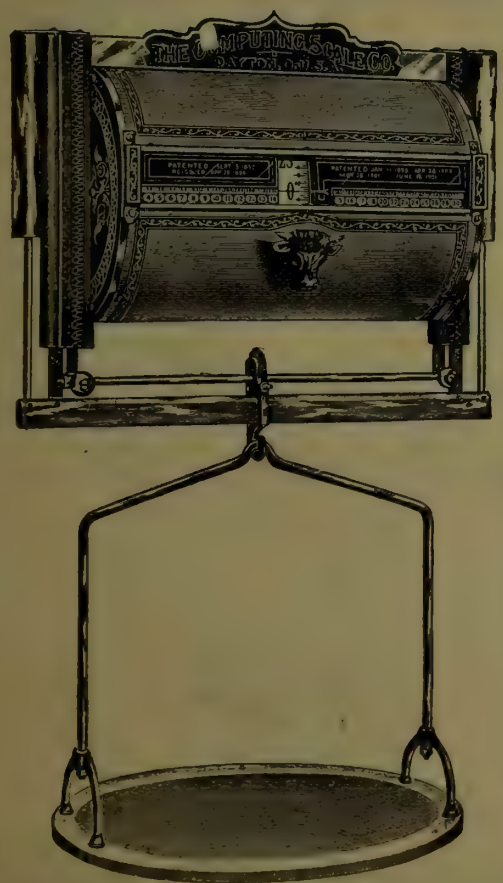
WE ARE PREJUDICED—BUT, IF YOU KNEW—WHAT WE KNOW—about the cup-quality, merit, and results obtained as trade builders and trade retainers of

S. H. & A. S. EWING'S

High-Grade COFFEES

you would handle no other COFFEES, which by direct importation, careful selection, and experienced handling and blending stand alone. A trial will convince you of their superior aromatic flavor.

A MONEY SAVER.



SOON PAYS FOR ITSELF.

The Computing Scale Co. of Canada, Limited
164 KING WEST, TORONTO, CAN.

Messrs. Grimble & Co.
LIMITED

Specially request the trade to consider quality when placing their orders for

VINEGARS

NOTE OUR GRADES.—Orleans No. 16, and Nos. 16, 18 and 24 malt, concentrated and distilled.

All inquiries addressed to their Canadian agent, Mr. I. S. Wotherspoon, 204 Board of Trade Building, Montreal, will receive prompt attention.

I. S. WOTHERSPOON,
204 Board of Trade Building,
MONTREAL, P. Q.

—in buying your teas
during 1904
a wise policy
to pursue is

to secure as large
a stock of

JAPAN TEAS

as you can.

JAPAN TEAS
are always and at all times
trade-winners and trade-
holders.

they are pure, clean,
healthy and invigorating,
and please your customers.

How is Your Coffee Trade?

Good, Eh!!

Then you must sell our famous

CLUB COFFEE

—Put up in 1-lb. and 2-lb. Tins.—

A POPULAR BLEND.

Manufactured only by

S. H. EWING & SONS

96 KING ST., MONTREAL.

Telephone Bell Main 65.
" Merchants 522.

Toronto Branch, 29 CHURCH ST.

TELEPHONE MAIN 2059

Telephone orders receive prompt attention.

THE

MOST PROFITABLE to the GROCER

and

MOST SATISFACTORY to the LAUNDRESS

is Cold Water

STARCH IVORINE

ASK TRAVELLERS THE PRICE

THE ST. LAWRENCE STARCH CO., Limited, - PORT CREDIT, ONT.

DON'T RUN CHANCES

with your customers. Get a line of Maple Syrup that is reliable.

"IMPERIAL BRAND"

MAPLE SYRUP

has stood the test of years of success. It is reliable. It sells well. It gives a good margin of profit.

ROSE & LAFLAMME, AGENTS, MONTREAL.

"Another bottle please."

The grocer who handles

Paterson's Worcester Sauce

often hears these words.

The Best Sauce

on the market at a medium price

the verdict of all who know.

Paterson's Worcester Sauce.

ROSE & LAFLAMME, Agents, MONTREAL.

For a United Empire

Ceylon, under the Southern cross, is producing the finest tea in the world, as

Canada, under Northern skies, is growing a grade of wheat unequalled the world over.

Canadian consumers are recognizing the merits of Ceylon Teas just as the Empire at large is recognizing the merits of Canadian wheat.

Grocers, you will consult the tastes of your customers and the interests of your bank account by imperializing your Tea department.

SELL CEYLON TEAS

No Teas Satisfy like Ceylon Teas, Black and Green

The Finest Teas in the world Ceylon Teas, Black and Green

CENTRAL Business College
STRATFORD, ONT.

BEST COMMERCIAL SCHOOL IN ONTARIO.
Write for Handsome Catalogue
W. J. ELLIOTT, Principal.

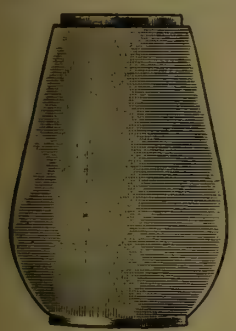
Use Live Bait.

R-O-Y-A-L
S-A-L-A-D D-R-E-S-S-I-N-G

Catches Trade
and Holds all it catches.
Let your customers know you recommend the BEST.
It will make you money.
ROYAL SALAD DRESSING is making new friends every day.

The Horton-Cato Mfg. Co.,
DETROIT, MICH., - WINDSOR, ONT.

ARE YOU USING OUR

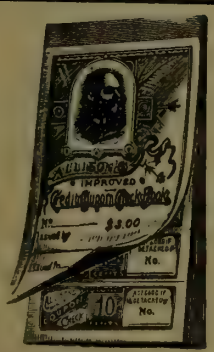


Cold Blast or Jubilee Globes

Aetna or Quaker Flint Chimneys?

Give them a Trial.
THE SYDENHAM GLASS CO.
OF WALLACEBURG, LIMITED.

20th Century Account Keeping.



Don't think because your grandfather made money 50 years ago with old style keeping of accounts, YOU can do so. Times have changed, and if you would be successful you must watch your credits. Why use the old style pass book with your credit customers? Be modern. See here—

IF A MAN WANTS CREDIT

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. **NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING.** There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by
THE EBY, BLAIN CO., Limited, TORONTO.
C. O. BEAUCHEMIN & FILS, MONTREAL.
ALLISON COUPON CO., Manufacturers,
Indianapolis, Indiana.

Soup, Soup, Soup

"**The Burlington Way**" of preparing Tomatoes is unique. Skins, Seeds, fibre all removed. Tomato Pulp remains. 3 cans tomatoes in one. Price remains the same. Sell it.

$1.00 doz. f.o.b. Burlington.
Any Quantity.

The Burlington Canning Co.
Limited
BURLINGTON, ONT.

Every Housewife...

knows the advantages of a good broom. It's the foundation of a clean home. We want you to know our brooms. They are good brooms. Drop us a line and our traveller will call.

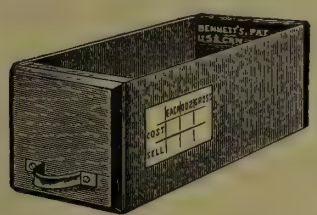
The **Waterloo Broom and Brush Co.,**
WATERLOO, ONT.

...THE...

Bennett Manufacturing Co.

Bennett's Patent Shelf Box and Cabinets for Hardware, Grocery, Seed and Drug Trades, etc.

Owing to the steady and rapid growth of ourbusiness new quarters were needed.



Address all communications to our New Factory:
Pickering, Ontario

Want Ads.

In this paper cost 2 cents per word first insertion, 1 cent per word subsequent insertions. Contractions count as one word, but five figures (such as $1,000) may pass as one word. Cash remittance to cover cost **must in all cases** accompany orders, otherwise we cannot insert the advertisement. When replies come in our care 5 cents additional must be included for forwarding same. Many large business deals have been brought about through advertisements of 20 or 30 words. Clerks can be secured, articles sold and exchanged, at small expenditure.

MacLEAN PUBLISHING CO., Limited
Montreal and Toronto.

Do you use .. **FOSTER'S POTS?**

STRONG DURABLE LIGHT

POROUS AND CHEAP

THOSE WHO DO WILL HAVE NO OTHER.
A post card brings price list and all particulars.

The FOSTER POTTERY CO.
HAMILTON, ONT. Limited

REFRIGERATORS.

Fit up your store with a Eureka Refrigerator and you will have a refrigerator that will dry wet matches.

Write for our catalogue, guarantee test and testimonials which are free.

Eureka Refrigerator Co.
Wilbert Hooey, Manager.
54 Noble St., TORONTO
This cut represents No. 13. Phone Park 513.

Seed Corn

All Field Varieties

Write or wire us for prices.

ALSO

HAND-PICKED and PRIME

BEANS

Fred. B. Stevens & Co.
CHATHAM, ONT.

Our brown and manilla wrapping papers are strong and durable. Each order contains

Full Count and Full Weight.

You can safely trust your goods to these papers.

CANADA PAPER CO.
Limited
Toronto, Montreal and Windsor Mills, Que.

A BEAUTIFUL

Lithographed Counter Tin free with the first order for

GOLDEN EAGLE COFFEE.

MAIL US YOUR ORDER.

Try the Coffee, if you do not think it is better goods than you are using, keep the fancy tin and return the Coffee at our expense.

Golden Eagle, 28c. per lb.
Manhattan Blend, 26c. per lb.

The American Coffee & Spice Co.
109 Front St. East, TORONTO.

Sterling Brand Catsup

catches trade.

Our catsups are all of a high-grade quality. They can always be depended upon to please the fastidious customer, who asks for the best. Grocers can profit directly by selling these catsups, because they build up the right kind of trade.

The T. A. LYTLE COMPANY, Limited
Makers of High-Grade Pickles and Catsups,
124-128 Richmond St. West, TORONTO.

Pure, Delicious, Best.

are the THREE TERMS that correctly describe

HIGHEST AWARD, LONDON, 1893.

STRETTON'S

(PRIZE MEDAL)

Worcestershire SAUCE

Our Special Cheap Line, the "**PURE**" Worcester, is the best and cheapest on the market. Ask your Wholesale House to send you on a case with your next order.

CANADIAN AGENTS:

Messrs. S. H. Ewing & Sons, Montreal.
Mr. John Fisher, Manufacturers' Agent, Toronto.
E. Nicholson, Winnipeg. L. H. Millen, Hamilton.
Messrs. Clawson & Co., St. John, N.B.
Messrs. Wm. Tuffts & Son, Vancouver, B.C.
Mr. H. H. Stimpson, Halifax, N.S.

Sole Manufacturers

Stretton & Co., Limited, WORCESTER, ENGLAND.

None Too Good.

The best is none too good for your customers. It pays you to only put out the finest goods. The best sugar in the world is

ST. LAWRENCE EXTRA GRANULATED

That's a strong statement to make. But it is correct and is easy of proof.

The St. Lawrence Sugar Refining Co., Limited,

MONTREAL.

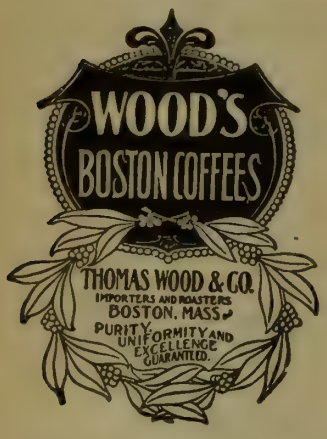
TEAS— That show the retailer a handsome profit.

We are carrying a complete assortment of splendid values which can be retailed at 25c. and up, and you make a good profit, and guarantee your customers exceptional quality for the money.

W. H. GILLARD & CO., Wholesale Grocers, - HAMILTON.

Branch CANADA GROCERS LIMITED.

ON FIVE CONTINENTS.

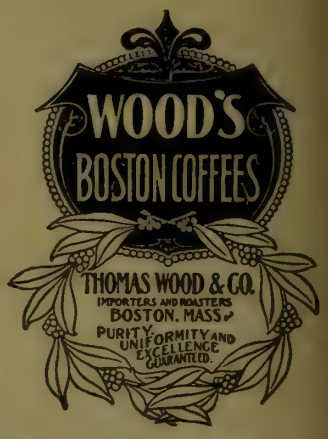


Why so much war talk?
When actual hostilities do not exist, the whole human race is kept on the qui vive expecting them.
Why thus keep the world in perpetual turmoil?
The Hague Tribunal should be appealed to.
Do as they do in trade. When unsatisfactory conditions arise,

WOOD'S COFFEES

come in and settle everything.
They are the great pacificator. They get thousands of good grocers out of trouble.

Canadian Factory and Salesroom,
No. 428 St. Paul St., MONTREAL.



---if you want **TEAS** or **COFFEES, Write Us.**

Our stock is large and carefully selected, and our prices will prove attractive—

Try Us.

for any grade or style, mentioning quality and price, we will mail you samples by return mail of best values in the market.

We are offering special values in INDIANS, and CEYLON GREENS; also JAPAN FANNINGS and SIFTINGS.

James Rutherford & Co.
IMPORTERS
27 St. Sacrament St. MONTREAL.

Our **TEA SALE** is still going on. Write for samples before bargains are all gone.

FISH is getting very scarce. We have full stock. Send us trial order, or telephone No. 1446 and No. 1447.

BALFOUR & COMPANY, WHOLESALE GROCERS, **Hamilton, Canada**

Business Men in International Affairs.

A FEW Canadians have had the privilege of listening, in the last few days to a very distinguished advocate of international arbitration, and the application of the business man's common sense to questions of high political import, in the person of Dr. Thomas Barclay, of Paris, who on Friday last addressed a meeting in Montreal and who was on Monday a guest at the Canadian Club, Toronto. Dr. Barclay came to America a few weeks ago as a member of the Mosely Eudcational Commission and has remained here devoting considerable energy throughout the Eastern States to the advocacy of a treaty of arbitration between Great Britain and the United States. He has addressed himself particularly to the business classes, convinced that they are ready for such action and are amply able to bring about such a treaty if they once assert their power.

Dr. Barclay has every reason for the faith he puts in the business classes. Dr. Barclay, it should be explained, is a Scotchman, who was educated in the Universities of London, Paris, Bonn and Jena, went to Paris in 1876 as a correspondent of the Times, but since 1882 has devoted himself to the practice of law in Paris. He is a member of the Institute of Intenational Law, vice-president of the International Law Association, and has held many other positions of honor, among them president 1899-1900 of the Britsh Chamber of Commerce in Paris. It was during the occupancy of this office that Dr. Barclay was able to demonstrate what business men could do to pour oil on the troubled waters of international jealousy and misunderstanding and to bring about a reconciliation that augers well for the future peace of Europe.

A representative of "The Canadian Grocer" met Dr. Barclay at the conclusion of his address at the Canadian Club, with a view of learning the part taken by the business communities of France and England in the matter of the Anglo-French treaty of 1903.

Nothing, in the opinion of the distinguished visitor, is more striking in the history of peace than the way in which business men have of late come into the arbitration movement. It is not many years since business men sneered at arbitration as the dream of millennium mongers, cranks, faddists and other people whom practical men are in the habit of steering clear of as long-winded time-wasters.

It is my belief, continued Dr. Barclay, that the change which has come over our business world in its attitude towards arbitration is due to the impending conflicts which were avoided, and thus conflict can, in fact, occasionally claim the function of a power for good.

The one instance I refer to was the Venezuela question in which President Cleveland "put his foot down." The other case was the Fashoda question in which the British Government "put its foot down." In both cases an armed conflict would have been the result if it had

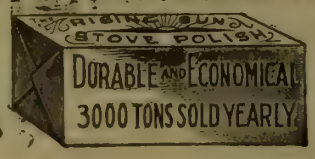
Dr. Thomas Barclay, of Paris.

not been for the real patriotism of the governments which yielded and the certainty that the business world of both countries would have disapproved of fighting for unessential things. If there is anything that distinguishes business methods from other methods, whatever they may be, it is that the business man tries in his mind to reduce every question to its just proportions. The business man has what very often is lacking to the politician, the right sense of proportion. Thus it seems naturally monstrous to the business man to employ a sledgehammer for the execution of a fly, but that sort of consideration does not always appeal to those who are not trained in the world of commerce and industry.

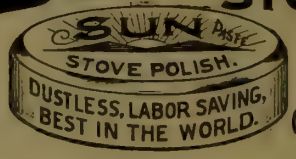
No better instance of the way in which business men can do good by putting their foot down was ever seen than when the Association of the Chambers of Commerce of the United Kingdom took the relations between Great Britain and France into their hands in 1900. At that moment the hostile feeling between the two countries, so far as the press appeared to echo it, was so strong that on the slightest provocation the guns would have gone off, by themselves.

At the danger of being charged with egotism, I must refer here to my own agency in the change of feeling which began at that time. I had the privilege of being at that moment chairman of the Britsh Chamber of Commerce in Paris, and in that capacity was able to take a public attitude towards the subject of Anglo-French relations which I could not otherwise have assumed. I believe that the assistance which was given to me by Mr. W. L. Courtney, the editor of the Fortnightly Review, in that great periodical, at the same period was the beginning of a more reasonable attitude in Great Britain towards France, and that my article in the Fortnightly to some extent influenced the Association of the Chambers of Commerce of the United Kingdom in accepting my proposal to entertain them, as president of the Britsh Chamber of Commerce in Paris, if they would come over and hold their Autumn meeting there, and show the French that the Britsh nation—a nation of shopkeepers, and we are not ashamed of it—entertained none of those antipathetic feelings towards the French with which a too bellicose press seemed to credit the Britsh nation. I pointed out the danger of doing nothing, of standing by and letting a small minority drag the two nations into a conflict. In spite of warnings, dissuasion and poohpoohings by the stormbirds of Pall Mall and Fleet street, I got a unanimous response, and the meeting that was held in the Autumn of the same year was the largest meeting of the Association of Chambers of Commerce ever held, and the reception given by the French to them showed that they appreciated the full force and importance of this unwonted and spontaneous action of the representatives of the business world of the United Kingdom. Every French Minister of State, even the President of the Republic himself, gave me practi-

RISING SUN STOVE POLISH IN CAKES
WELL KNOWN AND RELIABLE



SUN PASTE STOVE POLISH and SUN PASTE STOVE POLISH IN TINS
GUARANTEED TO THE TRADE



Our packages are larger and more attractive in style than any others.
The quality of our goods is superior to anything else on the market.

MORSE BROS., Proprietors, Canton, Mass.

For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

cally carte blanche to draw up the scheme of their entertainment, and those who came over from Great Britain —there were 800 of them—went home to tell their fellow-citizens in every part of the kingdom that the French and the British peoples meant to be friends, and that so far as seeing any manifestations of hostility towards them in France, they had received nothing but the warmest and kindest expressions of sympathy in spite of the Boer War then raging, about which every English newspaper was daily culling irritating comments by the French press.

That was how the business men of Great Britain started the movement which has since been so successful. When six months later I proposed a treaty of arbitration to stimulate and consolidate the better feeling, I knew the response I should get from the business men of both countries.

All the chambers of commerce of the United Kingdom now pledged themselves to arbitration. All the chambers of commerce of France did the same. These chambers of commerce not only pledged themselves, they used their necessarily practical influence in enlisting in this cause municipal councils and trade unions, thus bringing into the movement employers and employed, capital and labor, and above all, the moving political forces which produce a more direct influence on the opinion of a nation's representatives in Parliament. This combined influence in both countries was so overwhelming that the British and French Governments could not for one moment hesitate to take action when the time came. They took action in direct response to the work I have described. This was done on the 11th of May, after a question had been put in the House of Commons by my friend, Mr. Ernest Beckett, which elicited so friendly a response from the Prime Minister that the following day the French Ambassador called on Lord Lansdowne and asked him if he was prepared to enter into negotiations.

That question was as follows: "Has the Prime Minister given consideration to the numerous resolutions which have been passed by the chambers of commerce in favor of a treaty of arbitration and conciliation between Great Britain and France?" Mr. Balfour replied that he had noted with much interest and sympathy these resolutions.

It is thus seen that it was the direct action of chambers of commerce which brought the two Governments into contact, and thereby was done what the peace conference was unable to do, what the Czar, with all his influence, fell short of doing, what enthusiasts and idealists (God bless them!) have been trying to do for a hundred years or more, and what might never have been done at all had not the practical business men of the two countries insisted upon doing it. That is what business men can do when they put their shoulders to the wheel, and I have shown how they can do it.

Dr. Barclay is enthusiastic and convincing in his advocacy of an Anglo-American treaty along similar lines, and is convinced that if the business men step into the arena of competition for the consolidation, once and for all, of the peace of the world, they will do the work begun on the other side of the Atlantic with all the magnificent speed and effectiveness with which they do everything they undertake on this side.

Business Changes

ONTARIO.

A MEETING of creditors of G. W. Harris, lime, flour and feed dealer, Amherstburg, was announced for 25th inst.

Mrs. C. Brennen, grocer, Welland, has moved away.

The Union Cereal Co., Toronto, have obtained a charter.

R. R. Douglas, grocer, Blythe, has sold out to W. Robertson.

J. Copeland, grocer, Wyoming, has made an assignment to S. Casey.

The Fenelon Falls Milling Co., Fenelon Falls, have obtained a charter.

The Sarnia Dairy & Produce Co., Sarnia, have assigned to T. J. Gordon.

Thompson & Lorimer, general merchants, Freeman, have been burned out.

Boughner & Elliott, grocers, St. Thomas, have sold out to J. F. Pelan.

T. Fitzpatrick, grocer, Toronto, has sold out to P. E. Hill, who in turn has sold out to S. Tager.

C. S. Kertcher, dealer in fancy goods and confectionery, Milverton, has sold out to C. A. Finkbeiner.

D. McClary, grocer, Lansdowne, has assigned to G. A. Dana. Meeting of creditors announced for 27th inst.

The premises of Holmes & Christie, grocers and flour and feed dealers, Ottawa, have been damaged by fire.

The grain warehouse of W. Kerns & Co., general and grain merchants, Burlington, has been destroyed by fire.

The premises of G. Marshall & Co., tea merchants, London, have been damaged by fire. Loss covered by insurance.

A. Desmarteau has been appointed curator to D. M. MacPherson, cheese-

BLENDS THAT WORK BOTH WAYS

Ubero Coffee, 1-lb. tins, 31 cents.
Checker Coffee, 1-lb. packets, 28 cents.

They pay **you,** and a handsome Coffee Grinder is given to your customers for every twelve coupons of either brand.

LUCAS, STEELE & BRISTOL, Wholesale Grocers, **Hamilton.**

If you have not received Prices and Samples of

"BLUEOL"

the new WASHING BLUE, be sure and get them before placing your orders for Spring Trade.

J. M. DOUGLAS & CO.,
Established 1857 **Manufacturers,** **MONTREAL.**

TO OPEN 1st to 15th FEBRUARY.

James Turner & Co.

(Calgary Branch Canada Grocers, Limited)

Corner Stepen Avenue and 3rd Street,
CALGARY, ALBERTA.

LLOYD T. MEWBURN,
MANAGER.

Warehouse on Switch. Cars loaded and unloaded direct from or to warehouse.

FISH FISH FISH

Ask our travellers about Fish. They will talk to you. Prices right. Here are some of the lines we offer :

Boneless Fish, boxes, 25-lbs. Quail on Toast, boxes, 24 1-lb. blocks
Pure Cod, boxes, 24-1b. blocks Shredded Cod, cases, 24 1-lb. pkgs.
Labrador Herring, bbls. and half-bbls., etc., etc., etc.

PROMPT SHIPMENT GUARANTEED

THOS. KINNEAR & CO., Wholesale Grocers, **49 Front St. E., Toronto**

maker, Lancaster, whose assets are advertised to be sold.

H. F. G. Pett, baker and confectioner, Walkerton, who has been trading under the style of Pett & Son Co., has assigned to S. L. Pett. Meeting of creditors announced for 2nd prox.

The creditors of G. M. Wilkinson & Son, grocers and wine merchants, Kingston, have appointed J. A. Macdonnell and J. Redden inspectors. The assets of the insolvent firm are to be sold.

A meeting of the creditors of The Crown Manufacturing Co., spice manufacturers, etc., Toronto, was held on January 25. The meeting adjourned until 29th inst., pending a meeting of the shareholders.

QUEBEC.

H. Noel, hay dealer, etc., St. Marc, has assigned.

Lefort & Bourdon, grocers, Montreal, have registered.

J. Robitaille & Co., traders, etc., Longueuil, have registered.

A. Forgues, grocer, Pointe a Pic, has assigned to V. E. Paradis.

J. Pender & Co., biscuit manufacturers, Montreal, have registered.

J. D. Hamel, grocer, etc., Three Rivers, is offering to compromise.

O. Payette & Co., grocers, Ste. Cunegonde, have dissolved partnership.

J. T. Bouin & Co., grocers and butchers, Montreal, have registered.

O. Beaudrias & Cie., tea and coffee merchants, Montreal, have registered.

S. C. Durand & Co., wholesale tea merchants, Montreal, have compromised.

The assets of J. A. D. Annett, general merchant, Gaspe Basin, have been sold.

J. R. Dube, general merchant, Becancour, has assigned to Lamarche & Benoit

J. Dupault, general merchant, Valcourt, has assigned to Chartrand & Turgeon.

The assets of the estate of J. W. Mor-

BENSDORP'S

Royal Dutch Cocoa

THE MOST FAMOUS COCOA PRODUCT IN THE WORLD.

If you do not already carry it, write us for prices.

IT'S DUTCH!

If you do carry it, write us for special quotations on quantities.

Sole agents for Ontario, Manitoba, Northwest Territories and British Columbia.

A. F. MacLAREN IMPERIAL CHEESE CO., Limited,
Colborne St., TORONTO, ONT.

row, general merchant, Robinson, are to be sold.

A meeting of creditors of J. D. Hamel, grocer, Three Rivers, was announred for 22nd inst.

A meeting of creditors of L. Lewis, grocer, Montreal, absentee, is announced for 30th inst.

The assets of J. Beaulieu, produce dealer, Montreal, were advertised to be sold 26th inst.

V. E. Paradis has been appointed curator to the estate of J. B. M. Dion, grocers, Quebec.

The assets of J. O. Lemire & Co., general merchants, St. Guillaume D'Upton, have been sold.

The assets of N. H. Turcotte, general merchant, St. Eulalie, were advertised to be sold 27th inst.

A meeting to appoint a curator for M. Desilets, Grand Mere, is announced for to-day, 28th inst.

W. A. Hamilton & Co., manufacturers of preserved foods, etc., St. Henri De Montreal, have registered.

Wilks & Michaud, have been appointed curators to Rabinowitz Bros., general merchants, St. Guillaume D'Upton.

The stock of J. B. E. Frenette, grocer, Fraserville, has been sold to A. Guilbault, Quebec, at 60c. on the dollar.

J. M. Sirois, general merchant, Cacouna, has assigned and V. E. Paradis been appointed provisional guardian.

A. Desmarteau, has been appointed curator to A. G. McBean & Co., wholesale produce and grain dealers, Montreal, whose assets are advertised for sale.

MANITOBA AND N.W.T.

H. Pinesilver, general merchant, Grunthal, has sold out.

Mrs. A. B. Grout, general merchant, Swan River, is dead.

Sharpe & Button, general merchants, Manitou, have dissolved partnership.

J. A. Decosse, general merchant, is opening a branch store at Somerset.

Starkey & Booth, general merchants, Star City, have dissolved partnership.

A meeting of creditors of R. Enright, general merchant, Morris, has been held.

L. Goldstein, general merchant, Lowe Farm, has sold out to Abrams & Reimer.

J. W. Morris, general merchant, Edmonton, has sold out to Miller & Maguire.

J. A. Bradley, grocer and shoe merchant, Hartney, has advertised his business for sale.

A meeting of creditors of Smith & Turley, general merchants, Blackfalds, has been held.

NEW BRUNSWICK.

A. E. Windsor, lobster packer, Miscou Harbor, is dead.

B. H. Smith & Sons, grocers and produce dealers, Woodstock, have dissolved partnership. A. Smith continues in business under the old firm name.

NOVA SCOTIA.

The premises of W. W. Lewis & Co., general merchants, Louisburg, have been damaged by fire.

BRITISH COLUMBIA.

H. A. Weld, grocer, Dawson, is giving up business.

W. A. Ward, commission merchant, etc., Victoria, is offering to compromise.

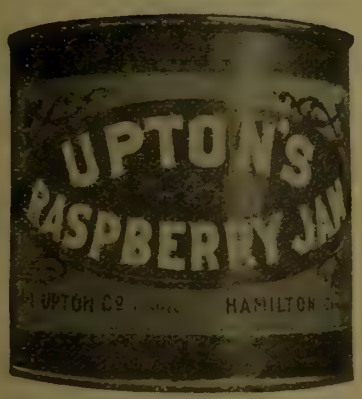
The sheriff is in possession of the premises of The B. C. Cold Storage, Ice and Produce Co., Victoria.

PARTNERSHIP DISSOLVED.

The English papers note a dissolution of partnership in the firm of Purnell, Webb & Co., malt vinegar brewers, Redcliff street, Bristol. All debts due to and owing by the late firm will be received and paid by Emily Webb, who will continue the business under the same style as firm of Purnell, Webb & Co.

UPTON'S

UPTON'S



UPTON'S

A. F. MacLAREN IMPERIAL CHEESE CO., Limited, SELLING AGENTS. TORONTO.

Mail Orders

Have Our Special Attention.

PRICES RIGHT

PROMPT SHIPMENT

THE

Davidson & Hay,

LIMITED,

Wholesale Grocers,

TORONTO.

DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

Canadian Butter on British Market.

IN regard to position of our Canadian butter on the British market Mr. J. A. Ruddick, chief of the Dairy Division, Ottawa, says that our very finest butter gives excellent satisfaction and it is doubtful if there is any better butter on the market. The trouble is that the quality is irregular, lacks uniformity, or in other words it is unreliable. A dealer may get one lot in excellent condition and of choice quality, but the next one he buys is not up to his expectations, so that when he is offered Canadian butter again, he is inclined to give a price equal only to the value of the poor lot. In this way much of our butter does not receive the standing which it deserves. The butter that is of known quality and that can always be depended on to come up to a certain standard will be more in demand than one which may average as good, but which is frequently of inferior grade as well as of choicest quality. Our butter is also said to deteriorate very quickly after it is landed on the other side, and that being so dealers are not encouraged to trade in it. The reason of this deterioration is because our butter is not kept cold enough at the creameries, is exposed to heat unnecessarily in shipping to Montreal, and is not always frozen properly when it arrives there and before being placed in the cold storage chambers of the steamers. The refrigerator car service is capable of being improved, but it is better now than what the creameries provide for themselves. After butter is packed in boxes the length of time it will keep depends almost wholly on the temperature at which it is held. The age of butter is more properly calculated according to the temperature at which it has been stored than from the date on which it was made. Butter which would turn out well after several months' storage at 10 degrees or under, might become quite stale and rancid in a few weks at 40 to 50. Butter may be held at the creamery at these high temperatures for a week or so without showing much deterioration, nevertheless the fermentations which produce bad flavors, rancidity, etc., have been doing their work and shortening the life of the butter. These fermentations may be checked when the butter is packed in cold storage at Montreal or on the steamer, only to start up again with renewed vigor when the butter is exposed to high temperatures on the other side.

Every creamery owner should give this matter his earnest attention during the coming season. If he finds that with proper management the temperature of his refrigerator cannot be kept down to 36-38 degrees, or lower, the insulation should be improved until it can be.

Peculiar Poultry Fact.

THE sign boards of tradesmen sometimes say such strange things, observes an exchange. The public insists upon having its fads and imaginary tastes. The storekeeper is quick to discover and to cater to them. Louis Goldsmith, the big Eighth avenue butcher in the Harlem, New York City, section, was walking down town the other day. He stopped in front of an egg store and read this on a bulletin board at the side of the little shop: "Fresh laid Long Island eggs." Just a little further down he saw another. It said: "Strictly fresh laid Long Island eggs." Then he turned around to his friend and said: "I'll bet you a dollar that nine out of ten egg sign boards say the same thing. That's a funny thing when you look at it. All the fresh eggs are laid on Long Island, and all the fresh poultry come from Philadalphia. You can't sell it if you don't say so."

It did seem a bit strange that those Long Island hens kept laying "strictly fresh eggs" long after all the other hens in the country had quit laying. It also seemed strange that there are no chickens worthy of the name unless they hail from the Quaker City. The public call for such produce, and it must be sold them, even if the Hackensack hen presumes to lay a Long Island egg, or a Philadelphia fowl happens to be caught down in Kentucky or away over in Kalamazoo. "Canada lambs," "Long Island eggs" and "Philadelphia poultry" are three things which Gotham eaters must have, so the signs have to conform to the public taste.

Detection of Renovated Butter.

Place a piece of butter the size of a nut in a large spoon and melt over a small Bunsen flame. Genuine butter boils quietly, foaming considerably, and leaves the fat comparatively clear, while renovated butter and margarine spurts a great deal without forming foam. After removal from the fire the two latter fats show coagulated masses of casein in the molten liquid. Melting the suspected in a beaker in the water bath, shows the sediment of the casein in pure butter within a few minutes and the supernatant fat clear, while process butter does not clear up within half an hour. The polarization-microscope show the nonerystalline character of genuine butter.—Butchers' Advocate.

To Freeze Eggs for Shipment.

An Ottawa man proposes to send to England a shipment of eggs, packed like coal in a barrel and frozen solid. The eggs, he claims, must be fresh at purchase and all candled. They must then be frozen and shipped in that condition with a hole in the flat end of the egg.

Before using they would require to be thawed out, but they would then be as fresh as when they were laid and if used in a short time would be in first class order.

Two Ship Loads of Meat.

The Cudahy Company started its 1,000,000 pound shipment of mess beef for the Russian Government on its way to San Francisco last week, says the National Provisioner. All this order must be delivered to Russian vessels in San Francisco harbor. The consignments are put up in specially made cases. Other packers have received similar orders, and there will be two full ship loads of meat for the Russian army on this trip.

Telegraphic Address, "DOMINO," Charlottetown.

The Dominion Packing Company, LIMITED.

Codes Used A.B.C. LIEBERS PRIVATE.

Charlottetown, P.E.I. Canada

We control the product of

"The Charlottetown Preserving Co."

Pure Fruit Jams, Canned Fruits, etc.

TO THE TRADE

Our travellers are now out with full samples of our new pack Canned Meats, etc. We guarantee the quality equal to any packed on the American Continent. All bright, artistic labels. Let us give you quotations on your season's requirements—it pays to look ahead.

C. C. Corned Beef, 1's, 2's, 6's and 14's, square tins.
Whole Ox Tongues, sizes, 1½'s, 2's and 2½'s.
Prime Roast Beef, sizes, 1's, 2's and 6's.
Prime Roast Mutton, sizes, 1's, 2's and 6's.
Lunch Tongue, size, 1's, 2 doz. to case.
Oxford Sausage, sizes, 1's and ½'s.
Oxford Brawn, sizes, 1's and 2's, square tins.
Compressed Cooked Ham, sizes, 1's and 2's, square tins.
Potted and Deviled Meats, sizes, ½'s and ¼'s.
Chipped Dried Beef, sizes, 1's and ½'s.
Honeycomb Tripe, sizes, 1's and 2's.
Royal Baked Beans, sizes, 1's, 2's and 3's, either plain or with sauce.
Lunch Sausage, size, ½'s, 4 doz. to case.
Vienna Sausage, size, ½'s, 4 doz to case.
Soups, Ox-Tail, size, 2's, 2 doz. to case, Kidney Stew, Mutton Broth.

ABOVE ALL PACKED IN KEY-OPENING TINS.

Royal Condensed Mince Meat, 36-12 oz., 36 packages to case.

Home-Made Wet Mince Meat, 2 and 5 lb., fibre packages; 7, 14 and 25 lb. pails, tubs and bbls.

Branches at HALIFAX, SYDNEY and ST. JOHN'S, NFLD.

Fresh Sausage and Brawn

Here are two good selling lines, especially at this time of the year, when poultry is scarce and high in price.

We make them from fresh Pork and pure spices---there are none better on the market.

F. W. FEARMAN CO., Limited

PORK PACKERS and LARD REFINERS.

HAMILTON, ONTARIO.

Our English Brawn

Is a Trade Winner, always delicious and appetizing, nothing to equal it in the market.

Put up in Five-Pound Pails, Twelve to the Case.

Order Sample Case.

The Park, Blackwell Co., LIMITED

PORK AND BEEF PACKERS,

TORONTO, ONT.

1868.

1904.

Matthews' Rose Brand

flavor has been the standard of mildness and delicacy for 36 years. Fresh out of smoke daily, at **Peterborough, Hull** and **Brantford.**

The George Matthews Company, Limited.

CORRESPONDENCE SOLICITED.

There are many **Baking Powders**

but there is only **ONE**

(The Light of the Kitchen)

Magic Baking Powder

—It is **Pure, Wholesome, Well Advertised,** and shows you a **good profit.**

Order from your Jobber.
Write for Price List.

E. W. GILLETT COMPANY LIMITED

London, Eng. **TORONTO, ONT.** Chicago, Ill.

We are buyers of

Poultry, Butter AND Eggs.

The best facilities for handling consignments. Up-to-date Cold Storage.

The J. A. McLean Produce Co., Limited

73-75-77 Colborne Street

Telephone Main 2491. **Toronto.**

PROVISION AND DAIRY MARKETS.

Toronto.

Provisions—The severe storms this week and the usual dullness at this time of the year have had their effects with the result that there has been a gradual easing off in several lines of cured meats and lard. Barreled stuff remains unchanged, and dressed hogs are about as a week ago. The fresh meat market continues quiet with prices unchanged. We quote:

Long clear bacon, per lb	$ 0 08¼	$0 08¾
Smoked breakfast bacon, per lb	0 12½	0 13
Roll bacon, per lb	0 09½	0 10
Medium hams, per lb	0 12	0 13
Large hams, per lb	0 11	0 11½
Shoulder hams, per lb	0 09	0 09½
Backs, per lb	0 13½	0 14
Heavy mess pork, per bbl	16 50	17 00
Short cut, per bbl	18 50	19 00
Shoulder mess pork, per bbl	15 00	15 50
Lard, tierces, per lb	0 07½	0 07⅝
" tubs "	0 07¾	0 08
" pails "	0 08	0 08¼
" compounds, per lb	....	0 07½
Dressed hogs, light weights, per 100 lb	6 00	6 10
" " heavy " "	5 90	6 00
Plate beef, per 200-lb. bbl	....	10 50
Beef, hind quarters	6 50	9 00
" front quarters	4 50	5 50
" choice carcases	6 50	7 25
" medium	5 50	6 50
" common	5 50	5 75
Mutton	6 50	7 50
Lamb	8 00	9 75
Veal	6 00	9 00

Butter—The butter market is reported dull this week. The severe weather has, however, had the effect of diminishing receipts and there has been a slight stiffening in creamery. Dairy is in stock in pretty large quantities and demand ordinary. We quote:

	Per lb.	
Creamery prints	0 20	0 21
" solids, fresh	0 19½	0 20
Dairy rolls, large	0 15	0 16
" prints	0 16	0 18
" in tubs, best	0 15	0 16
Under qualities	0 12	0 14

Cheese—The export demand seems to have improved this last week and there is a firmer feeling evideneed but no quotable change has as yet transpired. We quote:

	Per lb.	
Cheese, large	0 10½	0 10¾
" twins	0 11	0 11¼

Montreal.

Provisions—A fairly good trade has characterized the past week in provisions, in spite of unfavorable weather. Steady prices prevail. Dressed hogs have sold fairly well in jobbing lots, fresh killed, abattoir dressed, being quoted at $7.25 to $7.75 per 100 lbs., and country dressed at $6.50 to $7 per 100 lbs. We quote as follows:

Canadian short cut mess pork	$17 50	$18 00
American short cut clear	17 50	18 00
American fat back	....	18 00
Bacon, Wiltshire, per lb	0 13	0 13½
Extra plate beef, per bbl	11 50	12 00
Lard—"Boar's Head" brand, tierce basis	....	0 07½
Carloads, less	....	0 00¼
20-lb. tin pails, tierce basis	....	
Half-bbls., over tierce	....	0 00½
60-lb. tubs, "	....	0 00¾
20-lb. wood pails "	....	0 00¾
10-lb. tins, "	....	0 00¾
5-lb. tins, "	....	0 00¾
3-lb. tins, "	....	0 01

Wood net, tin gross weight—

	Wood.	Tin.
1 to 25 pails	1 58	1 48
26 to 49 pails	1 55	1 45
50 pails and over	1 53	1 43

Butter—The market continues in a healthy state. We learn that deliveries during January up to the present day have been considerably less than the same period last year. Against this the prices this year are fully three cents per pound lower, which will mean that the consumption will be larger. A canvass of the trade shows the stock of the finest Fall and Winter creamery to be very light. There is not much dairy roll butter in the market but in sympathy with the low prices for creamery the prices obtainable for rolls are comparatively low and there is not much chance of higher prices on account of the nearness of Spring and no export trade. Prices for Fall and fancy Winter creamery, 22c. Summer goods, 20 to 21c. Dairy rolls, 17c. Dairy tubs, 14 to 15c., according to quality. We quote as follows: Finest fresh prints, 24c.; finest Fall made creamery in 56-lb. boxes, 22c.; Winter made, 22c.; dairy butter, 17 to 18c. for selected goods, and 14 to 15c. for medium grades.

Cheese—Cheese no change and steady. The feeling, however, is firmer. We quote: Finest strong cheese 11 1-2 to 12c.; mild, 10 1-2 to 11c.

St. John, N.B.

Provisions—In barreled pork the market, while rather firmer, shows little change. Beef is rather higher, with very little business offering. Pure lard continues very low. Refined lard is firm and almost as high as pure. In hams and bacon there is a fair sale at even prices. In fresh meats, beef is freely offered. Prices are unchanged. Some nice new veal is now received. Lamb holds firm. Mutton is low. In pork, receipts are rather larger. Price remain unchanged. We quote:

Mess pork, per bbl	$16 00	$18 00
Clear pork "	17 00	18 00
Plate beef "	11 00	12 00
Mess beef "	10 00	11 00
Domestic beef, per lb	0 05	0 06
Western beef "	0 07	0 08
Mutton "	0 05½	0 06
Veal "	0 08	0 09
Lamb "	0 07	0 08
Pork "	0 06½	0 07
Hams "	0 12	0 14
Rolls "	0 10	0 11
Lard, pure, tubs "	0 08	0 08¾
" " pails "	0 08½	0 09

Butter—There is an ample stock of medium grades. In really first-class, firm prices rule. We quote:

Best tub Butter	0 18	0 20
Good dairy tubs	0 16	0 18
Fair "	0 14	0 15

Eggs—These are a luxury. Prices are high and the supply very limited. Western eggs are offered. This is unusual. We quote:

Eggs, henery	0 35	0 40
" case stock	0 27	0 30

Cheese—The stock held is light. Twins have the demand. Prices are very firm. We quote:

Cheese, per lb	0 12½	0 13

Provision Notes.

Minnesota has 681 creameries. They turn out 75,000,000 pounds of butter yearly, which sells for $17,500,000.

The 22nd annual convention of the Dairy Association of the Province of

Napoli Macaroni

BY CARLOAD.

Write us for quotations on our Macaroni, Vermicelli and Fancy Pastes, in carload lots. Prompt shipment guaranteed.

We can sell you a better Macaroni at a lower price than you have been getting heretofore.

Napoli Macaroni is packed in handsome air-tight 1-lb. packages, also in 5, 10, 20-lb. boxes - bulk.

Send for Samples and Price List, delivered free.

NAPOLI MACARONI CO.,
Hayter and Teraulay Sts., **TORONTO, CANADA**

CANADIAN MEATS

CHEESE and BUTTER.

Consignments handled in—

London, Liverpool, Glasgow,

or sold cost freight and insurance.

WHITELEY, MUIR & CO.,

Head Office, 15 Victoria Street,

LIVERPOOL, - ENGLAND.

Western Union Code.

Brooms
Brushes
Baskets

Butter Ware
Butter Paper
Butter Paper

Wooden Ware
Willow Ware

Walter Woods & Co.

Hamilton and Winnipeg.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

PURE GOLD TALK.

No. 2.

Everybody says "pure" spices; from force of habit, it may be. The Pure Gold Company, however, have given a new significance to the word "pure." Pure Gold Spices are guaranteed to be absolutely pure, and "pure" with the Pure Gold Company means no shells, spent or cheap goods, no fillers of any kind. The guarantee which the Pure Gold Company gives is a "money-back" guarantee, and covers attractiveness, saleability and quality. How is it that other companies don't issue a guarantee of this sort? We think we know, but have you ever thought about it? To have one's Spice account with a firm that guarantees is extremely satisfactory.

Pure Spices are necessarily of different qualities, because of natural varieties, hence :—

—**Pure Gold Brand,** — very choice (Yellow Label).

—**Jardine's Brand,** — Selected (Green Label).

—**Regal Brand,** — Fine (Red Label).

These Spices are put up in tins holding from 1-oz. to 10-lbs.; in wood boxes, and wood pails.

Handling only Pure Gold Spices is good business for the grocer. He knows then that it is impossible for any other grocer to supply better goods; and he knows, too, that he can repeat his orders with assurance.

The Pure Gold habit is good for the grocer, besides being good for his housewife.

THE
Pure Gold Mfg. Co.
LIMITED
Toronto.

Quebec is being held at Sherbrooke this week.

Prof. Robertson, chief commissioner of agriculture and dairying, who has been travelling in England for his health, has returned to Ottawa.

The longest drouth which Australia ever felt has at last been broken and both the sheep and the wool industry of the afflicted island continent will look up. It is expected that 30,000,000 sheep will be sheared in New South Wales this year as against 26,000,000 last year. The lambing has been good.

Meat For the Armies.

THE Armour Packing Company last week forwarded its second shipment of beef for the Russian Government. So far the Russians have not bought to exceed 2,500,000 pounds of beef in Western markets, which is taken to indicate that that Government is not particularly apprehensive of war. Further heavy meat orders would not be surprising, however.

The Japanese are not buying now. They have bought and probably will again. The Japanese are not beef eaters. They will eat chicken or rabbit in preference to beef seven days in the week, while their army practically lives on rice. People who study the eating habits of armies do not generally respect an army fed on game and poultry.

There are only two Governments in the world that buy bacon for their soldiers—the American and British. The German army may get a little bacon home cured, but it does not buy in the big markets and American packers have never sold bacon to any except the two Governments mentioned. The reason is that it is too expensive for most nations to give their armies, and some nations hardly know what good bacon is if they did think they could afford it. The same is practically true of ham.

Swift's Heavy Tonnage.

The annual report of Swift & Company shows that the tonnage transported aggregated, in round numbers, 3,500,000,000 pounds, requiring the capacity of 175,000 cars of 20,000 pounds each, or an average equipment during the twelve months of over 6,500 cars to handle the product from the packing-house to the seaboard as occasion required.

Quality of Australian Butter.

Australian and New Zealand butter is being received in England this year in quantities largely in excess of last year. It is reported that the quality of much of this is very secondary, stale and overheld.

Austria Wants Our Pork.

The lard works of the Vienna Butchers' Society have petitioned the Minister of the Interior to admit frozen beef from Argentina and Australia. Further the importation of pork is wanted from Canada and the United States. A trial shipment of Australian and English meat from London is being considered.

ST. CATHARINES RETAIL GROCERS

The sixth regular meeting of the St. Catharines Retail Grocers' Association was held in their hall over the Canadian Bank of Commerce on Monday evening last. President E. Moore in the chair.

The late W. H. Lindsay,
Formerly of the advertising staff of The MacLean Publishing Co., whose sudden death was recently chronicled in these columns.

The meeting opened with the reading and passing of the minutes of the previous meeting when the following discussion took place:

It was suggested that the constitution be printed in booklet form. After some discussion it was resolved that the Executive Committee be instructed to get estimates on cost of printing and report to the association.

The discussion then turned on the business relations of the wholesale grocers and oil companies to the retailer. After hearing many experiences from all sections of the city on the subject a motion was passed strongly condemning the action of the wholesalers selling direct to the consumers.

After a few more remarks in the interests of the association the meeting adjourned.

STOCKTAKING

In the clearing up consequent upon stocktaking, we have come upon some lines that must go. To interest you we have put these down to prices that will make it worth your while handling. Our travellers are primed with "bargains," but as space will not permit us to enumerate them in detail, we have picked out a few for your consideration:

APPLES—Boulter's Preserved, 3s, - - $1.00 doz.
BLUEBERRIES—Golden Diamond, 2s, - 1.00 "
SARDINES—French Imported ¼s, club tins, 9.00 case.
SMELTS—"Mephisto"—Spiced, - - 85c. doz.
SPINACH—"Schenck's"—3s, - - - 1.25 "
STRAWBERRIES—"Old Church"—2s, - 1.20 "

APPLES—Evap.—Sound Fruit, - - 5c. lb.
PEACHES—Evap.—Bright Fruit, - 6¾c. lb.
FIGS—Commadre—Tapnets, - - - 35c. tap.
PRUNES—40/50 Sacks, - - - - 6½c. lb.
SULTANNAS—Good Sound Fruit, - 5c. lb.

TEAS

CEYLONS—Uncolored Green, - - 15c.
Colored Green, - - - 17½c.
Green Siftings, - - - 8c.
JAPANS—good sweet draw, - - 16c.

FOR THE WEST—OUR MR. H. C. BAKER has left this week. He is better than ever equipped to take care of your requirements. It will be well worth waiting for him.

THE **EBY, BLAIN CO.,** LIMITED, **Wholesale Grocers, TORONTO.**

SUGAR CASE IN SUPERIOR COURT.

MR. JUSTICE TRENHOLME, in the Superior Court of the Province of Quebec, has dismissed the action of Gordon et al. the Trinidad sugar merchants, against Mr. John Pinder, of Montreal, and has awarded $11,-894.92 to defendant, the amount of money which plaintiffs paid out of a letter of credit for sugar.

The amount sued for was $44,293,81. the balance alleged by plaintiffs to be due them on sugar shipped to Mr. Pinder in 1901, and which he refused to accept and pay for.

Mr. Pinder contended that the sugar was purchased on sample and was not satisfactory.

Messrs. Gordon et al. claimed the sugar was manufactured in accordance with the instructions of defendant's agent, William E. Hurst.

The contract between Mr. Hurst and Messrs. Gordon et al. was made May 4,, 1901, and in that letter Mr. Hurst says he bought on samples given to him by the plaintiffs. Defendants in return said that they gave him no samples, but Mr. Hurst had carried away some sugar from the office without the firm's knowledge or consent.

The court held that the defendant had ordered certain sugar and that the sugar shipped to him was not that kind. The second purchase of molasses sugar was also inferior to what had been ordered so that there were two grounds on which defendant could base an objection and refuse to accept the goods.

As to the defendant's cross demand he is entitled to recover back the $11,-894.92 which plaintiffs paid themselves out of the letter of credit. As to the defendant's claim for damages for plaintiff's failure to deliver the proper sugars to him the court did not award any amount.

Defendant said he could have made three-eighths of a cent per pound profit on the yellow sugar, but this the court would not act upon. The right of the defendant against plaintiffs was reserved to recover the price of 15 bags of crystals first shipped on his accounting for what he has sold, and returning the balance. The plaintiffs were condemned to pay all the costs.

Mr. J. Alex. Gordon, of J. Alex. Gordon & Co., Montreal, acted as sequestrator appointed by the court, and the firm bringing the suit was Gordon, Grant & Co., Trinidad.

EXPORT APPLE TRADE.

FOR the following estimate of the export of apples from Atlantic ports for the week and season ending January 23rd, The Grocer is indebted to Mr. Fred Barker, apple exporter, Church street, Toronto.

Apples exported week ending January 23, 1904:

	Liverpool.	London.	Glasgow.	Various.	Total.
Portland	7,966	2,232	6,466	....	16,664
New York	2,126	4,803	86	10,831	17,846
Boston	20,811	1,901	....	....	22,712
Halifax	2,214	16,663	....	....	18,877
St. John, N.B.	1,108	....	2,043	....	3,151
Week's total	34,225	25,599	8,595	10,831	79,250
Same week, 1903	7,228	26,674	5,432	5,444	44,778
Season to date	1,299,737	602,140	396,646	446,581	2,745,104
Last " "	1,151,157	324,161	344,467	184,990	2,004,77

Mr. Barker is in receipt of the following cable from Liverpool regarding Wednesday (27th) apple market: "Englishman, unsound condition; market irregular, owing to arrivals being mostly out of condition; Baldwins, 16s. 6d. to 23s.; Seconds, 15s. to 16s.; Spies 14s. to 21s.; Russets 18s. to 24s.; Ben Davis, 16s. to 22s."

NEW ZEALAND'S PREFERENTIAL TARIFF.

ITS PURPOSE AND EFFECT.

THE adoption of a preferential tariff in favor of British-made goods by our sister colony of New Zealand is a matter of very considerable interest to Canada, particularly as our trade with the Antipodes promises to assume no small proportions in the future. "The Grocer" is therefore pleased to give our readers the benefit of a letter, explaining the operation of the new Tariff Act, just received from Manson & Barr, Palmerston North, New Zealand, and which reads as follows :

The Government of this colony having just adopted a preferential customs tariff giving preference to British-made goods, it is now necessary for Canadian exporters to this colony to make a declaration on each invoice in the form as shown on slip we enclose. An individual member of the exporting house or company must make this declaration in his own name but on behalf of his firm.

Will you kindly mention this in your valuable paper, so that it may come under the notice of all Canadian exporters.

We post you under separate cover a copy of this customs act, and you will notice that the preference given takes the form of increasing the duties on all non-British goods coming under the different schedule. The first schedule is practically a dead letter, as all cement imported here is English Portland with very trifling exceptions.

The second schedule is mostly made up of goods at present paying 20 per cent. ad valorem duty, and on all goods coming under this schedule and not being British made the amount of duty payable will be increased by 50 per cent., making it practically 30 per cent. on these lines.

The third schedule is made up of goods that are at present free, but which, if not British made, will now have to pay 20 per cent. duty.

This third schedule will be the hardest on foreign goods, as it gives the British goods a clear 20 per cent. preference, as they will still be free.

We trust you will point out that it will be necessary for all Canadian exporters to this colony to have the declaration on their invoices to get the benefit of the preferential treatment, and, that if they omit this there will be a lot of delay and red tape here till the consignee can prove that the goods were made in Canada.

The act itself, beginning at the second section, reads as follows :

2. From and after the passing of this Act there shall be leviable on the several articles mentioned in the First and Second Schedules hereto imported into New Zealand and not being the produce or manufacture of some part of the British dominions, in addition to the duties authorized under any tariff for the time being in force in New Zealand, the following duties :—

(a.) On the article specified in the First Schedule hereto, an amount equal to the amount payable under the said tariff ;

(b.) On the articles specified in the Second Schedule hereto, an amount equal to one-half of the amount payable under the said tariff.

3. From and after the passing of this Act there shall be leviable on the several articles mentioned in the Third Schedule hereto imported into New Zealand, and not being the produce or manufacture of some part of the British dominions, duties of Customs equal to twenty per centum of the value for duty as defined by the principal Act, or by any Act amending the principal Act.

4. The provisions of sections two and three hereof shall not be applicable in the case of—

(a.) Goods imported on or before the thirty-first day of March, one thousand nine hundred and four, if it is proved to the satisfaction of the Collector that an order for the goods was sent from New Zealand on or before the sixteenth day of November, one thousand nine hundred and three.

(b.) Printing papers imported by and for the use of the proprietors of any registered newspaper, if it is proved to the satisfaction of the Collector that they are imported under a valid contract for the supply of such papers for a period not exceeding three years, entered into prior to the sixteenth day of November, one thousand nine hundred and three.

(c.) Rails for tramways and other goods mentioned in the Schedules hereto directly imported before the thirty-first day of March, one thousand nine hundred and six, for use in the construction or equipment of any tramway for which plans and specifications have been completed or are in course of preparation on the passing of this Act.

5. The duties authorized under this Act shall be levied, collected, and paid on importation into New Zealand, on or before clearance from any warehouse for home consumption, at the time of making import entry or home-consumption entry therefor.

6. On the importation of any articles mentioned in any of the Schedules hereto, the importer or his agent, in addition to the particulars required by the principal Act to be given on the entry of dutiable goods, shall state, to the best of his knowledge, information, and belief, the country of which such goods are the produce or manufacture, and shall satisfy the Collector, by declaration or otherwise, of the truth of such statement.

7. If a Collector has reason to believe that any goods are not the produce or manufacture of the country stated on such entry, he may detain them for examination ; and if, after due inquiry, he is satisfied that such statement was false, the goods shall be forfeited and dealt with as directed by the principal Act in the case of forfeited goods.

8. With respect to all articles mentioned in the Schedules hereto imported into New Zealand after the thirtieth

EXPORTERS' DECLARATION.

I, [full name], of the firm of , do hereby certify that this invoice, amounting to , for goods exported to New Zealand on account of [Name of person or firm to whom invoiced], is true and correct, and that the goods specified therein are bona fide the produce or manufacture of [Name of the part of the British dominions in which the goods have been produced or manufactured].

[Signature.]

Dated at , this day of , 190 .

NOTE.—This declaration to be made and signed by an individual member of the firm or company invoicing the goods.

Think it over—

the longer you think it over
the truer it will get—
the knowledge that

Chase & Sanborn's high-grade Coffees

are unquestionably the **Best Value** in Canada, or elsewhere — they will bring reputation to your store and hold your coffee trade.

Chase & Sanborn,

The Growers and Importers, - - - MONTREAL, P. Q.

JUST CONSIDER IT!!!

Is 40% over and above your usual profit worth earning? We pay you this extra commission to advertise and place our

STRICTLY HIGH-GRADE "BEE" BRAND GOODS—Finest Quality.

Each and every man can sell what he wants to six times out of ten, that is why we are paying you to push our lines; the quality of these goods is such that there are no come-backs, and each new customer is a fast friend. Buy a sample order, assorted as per adjoined list, and give it a trial—when you have your watch. Send for catalogue. We can interest you.

ORDER AS FOLLOWS:

2 cases	Starch	64 12-oz. pkgs.....	$10.00
3 "	Soda	96 10-oz. "	8.25
1 "	Borax	60 5-oz. "	2.25
1 "	Borax	48 10-oz. "	3.25
1 "	Bkg. Powder	24 lb. tins	4.50
1 "	Coffee	30-lb. tins, or 15 2-lb. tins.....	9.00
			$37.25

Through your Wholesaler or Direct.

MANITOBA and TERRITORIES, amount must be $50.00.

With every order such as above we give one **gold filled watch** with **standard movement, fully guaranteed** by Messrs. P. W. Ellis & Co., Toronto, for twenty years. The **Banner case** worth fifteen dollars anywhere, and can be sold for this amount by anyone.

Snowdon, Forbes & Co., Selling Agents,

449 St. Paul Street, - - MONTREAL.

day of June, one thousand nine hundred and four,—

(a.) The full duty under this Act shall be payable unless there is produced to the Collector an invoice of the goods having written or printed thereon a certificate signed by the sender or consignor, in such form as may be prescribed by the Commissioner, stating that the goods are bona fide the produce or manufacture of some part of the British dominions named in the certificate.

(b.) No such invoice shall relate to any goods other than those to which the certificate refers.

(c.) Where such goods are imported in packages, such packages shall not contain any goods other than those specified in the invoice, and if any other goods are found in any such package they shall be forfeited.

(d.) Every importer or agent of an importer who produces any invoice or certificate under this section knowing the same to be false in any particular is liable to a fine not exceeding one hundred pounds, or, at the option of the Commissioner, to treble the value of the goods specified in such invoice.

9. (1.) From and after the thirty-first day of March, one thousand nine hundred and four, no duty shall be leviable on tea grown in any part of the British dominions, except on tea packets not exceeding one pound in weight.

(2.) The provisions of sections six to eight hereof shall apply to every importation of tea after the date last mentioned.

10. In any proceeding arising under this Act the onus of proof that any goods are the produce or manufacture of any part of the British dominions shall be on the importer.

11. The Governor may from time to time, by Order in Council gazetted, make regulations for carrying this Act into effect, and may impose fines for the breach of any such regulation not exceeding one hundred pounds.

RECIPROCAL TRADE.

12. Where any country being part of the British dominions reduces or abolishes, or proposes to reduce or abolish, the duty on any product or manufacture of New Zealand, the Governor may enter into an agreement with that country to reduce or abolish the duty on any article or articles the produce or manufacture of such country to an extent that the estimated revenue so remitted shall equal as nearly as possible the estimated revenue remitted by that country :

Provided that no such agreement shall have effect until ratified by Parliament.

13. Where any country not being part of the British dominions reduces or abolishes, or proposes to reduce or abolish, the duty on any product or manufacture of New Zealand, the Governor may, subject to or by virtue of a treaty with His Majesty, negotiate with such country for an agreement with that country to reduce or abolish the duty on any article or articles the produce or manufacture of such country to an extent that the estimated revenue so remitted shall equal as nearly as possible the estimated revenue remitted by that country :

Provided that such agreement shall not have effect or be operative until ratified by an Act of the Parliament of New Zealand.

SCHEDULES.

First Schedule.

CEMENT.

Second Schedule.

Basket and wicker ware, n.o.e., not being furniture.

Bicycles, tricycles, and the like vehicles ; also finished or partly finished or machined parts of same, n.o.e., including weldless steel tubing cut to short lengths.

Boots, shoes, and slippers, n.o.e.; goloshes, clogs, pattens, vamps, uppers, and laces.

Candles.

Carriages, carts, drays, wagons, and perambulators, and wheels for the same.

China, porcelain, and parian ware.

Clocks.

Cordage and rope, n.o.e.

Cream of tartar.

Earthenware, stoneware, and brownware.

Fancy goods and toys.

Firearms, all kinds.

Fish, potted and preserved.

Furniture and cabinetware, n.o.e., and other than iron.

Glass, crown, sheet, and common window.

Glassware ; also plate glass, and glass polished, colored, and other kinds, n.o.e.; globes and chimneys for lamps.

Hardware, ironmongery, and hollowware.

Hops.

Iron nails.

Iron pipes and fittings for same, including main-cocks.

Lamps, lanterns, and lamp-wick.

Musical instruments—viz., pianos.

Paperhangings.

Paper, wrapping,—viz., blue candle, glazed cap, glazed casings, small-hand, lumber-hand, and tissue.

Paper, wrapping, other kinds, including brown, cartridge, and sugar papers.

Plate and platedware.

Pumps and other apparatus for raising water.

Third Schedule.

Bicycles and tricycles, fittings for—viz., rubber tires, pneumatic tires, outside covers, and inner tubes ; rubber and cork handles, and pedal-rubbers ; also drop-forgings and stampings, ball-bearings, weldless steel tube in full lengths, rims, forks, and spokes in the rough.

Gas-engines and hammers, and oil-engines.

Gumboots.

Iron and steel cordage.

Iron, plain black sheet, rod, bolt, bar, and plate.

Printing-paper.

Rails for railways and tramways.

Sailcloth, canvas, and unbleached double-warped duck.

Surgical and dental instruments and appliances.

SALADA'S TEA CHALLENGE.

"The Canadian Grocer,"—We note that the last issue of "The Canadian Grocer" contains an advertisement of Salada Tea Co., of Toronto, in which they offer to donate five hundred dollars to any charitable institution if the increase in the sale of Salada tea during the past year does not equal the entire tea sales of any other firm in Canada.

While deprecating this method of drawing attention to our business, we cannot allow such a statement to go unchallenged. If The Salada Tea Co. really think that there is a greater demand in Canada for their packets than there is for Blue Ribbon Tea, we would be glad to have the sales of Salada and Blue Ribbon for 1903 investigated by a chartered accountant. If his decision is in favor of Salada we will pay all expenses and donate five hundred dollars to any charity The Salada Tea Co. may name. Should the investigation prove that there is a greater sale in Canada (we don't do business in the United States so must exclude that territory) of Blue Ribbon than there is of Salada, The Salada Tea Co. shall pay the expenses of the investigation and donate five hundred dollars to the Winnipeg General Hospital.

We enclose our cheque for five hundred dollars, drawn in favor of Wm. Ince, of the firm of Perkins, Ince & Co., Toronto, and will be quite satisfied, if agreeable to The Salada Tea Co., to have Mr. Ince arrange details of the investigation. We are also willing that "The Canadian Grocer" should publish the figures when ascertained.

G. F. & J. GALT.

Winnipeg, Jan. 19, 1904.

COFFEE SITUATION.

WILLETT & GRAY in their latest statistical report say of coffee: Confidence in coffee values is again encouraged by the small crop movement for the month of January, and the fact that the trade proper has come into the market more freely. Speculative realizations have been made on a pretty good scale the past ten days, reducing to that extent the heavy "long" interest in the market. It is not improbable that receipts are somewhat retarded by bad weather reported in Brazil, but otherwise the movement would not justify belief in even the recent reduced estimates. Figures vouchsafed on the next crop show considerable variation, but speculators appear willing to take chances on the smaller estimates, and new buying is being done on the reduced yield and ultimate shrinkage of the world's visible. Warehouse and "ex-ship" deliveries so far this month are very large, and at the same time the inquiry for actual coffee of the usual trading grades is quite active. Forced buying of Rio No. 7 coffee has jumped the price the last few days to 8½c., store terms on spot. Brazil holders have been influenced by this and current cost, and freight prices are prohibitive for the time being. Santos No. 4 is offered at 9¼c., and Santos No. 5 at 8⅞c., regular N. Y. terms.

THE CANADA GROCERS' SWITCH.

The application of the Canada Grocers to secure permission to have a switch from the Grand Trunk to their Hamilton warehouse is meeting with considerable opposition on the part of some Hamilton property owners who claim their property will be injuriously affected.

The Challenge Accepted

and Our Money is Up.

We accept the challenge of The Salada Tea Co., as advertised in "The Canadian Grocer" of January 15th.

We have placed in the hands of the publishers of this journal a check for five hundred dollars, payable to the order of Mr. Wm. Ince, of Perkins, Ince & Co., Toronto. If The Salada Tea Co. prove their claim the five hundred dollars will be donated to any charitable institution they may name. If they cannot prove their claim they will donate five hundred dollars to the Winnipeg General Hospital.

Merit---sterling merit---has made the sales of

Blue Ribbon Ceylon Tea

what they are to-day. Push the Red Label Brand. Each grocer our agent.

Winnipeg Toronto Vancouver

F. HUGHES & CO.

AMONG a number of changes that have been made in business circles at the beginning of the year "The Grocer" notices the apointment of F. Hughes & Co., manufacturers' agents, as sole wholesale selling agents for the cities of Montreal, Ottawa, and Eastern Ontario of the Ozo Co., manufacturers of pickles, jams, jellies, etc.

The selection of F. Hughes & Co. by the Ozo Co. is a very good one, as Mr. Fred Hughes of the firm is one of the best known men connected with the grocery business. Mr. Hughes has been connected with this line for many years, was formerly a member of the firm of Caverhill, Hughes & Co., Montreal, and was also twice elected president of the Dominion Commercial Travellers' Association, a fact which speaks volumes for his popularity "on the road" and among business men.

Mr. Fred. Hughes, of F. Hughes & Co., Montreal.

Mr. Hughes will personally call upon the trade in the interests of the Ozo Co., and his firm is sending out an advance circular notifying the trade of their resignation as selling agents for the Eureka Co., and notifying their business friends of their appointment as sole wholesale selling agents for the districts noted above for the Ozo Co.

MR. BERNARD REPLIES.

Editor "The Canadian Grocer":—I notice in your last issue that one of your subscribers calls attention to an apparent discrepancy between the figures I sent you as to the imports of Japan tea to Canada, and those published in an advertisement of his.

He takes great pains to explain why his figures are correct and mine misleading and then wind up by admitting there is only a difference of 200,000 pounds and that his figures were up to the 30th June whereas mine were up to the 30th November.

As all your readers are aware the Japan tea trade in Canada has declined within the last three or four years; not however, because the tea is inferior to others, but on the contrary because of its increasing popularity in United States, causing each year a larger demand which is naturally followed by higher prices, thereby diminishing Mr. Grocer's profits for this article.

In the statistics I sent you the increase to United States to 30th November showed over 6,000,000 pounds, proving that the decrease in the Canadian trade has been absorbed by the United States. This is the whole explanation in a nut shell.

My figures also showed an increase of one and a half million pounds to Canada over last year, and you will find that quality will yet assert itself over the poor imitation which comes from Ceylon and India in Japan packages.

C. M. BERNARD.

Chicago, Ill., Jan. 19, 1904.

A SLIP OF THE TYPE.

A typographical error in the issue of January 15th made "The Grocer" say that Mr. R. C. Snowdon had been appointed selling agent in Manitoba, British Columbia and the Northwest for Chinese starch. This should have read R. C. Smardon, not Snowdon. Western readers will note.

WORLD'S COFFEE SUPPLY.

There are 49,000 coffee plantations in the world, says The New York Commercial Advertiser. The total annual production of coffee amounts to 21,500,000 bags, of an average weight of 134 pounds each, or 2,881,000,000 pounds. This production represents a total value of more than $255,000,000 annually from more than 1,800,000,000 coffee trees in full bearing. The land used exceeds 3,600,000 acres. The value of the property is more than $1,350,000,000. The industry gives employment to 2,220,000 men, women and children.

The retail grocery clerks of San Francisco, Cal., have presented a new wage scale calling for increased wages and a shorter work day.

Mrs. Dooley

has an interesting family history which is issued in booklet form, and a copy will be sent upon application, if one doesn't reach you apart from a request.

Mrs. Dooley announces to the grocery trade of Canada that she is putting on the Canadian market her laundry soap known by the name

Mrs. Dooley's Laundry Soap

The distinguishing feature of this soap is the incorporation of Borax along with other cleansers. This soap ranks apart from the Borax feature with all other high-grade laundry soaps. With borax added, it excels other soaps. It lathers most freely and the offensive smell that is given off by other soaps in the using of them is absent in Mrs. Dooley's Laundry Soap.

The success of this soap, without pushing on our part, has made us believe that there is a big future for it.

Put up in 60 and 100 bar boxes. Freight paid on 5 box lots. It costs the retailer about 10% less than the other 5c. soaps, and of course pays this percentage in extra profit.

THE
Metropolitan Soap Co.
LIMITED

TORONTO.

CLASSIFIED LIST OF ADVERTISEMENTS.

Ammonia.
Harvey, John G., Todmorden Ont.

Baking Powder.
Gillett, E. W. Co., Toronto.
Greig Mfg. Co., Montreal.
McLaren, W. D., Montreal.
Ocean Mills, Montreal.
Snowdon, Forbes & Co., Montreal.

Baskets.
Oakville Basket Co., Oakville, Ont.
Woods, Walter, & Co., Hamilton.

Bird Seed.
Nicholson & Brock, Toronto.

Biscuits, Confectionery, Etc.
Browne & Wells, Toronto.
Canada Biscuit Co., Toronto.
Christie, Brown & Co., Toronto.
Imperial Biscuit Co., Guelph, Ont.
McGregor-Harris Co., Toronto.
Mooney Biscuit & Candy Co., Stratford.
Mott & Co., John P., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.
Stewart, A. J., Toronto.

Blue and Black Lead.
Douglas, J. M. & Co., Montreal.
Oakey, John, & Sons, London, Eng.
Reckitt's (Gilmour Bros., Montreal.

Brooms, Brushes, Etc.
Waterloo Broom and Brush Co., Waterloo, Ont.
Woods, Walter, & Co., Hamilton.

Canned Goods.
Anglo-British Columbia Packing Co., Vancouver, B.C.
Black Bros. & Co., Halifax, N.S.
Burlington Canning Co., Burlington, Ont.
Gardiner & Co., Vancouver, B.C.
Tippett, A. P. & Co., Montreal.

Cheese Cutter
Computing Scale Co. of Canada, Toronto.

Cigars, Tobaccos, Etc.
American Tobacco Co., Montreal.
Empire Tobacco Co., Montreal.
Erie Tobacco Co., Windsor, Ont.
Fortier, J. M., Montreal.
Horrocks, T. J., Toronto,
McAlpin Consumers Tobacco Co., Toronto.
McDougall, D., & Co., Glasgow, Scot.
Payne, J. Bruce, Granby, Que.
Reid, W. B. & Co., Toronto.
Steele, W. H., Co., Toronto.
Tuckett, Geo. E., & Son Co., Hamilton.

Cocoanut.
Greig, Robt., Co., Toronto.

Cocoas and Chocolates.
Baker, Walter, & Co., Dorchester, Mass.
Cowan Co., Toronto.
Epps, James, Co., London, Eng.
Tippett, A. P., & Co., Montreal.
VanHouten's -J. L. Watt & Scott, Toronto

Coffee Essence.
Bromley's—W. G. Patrick & Co., Toronto.

Commission Merchants and Brokers.
Cameron, Gordon & Co., Winnipeg.
Clark, R. W., & Co., Victoria, B.C.
Davidson & Hay, Toronto.
Dawson Commission Co., Toronto.
Duck, Geo. H., Toronto.
Lambe, W. G. A., & Co., Toronto.
Nicholson, E., Winnipeg.
Patrick, W. G., & Co., Toronto.
Rutherford, Marshall Co., Toronto.
Ryan, Wm., Co., Toronto.
Stagg, M. G., & Co., Toronto.
Thomas, J. P., Quebec, P.Q.
Watt, J. L., & Scott, Toronto.

Computing Scales.
Computing Scale Co. of Canada, Toronto.

Condensed Milk and Cream.
St. Charles Condensing Co., Ingersoll.
Truro Condensed Milk & Canning Co., Truro, N.S.

Crockery and Glassware.
Gowans, Kent & Co., Toronto.
Sydenham Glass Co., Wallaceburg, Ont.

Dairy Produce and Provisions
Clark, Wm., Montreal.
Dominion Packing Co., Charlottetown, P.E.I.
Fearman, F. W., Co., Hamilton.
Matthews, Geo. Co., Brantford.
Maclaren, A. F., Imperial Cheese Co., Toronto.
McLean, J. A., Produce Co., Toronto.
Park, Blackwell Co., Toronto.

Educational.
Central Business College, Stratford.

Engravers.
Legg Bros. Engraving Co., Toronto.

Financial Institutions.
Bradstreet Co.

Fish.
Black Bros. & Co., Halifax.
James, F. T., Co., Toronto.
Johnson, C., Gardiner & Co., Vancouver, B.C.
Todd, J. H., & Son, Toronto.
Kinnear, T. & Co., Toronto.
White & Co., Toronto.

Flours and Cereals.
Carter, G., Son & Co., St. Mary's, Ont.
Castle, F. J., Co., Ottawa.
Greig, Robt., Toronto.
Keen, Robinson & Co., London, Eng.
MacKay, John, Bowmanville, Ont.
McCann, Wm., & Co., Toronto.
Napoli Macaroni Co., Toronto.
Tillson Co., Tillsonburg, Ont,

Foreign Importers.
Kessel, F., & Co., London, Eng.
Whiteley, Muir & Co., Liverpool, Eng.

Fruits—Dried, Green and Nuts.
Balfour & Co., Hamilton.
Clemes Bros., Toronto.
Davidson & Hay, Toronto.
Eby, Blain & Co., Toronto.
Gibb, W. A., & Co., Hamilton.
Gillard, W. H., & Co., Hamilton.
Goodwillie's--Rose & Laflamme, Montreal.
Husband Bros. & Co., Toronto.
Kinnear, T., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
McWilliam & Everist, Toronto.
Tippet, A. P., & Co., Montreal.
Walker, Hugh, & Son, Guelph.
White & Co., Toronto.

Gelatine.
Canadian Gelatine Co., Toronto.
Cox, G. & J.

Grocers—Wholesale.
Balfour & Co., Hamilton.
Chaput, L., Fils & Cie., Montreal.
Davidson & Hay, Toronto.
Eby, Blain Co., Toronto.
Lucas, Steele & Bristol, Hamilton
Turner, James, & Co., Hamilton.

Grocers' Grinding and Packing Machinery.
Adamson, J. T., & Co., Montreal.
Coles Mfg. Co., Philadelphia, Pa.
Eby, Blain Co., Toronto.

Hides.
Page, C. S., Hyde Park, Vt.

Interior Store Fixtures, Trucks, Etc
Auer Light Co., Montreal.
Dominion Show Case Co., Toronto.
Slingsby, H. C., Montreal.

Jams, Jellies, Etc.
Canada Biscuit Co., Toronto.
Greig Mfg. Co., Montreal.
McGregor-Harris Co., Toronto.
Upton's -- A. F. MacLaren Imperial Cheese Co., Toronto.

Macaroni
MacLaren, A. F., Imperial Cheese Co., Toronto.
Napoli Macaroni Co., Toronto.
Tippet, A. P., & Co., Montreal.

Mince Meat
Capstan Mfg. Co., Toronto.
Clark, Wm., Montreal.
Lytle, T. A., Co., Toronto.
Wethey, J. H., St. Catharines.

Mustard.
Colman, J. & J., London, Eng.

Pass Books, Etc.
Allison Coupon Co., Indianapolis, Ind.

Peels.
Batger's—Rose & Laflamme, Montreal.

Pickles, Sauces, Relishes, Etc.
American Coffee & Spice Co., Toronto.
Colson, C. E., & Son, Montreal.
Douglas, J. M., & Co., Montreal.
Ewing, S. H., & Sons, Montreal.
Horton-Cato Mfg. Co., Windsor, Ont.
Laing's, Dr.—W. G. Patrick & Co., Toronto.
Lytle, T. A., Co., Toronto.
Patterson's—Rose & Laflamme, Montreal.
Stretton & Co., Worcester, Eng.

Polishes—Metal.
Oakey, John, & Sons, Montreal.

Polishes, Stove.
Morse Bros., Canton, Mass.

Pottery.
Foster Pottery Co., Hamilton, Ont.

Poultry Food.
Greig, Robert, Co., Toronto.

Powdered Lye.
Gillett, E. W., Co., Toronto.

Refrigerators.
Eureka Refrigerator Co., Toronto.

Salt.
Canadian Salt Co., Windsor, Ont.
Toronto Salt Works, Toronto.

Seed Corn.
Stevens, Fred B., Chatham, Ont.

Shelf Boxes.
Bennett Mfg., Co., Pickering, Ont.

Soap.
Metropolitan Soap Co., Toronto.

Sodas—All Kinds.
Winn & Holland, Montreal.

Starch.
Brantford Starch Works, Brantford.
Edwardsburg Starch Co., Cardinal, Ont.
Ocean Mills, Montreal.
Snowdon, Forbes & Co., Montreal.
St. Lawrence Starch Co., Port Credit.

Steel Shingles.
Metallic Roofing Co., Toronto.

Sugars, Syrups and Molasses.
Canada Biscuit Co., Toronto.
Dominion Molasses Co., Halifax, N.S.
Edwardsburg Starch Co., Cardinal, Ont.
Imperial Maple Syrup—Rose & Laflamme, Montreal.
St. Lawrence Sugar Refining Co., Montreal.

Teas, Coffees, and Spices.
American Coffee & Spice Co., Toronto.
Balfour & Co., Hamilton.
Blue Ribbon Tea Co., Toronto.
Ceylon Tea Traders' Ass'n.
Chase & Sanborn, Montreal.
"Commissioner" Tea, London, England.
Davidson & Hay, Toronto.
Eby, Blain Co., Toronto.
Ewing, S. H. & A. S., Montreal.
Gillard, W. H., & Co., Hamilton.
Japan Tea Traders' Ass'n.
Lucas, Steele & Bristol, Hamilton.
Pure Gold Mfg. Co., Toronto.
Rutherford, Jas., & Co., Montreal.
Salada Tea Co., Montreal and Toronto.
Snowdon, Forbes & Co., Montreal.
Wood, Thos., & Co., Montreal.

Vinegars.
Grimble & Co., London, Eng.
Hill, Evans & Co., Worcester, Eng.

Warehousing.
Cameron, Gordon & Co., Winnipeg.

Woodenware.
Woods, Walter, & Co., Hamilton.

Wines, Liquors and Beer.
Gloag, Matthew, Perth, Scotland.

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Canada Paper Co., Toronto.

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Gillett, E. W., Co., Toronto.

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Wethey, J. H.....outside back cover
Whiteley, Muir & Co 18
White & Co. 51
Winn & Holland .... inside back cover
Wood, Thomas, & Co 10
Woods, Walter & Co..... 18

On Guard !

Your anticipated profits may prove a dead loss if your goods don't sell readily. It is the widely advertised articles of trade that command attention and that always find a quick market. Windsor Salt is known all over Canada as the **standard Salt**—it is widely advertised.

Windsor Salt is pure, white, dry, crystaline. It never cakes because every particle of moisture is dried out of it. It will sell readily because it is known—its name carries confidence everywhere. **It pays to be "On Guard."**

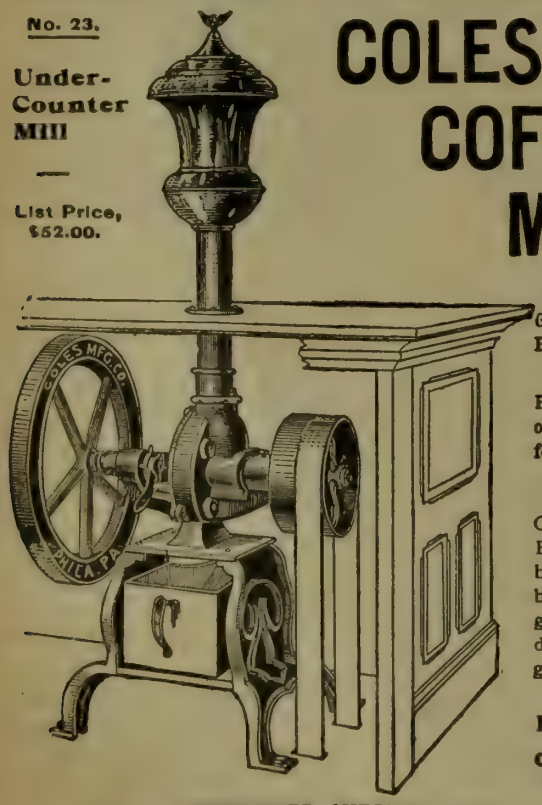
Windsor Salt.

The Canadian Salt Co., Limited,
Windsor, Ont.

No. 23.

Under-Counter Mill

List Price, $52.00.



COLES COFFEE MILLS

None better for Granulating or Pulverizing.

Our mills will Pulverize without heating Coffee.

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders.

A GREAT LABOR-SAVER.

Our Grinders wear longest.

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DEARBORN & CO., St. John, N.B.
FORBES BROS., Montreal.
GORMAN, ECKERT & CO., London, Ont.

COLES MANUFACTURING CO., PHILADELPHIA

"In making a journey, if a man take the wrong road he must make the journey over again."

In business, if a merchant is selling the wrong goods the sooner he gets the right kind the less business he will lose.

Celluloid Starch

Never Sticks Requires no Cooking

is the right kind. Your public know that. You should know it.

Get on the right road, sell CELLULOID STARCH, and the business you've lost will come back.

THE BRANTFORD STARCH WORKS, LIMITED.

BRANTFORD, CANADA.

THE CANADIAN GROCER

President:
JOHN BAYNE MACLEAN,
Montreal.

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THE COMPENSATION FOR DULL TRADE.

SO trade is dull! The roads for miles about the town are blocked and buyers only come in to do business when they literally need the goods!

To some merchants this condition of affairs will be most depressing; others will welcome the slackening of responsibilities which is the usual accompaniment of the quiet weeks; others, again, will find the compensation for dull trade in the opportunity provided for planning, for reconstruction, for improving the store's appearance, the business system—in short, to introduce the reforms which they have desired for some time to institute.

It has been said that it is to the man who thinks that the plum falls; in equal degree it is to the merchant who plans and who carries out his plans that the plum of profitable trade descends. He so prepares his plans that by a law as immutable as the law of gravitation increased business and a better margin of profit follows each step he makes towards his business ideal.

Some grocers are content. For the contented man, the person who is so satisfied with existing conditions that he will not try to change them in the hope of improving them, one cannot help feeling pity.

Some grocers are hopeless. For the man who has been so often defeated in his efforts to "get ahead," who has become seized with the conviction "My business is as large as it ever will be in this town," one can extend sympathy but little advice, for the latter would be wasted.

Some grocers are lazy. To the man who has got into the rut, who has done his business in the same way, in the same store, and without ever giving the store a good overhauling, one can neither give sympathy nor extend pity.

To all grocers, however, the dull times offer one great compensation. Are you content? Spend two hours in a fair examination to see if your store is what it might be. Then go about for two days and ask your neighbors for suggestions as to how to improve your store and your business methods. You may get a surprise. Are you hopeless? Cheer up! No matter how little capital you have, no matter how hard you have worked in the past, you can make your life better, yourself more useful to the world, to your family and yourself if you will "plan your work and work your plan." Don't try to attend to every detail yourself. Possibly it might be wise to hire a boy or a girl to mind the shop so that you can get out more about town, so that you can get out after trade if it does not come in to you.

Are you lazy? It will take all your candor, all your fairness of spirit to admit it. It would be easier to admit that you are not as energetic as some other business men in the town. But the question is, are you as energetic as you could be and should be? If you are not then the message of dull trade to you is to either get out and hustle or stay in and fix up. Start in to-day to do something different to what you are in the habit of doing, something calculated to increase the attention and respect paid your store by the buyers in your town and district. Trade comes to the merchant who works for it, who deserves it.

PRICES UP PROFITS DOWN.

THE upward movement in the price of wheat which has been sending the bulls into paroxysms of delight, which has been the oil of gladness to the horny-handed tiller of the soil, and the elixer of life to the immigration agent has been but a left-handed blessing to the miller.

The bull movement in wheat which began in Chicago and which has been very well sustained all along the line, is claimed by its supporters to be founded on an actual shortage in the world's wheat supply and to be quite well justified independent altogether of the probable outcome of the Russo-Japanese embroglio. The bears, on the other hand, are persistent in assigning the rise to speculative causes entirely. The result has been an uneasiness of feeling which leaves the milling fraternity nervous. The feeling that the present prices of grain may not be maintained makes them even more anxious than usual to dispose of their products as soon as possible after milling. In the face of a rising market therefor, and despite the advances that have been made in flour, they have not been able to exact prices commensurate with the increased cost of their raw material.

In the case of millers who are putting on the market wheat products in package form, the foregoing does not apply to any great extent, but there can be no doubt that the complaints of the millers in general are well justified by the facts.

REDUCTION IN SUGAR.

Just at going to press Canadian refiners announced a reduction of 5 cents in sugar quotations. This came on the wake of word from New York that Arbuckles had made a cut of 10 cents, leaving a differential in their favor of 5 cents as against the trust and Howell's who, as reported in our market columns of this week, had previously made a concession of 5 cents.

MUD SLINGING IN ONTARIO POLITICS.

UNTIL recently there was good ground for the hope that the mud-slinging school of politics which prevailed some 25 or 30 years ago, was happily a thing of the past. It is the more to be regretted therefor that this sort of thing should be revived as it has been revived in the Province of Ontario. Within the last few months there has been a growing disregard of the amenities of public life both within and without the Legislative chamber. Public questions of the day, instead of constituting the topics of political discussion have been systematically ignored and honorable gentlemen from both sides of the house have addressed themselves to unelevating trivialities and degrading personalities until the general public are, to a great measure, disgusted and heartily sick of the whole unedifying spectacle.

The climax was reached at Woodstock Saturday last when the depth of coarseness and indecency were sounded by Mr. R. R. Gamey. It is time a halt was called when not content with besmirching the characters of honorable judges, holding them up to ridicule and contumely, he must violate the scantity of the family, ignore the most ordinary consideration due to woman and outrage the rights of private life by dragging in the names of two young married people who by no logical process could be connected with the matter under discussion, but for the sole malevolent purpose of inflicting pain upon their families.

The vulgar abuse which Mr. Gamey has for some months been hurling at the Chancellor and Mr. Justice Falconbridge, calling one of them a "cabbage head," was bad enough, but this latest outbreak marks him as a man incapable of appreciating what is demanded by ordinary decency.

No matter what may be thought of the Gamey charges and there are many who think that despite the finding of the commissioners the man was bought, his conduct of late has been a public scandal. The Globe alone of the Toronto papers printed the offensive language used at Woodstock, setting up as its plea the necessity for calling a halt to Mr. Gamey's excesses. The Mail and Empire denounces the Globe for publishing the cruel personality. But if it is reprehensible for the Globe to publish such matter in its columns is not the author of the outrage deserving of still more vigorous denunciation?

Mr. Whitney has taken a creditable course in refusing to be in any way associated with Mr. Gamey in his public speeches. Mr. Whitney can do Ontario public life an invaluable service and strengthen at once, we believe, himself and the Conservative party in Ontario by insisting that Mr. Gamey desist from a repetition of his scandalous speeches touching the life and movements of private individuals.

The low tone of public life was reflected in the House on Wednesday last when the Speaker was compelled to appeal to the members for a better observance of parliamentary dignity.

None should be more concerned in the elevation of public life in this country than the business men. And it is to be hoped that those in Ontario who have any influence with Mr. Whitney will insist that he discipline the member for Manitoulin who seems to have lost all appreciation for the demands of either public or private life.

EGG FAMINE SURE.

NO eggs can be had in Toronto for less than 25 cents. Some houses have already raised the price to 30 and this price is expected to rule generally before the week is out. The severe weather of this week has been a blow to those who expected liberal receipts of eggs by the first of February. There can be practically no receipts of any account now before February 10th, and by that time, if we are correctly informed, there will not be an egg in wholesalers' hands. Already the bottom of the vats are being raked and the few cases of cold storage would go no distance at all.

A prominent firm, one of the largest dealers in eggs in the city, had enquiries the other day from all but one of the city jobbers but made no sales. They are reserving their eggs for the absolute necessities of their city customers.

This is in marked contrast with last year when after the turn of the year eggs went down out of sight and holders were pretty badly pinched. It is to be hoped that in 1904-5 the happy medium may be reached.

In the meantime let us prepare to give up our egg for breakfast until a spell of milder weather encourages the industrious hen to go to work again.

THE GRUMPY GROCER.

CHEERFULNESS has a commercial value. Customers have troubles enough of their own. They don't care to have those of their grocer inflicted upon them, and the man who insists upon recounting his tales of woe or what is practically the same thing, wearing a long face, will soon be recounting his woes to the sheriff and have valid reason for wearing a long face.

Yet there are some men in the business whose apearance and conversation is a standing invitation to a customer to return no more.

It is not necessary for a grocer to be facetious. That sort of thing is dangerous. Where one man succeeds ten will succeed only in making themselves rediculous. But one should always be cheerful. Be sunny, to quote a popular expression. A cheerful greeting changes the whole atmosphere of a store. The customer who came in with the purpose of spending as little as possible, inspired by the spirit of geniality will be disposed to take a more optimistic view of the world at large and himself in particular. He will be better friends with himself and the grocer and will, nine times out of ten, do a good turn for each by making purchases which had he been met with a long face he would not have entertained for a moment.

A RESUME OF THE CANADIAN TEA TRADE 1903-4.

By J. Lockhardt Watt, Toronto.

THERE have been some interesting developments in the tea trade of the Dominion during the past year that dealers would do well to note, and the consideration of which should assist them in the profitable conduct of their business in this article during the year on which we have entered.

The most prominent development of the year is the very large quantity of Ceylon and Indian Green Tea that has been imported during the season and which is steadily going into consumption to the displacement of other green teas and particularly Japan teas.

The trade in China black teas had been rapidly declining, but the past year might almost be said to have witnessed the complete extinction of this trade and the black tea trade of the Dominion is now firmly established in favor of Ceylon and India.

Should the sale of Ceylon and Indian green teas continue to gain ground as in the past year, then it is not a question of a decade, but of a few seasons only, when the whole supply, for the Dominion, of tea, both black and green, will be taken from the British tea growing countries—India and Ceylon.

"The Canadian Grocer" has published some excellent reviews of the tea market of the past year by those in the best position to voice the conditions and give expression to views best worthy of attention, and so reference here is only made to local conditions affecting or having reference to the tea trade of the Dominion.

STOCKS UNLOADED.

For several years past there has been too large a stock of tea carried in this country in first hands, and much of the over-supply has consisted of inferior or undesirable character, and as the retail dealers who possessed a knowledge of the article and the wholesale dealers who had sufficient regard for the interests of their customers and desired to protect their own trade and "tea repute" declined to absorb freely these inferior teas (many of which had been good teas when shipped, but had deteriorated through being held over), we, therefore, continued to import teas freely, with a large stock already in the country. But a steady reduction of stocks has taken place since 1899 until the present time, when we enter the year of 1904 with practically not a single chest of low priced tea in first hands.

The market in London for low priced tea during the early months of 1903 was so favorable that considerable quantities were shipped back from Canada; finding a more profitable sale in London after bearing freight both ways, than existed in Canada at same period.

HEALTHY CONDITIONS.

We enter then on the year 1904 under very healthy conditions and it is hoped and expected that this year the tea trade of the Dominion will be much more satisfactory and profitable to the dealers than for some years past.

It is generally admitted that the tea trade both of the wholesale house and of the retail dealer is much less profitable than was the case some years ago. If this is true—and we think it will not be disputed—it would be well to consider whether those engaged in the trade are themselves wholly or in part to blame, and if they are, whether they can themselves apply the remedy.

The curtailment of the profit in the grocers' tea trade is usually attributed to the fact that a very great proportion (some say as high at 80 per cent.) of the tea sold in Canada, goes to the counter at 25c.

DEMAND FOR CHEAP TEA.

May I suggest what appears to me to be some of the causes for this demand on the part of the consumer for 25c. tea.

First—The public has ascertained that very good tea can be bought at this price, though no one will pretend to say that fine tea can be sold profitably at 25c.

Second—The public has not always (perhaps not often) found that by paying 40c. to 50c. per pound they secure really fine tea.

Third—The public has sometimes (I hope not often) found that whether they pay 25c. or 50c. they get poor tea. Is it much to be wondered then that the public err on the side of discretion and buy low priced tea?

If the causes suggested are at all operative it means that the dealers should either become acquainted with the article, or that they should cease to use their own judgment in buying and rely on a wholesale house with an expert knowledge of teas, in whom they have confidence; asking that teas be supplied them solely with regard to their merits in the teapot and not on their leaf appearance.

EDUCATE THE BUYER.

The dealer should not fail to impress on the consumer, on all suitable opportunities that fine flavory, thick liquoring tea which can easily be obtained by an intelligent buyer to retail profitably at 40c. to 50c. per pound is quite as economical in use and is infinitely more agreeable to the palate than inferior tea at 25c. per pound. These remarks refer particularly to black teas (Indian and Ceylon), and a point the dealer should himself bear well in mind is that the difference between a tea costing say 18c. and a tea costing say 23c. both bought on quality (not leaf) is the difference between an ordinary tea and a really fine tea, so there appears to be room for the cultivation of a profitable tea trade in a 35c. grade, with benefit to the consumer also.

GREEN CEYLONS.

In this grade there is a tendency already to fall into the rut and the cup quality is rather a second consideration, and though for the most part the quality is very good, the estates in Ceylon which produce fine teas that command a high price will certainly not manufacture their leaf into green teas if buyers are unwilling to pay for quality.

It is to be hoped that an effort will be made on the part of all concerned to encourage the growers in Ceylon to maintain the fine quality of their green teas and this can only be done by a willingness on the part of the trade to pay for quality where it exists, and the wholesale dealer cannot afford to do this unless he is supported by the authority of the demand of the retail trade for quality.

Make quality, not price, your motto in the tea trade for 1904.

THE GROCER GOES EVERYWHERE.

"The Grocer goes everywhere." That's what Mr. O. Lefebvre, proprietor of Ocean Mills, enthusiastically says. Last week a little note was placed in "The Grocer" drawing attention to the handsome "Chinese" starch calenday issued by him. During the first four days he received over 100 post cards and letters from points between Truro, N.S., and North Bay. "I think," said Mr. Lefebvre, "by the time the trade in the Far West get their 'Grocer' I'll be flooded with requests for the calendars. I know you have a large circulation in the West. It will be a pleasure for to send one to each inquirer."

$500.00—FIVE HUNDRED DOLLARS.

We believe that OUR INCREASE ALONE in sales of **"SALADA"** Ceylon Tea in the past year over our sales in 1902 was greater than the entire tea business of any other wholesale firm in Canada, in either packet or bulk tea.

If any Firm has a contrary opinion, we are prepared to donate Five Hundred Dollars—$500.00—to any Charitable Institution if we are wrong; the contesting Firm to do the same, if we prove absolutely that our INCREASE ALONE in the past year over the preceding one was greater than **their entire business,** packet or bulk, in 1903. We will allow the contestants to include in their sales Ceylon, India, China and Japan Teas; on our part THE INCREASE IN 1903 OF **"SALADA"** ALONE. Results to be published.

"SALADA," Toronto and Montreal.

SOCKEYE **SALMON**

"Sovereign" and "Lynx"

Brands

ARE THE CHOICEST IN THE MARKET.

EVERY TIN GUARANTEED.

TO BE HAD OF ALL GROCERS.

"Horse Shoe" SALMON

For 25 years the standard in Canada.

Every can guaranteed.

The quality unexcelled.

It is so thoroughly known among consumers that all grocers should give it prominence.

New Pack is in the hands of the wholesale trade.

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

Toronto, January 28, 1904.

Groceries.

THE storms of the week which have demoralized both the train and postal service have had their effect on the trade. Travellers have not been able to get in their trips on time, and even mail orders are delayed. The trade for the month therefore which promised to be exceptionally good will be discounted. However this is merely temporarily and when the weather moderates business is likely to show renewed strength. An encouraging feature is that collections continue well up to expectations dispite the weather. Canned goods continue firm in all lines with a stiffening tendency in corn, although a few lines of low priced are still on the market. Sardines are scarce. Coffee continues to soar and the 10 cent mark for No. 7 Rio has been reached. Spices are firm with an upward tendency. There is a good demand for syrups and molasses, the latter showing a slight increase. Rice is moving freely while tapioca is nominal. Teas continue firm. Low priced Indian and Ceylon are scarce, while there is an improved demand for green China, Young Hysons and Japans. Shelled walnuts are much higher on primal markets. Cured fish are in fair demand. The sugar market has been ragged. Raws are nominally unchanged for spot and to arrive, while 1.32 more has been paid for February shipment. In New York the trust and the Howell refineries have reduced refined 5 cents, but there has been no corresponding reduction in Canada.

CANNED GOODS.

The situation continues firm in all lines and there seems to be a pretty general conviction that higher prices will rule when a little later the natural consumption will force retailers to come again into the market. Apples, 3s, are now worth 90c., corn is generally quoted at from $1.10 to $1.15, although there is some offered at $1 and some even as low as 90 cents. The latter, however, is understood to be old stuff. Albert sardines in 1-4s are not to be had and 1-2s what few are on the market are worth 24-25. Sportsman 1-4's are worth 15. We quote:

Apples, 3s	....	0 90
" gallons	....	2 20
Asparagus	....	3 50
Beets, 2's	....	0 90
Beets, 3's	....	1 00
Blackberries, 2's	1 50	1 70
Beans, 2's	1 00	1 10
Corn, 2's	1 00	1 15
Cherries, red, pitted, 2's	....	2 20
" white	....	2 40
Peas, 2's	0 90	1 40
Pears, 2's	1 45	1 60
" 3's	1 90	2 10
Pineapples, 1½'s	1 50	1 60
" 2's	1 80	2 00
" 3's	2 25	2 40
Peaches, 2's	1 55	1 70
" 3's	2 45	2 60
Plums, green gages, 2's	1 10	1 40
" Lombard	1 00	1 30
" Damson, blue	0 95	1 25
Pumpkins, 3's	....	0 95
" gallon	....	2 50
Rhubarb, 3's	....	1 80
Raspberries, 2's	1 40	1 60
Strawberries, 2's	1 40	1 60
Succotash, 2's	....	1 00
Tomatoes, 3's	....	1 05
Lobster, talls	....	3 35
" 1-lb. flats	3 50	3 70
" ½-lb. flats	1 90	2 00
Mackerel	1 00	1 25
Salmon, sockeye, Fraser	1 65	1 75
" " Northern	1 65	1 75
" " Horseshoe	1 65	1 75
" Cohoes	....	1 15
Chums	1 25	1 35
Sardines, Albert, ¼'s	....	....
" " ½'s	0 24	0 25
" Sportsman ¼'s	....	0 15
" ½'s	....	0 23
" Portugese ¼'s	0 08	0 10
" P. & C., ¼s	0 25	0 27
" P. & C., ½s	0 35	0 38
" Domestic, ¼s	0 03½	0 04
" " ½s	0 09	0 11
" Mustard, ¼ size, cases 50 tins, per 100	8 00	9 00
Haddies	....	1 00
Kippered herrings, domestic	....	1 00
" " imported	1 45	1 55
Herrings in tomato sauce, domestic	1 00	1 10
" " " imported	1 45	1 55

SUGAR.

The market has been decidedly ragged for the week under review, with raws remaining nominally unchanged on basis of 3 5-16c. duty paid New York, for 96 test centrifugals on spot and to arrive. On this basis about 30,000 bags Cubans were sold just prior to our going to press last week. At same time there was a sale of about 60,000 bags for February shipment at 1.32 more or say 2c. cost and freight equal to 3.34c. duty paid. Since then no sales have been reported, and the market is quiet with prices unchanged and refiners showing little, if any disposition to purchase further. Europe is reported easier and this is having an influence on buyers' ideas, in American markets. For the week, beet has declined 3d. per cwt. and as we go to press is quoted at 7s. 9d. basis f.o.b. Hamburg for 88 per cent., equal to parity of 3.62c. for 96 test centrifugals, duty paid New York It will be observed that cane sugars still have a very large defferential in their favor, and it is not surprising that there are no sugars afloat from Europe for United States ports under present conditions. For week ending January 20th receipts at United States Atlantic ports were light, being only 18,691 tons with meltings unchanged at 28,000 tons. Total stock in all hands was then 82,638 tons, a reduction of 9,309 tons for the week, as compared with same week last year a reduction of 30,222 tons. It will be observed that on present basis of meltings there is barely three weeks' supply on hand. Combined stocks of United States and Cuba were 172,138 tons, a decrease of 29,408 tons from last year. At same time combined stocks of Europe and America show an increase of 159,148 tons, being 3,652,138 tons against 3,492,990 tons at same uneven dates last year. There are now 124 central factories grinding in Cuba, against 100 same week last year. The large supplies of sugar in the world at the present time, tend to discourage the hopes of those who are looking for higher prices, and with these figures before us, it does not seem as if there would be any material advance in quotations in the near future. At same time there is an expectation, owing to the unsatisfactory condition of affairs in Europe during the last season, resulting in some failures among beet factories, that sowings in the approaching Spring will be considerably curtailed; but as these things are always anticipated in advance by speculators there is little likelihood that there will be any material reduction in prices. The heavy sales made recently by Cuban planters will relieve the financial situation for them, and it is not likely there will be much further pressure for sale during the present season. As to cane crops in other countries, values ruling during the past season have been so low that production during the coming season is more likely to be curtailed than increased. However, it will take time for these things to develop, and the future of the market will probably be principally governed by the extent of beet sellings in Europe.

The prevailing weakness in raws has affected the refined situation in New York and we hear of a decline of 5c. per 100 pounds, made by the sugar trust and Howell refineries. So far, there is no change to report locally, and considering the bad condition of country roads and the demoralized state of transportation generally the demand for Canadian refined sugar is very good for the season of the year. Since writing above and just as going to press all sugars in Canada were reduced 5c. We now quote:

Paris lumps, in 50-lb. boxes	....	4 68
" in 100-lb. "	....	4 58
St. Lawrence granulated	....	4 03
Redpath's granulated	....	4 03
Acadia granulated	....	3 93
Berlin granulated	....	3 93
Standard granulated (Wallaceburg)	....	3 93
Crystal granulated (Wallaceburg), 1902	....	3 83
Imperial " (Dresden)	....	3 88
Granulated (Dresden), 1902	....	3 78
Phoenix	....	3 93
Bright coffee	....	3 78
Bright yellow	....	3 73
No. 3 yellow	....	3 68
No. 2 "	....	3 48
No. 1 "	....	3 38
No. 1 " (Wallaceburg)	....	3 38
No. 1 " (Berlin)	....	3 38

Granulated and yellow, 100-lb. bags, 5c. less than bbls.

COFFEES

Coffee, despite occasional reactionary tendencies, continues to soar. Last week we quoted No. 7 Rio at 8.35 c. and f. New York. Same day this week from the same source, Hard, Rand & Co., No. 7 Rio is quoted 9.20 c. and f. New York, and No. 6 Santos 9.10. Mild grades are sympathetically affected. The situation in Canada is peculiar. It is a long time since the market was so bare of Rios and Santos. When coffee

began to rise in New York American speculators entered the Canadian market and picked up everything in sight at prices which showed a handsome profit to the sellers. A large lot for Canada, was picked up in London by Detroit people last week. We advance all quotations for the Rios this week, and the 10 cent mark for No. 7 has now been reached. We quote:

	Per lb.
Green Rios, No. 7	0 10
" " No. 6	0 10½
" " No. 5	0 10½
" " No. 4	0 10½
" " No. 3	0 11 0 11¼
Mocha	0 21 0 25
Java	0 22 0 35
Santos	0 12 0 14
Plantation Ceylon	0 26 0 35
Porto Rico	0 22 0 25
Guatemala	0 22 0 25
Jamaica	0 15 0 20
Maracaibo	0 16 0 23

SPICES.

These lines are holding very firm and a fair movement generally is reported by local brokers. Jobbers are meeting the ordinary demand. In New York a very active market is reported in cloves and ginger. Indications of activity in pimento and nutmegs are noticed and it is thought tsese are likely to experience an upward reaction from the present dull markets. We quote:

	Per lb.		Per lb.
Peppers, blk	0 18 0 19	Cloves, whole	0 25 0 35
" white	0 23 0 27	Cream of tartar	0 25 0 30
Ginger	0 18 0 25	Allspice	0 14 0 17

SYRUPS AND MOLASSES.

There is a very good demand for both these lines, and trade is generally reported good. In New Orleans offerings of molasses are light and the market is firmer. Locally molasses is higher. We quote:

Syrups—	
Dark	
Medium	0 30 0 32
Bright	0 35 0 37
Corn syrup, bbl., per lb	0 02¾
" ½ bbls., "	0 02¾
" kegs "	0 03
" 3 gal. pails, each	1 30
" 2 gal. " "	0 90
" 2-lb. tins (in 2 doz. case) per case	1 90
" 5-lb. " (in 1 ") "	2 35
" 10-lb. " (in ½ ") "	2 25
" 20-lb. " (in ¼ ") "	2 10
Molasses—	
New Orleans, medium	0 25 0 30
" " ½ bbls	0 27 0 32
" open kettle	0 45 0 50
Barbadoes	0 47½ 0 50
Porto Rico	0 38 0 42
Maple syrup—	
Imperial qts	0 27½
1-gal. cans	0 95 1 00
5-gal. cans, per gal	1 00
Barrels, per gal	0 75
5-gal. Imp. brand, per can	4 50
1-gal. per case	5 10
½-gal. " "	5 60
Qts. " "	6 00

RICE AND TAPIOCA.

Rice is moving a little more freely than is usual at this time of the year, probably owing to the war scare. Prices, however, remain unchanged. Tapioca is nominal. We quote:

	Per lb.		Per lb.
Rice, stand. B	0 03¾	Sago	0 04
Patna	0 05 0 05½	Tapioca	0 03 0 03¾
Japan	0 06 0 07	Carolina rice	0 10

TEAS.

A scarcity is reported in low priced Indian and Ceylons. There is a better demand for green China Young Hysons and Japans, the war scare having somewhat a stiffening tendency, but by no means the effect reported in some quarters. The better values showing at present in these lines is the principal feature in stimulating business. We quote:

Congou—half-chests, Kaisow, Moning, Paking	0 12	0 60
caddies, Paking, Kaisow	0 19	0 50
Indian—Darjeelings	0 35	0 55
Assam Pekoes	0 20	0 40
Pekoe Souchongs	0 19	0 25
Ceylon—Broken Pekoes	0 36	0 42
Pekoes	0 27	0 30
Pekoe Souchong	0 17	0 35
China Greens—Gunpowder, cases, extra first	0 42	0 50
" half-chests, ordinary firsts	0 22	0 28
Young Hyson, cases, sifted, extra firsts	0 42	0 50
" cases, small leaf, firsts	0 35	0 40
" half-chests, ordinary firsts	0 28	0 38
" " seconds		0 23
" " thirds	0 16	0 18
" " common		0 15
Pingsueys—Young Hyson, ½-chests, firsts	0 28	0 32
" " seconds	0 18	0 19
" half-boxes, firsts	0 28	0 32
Japan—½ chests, finests May pickings	0 38	0 40
Choice	0 33	0 37
Finest	0 30	0 32
Fine	0 27	0 30
Good medium	0 25	0 28
Medium	0 21	0 23
Good common		0 20
Common		0 19

Foreign Dried Fruits.

There is no great stir in any one of these lines. Nothing new is reported in California fruits. Prices are unchanged and there is not much inquiry from the trade, except for prunes, which are inclined to be firmer. Currants are without feature. Shelled walnuts are advancing rapidly in France and the report is that they will soon be entirely exhausted. Attempts to buy at cabled quotations of last week brought back counter offers at 20 fr. per 100 kilos more, and buyers not acting promptly were unable to buy on second cables at named advance, a further advance of 20 fr. being asked. We quote:

CURRANTS.

	Per lb.		Per lb.
Fine Filiatras	0 04½ up	Vostizzas	0 07 0 08
Patras	0 06 0 06½		

RAISINS.

	Per lb.
Valencia, fine off-stalk	0 06½ 0 07
" selected	0 07 0 09
" selected layers	0 08 0 09½
Sultana	0 06½ 0 10
Californian seeded, 12-oz	0 08½ 0 09
" " 1-lb. boxes	0 10½ 0 11
" unseeded, 2-crown	0 07½
" " 3-crown	0 08 0 08¾
" " 4-crown	0 09 0 10

DATES.

	Per lb.		Per lb.
Hallowees	0 04½ 0 05	Fards	0 07½ 0 09½
Sairs	0 04½ 0 04¾		

PRUNES.

	Per lb.		Per lb.
100-110s	0 04 0 04½	60-70s	0 06¼ 0 07
90-100s	0 05 0 05½	50-60s	0 07 0 07½
80-90s	0 05½ 0 05¾	40-50s	0 07¾ 0 08
70-80s	0 06 0 06½	30-40s	0 08½ 0 08½

CANDIED PEELS.

	Per lb.		Per lb.
Lemon	0 10 0 12½	Citron	0 15 0 18
Orange	0 11 0 13		

FIGS.

	Per lb.		Per lb.
Tapnets	0 03¾	Elemes	0 09 0 20
Naturals	0 06½ 0 09½		

APRICOTS.

	Per lb.
Californian evaporated	0 10½ 0 15

PEACHES.

	Per lb.
Californian evaporated	0 08 0 12

Cured Fish.

There is the usual demand for cured fish which is brightening up as the Lenten season approaches. We quote:

Herring, No. 1, Labrador, in bbls	6 25	6 50
" " ½-bbls	3 25	2 50
" split, shore, ½-bbls	2 75	3 00
Large dried cod in quintals	6 00	6 50
Skinned cod, in 100-lb. cases	5 50	6 00
Cod steak, 1-lb. blocks		0 06½
Boneless fish, 1-lb. blocks		0 05½
" " 25-lb. boxes, per lb		0 04½
Sealed herring, per box	0 16	0 18

Country Produce

EGGS.

The egg situation is rapidly nearing an acute stage. There is nothing on the market to be had for less than 25 cents and this may be advanced any day to 30 cents. The snowstorms and cold weather of this week will cut off any possible supply and it will be two weeks at least before supplies can be reasonably expected. By that time it is asserted by those who are best informed, there will not be an egg on the market. Already the bottom of the vats are being raked, and what stocks are in dealers hands could be cleaned out in a day, were they not being reserved for the pressing wants of their city customers. Scarcely any new laid have been received this week and are quoted at from 35 to 40c. We quote:

Eggs, strictly new laid, per doz	0 35	0 40
" selected, per doz	0 28	0 29
" cold storage per doz		0 26
" pickled, per doz		0 25

WHITE BEANS.

Beans are easier than they were last week. Supply is good and a fairly good movement reported at the reduced prices. We quote:

Beans, mixed, per bush	1 20	1 30
" prime "	1 25	1 35
" handpicked, per bush	1 50	1 60
" Lima, per lb	0 05½	0 06½

HONEY

Honey is a drag on the market this week. Supplies are large and farmers anxious to dispose at any price of stocks they have been holding. We quote:

Honey, extracted clover, per lb	0 06	0 07
" sections, per doz	1 50	2 25

POULTRY.

Interest in poultry is flagging. Very few live fowls are being received and ducks and geese are practically off the market. There is a very fair demand for first-class young dressed chickens and some interest in young turkeys. Otherwise the market is without feature. We quote:

Chickens, live per lb	0 09	0 10
Old hens " "	0 05	0 06
Chickens, dressed, per lb	0 10	0 12
Old hens, " "	0 06	0 07
Turkeys, " "	0 13	0 14

Fish.

The fish market continues brisk this week. Owing to the cold weather the price of oysters remains high. Haddock is 1-2c. easier and cod 1c. easier. Sea herring are from 35 to 50c. easier. We quote:

Whitefish, frozen, per lb	0 09
Trout, frozen, per lb	0 09
Herrings, fresh, per lb	0 07
British-Columbian salmon, frozen, per lb	0 12
Halibut, frozen, per lb	0 12
Perch, per lb	0 06
Mackerel, frozen, per lb	0 10
Haddock, per lb	0 06
Cod, per lb	0 08
Tullibees, per lb	0 06
Gold eyes	0 04½ 0 05
Fresh-water herring, frozen, per lb	0 04½

Sea herring, per 100	2 00	2 25
Finnan haddies, per lb		0 08
Bloaters, mild cured, per box		1 25
Oysters, standard, per small pail		4 60
" selects " "		5 25

Green Fruits.

Fruit dealers complain that owing to the protracted severe weather they can only handle fruit in small lots. Heavy snowfalls in the country make transportation difficult and quick distribution of fruit out of the question. There are plenty of oranges on the market and lower prices prevail as a rule. The orange market in the United States was never so demoralized as at the present time. The cold weather is partially responsible; also the fact that this year's crop is exceptionally large and the trust in control of it, in competition with outsiders, are slaughtering prices. The present demand for Jamaica oranges is only fair. Stocks of navels are plentiful and are improving in quality. Floridas are pretty well out of the market. Florida tangerines are easier. Lemons are easier. Stocks damaged by recent frosts are nearly disposed of. The demand for bananas is poor and lower prices prevail. Cranberries are easier. Our quotations are:

Florida oranges, per box	3 00	3 50
Florida tangarines, in straps	5 00	5 50
" " in ½-straps	2 50	2 75
Japan " per bundle (2 boxes)		1 25
" " per box		0 65
California navels, per box	3 00	3 50
Mexican oranges, "		2 25
Seville oranges, bitter, chests		5 00
Jamaica oranges, per bbl	3 50	4 00
Messina lemons, new, per box	2 25	2 50
Valencia oranges, 714 case		4 50
" " 420 case	4 00	4 25
Bahama grape fruit, per box	5 00	5 50
Bahama grape fruit, per crate		5 00
California grape fruit, per box		3 50
Florida pineapples, per crate	4 75	5 00
Bananas, large bunches	1 25	2 25
" small bunches	1 00	1 25
Apples, per bbl	1 50	2 50
Almeria grapes, per keg	6 50	7 50
Florida tomatoes, per crate		5 50
Tomatoes, green house, per lb		0 25
Cranberries, Jersey, per bbl		8 00
" Budd's longkeepers	9 25	9 50
Limes, per case		1 25
Limes, in ½-straps		2 25

Vegetables.

There is a brisk demand for vegetables this week, particularly for roots of all kinds and supplies are hard to obtain. Cabbages are hardest to get and turnips the least scarce. California celery is scarce and higher. Canadian celery is practically out of the market. Mint has advanced 10c., also butter squash from 25 to 50c. Valencia onions are quoted this week for the first time. Potatoes are rather scarce and the market uncertain owing to the cold weather. We quote:

Cabbage, per doz	0 40	0 75
" red, per doz	0 40	0 75
Potatoes, per bag	0 90	1 00
Potatoes, per bag, car lots	0 75	0 80
Sweet potatoes, per bbl		5 00
Onions per basket		0 40
Onions white, per bag	1 50	1 65
Onions, red, per bag	1 40	1 50
Spanish onions, per crate		1 00
Spanish onions, large cases		2 50
Valencia onions, per case	3 00	3 50
Bunch lettuce, per doz. bunches	0 30	0 40
Radishes, per doz. bunches		0 50
Mushrooms, per lb	0 65	0 75
Mint, per doz bunches		0 30
Parsley, " "		0 20
Sage, per doz		0 10
Savoury, per doz		0 10
Beets, per bush		0 50
Carrots, per bag	0 50	0 60
Parsnips, per bag	0 65	0 75
Artichokes, per bush		0 75
Vegetable marrows, per doz	0 40	0 75
Butter squash, per doz	0 75	1 25
Hubbard squash, per doz	1 00	2 00
Yellow turnips, per bag		0 35
White turnips, per bag		0 50
Oyster plants, per doz	0 20	0 30
Leeks, per doz		0 30
Celery, per doz	0 40	0 60
California celery, large case		5 00
" " small case		2 50
Rhubarb, per doz		1 50
" per bundle		0 15
Green onions, per doz		0 15

Seeds.

The seed market is quiet this week and last week's prices continue to rule. Our quotations are:

Red clover, per bush	5 50	6 00
Alsike "	4 75	5 75
Timothy, per "	1 15	1 75
" flail threshed		501

Grain, Flour and Breakfast Foods.

GRAIN.

Manitoba wheat remains unchanged from last week, while the prices of Ontario wheat have advanced. Ontario wheat is scarce. Red and white wheat are 2c. firmer respectively. Barley is 1c. firmer. We quote:

Manitoba wheat, No. 1 hard, per bush, Toronto	0 95½	0 96
" " Northern No. 1 " "	0 93½	0 94
Manitoba wheat, " No. 2 " "	0 90½	0 91
Red, per bushel, on track Toronto	0 86	0 86½
White " " "	0 86	0 86½
Barley " " "	0 45	0 50
Oats " " "	0 34	0 34½
Peas " " "	0 68	0 69
Buckwheat " " "		0 48
Rye, per bushel, " " "	0 56	0 57

FLOUR.

The flour market is dull this week. Last week's prices continue unchanged.

Ontario patents, per bbl	3 95	4 15
Hungarian patents "	4 55	4 65
Manitoba bakers' "	4 25	4 35
Straight roller, "	3 60	3 70

BREAKFAST FOODS.

The market continues brisk with good demand. Prices which were uncertain for a time on account of the war scare are becoming more settled. There are immediate prospects of an increased demand for breakfast foods. We quote:

Oatmeal, standard and granulated, carlots, on track, per bbl	4 70
Rolled oats, standard, carlots, per bbl., in bags	4 10
" " " " " in wood	4 35
" " " " for broken lots	4 40
Rolled wheat, per 100-lb. bbl	2 50
Cornmeal	3 50
Split peas	4 75
Pot barley, in bags	3 75
" in wood	4 00
Swiss food, per case	2 88
Aunt Sally's Pancake Flour, per case	2 00

Hides, Skins and Wool.

The market is much the same as last week. Tallow is showing up a little brisker, a slight advance of 1-4c. being noted. We quote:

HIDES.

No. 1 green, per lb	0 07½
" 2 " "	0 06½
" 1 " steers, per lb	0 08
" 2 " " "	0 07
Cured, per lb	0 08¼

CALFSKINS.

Veal skins, No. 1, 6 to 14 lb. inclusive	0 09
" " " 2 " " "	0 07
" " " 1 15 to 20 lb "	0 08
" " " 2 " "	0 06
Deacons (dairies), each	0 60 0 70
Lamb and sheep skins	0 90

WOOL.

Unwashed wool, per lb	0 09 0 10
Fleece wool, "	0 16 0 17½
Pulled wools, super, per lb	0 17 0 19
" " extra "	0 20 0 21
Tallow, per lb	0 04¾ 0 05

QUEBEC MARKETS.

Montreal, Jan. 28, 1904

Groceries.

BUSINESS is reported very satisfactory by the jobbing trade, orders are coming in good number and the feeling in the country is that business generally is good and the outlook encouraging. The heavy fall of snow during the past four weeks has, in some sections quieted country trade, farmers not being able to get to town with their produce easily.

There is a decidedly better tone prevailing in the tea trade and quite a number of orders are being booked daily by the brokers. The light stocks in almost every grade have to be replenished, though buyers have kept off entering the market as long as possible. In Japans, particularly, interest seems to centre, this is no doubt due to the war feeling in the East. A sharp advance has taken place in the home market, while the United States market has already responded, and buying in Canada is a feature with American tea houses. Sugars are quiet with fair amount of trading. Foreign markets in beet and cane are weak. Syrups are going out satisfactorily. The reported advance in corn will, if prices go any higher, tend to force manufacturers to put up corn syrups. A change in price of Barbadoes molasses to 38c. per gallon is reported on agreement by the Montreal section of the Guild, 20 puncheons and over are sold at open prices. This reduction applies only to the several districts noted under special section. Canned goods quiet. Portuguese sardines are attracting attention owing to the almost entire failure of the French fisheries last year. American pack of corned beef advanced 1s 5c. dozen, 2s 10c. dozen. Coffees advanced again in New York and local dealers must necessarily follow, in fact some dealers have already put up prices. Spices continue firm. A local broker reported sale of 100 bales cloves at 11-2c. over sale made two weeks ago. Green fruit trade is dull. Almeria grapes are reported scarce. California navels dropped 25c. to 50c box this week. Export apple trade is showing better. Foreign dried fruits are on the quiet side. Advances are noted in shelled almonds and walnuts. Currants maintain their strength in Greece. In nuts F. Baller & Co., Sicily report 39s. 3d. per bale, with new crop October shipment offered at 44s. 3d. Peanuts advanced 1-4c. in the high grades. Rice and tapioca quiet. Fish trade is very good and getting better as Lent approaches. Vegetables firm.

SUGAR.

There is nothing new to report in regard to the situation in sugar. Foreign markets continue easy, in fact to such an extent that it is not without prob-

Special Announcement!

McGREGOR'S MARMALMDE

"ABSOLUTELY PURE."

A staple article in all first-class grocery stores will in future be made by McGregor-Harris Co., Ltd., under the personal supervision of Mr. McGregor, the originator. For sale by all leading wholesale grocers and fruit merchants

PRICES—Doolittle Quarts, $3.25; pound jars, $1.50; tumblers, $1.00 per doz. F.O.B. Toronto; Quaker Marmalade, $1.70 per doz.

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TOBLER'S SWISS MILK CHOCOLATE

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CANADIAN AGENTS.

FISH AND OYSTERS

WHOLESALE.

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Butter Eggs

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CORRESPONDENCE SOLICITED.

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BUTTER and EGGS

—WE ARE—

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Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

Rutherford, Marshall & Co.

Wholesale Produce Merchants,

TORONTO.

ability that the local market may be effected in the near future. We quote:

Granulated, bags and bbls	$4 00
" ½-bbls	4 15
" bags	3 95
Paris lump, boxes and bbls	4 55
" ½-boxes and 1½-bbls	4 65
Extra ground, bbls	4 40
" 50-lb. boxes	4 60
" 25-lb. boxes	4 70
Powdered, bbls	4 20
" 50-lb. boxes	4 40
Domino lumps, boxes and bbls	4 45
" ½-boxes and ½-bbls	4 55
Phoenix	3 90
Cream	3 75
Bright coffee	3 75
" yellow	3 75
No. 3 yellow	3 65
No. 2 "	3 45
No. 1 " bags and bbls	3 30 3 35
Raw Trinidad	3 10
Trinidad crystals	3 15 3 20

SYRUPS AND MOLASSES.

Syrups are unchanged in price. Jobbers report trade as growing. It is reported that owing to the high price of corn, manufacturers are not unlikely in the near future to be forced to advance prices. The molasses situation is also fairly good. An agreement was entered into this week by which the Montreal Guild reduced the price of Barbadoes molasses to 38c. per gallon for puncheons; 20 puncheons are offered at open prices. This change goes into effect in the following districts: West of the St. Maurice River, and west of the counties of Champlain, Arthabaska, Richmond, Sherbrooke and Stanstead, and east of Hull, with the exception of Three Rivers, Arthabaskaville, Hull and Gatineau Valley, which are open points.

We publish in another column a letter received from Messrs. Jones & Swan, Barbadoes, under date of January 8th, bearing on the sale of molasses which will be of interest and value to the trade. We quote:

Barbadoes, in puncheons, old	0 37
" new	0 40
" in barrels	0 41 0 42
" in half-barrels	0 43½ 0 45½
New Orleans	0 22 0 35
Antigua	0 37
Porto Rico	0 45 0 48
Corn syrups, bbls	0 02½
" ½-bbls	0 02½ 0 03
" ¼-bbls	0 03
" 38½-lb. pails	1 30
" 25-lb. pails	0 90
Bbls., per 100 lb	2 75
½-bbls. "	2 75
Kegs "	3 00
Cases, 2-lb. tins, 2 doz. per case	1 90
" 5-lb. " 1 doz. "	2 35
" 10-lb. " ½ doz. "	2 25
" 20-lb. " ¼ doz "	2 10

TEA.

Reports on the "street" are to the effect that a better tone prevails generally and enquiries for all kinds of teas are more plentiful. There seems to be a particularly good demand for cheap blacks. Oolongs are also in good demand both here and reported from the West. The situation as regards Japans is interesting. A most reliable cablegram received from the East indicates that the situation is exceedingly precarious and a smart advance has already taken place in the home market, and every indication points to high prices for new season's Japans. The United States market has responded with large demands in New York, Chicago and San Francisco with increased prices. These enquiries naturally effect prices in Canada, where last season's stocks are short. Ceylon and India greens are also receiving good attention. We quote:

Good to medium Japans	0 17½ 0 20
Fine to choice Japans	0 23 0 28
Ceylon greens	0 14½ 0 18
Indian greens	0 16 0 19
Japan style China congoes	0 08 0 10
Pealeaf Gunpowder	0 21½ 0 23
Common "	0 12½ 0 15
Ceylon blacks	0 14 0 18
Indian "	0 11½ 0 20

COFFEE.

The situation is still very strong and indications point to higher prices here. New York market has been tending upward for some time and the latest advice is that Arbuckles have advanced 1 1-2c. per lb. We quote:

Good cucutas	0 10 0 10½
Choice "	0 11½ 0 12½
Jamaica coffee	0 09 0 11
Java	0 17½ 0 22

SPICES.

The latest reports from New York continue very strong. Cloves particularly show a strong front. Small stocks, it is estimated and the demands from grinders, tend to put up prices again very shortly. A local broker advises having sold 100 bales this week at an advance of 1 1-2c. since the last sale of January 2. We quote:

Nutmegs, per lb., as to size	0 40 0 60
Penang mace, per lb., as to quality	0 70 1 00
Pimento, ground	0 18 0 20
Cloves	0 20 0 25
Pepper, ground, black (according to grade)	0 18 0 24
" " white	0 27 0 29
Ginger, whole Cochin	0 17 0 19
" " Japan	0 13 0 14
" " Jamaica	0 12 0 18
" " African	0 12 0 13
Ginger, ground Japan	0 15
" " Cochin	0 19 0 20
" " Jamaica	0 18 0 20
" " African	0 13 0 14
Cassia	0 0 16

RICE AND TAPIOCA.

The situation in rice during the past week is unchanged from last report. A little more active buying of Patna has prevailed. This is undoubtedly due to the scarcity of Japan rice. The Mount Royal Milling and Mfg. Co. have reduced their Patnas 1-4c. In tapioca, business is very quiet and little trading done. We quote:

B rice, in bags	3 40
" ½-bags	3 40
" ¼-bags	3 50
" pockets	3 50
In 10-lb bag lots an allowance of 10c. is made.	
CC rice, in bags	3 30
" ½-bags	3 30
" ¼-bags	3 40
" pockets	3 40
Imported Patna rice, in bags	4 62½
" " in ½-bags	4 75
" " in ¼-bags	4 87½
In the open territory prices are about 10c. less	

"MOUNT ROYAL" FANCY RICES.

Mandarin Patna	4 25
Imp. Glace Patna	4 25
Polished Patna	3 62½
Indian Bright	3 60
Java Caroline	3 50
Lustre	3 75
Tapioca, medium pearl	0 02½ 0 03
" seed pearl	0 03 0 03½
" flake	4 00
Imported Italian	0 09
Fancy Head Carolina	0 10

NUTS

Advices from Sicily from F. Balbre & Co., report purchases having been effected at 39s. 3d per bale, c. and f., New York, with new crop October shipment offered at 44s. 3d. Peanuts advanced 1-4c. again in the high grades only. This advance does not effect local jobbers as yet. We quote:

Grenoble walnuts	0 14
Marbots	09

Tarragona almonds		0 11
Filberts	0 07½	0 07½
Brazils		0 12½
Pecans	0 10	0 12½
Peanuts	0 06½	0 10

CANNED GOODS.

Business is very quiet and no striking features noticeable. Tomatoes are firming up and though enquiries have been made from Western points local jobbers are not any too keen to let go. The demand for salmon is good and prices continue firm. It is expected that during the coming Lenten season a more active consumption of all kinds of canned goods will prevail. Owing to the almost entire failure of the French sardine fisheries last year the better grades of Portuguese pack are attracting attention and some good samples have advanced in price. American canned meats have advanced, for corn beef 1s 5c. per dozen, and 2s, 10c. per dozen, but there is a general decline in all other grades of American canned meats. We quote:

Tomatoes		1 05
Corn	1 05	1 10
Peas	0 87½	1 40
String beans	0 85	0 85
Strawberries, preserved	1 40	1 60
Succotash		1 00
Blueberries		1 10
Raspberries		1 40
Lawtenberries, 2s		1 50
Raspberries, black		1 35
Gooseberries		1 55
Pears, 2s	1 45	1 60
" 3s		2 10
Peaches, 2s	1 55	1 67½
" 3s	2 40	2 60
Plums, Lombard 2s		1 30
" Green Gage, 2s		1 40
Cherries, red pitted, 2s		2 20
Baked beans, 3s		0 90
3-lb. apples		0 90
Gallon apples		2 20
2-lb sliced pineapples	2 00	2 10
Grated pineapples		2 40
Singapore whole pineapples		2 40
Pumpkins, per doz		0 95
Spinach		1 00
Sugar beets	0 90	1 40
Salmon, pink	0 90	1 00
" spring		1 40
" Rivers Inlet red sockeye		1 50
" Fraser River red sockeye	1 50	1 70
Lobsters, talls		3 45
" 1-lb. flats		4 00
" ½-lb. flats		2 25
Canadian Sardines, ¼s	3 65	4 00

Green Fruits.

Business in green fruits has been rather quiet owing to the cold weather. Almeria grapes in kegs are scarce, stocks light and prices high. California navel oranges reported from 25 to 40c per box lower in sympathy with the American markets. Apples show slightly better movement. Export demand for apples is good. Upward tendency is noted and higher prices are looked for in the near future. We quote:

Cranberries	8 00	9 00
Cocoanuts, per bag of 100		4 00
Canadian apples, in bbls	2 00	3 25
Pineapples, 24 to case		5 00
" 30 to case		4 50
Bananas	2 25	2 50
Valencias oranges 714's		4 50
" " 420's		3 50
Sweet potatoes, per bbl	5 50	6 00
Spanish onions, cases		2 25
New Messina lemons 300's		2 75
" " 360's		2 50
Florida oranges, per box		4 50
California navels	2 75	3 25
Florida tomatoes, per crate		4 50
California celery		5 00

Foreign Dried Fruits.

Business is very quiet, and difficult to obtain any interesting information. Markets generally are steady, both locally and at foreign points. Shelled almonds and shelled walnuts both show an advance with a very strong market. The reason for this advance on walnuts is attributable to the strong demand for oil making, there being no broken kernels available for export. Filberts show a little easier tone. Reports from Sicily continue weak with small demand. As regards currants cable advices from Greek markets say that the market still maintains its strength, and the recent advance of 1s. to 1s. 6d. is confirmed and maintained owing to the small amount of fruit remaining available for export, the Currant Bank and the Retention Act having absorbed up to the present about 45,000 tons which will be converted into alcohol. Sultana raisins are keeping strong, good qualities readily fetching the highest prices of the season. We quote:

VALENCIA RAISINS.

New, finest off-stalk, per lb	0 06	0 06½
Selected, per lb.		0 07
Layers "	0 07½	0 07½

FIGS.

Comadres, per tapnet	1 00	1 10
Elemes, per box, new		0 90

DATES.

Dates, Hallowees, per lb	0 03½	0 04

CALIFORNIAN EVAPORATED FRUITS.

Apricots, per lb		0 12½
Peaches "		0 09½
Pears "		0 12½

MALAGA RAISINS.

London Layers	1 75	1 90
" Connoisseur Clusters"		2 00
" Royal Buckingham Clusters," ½-boxes		1 00
"Excelsior Windsor Clusters"		4 25
" " ⅛s		1 25

CALIFORNIAN RAISINS.

Loose muscatels, per lb	0 07½	0 08
" " seeded, in 1-lb. packages		0 10½
" " in 12-oz. packages		0 08

PRUNES.

	Per lb.	Per lb.
30-40s		0 09
40-50s		0 08
50-60s		0 07½
60-70s		0 06½
70-80s		0 06
80-90s		0 05½
90-100s		0 05
Oregon Prunes (Italian style) 40-50s		0 08
" " 50-60s		0 07½
Oregon prunes (French style), 60-70s		0 06½
" " 90-100s		0 04½
" " " 100-120s		0 04

CURRANTS.

Fine Filiatras, per lb. in cases	0 04½	0 05
" " cleaned	0 05	0 05½
" " in 1-lb. cartons	00 6	0 06½
Finest Vostizzas "	0 06½	0 07½
Amalias "		0 05½

SULTANA RAISINS.

Sultana raisins, per lb	0 06½	0 08
" " 1-lb. carton		0 09

Fish.

Business on the whole is fairly good. Owing to the near approach of Lent the demand for all kinds of fish is improving every day. There is a good supply of haddock and cod, and the same satisfactory. During the past week a few more arrivals of large Halifax sea herrings reported. They are coming in, in prime condition, weighing from 57 to 60 per hundred, and meeting with ready sale. Tommy cods are very scarce, and prices have advanced to $2.25 to $2.50 per bbl. This advance in the Tommy cods is owing to the run of this fish to the spawning beds. On their return at the end of the month the catch will naturally be better and prices reduced. A few carloads of salt herring have arrived during the week. Quality of same is very fair and sales good. The demand for green cod is picking up, and, owing to the scarcity of this article, it is thought that an advance of price will take place before the Lenten season opens. Smoked haddies and boneless codfish are in good supply and demand. Bulk oysters, owing to the cold weather at the fishing grounds, are scarce, and ample supplies are not looked for for a few weeks. We quote:

Frozen herring, medium, per 100 fish	1 50	1 60
Large Halifax sea herring	1 70	1 80
Bloaters, Yarmouth		1 00
Haddies		0 06
Smoked herring, per box		0 15
Fresh haddock, per lb	0 03½	0 04
Dore, per lb., frozen, fancy Winter	0 06½	0 07
Pike, " round	0 04	0 04½
Halibut, frozen, per lb	0 08½	0 09
Gaspe salmon, frozen, per lb		0 14
Frozen B.C. salmon, per lb	0 08½	0 09
Smelts		0 07
Steak cod		0 04½
Fresh cod, market	0 03	0 03½
No. 1 Herring, Labrador, per bbl	5 25	5 50
" " half bbl	2 75	3 00
No. 1 Holland herring, per half bbl		6 50
No. 1 Scotch herring, " "		6 50
" per keg		0 95
Holland herring, per keg	0 65	0 75
No. 1 green codfish, new, per 200 lb		6 50
No. 2 green cod, bbls. 200		5 00
No. 1 green haddock, bbls. 200		5 50
No. 1 large green codfish, new, per 200 lb		6 50
Green pollock, bbls. 200		4 00
Salt eels, bbls. 200 lb		0 6½
Mackerel, per lb		0 12
Boneless cod, 1 and 2-lb. blocks, per lb		0 06
" fish, " " "		0 05
" " loose, in 25 lb. boxes		0 04½
Boneless fish, in crates, 12 5-lb. boxes		0 05
Skinless cod, cases 100 lb		4 75
Dried codfish, new, per 100-lb. bundles		5 00
B. C. salmon, per bbl		13 50
B. C. Salmon, ½-bbl		7 25
Marshall's kippered herring, per doz		1 40
Canadian kippered, per doz		0 90
Canadian ¼ sardines, per 100	3 75	4 00
Canned cove oysters, No. 1 size, per doz		1 30
Canned cove oysters, No. 2 size, per doz		2 25
Shell oysters, No. 1 Malpecques	6 00	8 00
" " " common	3 00	4 00
Standard bulk oysters, per gal		1 40
Selects		1 60
Qualla salmon, frozen, cases	0 07	0 07½
Choice round trout	0 06½	0 07
Whitefish	0 6	0 7½

Vegetables.

Trade continues rather slow, and there have been no changes in prices. Quotations are:

Cabbage, per doz	0 30	0 45
" red, per doz		0 45
Cucumbers, per doz		0 18
Onions, per basket	0 50	0 70
Cauliflower, per dozen	1 00	1 50
Carrots, per basket	0 40	0 50
Parsnips, per bunch		0 15
Green corn, per dozen	0 10	0 15
Lettuce, per dozen	0 25	0 35
Celery	0 25	0 35
Parsley, per doz		0 10
Radishes, per doz	0 15	0 25
Pumpkins, per doz	0 60	1 35
Potatoe Chili	0 60	0 62
" Early Rose	0 62	0 63
" Beauty of Hebron		0 63

Country Produce.

EGGS.

There is practically no stock in the market. Next week will see a clean-up of all pickled and storage eggs in the city. Prices advanced yesterday to 30c. for selected Fall stock, and pickled eggs 25c. From the continued cold weather there does not seem to be any relief in sight, and it looks as if the consumer will have to go without eggs for a short time. We quote:

Selects	0 28
Pickled	0 24

BEANS.

The price of beans is unchanged, and the market is quiet and steady at prices quoted last week, which are as follows:

No. 1 hand-picked, carlots		1 75
Choice prime, per bushel	1 55	1 60
" carlots	1 45	1 50
Ordinary (off grade), per bush	1 35	1 40

HONEY.

There is no change whatever. The market is dull. We quote:

Strained, white	0 09	0 10
Clover and basswood		0 08½
Buckwheat	0 07	0 08
Comb honey	0 13	0 13½

MAPLE PRODUCTS.

The demand for maple products continues very quiet, and prices are merely nominal. Quotations follow :

Maple syrup, in wood, per lb	0 05½	0 06
Maple syrup, in large tins	0 70	0 75
Pure sugar, per lb	0 07	0 07½
Pure Beauce sugar, per lb	0 08	0 09

EVAPORATED APPLES.

The market is firm with prices tending higher. We quote :

New, in carlots	0 5½	0 06
New, in small lots	0 06½	0 06½

Flour and Feed.

FLOUR.

Prices on most grades have remained comparatively steady. The market is fairly active. Manitoba Spring wheat patents are 5c. higher, and strong bakers' 10c. higher. We quote :

Manitoba spring wheat patents	4 75	5 00
" strong bakers'	4 45	4 70
Winter wheat patents	4 25	4 35
Straight rollers	4 00	4 10
Extra	3 35	3 50
Straight rollers, bags	1 85	1 90
Extra, in bags	1 50	1 60

FEED.

Owing to some scarcity Manitoba mills have advanced the price of bran $1. Ontario bran in bulk is quoted 75c. higher. We quote :

Ontario bran, in bulk	17 25	17 75
" shorts	18 50	19 00
Manitoba bran, in bags	....	18 00
" shorts	18 50	19 00
Mouillie	23 00	28 00

BARLEY.

There is a moderate demand, and a fair trade is doing under steady and unchanged prices, pot barley selling at $1.85 and pearl at $2.85.

Pot barley	1 85
Pearl "	2 85

ROLLED OATS.

The advance of last week has been well maintained, though no further advance has taken place. The market, however, is firm, with perhaps a tendency toward higher prices. We quote :

Rolled oats, in bbls	4 55	4 60
" " in bags	2 15	2 20

Baled Hay.

The demand has not improved since our last report. Offerings continue fairly large, and prices are somewhat easier. We quote :

No. 1 timothy	9 50	10 00
No. 2 timothy, choice	8 00	9 00
No. 2 timothy, ordinary	8 00	8 25
Clover	7 00	7 50
Clover, mixed	7 50	8 00

Ashes.

Offerings continue small and prices are firm. We quote :

First pots, per cwt	6 00	6 10
Seconds	5 60	5 65
Pearls, per 100 lb	7 00	7 25

Hides.

There is no change. Receipts are still light, though the demand is small. Prices are :

No. 1 beef hides	0 08	0 08½
No. 2 "	0 07	0 07½
No. 3 "	0 06	0 06½
Lambskins		0 75
No. 1 calfskins		0 10

NEW BRUNSWICK MARKETS.

Office of The Canadian Grocer,

St. John, N.B., Jan. 25, 1904.

WE are certainly having an old-fashioned Winter. January has been a very cold month and we have lots of snow. However, we do not have it as cold as at inland points and our harbor is always entirely free of ice. The Winter port business is extremely large. It looks now as if we were to get the Government assistance we have asked toward preparing four more berths. These we needed for the next season's business, and with them we will be in a position to handle all the business that is likely to offer for at least a few years or till another trans-continental railway shall make this their port. In markets the light movement of goods prevents changes in values being so much noticed or so extreme as at other times. Cream of tartar is higher. This is unusual at this season. Cloves continue to advance and Pimento is firmly held. In rice, prices are rather lower. Canadian cleaned rice which supplied our market for a number of years, has not been seen here for a long time.

Salt—In Liverpool coarse salt, the weekly steamers continue to land quite large shipments. Sale at this season is not large, and full stocks are held by the importers. In fine salt there is but a light business. English extra fine, boxed here, is freely offered. It is said the Canadian manufacturers will this year be able to fill all orders promptly.

Oil—There is no change in the firm price of burning oil. There is as usual rather lighter sales as season advances. Lubricating oils are very actively pushed. Prices are firm. Paint oils have improved sale. Prices are low except linseeds. Fish oil is scarce and high.

Canned Goods—Some Canadian tomatoes outside the association were offered quite reasonably, and at least lower than good American will cost. Corn is very firm. In domestic canned fish, clams and scallops are about out of the market, and both round and oval haddies are in very light supply. There is a fair stock of sardines and kippered herring. Salmon, except perhaps springs, are ample stock. Of late years there seems rather less demand for gallon apples. In fruits the market is quite well supplied.

Green Fruit—While there is a fair sale for apples, prices have not advanced. In oranges, Valencias have free sale, Jamaicas are about done. It is getting late for Californias. Floridas are still offered. Lemons are low. A few Malaga grapes still move. Cranberries, while bringing full price, are not high for the season.

Dried Fruits—Quite large shipments of dates have been received. Prices are low. In raisins the market is well supplied. Currants are unchanged. In prunes, stocks of small sizes are light, and prices firmer. Apricots are high. Evaporated apples have advanced about a half cent. Onions are higher. In peanuts the advance continues.

Sugar—While the market is firm and there is continued talk of higher prices, there has been very little change as yet. Prices are lower. There is a steady sale with dealers inclined to hold quite full stocks.

Molasses—The situation is unchanged with the market dull. Prices having been cut by one importer creates an uneasy feeling on the party of buyers. It looks as if the number of importers this season would not be large, and prices would rule low. The holder of the larger stock here has not made a decided move since the changed conditions brought about by the arrival of a cargo here, except to hold prices quite firm.

Fish—There has been good business in fresh fish. The supply of frozen herring at this season is better than for some years. Fresh cod and haddock have also been quite freely received. Good prices are obtained. In smelt, the business is confined to the north of the province, and the fish go to the American market. Earlier in the season the catch of lobsters, particularly in Nova Scotia, was quite good. In finnan haddies there is quite good supply. Smoked herring are rather higher and very firm. The supply is light. Dry fish are firm. Pickled herring have but a fair sale at the rather high prices. A fair stock is held.

Flour, Feed and Meal—In flour, markets are very firm at some little advance. Sales have been quite good. Feed is in light demand. Oats are firm. Oatmeal seems firm at the advance. Buyers feel present price is too high. Owing to the unusual difference between prime and handpicked beans quite a few of the former have been brought here. Quality has been good. Price is tending closer to handpicked. Cornmeal is unchanged. Barley is firm and stocks light. Split peas are scarce. In yellow eye beans offered, there is quite a range in quality.

BRITISH COLUMBIA MARKETS.

Vancouver, B.C., Jan. 22, 1904.

AN interesting innovation in ordinary relations between employers and employed was introduced by The W. H. Malkin Co., wholesale grocers of Vancouver, at a dinner given by the company to its staff. The dinner, the first of the kind to be given by the company, took place at the Hotel Badminton, on Monday evening, every member of the firm's large staff being present. W. H. Malkin, president of the company, and the past president of the Vancouver Board of Trade, presided, the vice-chair being taken by J. F. Malkin. The table was tastily set, and a very select menu of choice viands was daintily served. Bright music, songs and speeches varied the pleasant evening, which was well calculated to strengthen the bonds between the company and their employes.

Not the least interesting event of an evening which will be memorable in the

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minds of every man present, was the presentation of a magnificent gold-headed cane to President W. H. Malkin by the staff. Frank McIntyre made the presentation, and read an appropriate address, expressing the appreciation the various members held for their worthy chief.

Mr. Malkin, in responding, was quite taken by surprise, he said, and felt deeply impressed by the evidence of confidence he had just received. He, in his turn, was able to spring a most agreeable surprise on the staff. He made the announcement that the firm had chosen this as the occasion to announce to the staff that every member who had been one year in the employ of the house would receive a bonus of 5 per cent. of his past year's salary. This was to apply, he said, on 1903 salaries, so that the benefits were to be felt at once.

Mr. Malkin, who is a thorough believer in the system of encouraging employes to identify themselves with the house, and carries into practice the belief that the individuality of the employe is impressed on the business more and more every year, made the further announcement that he would offer a special prize of $25 to the employe offering the best practical suggestion for the benefit and advancement of the business during the year. Each employe was at liberty to hand in as many suggestions as he wished. The details of the competition will be arranged, and it is safe to say that the firm will have some original ideas presented for their consideration.

A plan adopted by the Malkin company, and which has much to commend it to other business houses, is that to every employe who has been four years in the service of the company, a substantial interest in the business is given in the shape of a block of paid-up stock. Several of the staff are, under this arrangement, already stockholders, and, by the interest they take and the desire they show to increase their holdings by investing in the stock of the company, the proposition is a wise one.

The dinner, which is likely to become an annual affair with the firm, was a success in every way, was such a success that the employes will not be likely to forget its pleasant features during the year. During the evening several members of the staff, blessed with good voices, favored the company with songs, among them being Philip Malkin and R. Biernackie. A recitation, "Tennyson's Revenge," delivered in splendid style by J. F. Malkin, was another feature.

* * *

The boards of trade of Vancouver and Victoria have been very active in the past few weeks in connection with the business legislation being carried through the Legislature by the new Government of the province. The particular issue on which the main interest centres is the Assessment Act, which bears particularly heavy on merchants located in the cities of the province. As one speaker at the meeting of the Vancouver Board of Trade put it this week, the new assessment taxes a man on what he owns, what he owes, and what is owed to him.

The president, H. T. Lockyer, pointed out the very serious weakness of the Act in its treatment of resident established business houses as compared with commission men and brokers representing eastern houses. The latter might do several thousand dollars of business per week and not be subject to the taxes levied by the Act. It was well known that some of these brokers held in warehouse large stocks of goods for delivery, and they were not taxed on these. It paid better to be outside of the province than in it to do business here. Other members followed on the same line, and pointed out the difficulty there was to do business at all and pay the taxes demanded under the Act. A resolution was passed urging on the Government to appoint a commission to revise or make recommendations on the Assessment Act.

Another legislative matter was discussed, which has been referred to before in this column, the proposed amendments to the Bills of Sale Act. The Board of Trade has sent a delegation to join with others in urging on the Government radical changes. They propose that the present method, by which over-holding unregistered bills of sale is possible, to introduce the following amendments :

1—To reduce the time limit of registration to five days in case where the goods in the bill of sale are within the corporate limits of a city or town in which is situate an office of the County Court wherein such bills of sale may be registered, and in all other cases within the period of fifteen days after the making thereof.

2—To amend the existing Act by rendering an unregistered bill of sale void as against all creditors, subsequent mortgagors or purchasers for value.

3—To amend the existing Act by adding a new section to render successive unregistered bills of sale void as against creditors, mortgagors or purchasers.

4—To amend the existing Act by adding a new section making it compulsory to renew registration in 12 months by filing a statement verified by affidavit showing indebtedness on existing security.

5—To amend the existing Act by adding a new section that possession shall not cure non-registration.

Freight rates, as proposed by the new tariff issued by the C.P.R., were also discussed by the Vancouver Board of Trade this week. A recommendation was made from the Special Committee that the Transcontinental Freight Bureau west-bound tariffs be made to apply to British Columbia terminal points. Some members suggested that the new Railway Commission should take up such a subject. Others thought the Board of Trade would have to prepare the case for presentation before the new commission.

* * *

Business in grocery lines is quiet and is not anticipated, in wholesale circles at least to improve much in this month and February. Some inquiry for outfits from the north has begun to come in. Wholesale men think it is due to the preparations being made for exploiting the new gold fields, located 175 miles from White Horse last Fall. No actual movement of goods is reported yet, but from the inquiries received, it is expected that orders will be coming in early. The railway running from Skagway to White Horse makes it possible to have the goods delivered at any season, as there is no Winter haul or Summer water stretch frozen up. From the north reports still arrive of increasing activity in preparation for the anticipated rush.

In the local markets there is a quiet feeling all round. Dried fruits, which are moving fairly, are easy in price. The rise in flour quoted from the big mills two or three weeks ago, has gone into effect here.

In the egg market there is a great scarcity of all pickled stock; in fact they are cleaned out. The situation is somewhat relieved by importations of fresh-laid from California. The price, laid down here, is 30c., though, so that by the time the retail man gets them ready for the consumer, they are dear. Local fresh ran down to 40c. retail, but are scarce.

Butter moves but slowly. There is still plenty of Manitoba and N.W.T. stock on hand. The local creameries have raised the price to 35c. to the trade again, so that it has made a little excitement. It has nearly made it possible to bring in new California butter, though this is rather early.

Fruits are quite featureless. Oranges from California are beginning to move and are improving in quality maturity. The first carlot to arrive by rail is reported to arrive to-day.

ONTARIO WHOLESALE GUILD.

A meeting of the Executive of the Ontario Wholesale Grocers' Guild was held in Toronto, Tuesday morning and afternoon and Wednesday morning, when the matters to be brought before the Dominion Wholesale Guild on February 10th were discussed. There were present the president, Mr. Bristol; and the secretary, Mr. T. B. Escott; Mr. W. G. Craig, the other member of the executive, being absent through illness. Mr. H. P. Eckhardt, who is not a member of the guild, was present on invitation, and discussed with Mr. Bristol and Mr. Escott various matters of interest to the trade. The meeting was very harmonious.

BUSINESS WANTED.

WANTED—A good grocery business, etc.; north preferred. JOHN ANSDELL, Winona, Ont. 5

I Can Sell Your Grocery Business

no matter where it is or what it is worth. Send description, state price, and learn how. W. M. OSTRANDER, 172 North American Bldg., Philadelphia.

Perth Whiskey de Luxe

Wanted buying agents in Canade, to push the sale of Matthew Gloag's Liqueur Scotch Whisky, "Grouse" Brand, twenty-two shillings and sixpence per case of twelve bottles, freight paid to Canadian Port, less 2½% for cash against Bill of Lading.

MATTHEW GLOAG

Established over a Century. Perth, Scotland

1842. Our Motto "FORWARD" 1904.

HERE ARE SOME
GOOD OFFERS:

500 CHOICE, FRESH, SMALL ROQUEFORT CHEESE.
(Our own importation)
6 and 12 cheese per case. per lb. - - **28c.**

DON'T MISS THIS LOT:

900 BOXES MALAGA 1903,
LOOSE MUSCATELS, 22 lbs. each, per lb. **6c.**
(Shipped by Bevan & Co.)

900 BOXES BEVAN DELECTABLE or CONNOISSEUR CLUSTERS
Table Raisins 1903 pack, 22 lbs. each.
(At Rattling low figure.)

800 BOXES CHOICEST SULTANA RAISINS
1903 Pack. Loose and 1-lb. cartoons.
(At Surprising low price.)

130 BOXES GARRETT & CO.
CONNOISSEUR CLUSTERS TABLE RAISINS.
1902 pack (kept in storage).
(To clear the lot, per box, **$1.50**)

ORDER NOW. YOU HAVE THE CHOICE.

We have also a large and well assorted stock of other kinds of **Raisins, Nuts, Prunes, Figs** and **Dates.**

Stocktaking This Week.

Don't hesitate to take advantage of these real bargains.

QUICKEST SHIPPERS.

L. CHAPUT, FILS & CIE.

WHOLESALE GROCERS, - - - MONTREAL.

Importers of TEAS, COFFEES, WINES and LIQUORS.

ESTABLISHED IN 1842.

TORONTO GROCERS AT-HOME.

INVITATIONS are out for the annual "At-Home" of the Toronto Retail Grocers' Association, which will take place Thursday evening next, February 4th, at the Temple Building, beginning promptly at 8.30. D'Alesandro's orchestra will furnish the music and Lloyd has charge of the catering, so that lovers of the dance and of dainty refreshments may look forward to this event with a good deal of pleasurable anticipation. For those who do not dance an attractive programme of comic and sentimental songs has been arranged while a card corner has also been provided.

The committee in charge are making every effort towards providing for the comfort of their guests and the event promises to be one of the most successful in the history of the association.

Invitations may be had from the president, F. W. Johnston; the secretary, E. B. Nettlefield, or from any member of the association.

CATALOGUES, BOOKLETS, ETC.

NOVEL PENCIL HOLDER.

S. H. & A. S. Ewing, coffee and spices, are sending out to the trade with their compliments a novel pencil holder bearing their advertisement. "The Grocer" acknowledges receipt with thanks.

HANDY DESK COMPANION.

The Publishers Collection Agency, of New York, Chicago and St. Paul, are sending out an attractive little folder and inclose a useful desk companion in the shape of an aluminum letter opener and measuring rule.

A NEW BLOTTER.

"The Grocer" is in receipt from the Robert Greig Co., Toronto, of an attractively designed blotter which is being distributed advertising Pratt's Animal Food.

LIPTON WINDOWS.

As a result of the campaign being waged by Mr. J. A. Curtis, who represents the tea and coffee interests of Sir Thomas J. Lipton, with the Canada Grocers, Limited, a number of Lipton tea windows are to be seen in Toronto groceries. David Bell, 702 Yonge street; W. N. Armitage, Carlton and Church; and A. V. Bradley, Spadina avenue, are among those who have dressed their windows with Lipton teas. The background in each case is formed by a couple of huge Union Jacks, and the tea, in the square tin Lipton packages, is arranged in pyramids, interspersed with various pictures advertising these teas. The windows are very effective.

AGENTS WANTED.

It will be noticed by an advertisement on page 40 that agents are wanted in Canada for Perth Whiskey De Luxe. The firm manufacturing that whiskey has been established over a century in Scotland.

HINTS TO BUYERS.

The attention of the trade is called to the ad. of Jas. Rutherford & Co., Montreal, in this week's "Grocer." Special values in Ceylon and Indian greens as well as Japan fannings and siftings are offered.

Buyers of green Rio coffee should communicate with H. P. Eckardt & Co.

A carload of Aylmer boneless chicken, turkey, duck and chicken soup is at hand this week with L. Chaput, Fils & Cie, Montreal. Prices are exceptionally attractive and in view of the scarcity of these goods this year intending buyers should communicate with this firm.

H. P. Eckardt & Co. are offering exceptional value in a roasted coffee at a low price.

L. Chaput, Fils & Cie., Montreal, who are distributors for Greenbank's lye and chloride of lime, report demand for these goods rapidly increasing. They are now booking orders for Spring, and will be pleased to give the trade full particulars.

Heinz tomato soup is delicious and is also a good seller.

Attention is directed to the offerings of Roequefort cheese made this week by L. Chaput, Fils & Cie., Montreal. See advertisement in another part of this issue.

THEIR FIRST ANNUAL MEETING.

The first annual general meeting of Canada Brokerage Co. was held on Tuesday afternoon, the 26th inst., at the offices of Jones, Lennard & Gibson, the solicitors of the company. After paying a dividend at the rate of 7 per cent. per annum, a surplus was left to the credit of profit and loss. The shareholders present expressed themselves as highly pleased with the results of the last six months, and feel that the success of the company is assured.

The old directors were unanimously re-elected, viz., Mr. F. W. Hudson, Mr. W. F. Morley and Mr. H. T. Wilson, and at a subsequent meeting of the board, Mr. F. W. Hudson was re-elected president, Mr. W. F. Morley, vice-president, and Mr. H. T. Wilson secretary-treasurer.

PERSONAL MENTION.

A visitor to Montreal last week was Mr. J. Scott, Winnipeg agent for Comfort soap.

Mr. J. H. Magor, of Frank Magor & Co., Montreal, is paying a visit to New York, combining, as is his nature, business with pleasure. The holiday is a well-earned one as his firm have been more than usually busy during the Fall and early Winter.

Mr. Small of the Canada Maple Exchange and Small's Chocolate Cream, Montreal, who has been confined to the house through a severe attack of typhoid fever, is reported as on the way to recovery, and expects to be able to attend to business in a few weeks.

Mr. L. A. Delorme, of Laporte, Martin & Cie., Montreal, has been obliged through illness to lay up for a week or so. Mr. J. Ethier, of the same firm, who has been seriously ill with typhoid fever for some weeks, is on a fair way to recovery, having passed the critical period of his illness.

Mr. O. K. Skroder has joined the travelling staff of Pugsley, Dingman & Co., Toronto. His territory will cover part of Quebec Province formerly looked after by Mr. Fred Perry, who found the increased trade needed an assistant. Mr. Perry retains a large section of Quebec.

ELECTED OFFICERS.

The Grocers' Branch of the Retail Merchants' Association met at their board room Monday night and elected officers for the ensuing year. The new officers were as follows:

Chairman—G. Y. Good.
1st Vice-Chairman—J. H. Walker.
2nd Vice-Chairman—M. Moyer.
Treasurer—J. Bond.
Secretary—W. H. Miller.
General Secretary—E. M. Trowern.

CANNING FACTORY FOR SUSSEX.

Sussex, N. B., is to have a canning factory. G. W. Hoegg, of Fredericton, has been interviewing the farmers around Sussex in regard to the matter of raising corn and peas in sufficient quantity to warrant the establishment of a canning plant. The result of his interviews seems to be satisfactory, for he has secured premises suitable for his purposes and is making arrangements to move to Sussex.

MANITOBA MARKETS.

Winnipeg, January 23, 1904.

TRADE has been very steady all week in the general grocery and produce trade. The weather has been very cold, in fact for the past four days the coldest of the Winter, and this of course always retards business. The drop in temperature was inauguarated with a little blizzard on Tuesday. So far as weather is concerned Manitoba and the West generally can be congratulated on having the finest weather going. It is cold, certainly, but it is clear and bright with no heavy snowstorms or much drifting.

Paper is being met just fairly and collections are very slow, although some of the jobbing houses report them as much better than the first week of the new year.

Evaporated and Dried Fruits—Large shipments of Valencia raisins of fine quality have arrived and prices are somewhat easier. Fine off stalk, $1.85; selects, $1.95; layers, $2; Sultanas, 9 to 10c.; Muscatels, for which the demand is small owing to the high price, 8 1-4 to 8 1-2c. California evaporated fruits market is steady and prices are somewhat higher in some lines. New peaches standards 9 to 9 1-4c.; choice peaches, 9 3-4c.; apricots, new, standards, 12c.; choice, 12 3-4c.; new pitted plums, dark, 11c.; ruby prunes 90 to 100, 5 1-2c, for old, 80 to 100, 6c.; new 70 to 80, 7 1-4c; silver standard prunes, 7 1-2c.; choice, 10c.

Sugars—Market is steady at the advance quoted last week, viz., granulated, $4.70; Wallaceburg sugar $4.60 and 100 pound saks 5c. under.

Rice—Japan, 5 to 5 1-8c., the price having grown rather easier; B and Patna are without change.

Syrups—Edwardsburg syrups have advanced 15c. for the 10 and 20-lb. cases making the present price $2.45 for 10 and $2.40 for 20.

Coffees—The market is very firm but No. 5 Rio is not selling over 9 to 9 1-4c. here. The truth is stocks are heavy and although they cannot be replaced to sell at 10 1-2c. the advance is not being taken advantage of.

Canned Vegetables—Canned tomatoes are still quoted at $2.65 and peas at $1.90, but corn is scare and there has been an advance of 20c. per dozen or 40c. per case, making the present price $2.40. It is a little doubtful if all houses are enforcing this price, but as there are no large stocks here, there seems no reason why there should be any inducement to sell at lower rates.

Green Fruits—The trade is the ordinary everday Winter trade somewhat curtailed as to country shipments owing to the cold and the uncertainty of heated car service. Prices show no change since the opening of the year, being: Oranges, navels, $3.50 to $4; fancy California lemons, $5; fancy Winter apples, Spies, $4; other varieties, $3.50; Malaga grapes, $8; cranberries, $11 per barrel, and bananas, which now only come by express, $4 per bunch.

Vegetables—There is little offering in shape of green vegetables, lettuce, celery and parsley comprising the entire round. Sales of potatoes have been light owing to the cold weather. Prices are firm at 60c. per bushel for farmers' loads.

Produce—There is no new feature in this market. Everything is just plodding along in the mid-Winter style.

Cured Meats—The market is very steady and there has been no change in prices. Hams, 13 3-4c; shoulders, 8 1-2c.; breakfast bellies, 12 3-4c.; backs, 11 3-4c; spiced rolls, 11 1-4c for long and 10 3-4c. for short; long clear, 9c.; dry salt, 10 1-2c.

Lard—In tierces, 9 1-2c.; 50-lb. tubs, $4.70; 20-lb. pails, $1.95; 10-lb. pails in cases, $5.95; 5-lb. pails, $6; 3-lb. pails, $6.10; compound lard in 20-lb. pails, $1.75.

Butter—Receipts of butter have been almost nil during the week and anything in the shape of fancy table butter is worth 22 to 23c. wholesale for round lots. The bulk of the trade at present is done by butchers and grocers who offer high prices for fancy butter and get only about half what they could dispose of. The supply of dairy butter on the market has certainly been smaller than usual this season.

Eggs—Receipts of eggs have almost ceased and the few score dozen of new laid coming in bring 40 to 45c. per dozen. Dealers will pay 22c. Winnipeg for case lots of fresh gathered.

Notes.

Mr. Bremner, who was formely in charge of the Hudson Bay stores at Fort Francis, and who has been in the Winnipeg stores for some three or four months, has left for Kamloops, where, it is understood, he goes to manage the company's stores.

The Best Product makes the Best Business.

That's why it is more profitable to handle.

Clark's Sliced Smoked Beef

than any other.

IT HAS NO EQUAL.

Now is the Time for Mince Meat

Put in a stock of the old reliable "Capstan" Brand Mince Meat

Put up in ¼ pails (½-doz. in crate), 25-lb. pails, 60-lb. and 75-lb. tubs, half-barrels and barrels (about 600 lb.). Also Condensed Mince Meat in packages (3-doz. pkgs. in case).

Ask your wholesale grocer for it or see our travellers.

The Capstan Manufacturing Company, Toronto, Ont., Can.

EPPS'S GRATEFUL. COMFORTING.

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.

In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg.

THE MOST NUTRITIOUS. **COCOA**

Window and Interior Displays

Timely Hints and Suggestions.

An Honest Window.

A POINT that must be observed in every window display is that the goods shown must be of the same class as the stock carried. An excellent quality must not be displayed in the window and the customer served from an inferior quality. The window is supposed to advertise just what is for sale inside, and the merchant who attempts to manage his business on a different principle will find a readily suspicious public will pass his store. A customer is ever willing to suspect that the goods he buys are inferior to those which benefit from their attractive arrangement in the window, and any proof of the existence of such a state of affairs will be magnified and turn away the trade of any one who discovers it.

It will often be found necessary to compare the two lines of goods, and no reticence should be shown, if a customer desires it, in removing the article in quality. Nor should the window-dresser be allowed to select all the best for the window, unless it is plainly shown to every inquirer that the goods in the window form the complete stock, and are for sale. A single case of an attempt to unload onto a customer a different quality may mean the loss of a shown in the window in order to prove that what is on the shelves is the same great amount of trade, for corrupt practices are far more injurious than inefficient business ability. In fact it is wise never to place the complete stock of any line in the window under any circumstances, particularly when the quality is of a high class, as the customer is apt to believe that it is customary to carry particular lines for window display and a lower class for sale. It is not an unheard of thing, and the public knows it.

This Week's Illustration.

The cut gives a very poor idea of the Christmas window display of R. Barron, grocer, Toronto. The reflection and the width of window space have rendered indistinct many of the prominent features of the arrangement. The window at the left was filled with fancy baskets, large and small, and the other contained candle shades of different colors and shapes. Perhaps the most striking feature was the strings of Christmas stockings and canes suspended all through the store and extending into the windows. The windows are shallow and open at the back, so that the artistic arrangement of the interior was plainly visible from the street.

The Christmas Window of R. Barron, Toronto.

A prominent New Brunswick firm have recently placed a large consignment of potatoes on the English market.

Make Sure of the Roof

BY COVERING IT WITH

Eastlake

STEEL SHINGLES

Galvanized or Painted.

They are lightning proof, a point every farmer appreciates—can't possibly leak—will prevent fire, and are wonderfully durable.

Their patent side lock makes them very easy to handle and quicker to lay than any other shingle.

THE

Metallic Roofing Co., Limited

TORONTO, MONTREAL, WINNIPEG.

BEANS.

Hand-Picked Beans a specialty. Can ship in Jute Bags, Cotton Bags, or Barrels, to suit customers. Good broker wanted to represent me.

J. G. McKILLOP, - West Lorne, Ont.

Clever Ads One Cent Each.

Have you read Arthur W. Lydiatt's book containing **One Hundred Good Ads** for a grocery store? If not, you have missed something. You will find it a great help in preparing your advertisements. Send one dollar to the publishers for a copy to-day.

The MacLean Publishing Co., Limited,

TORONTO OFFICE: 10 Front St. East.

BROCK'S BIRD SEED.

IS PERFECTION. IT PAYS TO SELL.

SAMPLES FREE.

NICHOLSON & BROCK, TORONTO

A LARGE DIVIDEND DECLARED.

THE Third Annual General Meeting of the holders of stock in E. W. Gillett Company, Limited, was held in the company's offices, Toronto, Ont., on Thursday, Jan. 21st. Stockholders from Manitoba, Ontario and Quebec were present and were delighted with the very satisfactory statement presented by the management. In the unavoidable absence of the president, Mr. E. W. Gillett, who is now in Southern California for the benefit of his health, Mr. Wm. Dobie, general manager and treasurer of the company, was elected chairman.

The minutes of the last meeting were read by the secretary, Mr. Geo. Hepburn, and adopted. The statement presented for the consideration of the stockholders, showing the result of the company's business for 1903, was an exceptionally good one. After paying two dividends at the rate of 8 per cent., and two at the rate of 10 per cent., and writing off a liberal amount to cover depreciation on machinery, tools, etc., a substantial addition was made to reserve and contingent account. Sales for 1903 showed an increase of over 15 per cent. over those for 1902 and 26 per cent. over 1901.

The attention of holders of stock was called to the unprecedented record which the management of this business has been able to show year after year in the fact of doing an immense business without any loss in bad debts, and in this respect a clean sheet was shown for 1903.

The above shows this business is in a most flourishing condition, and, owing to the efficient manner in which it is managed, future prospects are of the brightest. The meeting, at its close, passed a vote of thanks to the presiden, Mr. E. W. Gillett; the general manager and treasurer, Mr. Wm. Dobie; the secretary, Mr. Geo. Hepburn, and travellers and office staff for the careful manner in which they had conducted the affairs of the company. Mr. David Hoskins, chartered accountant, was appointed auditor.

Last year's Board of Directors, consisting of Mr. E. W. Gillett, Mr. Wm. Dobie, Mr. John Firstbrook, Mr. H. C. Baker and Mr. M. A. Thomas, was re-elected.

Subsequently a meeting of the Board of Directors was held, at which the following officers for 1904 were elected:

President—Mr. E. W. Gillett.

General manager and treasurer—Mr. Wm. Dobie.

Assistant general manager—Mr. Geo. H. Macfarlane.

Secretary—Mr. Geo. Hepburn.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postages, etc.

SITUATIONS WANTED.

MAN with good business experience desires position 1st April in town or city in shipping department or any position of trust; strictly sober. Box 95, CANADIAN GROCER, Toronto. 7

SITUATIONS VACANT.

A YOUNG MAN, employed in a grocery store seven years, wants permanent situation with good house; could give best references. Apply Box 213, CANADIAN GROCER, Montreal. 5

WANTED FOR MONTREAL — Experienced business man of good address and education, with a thorough know'edge of the grocery and provision trade; good opening for a bright man. Address S., care CANADIAN GROCER, Montreal. 8

COMMISSION AGENTS WANTED.

FOR Ontario, Maritime Provinces and Northwest Territories for standard, well-advertised grocers' specialties; light samples; liberal commission paid. Address Ocean Mills, Montreal. 5

FOR SALE.

TWENTY YEARS ESTABLISHED—Central grocery stand, with fixtures and furniture. Exceptional opportunity for right man in our rapidly growing city. W. D. Galbraith, Hamilton. (5)

To Bu'chers and Hide Buyers!

We wish to purchase your Hides, Calfskins, Sheep Pelts, Tallow and Bones.

We advance money if desired. We pay spot cash.
We pay the freights. We pay full market values.

We want agents everywhere to sell Page's Perfected Poultry Food and other poultry supplies. For further particulars, address **C. S. PAGE, Hyde Park, Vt. U.S.A.**

IRELAND.

Manufacturers and shippers desiring to place their goods on the Irish Market should communicate with J. H. SHERIDAN; 6 D'Olier St., Dublin. (5)

BRITISH BUSINESS CHANCES.

Firms desirous of getting into communication with British manufacturers or merchants, or who wish to buy British goods on the best possible terms, or who are willing to become agents for British manufacturers, are invited to send particulars of their requirements for

FREE INSERTION

in "Commercial Intelligence," to the Editor

'SELL'S COMMERCIAL INTELLIGENCE,'

Temple House, Tallis St., Temple Avenue, London, E.C.

"Commercial Intelligence" circulates all over the United Kingdom amongst the best firms. Firms communicating should give reference as to bona fides.

N B.—A free specimen copy will be sent on receipt of a post card.

ADOLPHE E. SMYLIE, President — HENRY ROWLEY, Vice-Pres't — H. W. PETHERBRIDGE, Sec'y and Treasurer

NATIONAL LICORICE CO.

Successors to
YOUNG & SMYLIE
BROOKLYN, N. Y.
S. V. & F. P. SCUDDER
BROOKLYN, N. Y.
MELLOR & RITTENHOUSE CO.
CAMDEN, N. J.
H. W. PETHERBRIDGE
BROOKLYN, N. Y.
DOMINION LICORICE & NOVELTY CO.
TORONTO, CAN.

Y. & S., SCUDDER, and M. & R. Brands of PURE STICK LICORICE, Acme Licorice Pellets, M. & R. Wafers in bags, Licorice Lozenges, and a full line of Licorice Specialties, including the celebrated soft licorice lines sold under the Company's brands as follows: THE FLEXIBLE LICORICE, THE PLIABLE LICORICE, THE ELASTIC LICORICE.

OFFICE—106 JOHN ST.
106-116 John St., 227-237 Plymouth St., } Brooklyn, N.Y.
Illustrated Catalogue on request.

STEWART'S FINE CHOCOLATES

NEW LINES

BUTTER MALLOWS — very dainty — wrapped.

LADY FINGERS—delicious.

JULIETTES—will prove a big seller.

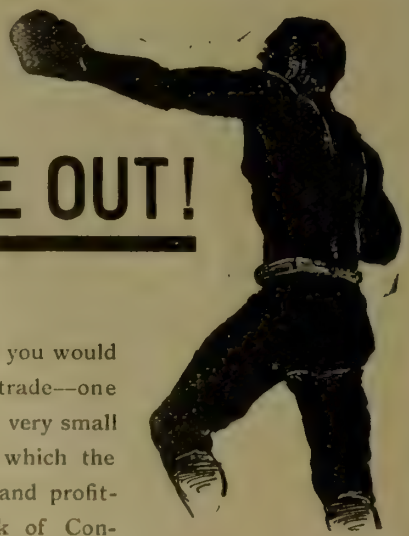
Write for Prices.

Our staff of travellers are out with Easter goods—the finest ever shown in Canada.

A. J. STEWART, Limited

Makers, TORONTO.

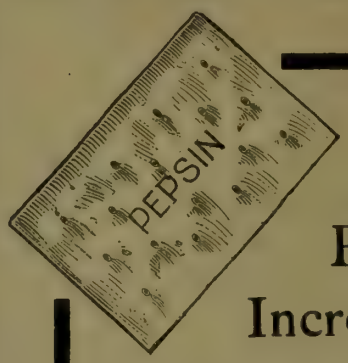
STRIKE OUT!



Grocers, if you would work up a new trade—one that requires only a very small investment, one in which the turnover is rapid and profitable—add a stock of Confectionery. For Suggestions as to the management of a Confectionery Department, study THE CANADIAN GROCER For directions as to where to buy, consult the advertising columns of THE CANADIAN GROCER.

One enthusiast says it is

"The Greatest Paper on Earth."



Your Profits will Increase by Cents

If you sell "Pepsin" Brand Sodas, and an increase in profits of even one-half a cent on each package sold, means a great deal in modern business.

A registered brand—attractive package—and a biscuit just as near perfection as modern methods can produce it, all combine to make "Pepsin" Sodas a quick and permanent seller.

Read these prices—think on it—and then mail your order.

"Not in the Combine." Prices:

"Imperial" Sodas,	in Jumbo Tins,	-	6c. net per	lb.
"Pepsin" "	3-lb. "	-	25c. " "	Box.
"Pepsin" "	3-lb. Pasteboard Boxes,		20c. " "	"
"Pepsin" "	1-lb. " "		7½c. " "	"

Freight prepaid in quantities of 200-lbs. within a radius of 200 miles.

Imperial Biscuit Co., Limited

Guelph.

BISCUITS AND CONFECTIONERY

A DEPARTMENT FOR RETAILERS.

Confectionery for Anniversaries.

THE Americans are large consumers of confectionery, and the confectionery manufacturers use every possible occasion to stimulate buying. At this season St. Valentine's Day gives them a fine opportunity for bringing forward novelties of all sorts, and the quantity of fine candy elaborately boxed, sold for gift purposes is enormous. A little later Washington's Birthday provides another good occasion and boxes and novelties introducing as decorative features hatches and cherries are everywhere shown. St. Patrick's Day follows a little later, and the shamrock, the "dudeen," and the typical Irish hat are introduced in various forms. And so it goes on. Not only in confectionery stores are these anniversary occasions exploited, but also in the large departmental stores the spirit of the times manifests itself in suitable emblems and decorations.

The Canadian manufacturers of confectionery are taking the cue from their American brethren and are educating the retailer to use these special occasions to stimulate their trade in confectionery of appropriate character. The report from the trade shows that the efforts in this direction are receiving their reward.

Confectionery Notes.

A. J. Stewart, Limited, wholesale confectioners, Toronto, are submitting to the trade their new lines of confectionery—Butter Mallows, Lady Fingers and Juliettes. Their salesmen are out with Easter goods and the way orders are being received speaks volumes for the attractiveness of their line.

Sugar Trust's Profits.

From statistics compiled in the sugar trade for the calendar year just closed experts are able to arrive at an approximate estimate of the year's earnings of the American Sugar Trust. The company does not publish earnings, but, according to statistics compiled the Havemeyer Sugar Trust sold 3,068,464,000 pounds of sugar during 1903. President Havemeyer gave a basis on which to work when he said the average price for the year of refined sugar was 4.55 cents a pound. The gross earnings would therefore be $29,155,408. It is figured that the net earnings are .293 cents a pound. Net profits on the whole output of the Trust would, therefore, be $8,990,600. After paying preferred dividends, it is estimated that the American Sugar Refining Company earned on its common stock about 13 per cent.

Concerning Chocolate.

THE introduction of cocoa into England is first mentioned in 1657. The first mention of the manufacture of chocolate in this country was in 1771.

The processes of preparation to-day are these: The ripe pods are cut from the tree by long poles with a knife at the end. They are left on the ground for about 24 hours, and then taken to the "sweating box." This process is somewhat similar to the malting of grain, and on the care with which it is watched depends the flavor of the seeds. Sometimes the sweating is accomplished by covering the seeds with earth in holes in the ground. After this fermentation, the seeds are dried in the sun.

In the manufacturer's hands the seeds are first sorted and cleaned. The manner of sweating and drying naturally makes this very necessary, and it is done effectively by machinery.

Next comes the roasting, another delicate process, since seeds whose fermentation has been successful may here be spoiled by over or under roasting. The action of the heat makes it easy to remove the shells—the cocoa shells of commerce, and these, and the germ of the seed, which has become hard, are separated from the body of the seed.

The remainder of the seed is then ready for grinding. It comes from the mill a thick, pasty liquid. This may be moulded directly for the "bitter" chocolate, or vanilla, or pulverized sugar added for the other varieties. The moulding is accomplished by shaking the paste into the mould.

There are, of course, other and more glaring adulterations of chocolate and cocoa.

U. S. Candy Trust Busted.

THE decision to dissolve what is known as the "candy" trust saved its president and 12 of its officials from being harshly dealt with in the Court of Special Sessions in New York, according to the New England Grocer. Ending a trial which has lasted for several months, they went into court, pleaded guilty to the charge of conspiring to maintain a monopoly, and left with a sentence hanging over their heads. This is the first time that what amounts to a conviction on such a charge has been obtained. The trust fought every step, but the officials felt the decision would be against them, and it was with the understanding that sentence would be suspended that they admitted their guilt. The New York Confectioners' Jobbers' Association is the name by which the trust was known. Comprising the principal wholesalers, it had a national organization, with headquarters in Newark, N.J. In June last, Moses Goldenberg, a member of the association, was expelled after his refusal to pay a fine imposed for a violation of its rules, took steps which resulted in the arrest of the officials, on a charge of conspiracy. Any renewal of the combination means the sentence of the officials.

Men.

Men are like chunks of dough
Which women pat,
With many sighs
This way and that
And shape to suit themselves and throw
Around upon life's mixing board. We rise
Or fall,
And oft are only half-baked, after all.
—Chicago Record-Herald.

APPRECIATES THE GROCER.

J. C. McFarland, Queensville, writes: I have been a weekly reader of "The Grocer" for over 10 years. I find it one of the most useful and inexpensive helps in connection with my business and I feel the loss of it when it does not arrive on time.

HINTS TO BUYERS.

Contributors are requested to send news only, not puffs of goods they handle, or the arrival of standard goods that everyone has in stock, or that they are offering goods at close figures, or that they have had an unusually large sale this season.

The Imperial Biscuit Co. are offering a special line of creams at 7 1-2c. per pound in 30-lb. boxes.

Clemes Bros. direct the attention of the trade to their "Clown Brand" of California oranges. These are extra fancy stock and can be supplied in any quantity including car loads. These oranges are graded according to size. A printer's error in their advertisement last week described these oranges as "Crown" intead of "Clown."

McWilliam & Everist are offering special prices in oranges this week.

White & Co. received a carload of Syda & Cousins' finnan haddie this week. This popular brand is much sought after by the trade.

"Banner" oats are again in store with the Eby, Blain Co., Limited.

T. Kinnear and Co. report arrival of a line of fine Ceylon tea to retail at 25c.

White & Co., Toronto, received three cars of Halifax frozen sea herrings this week. Fish averaging 60 lbs. to 100 count.

"Anchor" molases, in 2 and 3-lb. tins, is a very popular seller with the Eby, Blain Co., Limited.

Lucas, Steel & Bristol report the arrival of a car of Meyer's Horse and Cattle Spice.

T. Kinnear & Co. are offering a special line of Sultana raisins at an exceptionally low figure.

The Eby, Blain Co., Limited, have some very handsome counter cigar cutters which they are giving away with "Chamberlain" and "Lafayette" cigars.

The attention of the trade should have been called to the ad. of the Eagle Baking Powder Co., Montreal, in last week's "Grocer." It will pay to refer back to it. The premium offer is a very profitable one.

PERSONAL MENTION.

Mr. W. B. Stewart, representing the Hamilton Cotton Co., was a visitor this week to the Montreal jobbing trade.

Mr. O. Lefebvre, proprietor of Ocean Mills, Montreal, is on a business trip to Three Rivers and points east. Where Mr. Lefebvre goes goes "Chinese starch."

Mr. W. A. Hill, for seven years traveller for E. W. Gillett Co., Toronto, and late of Wm. Strachan & Co., Montreal, has accepted a position with Dalton Bros., Toronto, to cover the ground between Toronto and Quebec city.

Mr. S. S. Arnold representing R. Herron & Co., Montreal, is at present in Winnipeg. Mr. Arnold, by the way, is making his 20th trip through the Northwest and British Columbia. His specialties are Red Cross Jelly Powder and the lines of coffees and spices put up by his firm.

Mr. Wilson B. Mills, of Toronto, formerly of the American Coffee Co., became the representative of Balfour, Stewart & MacLaren, of Hamilton, and will devote his entire time to the development of this company's coffee trade in Toronto. Mr. Mills is receiving the congratulations of his friends on his new appointment.

Mr. A. G. Snowdon, of Snowdon, Forbes & Co., Montreal, accompanied by Mr. Gregory, Mr. Powers, and Mr. Bremner, is canvassing the trade in Ottawa and vicinity, and meeting with good success with "Bee" brand goods. Their "profit sharing" scheme is evidently meeting with success, judging by the orders they are turning in to the house.

Mr. Geo. H. Macfarlane, who for many years has represented the E. W. Gillett business in Manitoba, Northwest Territories, and British Columbia, has been appointed assistant general managre of E. W. Gillett Company, Limited. Mr. Macfarlane's long experience in the business and knowledge of the requirements of the trade, fit him for this responsible position. His many friends in the West and elsewhere will be pleased to hear of his promotion.

STARTED CANADIAN BRANCH.

We notice another foreign firm opening a branch in Canada, the Myers Horse and Cattle Spice Co., who have two large factories in Great Britain and one at Niagara Falls, N.Y. They are opening at Niagara Falls, Ontario. The lines they put up are Myers' Horse and Cattle Spice, Hog Spice, and Poultry Spice. These lines have a high reputation among those who have used them The goods are put up attractively in cartoons, and the horse and cattle spice also in 30, 35 and 40 lb. bags. They should prove a good line for the retailers as a good profit can be made. Lucas, Steel & Bristol, Hamilton, report they have a car just in and are booking orders.

GEL-O

The New Dessert.

Jells quicker and firmer than any other jelly powder made. The best in the world. "Always room for the right thing." Send us sample order for small case (4 dozen).

THE CANADIAN GELATINE CO.

528-530 Front St. W.,

TORONTO, CANADA.

One of Those Small Grocers,

you know, one whose account is small, and who isn't worried much by old travellers, bought

Perfection Cream Sodas.

He lived up-town, and got the "hurry-for-supper" orders.

Will you believe us, those Perfection Sodas got him a mighty nice general trade—from desirable people, too.

Nicest Sodas in town, they said.

He said nothing — just kept on selling Perfection Cream Sodas.

There's a "tip" in this for the down-town grocer.

A Post Card to us will do.

THE Mooney Biscuit & Candy Company,

LIMITED,

Stratford, - Canada.

MOTT'S DIAMOND CHOCOLATE. JOHN P. MOTT & Co HALIFAX, N.S. ESTABLISHED 1844

IS THE BEST.

For Sale Everywhere.

—:o:—

ASK FOR

MOTT'S.

COWAN'S

Perfection Cocoa (Maple Leaf Label). Royal Navy Chocolate, Queen's Dessert Chocolate, Chocolate Cream Bars, Cowan's Cake Icings, Chocolate, Pink, Lemon Color and White

Cowan's Swiss Milk Chocolate, Famous Blend Coffee, etc., etc.

Are the standard goods for purity and excellence.

Manufacturers

THE COWAN CO., Limited - - TORONTO

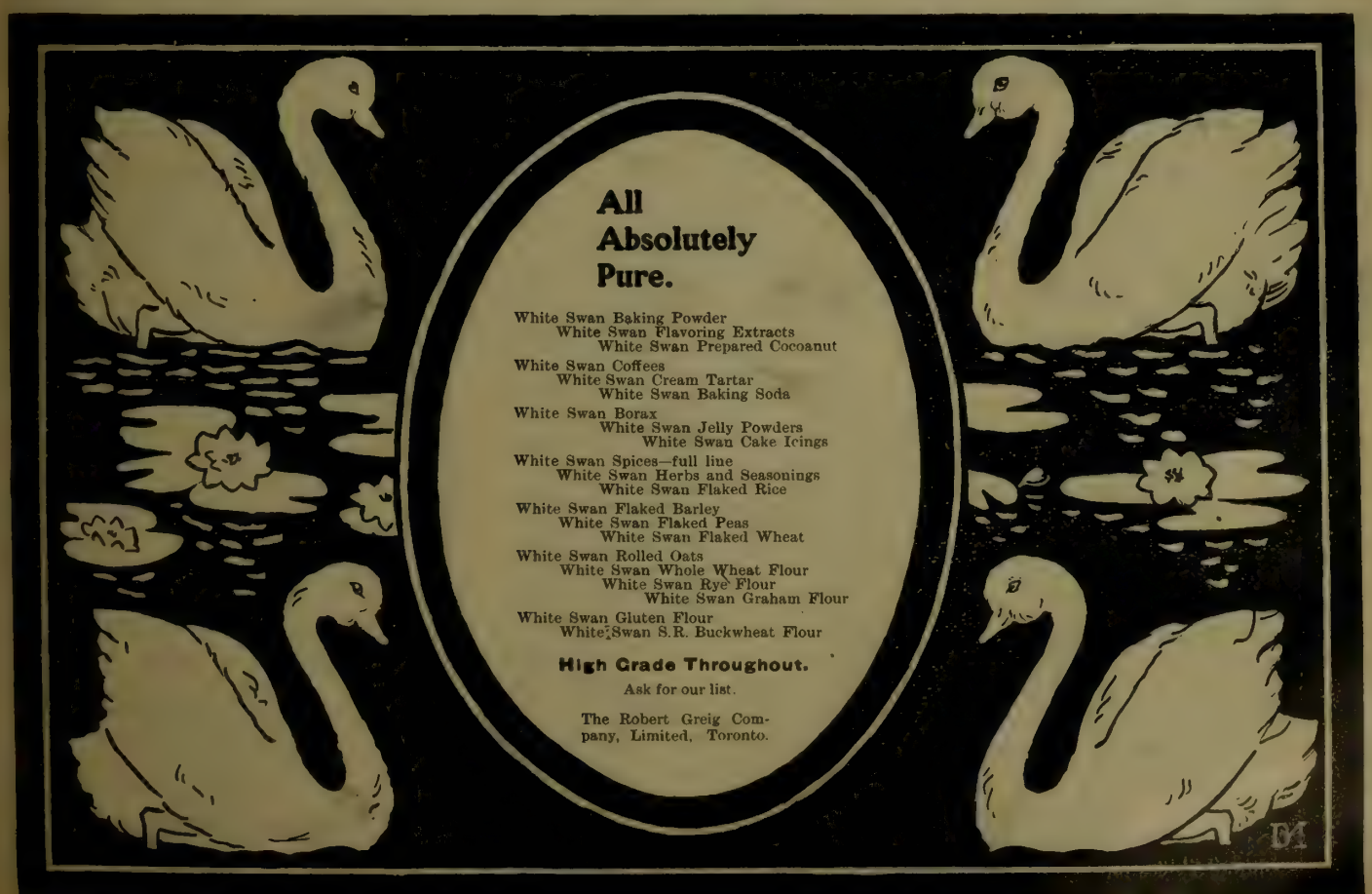
Maple Syrup.

We believe we are selling the nicest Maple Syrup in Canada.

THE CANADA BISCUIT CO., LIMITED

King St. West and Bathurst St. Cars pass our Works.

King and Bathurst Streets, TORONTO.


All Absolutely Pure.
White Swan Baking Powder
White Swan Flavoring Extracts
White Swan Prepared Cocoanut
White Swan Coffees
White Swan Cream Tartar
White Swan Baking Soda
White Swan Borax
White Swan Jelly Powders
White Swan Cake Icings
White Swan Spices—full line
White Swan Herbs and Seasonings
White Swan Flaked Rice
White Swan Flaked Barley
White Swan Flaked Peas
White Swan Flaked Wheat
White Swan Rolled Oats
White Swan Whole Wheat Flour
White Swan Rye Flour
White Swan Graham Flour
White Swan Gluten Flour
White Swan S.R. Buckwheat Flour
High Grade Throughout.
Ask for our list.
The Robert Greig Company, Limited, Toronto.

McWILLIAM
Mc. AND E.
EVERIST

Are you acquainted with our Orange Prices this week?

They're away down — Stock is Fancy—It will pay you to see our list, if in want—You can have it for the asking.

'Phone Main 645 - TORONTO

TO BRIGHTEN BUSINESS

ORANGES

California Navels, "Clown" Brand; Extra Fancy Stock; in carload lots or less; all sizes.

Write for quotations.

GRAPE FRUIT

Fancy Florida Stock; 64—80's.

Write for prices.

TANGERINES

Japanese Stock. [Special to clearthis week 60c. a bundle—2 boxes in a bundle.

LAYER RAISINS

Few special lines for quick clearing, at greatly reduced prices.

CLEMES BROS.
Toronto.

GREEN FRUITS

Canadian Apples Best.

THE Glasgow Herald of January 5th has an interesting article on the "Fruit Imports in 1903." In reference to apples the following statement is made: "The apple trade was unique, 1903 being a bumper year for this fruit. The total weight was 4,550,000 cwt., valued at £2,850,000. In ten years the imports have been nearly doubled, 1903 even surpassing 1896, which was the most prolific season of recent years. The imports in favor of 1903 against 1896 are 3,000,000 bushels. We got the largest parcels from the United States and Canada. These places send us more than 2,500,000 cwt. annually. Of course the Canadian apples are much superior to those of America."

The offhand way in which this latter statement is made speaks volumes for the quality of the Canadian apples now placed upon the British market. The careful surveillance of the Dominion fruit inspectors has evidently done much to prevent our export apple trade from being ruined by a few unscrupulous dealers. a consummation which seemed probable some three or four years ago.

Notes From the Fruit Division.

MR. W. A. MACKINNON, chief of the the Fruit Division, attended the annual meeting of the Nova Scotia Growers' Association at Bridgewater, Wednesday and Thursday of this week. He was accompanied by Senior Fruit Inspector A. McNeill, and had a conference with the Nova Scotia and Prince Edward Island Inspectors while at Bridgewater.

Mr. McNeill was one of the speakers at a special Farmers' Institute meeting at Orillia, in which district a good deal of interest is taken in apple growing. Mr. F. L. Dery, Quebec inspector, is also attending a number of institute meetings in that province which have been arranged by the Live Stock Commissioner.

Inspector Maxwell Smith, of British Columbia, gave a valuable address on the "Benefits of Fruit Inspection" at the annual meeting of the B. C. Fruit Growers' Association, held at New Westminster on January 7th and 8th. Along with a number of other representatives of the fruit growing industry of the province, Mr. Smith attended the annual meeting of the fruit growers of the Northwestern States at Portland, Oregon, January 11th.

Wants Fruit Exhibition.

Wolfville, N.S., has a movement on foot to secure the King's County Exhibition of fruit and vegetables next Autumn. A committee has been appointed to deal with the matter and the project has been endorsed by the Board of Trade.

Commends Our Fruit Inspection.

United States Consul Fleming, at Edinburg, writes to Washington as follows: The failure of the fruit crop in Great Britain has caused a great demand upon the United States and Canada for apples. Prices rule high, the importers' quotations to the trade ranging from $4.85 to $7.25 per barrel for the best grades and from $3 to $4.50 for ordinary grades. It must be said that Canadian exporters are year by year gaining a stronger position in the Scotch market. About half of the apples imported now are from the Dominion. The system of inspection at Canadian ports and at British ports, whereby the quality of the fruit is in a measure guaranteed, has proved useful to the shipper as well as to the buyer.

The Cranberry Harvest.

A canvass of the cranberry bogs of the town of Carver, Mass., shows that the crops of 1902 and 1903 were substantially the same, the totals for each year being a little over 40,000 barrels. One hundred and forty-four bags were returned with an acreage of 1,329. Considering the great increase in acreage during the last two years the two crops can be considered as only about one-half the normal gathering.

Nova Scotia Fruit Growers.

The Nova Scotia Fruit Growers' Association will hold its annual meeting in Bridgewater, on January 27 and 28. There will probably be 200 members present and the display of apples promises to be a splendid one.

Among the Fruit Men.

HUSBAND BROS. & CO.

HUSBAND BROS. & COMPANY, wholesale fruit and commission merchants, Toronto, have been successfully established since 1891. When the firm started it was confined to G. & C. Husband and H. M. Mulholland. Three years ago G. Husband died, and C. Husband, owing to ill-health sold out his firm interest to J. W. Sanderson, who, with Mr. Mulholland, are carrying on a fruit and commission business at the present time under the old firm name. Mr. Sanderson had the advantage of eight years' previous experience in the retail trade and has proved an invaluable acquisition to the firm. In conversation with a representative of "The Canadian Grocer" Mr. Sanderson stated that business has improved steadily, having more than doubled itself in the last few years. Eight years ago this increasing patronage compelled the firm to vacate their premises at 71 Colborne street for the more commodious quarters at 82 Colborne street, which they now occupy. They handle foreign and domestic fruits and have a large commission business, of which the department in domestic fruits is the most important. Their commission business extends west to Winnipeg, north to the bounds of civilization in New Ontario and east to Kingston. "The evolution of the fruit trade since we have been actively interested, has been considerable to say the least," remarked Mr. Sanderson. "At the present time the bulk of the imported fruit we are handling is California and Mexican grown. It is cheaper, better quality, and has all but driven Valencia oranges and French and Austrian dried fruit out of the market. Raisins and Malaga grapes still come from the Mediterranean, but the time is not far distant when Southern Californias will have successfully mastered the art of growing even these, so perfectly is their climate adapted for growing all kinds of semi-tropical fruit. Almonds now come from California and are at least equal in quality to the foreign grown nut, the only difference being in the soft shell of the American almond. Since the beginning of the new year Husband Bros. & Co. have received a sample of peanuts from a firm in Japan who are desirous of cultivating a Canadian trade.

Red Bananas Again.

Among the novelties of the season are the red bananas which are being introduced to the Canadian trade. They are finer in appearance and superior in quality to the ordinary banana, but not so prolific. For the latter reason the attempt to import them some years ago was unsuccessful.

The Versatile Banana.

The cultivation of bananas in Jamaica and the West Indias proves a very profitable business. The leaves are used for packing, a wax found on the under side of the leaves is very valuable, hemp is made from the stems and is used for making mats and handkerchiefs of finest quality. The banana is sometimes ground into flour.

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FROZEN SEA HERRINGS, BLOATERS, SMELTS, HADDIE, and all lines of SALT and PICKLED FISH.

OYSTERS — "Long Island natives are trade winners. You can depend on us every day for them—and at the same price, $1.60 per Imperial gallon."

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Fresh Sea Herring, in barrels and casks.

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FLOUR AND CEREAL FOODS

Oriental Market for Flour.

SINCE the Osaka exhibition much attention has been directed to the Orient as a possible market for Canadian and American flour. In view of this a report of U. S. Consul Miller on wheat growing and milling in Manchuria is of very particular interest suggesting as it does that the production of such wheat and flour in Asia is likely to increase fully as rapidly as the demand.

In my previous reports, writes Mr. Miller, I suggested that this country offered a better field for the sale of flouring mill and agricultural machinery than for our flour, and my recent investigations confirm beyond all question my previous views.

The situation here seems to be continually misunderstood, especially by the Pacific coast press, and they refer to the impossibility of Russian competition with our Asiatic flour trade by bringing flour from Odessa, and insist that Russian expansion on the Pacific means an increased demand for our flour in Manchuria. I hope this is true, but a careful examination of every feature of the conditions leads me to believe that within a year our flour trade in Siberia and Manchuria will be at an end, and within three years flour from Siberia and Manchuria will be pressing hard upon our flour trade in other parts of China.

The saving feature of the situation, however, and one that baffles all predictions concerning the Chinese market for flour, is the increased consumption by the natives.

Foreign flour is being used now wherever the Chinese can afford to pay for it, and, as their wages rise to a plane high enough for the common cooly to buy food made from foreign flour, he becomes a permanent consumer. This expansion in the market is bound to go on for a long time to come and may develop at such a rate as to provide a market for this increased northern Asiatic production as well as our own on the Pacific coast.

Wherever a railroad is built or cheap transportation is provided into the interior the first foreign article carried in is flour. Millions of the Chinese are fed at the street restaurants and foreign flour is easily prepared into the various kinds of food suitable to the Chinese appetite. The question of its consumption is merely the problem of the ability to purchase. At each successive trip into the interior I am astonished at the expansion of the flour market.

CONSUMPTION OF LOW GRADE OF FLOUR

There is one important feature of this report to which I desire especially to call the attention of our flour exporters, and that is the various grades of flour being produced by the Manchurian mills. It is a subject of common observation that the Chinese use in great quantities very cheap things—of a low grade—and this pertains to their food as much as to anything else. They consume a vast amount of very cheap, coarse, and inferior stuff, such as our people would feed to animals or waste. To provide for all these classes the Manchurian mills make these various grades of flour. The merchant buying the flour can not be deceived as regards these grades, and it would be folly to attempt to impose an inferior article as a high-class; but the market will take a vast amount of inferior or low-grade flour at a low price.

Mills here making four grades find that their greatest demand is for third and fourth grade flour.

On account of the large and growing trade of American flour in the Orient I have given this matter much thought and careful study. When this flour begins to reach the sea in quantities it will be met there by largely subsidized steamship lines prepared to carry it to other ports in China at very low rates.

The great advantage, however, lies in the productiveness of the country, the industrious and cheap labor prepared to produce it, and its nearness to market.

HOW THE PEOPLE LIVE.

The lives of these people are very primitive. The men, women, and children labor in the fields and maintain a cheap, lowly life, living in mud houses and sleeping on mud beds. The entire household furniture and outfit is no greater than could be carried on a single wheelbarrow.

These people are well satisfied to earn from 20 to 30 Mexican cents a day per man, and for women and children much less. Their tools and methods are the simplest and crudest, but they have mental powers sufficient to enable them to learn to handle machinery and better tools with success.

POSSIBILITIES OF PRODUCTION.

Just what the possibilities are in lowering the cost of production by improved seed and better implements I am not prepared to say; but it will at least increase the production and give the people a much improved standard of living at the present price of grain.

Thousands upon thousands of ponies, mules, and carts have been heretofore engaged in hauling the produce hundreds of miles to market, and now that the railroad can do that work these carts can be engaged in carrying the crops to the railway and extending the fields of production into districts heretofore used for grazing only.

During the Spring, Summer and Autumn these animals are used in planting, cultivating, and harvesting the crops; but in Winter they would be idle were they not employed in freighting on the roads. During the Winter months the roads are frozen hard and smooth and carting is good. Carts can be hired to haul produce at the rate of $1.50 Mexican (about 60 cents United States) per ton for 16 miles. This very cheap cart transportation is an important factor in extending the area of wheat production to a great distance from the railway line.

This, with the possibilities of cheap railway transportation, cheap labor, and

Perhaps you are loaded up with fad foods ? Certainly in their day they brought out an endless number of kinds. Seemed as if their object was to fill your shelves with dead stock.

You'll save money by throwing the most of them into the dust-bin, as you are paying rent for the space they occupy.

Supply your customers with Tillson's pan-dried Oats—a food, not a fad. That is what they want and it is what they will have.

Tillson's Pan-dried Oats

a productive country, seems to combine all the essential elements for strong and effective competition for American flour in the Chinese markets.

Mr. Atkinson's Dream.

Edward Atkinson, United States statistician, publishes an article in which he hints at the withdrawal of the bonding privilege to Canada to regain the United States wheat supremacy. He admits that Canada has wheat growing territory sufficient if under cultivation to supply the United Kingdom with sufficient for its consumption, but says that the United States has an immense tract of wheat land not under cultivation which could be utilized by immigrants from Southern Europe. This territory is in Texas, Oklahoma, Indian Territory, Arkansas and Louisiana.

Ontario Farmers Holding Wheat.

The most immediate effect of the boom in wheat in Chicago, which has been partly based on the war scare, upon the Ontario farmer has been the usual one of inducing him to hold his wheat for the reason that as long as the Chicago speculators talks dollar wheat the farm-

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THE G. CARTER, SON & CO., Limited,
ST. MARYS, ONTARIO.

er who is not pushed for money feels that he might as well hold his wheat on the chance of higher prices. That is the immediate effect of the boom upon the Ontario grain market, where deliveries from farmers have been light for some time. Of course, the roughness of the weather and consequent impeding of the roads with drifts and deep snow, has been a contributory factor.

J. J. Hill Indulges in Prophesy.

JAMES J HILL in an address before several hundred representative farmers of the Northwest attending the Agricultural Society's convention at Minneapolis recently, gave a graphic description of the conditions which will confront the people of the Northwest in a few years if Mr. Chamberlain's protective policy is adopted by England and the fight against the railroad interests of the state are carried on. Mr. Hill believes that the ultimate result of England's policy will force the Northwest to find new markets for its greatest product, that is, wheat. This will mean that the wheat products must be shipped to the Orient, which is already a heavy consumer. If the railroads are not allowed to make low rates, because they have it in their power to do so, Mr. Hill argues that in three years these policies combined will cost the Northwest millions of dollars. He further believes that within ten years Manitoba can be supplying Great Britain with all the wheat she can use, which will in itself necessitate the location of new markets. Mr. Hill told of the investigation of possibilities in the Orient made by the agent of his road, how this business was worked up and how now the largest single orders ever received by Minneapolis millers from any one place come from the Orient. Here are some crisp exerpts from President Hill's address:

There was a time when our popular campaign song was "Uncle Sam is rich enough to give us a farm." To-day he has not any farms to give us that we can cultivate. All of the agricultural land that can be cultivated without irrigation is gone, and the people are selling their homes in the United States and moving into northwestern Canada, west of Winnipeg, where they can buy land at from $6 to $10 an acre. More people have gone there than many of our men would like to acknowledge. Mr. Chamberlain took a leaf out of our political economy and started out on a political campaign in Great Britain in favor of a preferential tariff, in favor of a tariff under which Great Britain would admit the agricultural products of her colonies free, and the colonies in return would give her free access to their markets and tax everybody else; Great Britain, on the other hand, agreeing to put a tariff or a tax on the imports of every other nation. The agricultural industries of this country are enormous. Last year the figures, as I remember them, furnished by the agricultural department of the general government gave three thousand million dollars as the value of the products of the farms of this country. Great Britain and her colonies buy from us above 70 per cent. of all our exports. Suppose they put a tariff of 12 cents a bushel on our wheat. Remember that the surplus wheat we export fixes the price of the entire crop, that which we sell among ourselves and that which we sell to go abroad. The surplus grain always fixes the market price. If your wheat is taxed 10 cents a bushel on 180,000,000 bushels in your three northwestern states,it would amount to $18,000,000. That you have got to pay. These conditions are not far from you. Every day you see in the newspapers that Mr. Chamberlain is winning his way. He has made more progress in the first year than he expected to in the first three years when he took it up a year ago, and it is only a question of time when you have got to pay this tax if you send your wheat to Great Britain.

You may say "Oh, well, they have got to buy their bread from us, or their people will starve." I will call your attention to the fact that 20 years ago the Province of Manitoba did not export a bushel of wheat. Of the last crop it exported 35,000,000 bushels. At the rate your American farmers are going into that country, in ten years they will raise all the wheat that Great Britain needs. That you will pay the tax or you will hold your wheat, or you will find a new market. You may then apppreciate the value of the Oriental market. Possibly its inception was in the mind of "an Oriental dreamer," but it makes no difference about the dream as long as the dream comes true. When that time comes I want you to bear in mind that an old man called your attention to it before.

Southern States Grain.

REVIEWING the increase in grain production in the South in 1903, the Manufacturers' Record says: "The world's attention has been so largely centered upon cotton by reason of the high prices now prevailing, that the advance in grain production in the South has attracted less notice than it would otherwise have received. The yield of corn in the fourteen Southern States last year was 640,000,000 bushels, against 502,000,000 bushels in 1902, a gain of 138,000,000 bushels; in wheat there was an increase from 48,000,000 bushels in 1902 to 68,000,000 bushels in 1903, and in oats a gain from 56,000,000 bushels to 64,000,000 bushels. The total increase in the grain crop of the South was 166,000,000 bushels, the yield for 1903 having been 773,000,000 bushels, against 607,000,000 bushels in 1902. The total value of the corn, wheat, oats, Irish potatoes, rye, and hay crops (the only ones on which the Agricultural Department has yet made its full reports) for 1903 was $506,887,000, against $402,700,000 in 1902, an increase in these crops of $104,000,000.

Firm Reorganized.

Mr. Arthur Atkinson, the well-known grain man of Winnipeg, has reorganized under the name of A. Atkinson & Co. The firm is composed of Arthur Atkinson, who will be the manager; his brother, of Deloraine, Mr. W. B. Atkinson, a gentleman of abundant means, and Mr. Thos. Coulter, who is the assistant manager. The firm, in addition to carrying on a general business, controls patents of the Atkinson portable steel grain tanks, and the Atkinson portable grain elevators.

Cereal Notes.

The Kingsville Roller Mills have changed hands. R. Wright & Co. are the new proprietors.

The Ogilvie Milling Co. are shipping 20,000 bags of flour to South Africa through the port of St. John.

The farmers of St. Louis and Kouchibouguac, N.B., are organizing a company to build a grist mill at Kouchibouguac. The Government has expressed a willingness to grant the bonus usually allowed in such cases, and the site and water privilege has been donated by Mr. Cliff Atkinson.

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Chinese Starch and

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Fresh and Cured Fish

Lobsters by the Hundred Million.

NEWFOUNDLAND is the greatest breeding place for lobsters in the whole world, says a St. Johns, Nfld., letter, and of the $10,000,000 spent each year for the crustacean. Newfoundland receives nearly $1,000,000. If paid, however, according to the prices given for fresh lobsters, she would receive half the total, but her isolation forbids the profitable export of live lobsters and her whole product is tinned, being shipped in that form and remaining fit for food indefinitely. Fresh lobsters at five cents apiece are common in Newfoundland during the Summer, when the catch is so enormous that the fisherfolk have to sell the specimens at a slaughter price for local consumption. In addition, some three million pounds of lobsters are exported every year.

Allowing that every lobster yields four ounces of "meat," this represents a kill of twelve million of them annually, but fully fifty per cent. must be added to this for meatless, diseased and immature ones which the traps contain, and which are thrown outside the canneries to perish.

If Newfoundland had the facilities for exporting the crustaceans alive or frozen, she would cheapen the price one-half, and instead of paying at the rate of 20 cents a pound for them, as now, epicures would obtain them for about 10 cents and they would become as familiar in the third-class restaurants as the delectable herring in the poor man's home.

The explanation of Newfoundland's phenomenal catch of lobsters is that profiting by the depletion of the crustaceans in the United States and Canada, she took steps some years ago to prevent similar conditions, both by a close time and by the artificial propagation of the species.

The colony now leads the world in this process. From 300,000,000 to 400,000,000 of them are annually hatched and planted in the coastal waters, and the effect this has in maintaining the quantity and quality of the catch is a tribute to the success of the scheme, which ought not to be overlooked by those who cavil at fish culture. Another proof of the substantial benefit resulting is that whereas the tinned lobsters brought nearly $8 a case of 48 one-pound cans, five years ago, they now fetch $14, so great is the demand and inadequate the supply.

There are few more interesting studies in biology than that of the artificial propagation of lobsters. It takes five years to raise one pound of the "meat," because not more than two or three lobsters come to maturity out of ten thousand eggs produced. The adult female lobster breeds every two years, and it takes six for the progeny to attain maturity. The embryo are contained in fibrils beneath the tail, and are carried from nine to eleven months, according to the temperature of the water. The colder it is the greater the retardation of their development.

The females in this state are termed "berried," as the eggs, which are glued to the outside of the body, are like berries in appearance. For purposes of propagation there is a man attached to every cannery especially trained by the Fishery Department, whose business it is to strip the berried lobsters of these life-germs, which would otherwise be thrown into the boilers with the mothers and destroyed by the heat. Indeed, they are now transferred to floating incubators, provided by the Colonial Hatchery at Dildo, and are hatched therein, having precisely the same chance of survival as if hatched in the usual way, and helping to people the waters with millions of young fry, so that the destruction of the species caused by man and the many enemies the crustacean has may be compensated for.

These expedients of floating incubators are necessary on a coast line of four hundred miles, such as Newfoundland possesses, where it would be impossible to collect all the ova and hatch it at a central station, so 30 sub-stations are maintained. But there is a chief hatchery also, where the most approved scientific methods are applied, with amazing results, although the lobster is not primarily adapted to the ordinary methods of artificial reproduction, the chief obstacle being the difficulty of finding suitable food for the young, this being as yet an unsolved problem.

Pisiculturists talk lightly of millions of eggs, and no wonder! A ten-inch lobster will yield 12,000 and an 18-inch about 90,000. The eggs, as stripped from the mother fish, are deposited in glass jars, so arranged that a constant current of pure sea water is forced through and they sink to the bottom, where the incoming stream keeps them constantly agitated, thus assisting the incubation.

In due time the larvae hatch out and the shell of the egg, so to speak, sinks again, but the young fry, relieved of this armor, floats to the top and is carried out through the discharge pipes into other jars, the outlets from which are covered with screens so that the baby lobsters may be retained and fed until they are big enough to be removed to different parts of the coast and released to make out their future existence in the element for which nature intended them.

They are hatched naturally or artificially, during May, June and July, and as they try to swim about they are devoured by all sorts of fishes in great numbers. This "infant mortality" is tremendous, for they are virtually defenceless, and it is calculated that no more than one per cent. of those naturally hatched attain maturity.

The young lobsters at first are only one-third of an inch long and can hardly be recognized, though swimming at the surface then, lacking the specific gravity to keep below. But as they grow to two or three inches they become more like lobsters, and as their shell forms and hardens they acquire the weight to sink to the bottom to their natural habitat among the rocks.

In the United States, if present prognostications continue, there will be no native lobsters to preserve by any means. In Massachusetts the catch per "trap" has declined from 84 in 1892 to 33 in 1902. The lobster fishery on the New England seacoast has declined to such an extent that seven-eights of the men engaged in it have turned to new lines of work. The problem of remedying this disastrous condition of affairs is exciting the earnest concern of fishery boards of the New England States.

Fraser River Hatchery.

The proposition of the United States for a joint fish hatchery on the Fraser River is not meeting with much cordiality at Ottawa. A prominent official declares that Canada is able to do all that is necessary for the propagation

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Ask your wholesale grocer for it. Put up in 24 3-lb. cartoons in a case, and in 50-lb. box.

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nor can you hear if you plug up your ears.

That THE CANADIAN GROCER is a most valuable advertising medium for those who seek the trade of the grocers and general storekeepers of Canada is as plain as day—yet some folks can't see it.

Like the man who was looking all over the house for his glasses when they were on his forehead, there be some who are looking for more business among grocers yet can't see that the easiest and cheapest way to get it is through advertising in THE GROCER.

And as long as they won't listen to nor see the reasonableness of our arguments in favor of their advertising in THE GROCER, just so long are they going to be denied the business that GROCER subscribers are continually sending to GROCER advertisers.

See ?

The Canadian Grocer

232 McGill St., MONTREAL. 10 Front St. E., TORONTO.

of fish and care of her fisheries without taking the United States into partnership. If the American canners have suffered during the past season, he says, it is due to the destructive methods adopted by the companies owning canning establishments on Puget Sound, particularly with regard to the substitution of trap nets for the customary boat fishing. The fish, as it were, last season almost intuitively avoided the traps and kept more in Canadian waters, so that while it is true the British Columbia canning returns were not so favorable last year as in previous years, they were relatively much better than the results obtained by the United States canneries.

Depleting Northwest Waters.

Complaints have reached Ottawa that fishing companies, many of them controlled by American capital, are cleaning out the rivers and lakes of the Northwest Territories so that the waters adjacent to them, which with care would have furnished them for years with all the fish they desired, have already been depleted long before settlement reached their limits. The Fisheries authorities accordingly have decided to investigate these reports and ascertain the facts If it is proven that the fishing companies have neglected ordinary precautions to preserve the fish supply the Government will no doubt take steps to see that the departmental regulations are not set at defiance in the future. Some of the waters in the settled parts of the Territories have already been depleted of fish life to such an extent that the companies are operating in remote parts far beyond the outposts of civilization. It is represented to the authorities at Ottawa that whatever is found in the waterways of the Territories should be left for settlers.

To Locate at Canso.

Mr. Cowie, the Scotch fishery expert, who was recently brought out to instruct our fishermen in the most approved methods of putting up fish, has decided to locate his experimental station at Canso for herring curing, and has gone to Scotland for steamer, nets and men to carry on the work. He expects to bring enough fishermen, gutters and packers to instruct local fishermen how to catch and cure herring in the approved Scotch fashion. If the experiment proves a success stations will be established at other points on the coast. The Western States and Canadian Northwest now import some 200,000 barrels of herring from Europe, and it is this trade that it is expected to supply from Nova Scotia.

To Protect Game Fish.

The Governments of Ontario and the Dominion have come to an understanding in regard to the regulations to be enforced for the protection of fish in Ontario. After the judgment of the Privy Council in 1898 the province adopted certain regulations which, however, were pronounced ultra vires. Since that time the authority of the province on fishery matters has not been well defined and resulted either in the overlapping of legal enactments or inaction on the part of both Governments with the result that the fisheries, especially as concerns black bass, maskinonge, trout and other varieties valued for food and for purposes of sport, have suffered severely.

Fish Notes.

The Sea Coast Canning Co., an American concern, are thinking of establishing a sardine industry at Le Lang, Charlotte Co., N.B.

The fisheries of Great Slave Lake are valuable, the most abundant being whitefish, lake trout and pike. The trout grow to a large size and often reach a weight of 50 pounds.

United States Secretary of State Hay will ask the Canadian Government to join in a conference looking to the establishment of an international fish hatchery on the Fraser River in British Columbia for the propagation of salmon.

THE POTATO SHORTAGE.

THE uncertainty of the potato market in Ontario at the present time may be partially accounted for by the prolonged season of cold weather, which has seriously interfered with shipments of potatoes from the Maritime Provinces—usually a regular feature of the Ontario market. Not only is the supply from this source uncqual to the demand owing to the reason just mentioned, but the difficulties of transportation over great distances in extreme weather are such that carlots of potatoes shipped in prime condition are more than likely to arrive at their destination in damaged condition. The result which concerns Ontario buyers is that New Brunswick shippers are chary of shipping stock even in small quantities at such a season.

It may interest the trade and the general public to know that the supply of New Brunswick potatoes, which in ordinary seasons is practically unlimited, is finding a new market in Cuba and the West Indies. One dealer down east recently shipped 3,000 barrels to the West Indies, and even larger shipments are becoming more and more frequent from Halifax direct. Shippers who are interested say the prospects for developing a large West Indian trade are very bright, and that there is practically an unlimited market with little or no opposition.

It is a curious fact that the demand in most of the West Indies is for white stock exclusively, while Cuba wants red stock. Nothing but local prejudice accounts also for a similar peculiarity of the Ontario market, which wants only white stock, and of the Quebec market, where red stock has the preference.

Now that New Brunswickers have begun to cater for a new market they are not using from their warehouse stock to supply local and Ontario demands. As a matter of fact warehouse after warehouse, having 30,000 bags capacity and upwards, are filled to overflowing with potatoes awaiting the opening of the season's trade with the West Indies. Local and Ontario men at best get what comes to these shippers in job lots, and when the weather forbids, Ontario receives no shipments at all, or, at best, intermittent ones, and at the same time runs the risk of getting damaged stock.

QUESTION IS UNANSWERED.

A certain Montreal grocer has for some days been hunting for the owner of a voice that claimed his attention at the telephone one busy morning. When he finds the man the meeting will furnish material for an interesting item, and the following dialogue explains why :

The Voice—Hello, there, is that you, Charles ?

Grocer—Yes.

The Voice—Well, how are you ?

Grocer—First rate.

The Voice—You're looking well.

Grocer—I'm feeling better than I look.

The Voice—That's good ; glad to hear it. Have you got any salt fish ?

Grocer—Yes.

The Voice—Is it fresh ?

Grocer—Yes, came in this morning.

The Voice—Cod or pollock ?

Grocer—Got both. Which do you want ?

The Voice—Well, I don't know ; is the pollock good and dry ?

Grocer—Yes.

The Voice—Well, why don't you give it a drink, then ?

At this point the grocer brought the colloquy to a sudden termination with a remark that would be out of place in polite society and therefore unfit for publication.

THESE ARE THE VARIETIES

15 OF THEM.

Packed 1 doz. very attractive glass jars in a case.

Goodwillie's Fruits.

Strawberry
Red Raspberry
" " (Preserved)
" Currants
Black "
Red Cherries
White "
Black "
Green Gages
" " (Preserved)
Lombard Plums
Blue Plums
Peaches, Yellow
" Preserved
Pears, Bartlett

ROSE & LAFLAMME, Agents,
MONTREAL.

BATGER'S

"NELSON'S SEA DOGS"
ATE "SALT HORSE and HARD TACK."

ONLY
THE WELL-TO-DO HAD
BATGER'S MARMALADES.

NOW-A-DAYS
EVERYBODY CAN HAVE THESE
DELICIOUS TABLE REQUISITES.

BATGER'S——
THE MARMALADES
OF QUALITY AND REFINEMENT.

HOW IS YOUR STOCK?

Agents:
ROSE & LAFLAMME,
MONTREAL.

"KKOVAH" REGD
SUPERIOR TO ALL
Jellies
FLAVORED WITH RIPE FRUIT JUICES ONLY.

"KKOVAH"
Jellies (all flavors)

"KKOVAH"
Custard Powders

"KKOVAH"
Blanc Mange Powders
Etc., Etc.

"NEVER-DRIP-A-DROP" Tea Strainer—The most ingenious strainer ever invented. Keeps all tea leaves or coffee grounds out of the cup. Positively never drips-a-drop. Fits any tea pot. **We are agents for the grocery trade.**

THE GREIG MANUFACTURING CO.
MONTREAL. LIMITED

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR RETAIL MERCHANTS.

The Smokers' Corner.

A CONSIDERABLE number of the grocery trade found it was a profitable thing to give some extra attention to their tobacco department for the holiday season. Jobbing houses report as a consequence a very active demand for pipes, cigars, and other smokers' supplies.

Now that the holiday season is over there is a tendency to pay less attention to this department. This is a mistake. The customer who bought a few good cigars or found an attractive line of pipes to choose from around the fag end of December is predisposed to drop in again from time to time to replenish his cigar case. You have made a certain number of friends among the almost universal class of smokers. That is part of your capital. You cannot afford to allow this good will to be dissipated by indifference.

Keep your cigar and tobacco department up to the mark.

The size of your stock will depend altogether upon your situation and the trade you are in a position to secure. But, however small, if kept neatly in an attractive little show case, where the goods may be well displayed without becoming dried up, you will continue to attract lovers of the fragrant weed, and you will find a very acceptable revenue from a department which involves the investment of but a small amount of capital, which takes up little room, and which requires practically no extra help.

Do not allow your stock to become depleted or your department to become neglected in appearance. A little attention will prove gratifyingly profitable.

The W. H. Steele Co.

THAT The W. H. Steele Co., importers and wholesale tobacconists, Toronto, are feeling the effects of the good times prevailing throughout Canada at the present time, was quite evident to a representative of "The Canadian Grocer," who recently had the pleasure of being shown through the firm's spacious warehouse and offices at 40 Scott street, by the president, Mr. Steele.

The W. H. Steele Co. started in 1895 at 54 Yonge street, Toronto. In two years and a half they had outgrown these modest quarters and were compelled to move to 116 Bay street. Two years ago the increasing demands of business necessitated another move to the present building at 40 Scott street, which is said to be one of the largest wholesale tobacco warehouses in Canada.

They carry in stock a very large and complete assortment of imported and domestic cigars, tobaccos, cigarettes, snuffs, canes and pipes of all descriptions, including meerschaums, English and French briars. Their pipe and cigar trade constitutes the bulk of the firm's business, which extends to every article coming under the head of smokers' accessories. The following statistics are interesting in so far as they give one an idea of the magnitude of the Steele company's business. They handle no less than 285 brands and sizes of cigars, 30 brands of cigarettes, 30 brands of package tobaccos, 54 brands of tobaccos in tins, and 45 brands of plug tobaccos. The recent development of the cigar trade has been enormous, and The W. H. Steele Co. claim that their share has increased easily 300 per cent., in which their own registered brands "Special S. & H." and "W. H. S. & Co." take a large place. The growth of the pipe trade during the last few years has been equally phenomenal.

When questioned as to the present requirements of the trade, Mr. Steele said the greatest call was for bent pipes and high-class briars. Both in cigars and pipes the trade is inclining to a better class of goods. In cigars straight imported goods were giving way to clear Havanas.

Perhaps the most interesting thing in connection with The W. H. Steele Co.'s

Old Chum

CUT PLUG
SMOKING
TOBACCO

satisfies the most exacting customers.

Sold By All Leading Wholesale Houses.

CURRENCY

Plug Chewing Tobacco

is a

Quick Seller.

Handled by all Leading Wholesale Houses.

We make you a fair and square proposal.

WE WILL SEND

CARRIAGE PREPAID, ON TRIAL

One Thousand Cigars

100—Pharaohs, 10 centers
100—Pebbles, 5 centers
800—Assorted 5 and 10 centers
1,000

or we shall assort the thousand in any other way you propose. We shall at the end of three months take back all unsold cigars and return you what you paid for them. This is our fair and square proposal. Our word is good, so are the cigars we make.

J. BRUCE PAYNE, LIMITED. **Mfrs.**
GRANBY, QUE.

T.&B. 10-cent size?

I Smoke nothing else. Have known it for years. Happy ? I should say so.

The Grocers of Canada who sell T. & B. (10-cent. size) know all about it. It is the odd man here and there who doesn't sell T. & B. that we need to educate.

GEO. E. TUCKETT & SON CO., Limited
HAMILTON, CANADA.

DO IT.

Send us a request for early advice of the Pipe Bargains we shall have ready to offer in a few days—when the clean-up after stock-taking follows. The best things—if there are any best—go to the first applicants.

W. B. Reid & Co.
Wholesale Tobacconists
58 YONGE ST., TORONTO

All sensible grocers sell

QUEEN'S NAVY

CHEWING TOBACCO.

Satisfaction to your customer and profit for the grocer.

The Erie Tobacco Company
WINDSOR, ONTARIO.

HORROCKS'

RONTO

5c. CIGAR

Positively the best for the money. Don't argue. Try it. Manufactured by

T. J. Horrocks,
Wholesale Tobacconist
Wellington St. East, TORONTO

The Chamberlain Cigar

The **best value** in Canada! Sold the **world** over! It will help your **trade tremendously!** Order a sample lot to-day!

SAVE THE BANDS AND RETURN THEM TO

J. M. FORTIER, Limited,
MONTREAL.

MANUFACTURERS OF
Cigarettes and Cut Tobaccos

Stop a Moment

and think. If Mc-Smoking and Chew-equal to any others sold sales of them continue doing? Contemplate of no better argument urging it to push Mc-Alpin's Tobaccos, both ing, were not, at least, in Canada, would the to grow as they are our growth. We know to the grocery trade in Alpin's Tobaccos.

McAlpin Consumers Tobacco Co., Limited
TORONTO.

SMOKING
IONKA,
SOLID COMFORT,
PINCHIN S
HAND-MADE.

CHEWING
BRITISH NAVY,
KING'S NAVY,
BEAVER,
APRICOT.

business is the fact that all city and country travellers and representatives of the firm, of which there is a large and increasing number, are also shareholders.

To Exhibit Canadian Tobacco.

MR. W. K. COWAN, M.P. for South Essex, was in Ottawa, where he succeeded in inducing the Canadian exhibition officials to consent to include a display of Canadian tobacco from Essex and Kent counties in the exhibit at St. Louis. The object of this is to further demonstrate to visitors to the exhibition the resources of Canada, and what we can produce in this country. Essex and Kent counties raise what is called the Burley leaf, a kind similar to that grown in Kentucky. The agents of foreign manufacturers assure Canadians who do not live in the tobacco belt that the Canadian tobacco is a second grade article. The advantage of having a tobacco exhibit of St. Louis is that Canadian visitors will see raw leaf tobacco from this country along side tobacco from Kentucky, and will be convinced that the former is quite equal to 90 per cent. of the fragrant weed which is sold in the United States.

When Tobacco Was Tabooed.

Writing in "Cigarette Papers" in The people, Joseph Hatton says it is strange that America, which owes so much to the cultivation of tobacco, should have been the most severe persecutor of the smoker. The magistrates in the early days of New England regarded the use of tobacco as more sinful and degrading than drinking ardent spirits to excess. It was only permitted to be planted in small quantities "for mere necessity" as a medicine, and to be taken privately by old men. The Yankee's New England ancestors were not permitted to use it, or buy it in a tavern. No man was allowed to take tobacco publicly, nor even in his own house before strangers. Two men might not smoke together. On a Sabbath day it was forbidden to smoke within two miles of a meeting house. In some townships a medical certificate had to be procured before a man might smoke at all.

An Absurd Joke!

"A thing which strikes me as absurd," says a well-known tobacconist, "is the stories told and printed of women who present their husbands with unsmokable cigars and inferior tobacco. In my long experience I have found that the women are better buyers even of tobaccos than the men. When a woman enters my store and announces that she wishes to buy hubby a birthday or Christmas present, I save time by handing out the best I've got. Most of the fair sex know just what brand of goods they want before they call, and no amount of eloquence can sell them anything else."

Medicinal Use of Tobacco.

A good deal of the world's tobacco crop is neither smoked, snuffed nor chewed. At one time tobacco was largely prescribed in medicine, and even to-day considerable quantities are so made use of. As an external remedy for wounds and bruises and sprains, a wet tobacco poultice is commonly used in all countries where tobacco is grown. On sore throats and erysipelas, sciatica and swellings of various kinds, tobacco, externally applied, has a wonderfully good effect. Moist tobacco is one of the best cures imaginable for the bite of a poisonous insect. Being so good as it is, tobacco is sometimes applied by soldiers to raw wounds. It is said that no case of lockjaw or mortification has ever occurred where this precaution has been taken.

London's Women Smokers.

THOUGH in the streets one does not see much evidence of the fact, there is no doubt that the working women of London are beginning to smoke. Whether or not it is the result of example set by the aristocracy, is a question. But it is a fact that the smoking-room is at the present time a feature of all the ladies' clubs, and so far now from its being a secret sanctum into which the merely introduced guest could not be taken, one finds that ladies who have acted as hostesses to little parties of friends, which may include men, take their visitors to the smoking-room after lunch or dinner, and there offer them their own cigarettes. And they are fastidious as to the brands of cigarettes that they buy, too. There are shops not far from Bond street which specially cater to their lady customers, who pay very high prices for their finely flavored, delicate and fragrant Turkish or Egyptian tobaccos.

He Made a Sale.

A CIGAR salesman of Minneapolis was recently on a flying trip to Hudson, just over the Minnesota line in the neighboring state of Wisconsin, says The Cigar and Tobacco Journal, and naturally found it convenient to put up at the town's leading hostelry. Upon paying his bill, he incidentally remarked to the landlord that he sold cigars, and suggested that he had a brand which he would like to place on sale in the hotel cigar stand. The landlord thereupon took the salesman to a small vault, where he showed him a stock of several hundred cigars of various brands. "There," he said, "is my stock. Each brand represents a blamed good fellow who stops with me. Not all of the patrons of the house who sell cigars get on the list by a jug full. But you appear to be the right sort, and you may send me a thousand. You couldn't sell me 50 more than a thousand if you talked all day. And you couldn't give me 50 if I didn't like you. If the cigars are all right, I'll buy more. If they aren't all right, you'll never sell me another lot."

And in recounting the story, the salesman remarked: "There's a fellow you can tie to."

Tobacco Notes.

Canadian tobacco has made its appearance in Melbourne, Australia.

B. G. Westcott has taken out a license to manufacture cigars out of home-grown tobacco at Leamington.

Annual Clearing Sale

JANUARY and FEBRUARY

Cigars AND Pipes

We are clearing out odd lines regardless of cost.

W. H. STEELE CO., LIMITED

Wholesale Tobacconists,

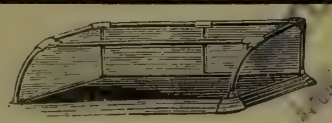
40 SCOTT ST., TORONTO.

Should be in the mouth of every smoker. What? a

McDougall Scotch Clay Pipe

Be sure and ask for it, and see that you get it.

D. McDougall & Co., Glasgow. Scotland.



This case with its ALL GLASS Top (no wood above the glass) is THE VERY FINEST display case in the world to-day. We are making TWENTY of this style of case to ONE of ANY OTHER, and are receiving orders from ALL parts of the Dominion for this MAGNIFICENT case. It is fitted with the very best British Plate Glass THROUGHOUT, including the mirrors in the doors and the shelves, in short, it is the MOST EXQUISITE and most UP-TO-DATE floor case on the market anywhere in the world to-day.

A large number of Grocers throughout the Dominion are now handling cigars as a special branch and ARE doing WELL with them. Are YOU right in line with these progressive and wide-awake men? If not, YOU OUGHT TO BE. If you desire to fall in the ranks by taking up this GOOD PAYING side-line you cannot do better than consult us about the very best and most modern display cases made especially for that line of business. In order to make a good display of, and to keep your cigars right it is necessary to have a first-class case of OUR manufacture. We turn out nothing but the very best goods, and our prices ARE REASONABLE for such goods.

Dominion Show Case Co.

53 Richmond St. East, - - TORONTO.

DEPARTMENT OF ADVERTISING SUGGESTION AND CRITICISM

Edited by
John C. Kirkwood,
TORONTO.

NOTE—Hereinare discussed the principles and practice of advertising. Subscribers are invited to send Mr. Kirkwood specimens of their newspaper and other advertising, for the purpose of review in this department. Address care of Department of Advertising, THE CANADIAN GROCER.

Some Examples of Grocery Advertising.

I REPRODUCE this week three advertisements taken from a single issue of an Ontario weekly newspaper, which illustrate three distinct styles of advertising, and a consideration of them will prove profitable.

The first advertisement, that marked No. 1, opens out with "First-Class

FIRST-CLASS GROCERIES

at moderate prices is what you want.

We stock everything in the Grocery line and make a specialty of delivering. We give Discount Coupons with cash purchases, entitling you to our beautiful semi-porcelain Dinnerware.

"City Grocery."

I. BRUBACHER.

Example 1.

Groceries," boldly displayed and well set. It is by no means an original beginning, yet, to emphasize the fact that one sells first-class groceries is good advertising. Mr. Brubacher does not follow up this claim to sell first-class groceries by any illustrations, and without specific statements no general statement can count for much. "We stock everything in the grocery line" is not good. It is an idle assertion,—not an untrue one necessarily, but idle because it interests no one. In advertising, which is business talk, learn to cut out every useless word. It weakens an advertisement to cumber it with vague generalities. People want facts and figures which they can weigh and measure. "We make a specialty of delivering" may be a point worth insisting upon. Not knowing local conditions and customs in this regard, I am unable to say anything about this announcement.

In this advertisement mention is made of giving "Discount Coupons" with cash purchases. I sincerely hope that "discount coupons" is not a fancy name for trading stamps. Trading stamps are good for only one man, namely, the man who sells them to the grocer. They are very bad for the grocer, because very costly. They bring him nothing worth having, and make for him both trouble and anxiety. I fear they make him a very profane man before he has had many months experience with them. As for the public, they are disappointing. The glitter of cheap premiums and the realization that the rewards given for gathering these stamps are paid for full price and more, soon work their own cure. In Mr. Brubacher's case the reward is dinnerware, whether single pieces or a complete service is not clear. Just here, I want to say to grocers that they will do well to steer clear of premiums of all sorts as trade inducers. Experience is a good teacher, and experience disapproves almost unanimously of premium schemes of all sorts. I write these words of counsel for the benefit of the new men in the

The "White Grocery," Elmira.
RUPPEL & CO.

Example 2.

grocery business who may be called upon to face temptation, and who may not know the history of others. Mr. Brubacher's advertisement is to a certain extent characterized by animation, and is, on that account, worthy of praise. It lacks, however, in meatiness, in reality, in convincing quality. Mr. Brubacher can write a very much better advertisement, I am sure, and I hope some day to see his better work.

Example No. 2 is, I am glad to say, unusual. Occasionally one sees advertising of this sort, but it cannot by any test be called good advertising. It is publicity, but not advertising. True, it tells one that Messrs. Ruppel & Co. are grocers and that their store is known as the "White Grocery." I see the sign and the color of the paint, but I don't know a single thing else. My eyes have been spoken to, but not my intelligence. I am not even invited to deal at the "White Grocery." There is not a solitary reason given me, a non-customer, why I should ever enter the store. Why should Ruppel & Co. pay the publisher of The Elmira Signet $1 for nothing? Of course the newspaper publisher is not to be blamed. He gave a dollar's worth of space, and has a right to the dollar, but Ruppel & Co. haven't used the space to earn the dollar back. As an example of advertising I think it very poor.

Example No. 3, that of A. Ruggle & Sons, is the best advertisement of the three, and is in itself a very good advertisement. It talks nothing but business. There is not a breath wasted. Every word counts. It is an advertisement that informs, that rings honest, that breathes out business, that tempts the purse. The raisins are declared to be good stock, and so are not likely to disappoint the buyer—a point that is worth considering always. This advertisement is in its wording all that can be desired, and is in marked contrast to the other rather dull, silent examples. I hope that everything that Ruggles & Sons put in the paper is of equal quality judged from an advertising point of view.

The retail grocer can advertise to advantage, but he must ask for business in a pleasing way. How can a grocer, or any merchant for that matter, expect to get new customers if he never invites new trade? People go where they are bidden, when they are welcomed. Give the public both an invitation and a reason for having their trade

Raisins at Half-Price...

Just received a fine lot of extra selected Valencia Raisins, last season's crop, which we will rush off at **5 lbs. for 25 cen*s**, or a **28-lb. Box for $1.25.**

Also choice new Sultana Raisins, **3 lbs for 25c.**

A. RUGGLE & SONS, The Busy Store, **Floradale.**

Example 3.

and some trade will surely follow. To gain one new customer is to attract or influence another. Every new customer helps to pay the cost of the advertising, and it won't take many new customers to repay the $50 or so that may be expended yearly on invitations.

You know all about the quality of

Keen's Mustard and Keen's Oxford Blue

Ever handle our

ROBINSON'S PATENT BARLEY?

It is a perfect food for infants and invalids, put up in 1-lb. and ½-lb. tins.

You will find it on a par with our other products and it is rapidly growing in popular favor.

KEEN, ROBINSON & CO., Limited

LONDON, ENGLAND.

Current Market Quotations for Proprietary Articles

January 28, 1904.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes	$4 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 3 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ¼ " "	14 00

W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
1lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4 doz.	10c.	$0 85
3 doz.	4-oz.	1 20
3 doz.	6-oz.	1 75
1 doz.	12-oz.	3 50
2 doz.	12-oz.	3 45
3 doz.	12-oz.	3 40
2 doz.	16-oz.	4 45
3 doz.	16-oz.	4 35
1 doz.	2½lb.	10 40
1 doz.	5lb.	19 50

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

JERSEY CREAM BAKING POWDER.

ze, 5 doz. in case	$0 40
" 4 " "	0 75
" 3 " "	1 25
" 2 " "	2 25

OCEAN MILLS.

	Per doz.
Ocean Baking Powder, ¼ lb., 4 doz.	$ 45
Ocean Baking Powder, ½ lb. 5 doz.	90
Ocean Baking Powder, 1 lb., 3 doz.	1 25
Ocean Borax, ¼-lb. packages, 4 doz.	40
Ocean Cornstarch, 40 pks. in a case	78

Freight paid, 5 p.c. 30 days.

ROYAL BAKING POWDER CO.

Sizes.	Per Doz.
Royal—Dime	$ 1 00
" ¼ lb.	1 60
" 6 oz.	2 25
" ½ lb.	2 90
" 12 oz.	4 50
" 1 lb.	5 75
" 3 lb.	15 50
" 5 lb.	25 50

Sizes.	Per Doz.
Cleveland's—Dime	$ 1 00
" ¼ lb.	1 50
" 6 oz.	2 20
" ½ lb.	2 80
" 12 oz.	4 25
" 1 lb.	5 50
" 3 lb.	15 00
" 5 lb.	25 00

"VIENNA" BAKING POWDER.

	Per doz.
1-lb tins, 4 doz in box	$2 25
½-lb tins, 4 doz in box	1 25
¼-lb tins, 4 doz in box	75

BEE BAKING POWDER.

1-lb. tins, cases 4 doz, per doz. ... $2 25

EAGLE BAKING POWDER

	Per doz.
Cases of 48-5c. tins	$0 45
" 48-10c. tins	0 75
" 24-25c. tins	2 25

Blacking.

HENRI JONAS & CO.

Jonas'	Per gross $9 00
Froments	" 7 50
Military dressing	" 24 00

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ¼ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes, according to size	0 02 0 10

J. M. DOUGLAS & CO.—Laundry Blues.

"Blueol"—10-lb. boxes containing 50 pkgs., 4 squares each.....per lb. 15c

"Sapphire"—14-lb. boxes, ½-lb. pkgs. per lb. 12½

"Union"—14-lb. boxes, assorted, 1 & ½-lb. pkgs. per lb. 10

Black Lead.

Reckitt's, per box	$1 15

Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz.; or ¼ gross, 4 oz.

JAMES' DOME BLACK LEAD.

	Per gross
6a size	$2 40
2a size	2 50

Borax.

"Bee" brand, 5 oz., cases, 40 pkgs.	1 40
" " 10 oz., cases, 48 "	3 25
" " 16 oz., cases, 48 "	4 25

EAGLE BORAX.

	Per doz.
Cases of 5-doz. 5c. packages	$0 40
" 5-doz. 10c. "	0 85

Freight prepaid on 25 case lots and upwards, to any railway station in Ontario and Quebec.

Brooms.

UNITED FACTORIES, LIMITED.

	doz. net.
Boeckh's Bamboo Handles, A, 4 strings	$4 70
" " " B, 4 "	4 40
" " " C, 3 strings	4 10
" " " D, 3 "	3 85
" " " F, 3 "	3 55
" " " G, 3 "	3 20
" " " I, 3 "	2 85

Canned Goods.

HENRI JONAS & CO.

Mushrooms, Rionel	$15 50
" 1st choice Dutheil	18 50
" " Lenoir	19 50
" extra Lenoir	22 00

Per case, 100 tins.

French Peas, Delory's—	
Moyen's No. 2	$9 00
" No. 1	10 50
½ Fins	12 50
Fins	14 00
Tres fins	15 00
Extra fins	16 50
Sur extra fins	18 00
French Sardines—	
½ Rolland	9 50 10 00
½ Delory	10 50
½ Club Alpins	2

FRED. MAGEE

	Per doz
Smelts in spices, in ½-lb round tins	0 90 $1 00
" mustard, in ½-lb oval "	0 95 $1 05
" Tomato, in ½-lb. "	0 95 $1 00

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag	0 18½
Quaker Oats, 2-lb. pkgs., per case	3 00
Tillson's Oats, 2-lb. pkgs., per case	00

We solicit your orders for Spring Trade, for

Lea & Perrins' Sauce.

Prices and Terms on application.

J. M. DOUGLAS & CO., Canadian Agents, - MONTREAL

ESTABLISHED 1857.

"Best in the World."

HILL, EVANS & CO'S (WORCESTER, ENG.)

PURE ENGLISH

MALT VINEGAR Delicate in Flavor and Aroma. Splendid keeping properties.

ROBERT WATERS' QUININE WINE

Quinine in a palatable form—50 years' reputation.

Export Agents:
Robt. Crooks & Co., Botolph House, Eastcheap, London, Eng.

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Hygienic, 1-lb. tins ..... per doz.	$6 75
" ½-lb. tins ..... "	3 50
" ¼-lb. tins ..... "	2 00
" fancy tins..... "	0 85
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50
Perfection, ¼-lb. tins, per doz..	2 40
Cocoa Essence, sweet, ¼-lb. tins, per doz.	
Chocolate—	per lb
Queen's Dessert, ¼'s and ½'s.....	$0 40
" 6's.....	0 42
Mexican Vanilla, ¼'s and ½'s.....	0 35
Royal Navy Rock, " "	0 30
Diamond, " "	0 25
" 8's	0 28

FRY'S.

Chocolate—	per lb
Caraccas, ¼'s, 6-lb. boxes.....	$0 42
Vanilla, ¼'s	0 42
"Gold Medal," sweet, ¼'s, 6-lb. boxes	0 29
Pure, unsweetened, ¼'s, 6-lb. boxes	0 42
Fry's "Diamond," ¼'s, 14-lb. boxes	0 24
Fry's "Monogram," ⅛'s, 14-lb boxes	0 24
Cocoa—	Per doz.
Concentrated, ¼'s, 1 doz. in box	2 40
" ½'s, " "	4 50
" 1 lbs. " "	8 25
Homœopathic, ¼'s, 14-lb. boxes	....
" ½'s, 12-lb. boxes	....
Epp's Cocoa, case of 14 lb., per lb.....	0 35
Smaller quantities.....	0 37½

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.

	Per lb
Mott's Broma.....	$0 30
Mott's Prepared Cocoa, ¼s and ½-boxes	0 28
Mott's Breakfast Cocoa, ½s in boxes..	0 40
Mott's No. 1 Chocolate.....	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caracas Chocolate.....	0 40
Mott's Diamond Chocolate.....	0 23
Mott's Navy Chocolate, ½s in boxes...	0 27
Mott's Cocoa Nibbs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross.....	1 00
Mott's Confectionery Chocolate 0 21	0 32
Mott's Sweet Chocolate Liquors 0 20	0 36

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 38
Vanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes.....	0 27
Breakfast cocoa, ¼, ½, 1 and 5-lb tins	0 43
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 35
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5's, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 56

Condensed Milk.

Anchor " brand, cases 4 doz., per case	$5 00
" evap. cream, cp. 4d. "	4 65

Borden's Condensed Milk Co.

Eagle " brand.....	$1 65
Gold Seal " brand	1 30
Peerless " brand evaporated cream..	1 02

"Reindeer" Brand
Case (4 doz) $5.60

Coffee.

" Bee " brand, 1 lb. tins, cases, 30 tins	9 00
" " 2 lb. tins, cases, 15 tins	8 70

THE EBY, BLAIN CO., LIMITED.

In bulk—	Per lb.
Club House.....	0 32
Royal Java.....	0 31
Royal Java and Mocha	0 31
Nectar	0 30
Empress.....	0 28
Duchess	0 26
Ambrosia.....	0 25
Fancy Bourbon,.....	0 20
High Grade package goods—	
Gold Medal, 2-lb. tins.....	0 30
Gold Medal, 1-lb. tins.....	0 31
Kin Hee, 1-lb. tins.....	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars.....	0 30
English Breakfast, ground only 1-lb. tins.....	0 18

JAMES TURNER & CO.

	Per lb.
Mecca.....	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio.....	0 12½

E. D. MARCEAU, Montreal.

	Per lb.
"Old Crow" Java.....	$0 22½
" Mocha.....	0 22½
"Condor" Java	0 27½
" Mocha	0 27½
15-year-old Mandheling Java and hand-picked Mocha.....	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case.....	0 20
Madam Huot's coffee, 1-lb. tins.....	0 31
" " " 2-lb. tins.....	0 30
100 lb. delivered in Ontario and Quebec.	
Rio No. 1.....	0 11

WILLISON'S TURKEY COFFEE.

	Per lb.
1-lb tins, 48-lb cases.....	30

S. H. & A. S. EWING'S.

	Per lb.
Mocha and Java coffee, in 1-lb tins, 30-lb cases.....	32
Mocha and Java coffee, in 2-lb tins, 30-lb cases.....	29

Cheese.

Imperial—Large size jars....per doz.	$8 25
Medium size jars ..... "	4 50
Small size jars..... "	2 40
Individual size jars ..... "	1 00
Imperial holder—Large size "	18 00
Medium size ..... "	15 00
Small size ..... "	12 00
Roquefort—Large size ..... "	2 40
Small size..... "	1 40

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unbered.	Covers and Coupons numbered.
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c.

Allison's Coupon Pass Book.

$1 00 to 3 00 books 3	cents each
5 00 books.....4	"
10 00 " 5½	"
15 00 " 6½	"
20 00 " 7½	"
25 00 " 8	"
50 00 " 12	"

Cane's Clothes Pins.

UNITED FACTORIES, LIMITED.

Clothes pins (full count), 5 gross in case, per case.....	$0 62
4 doz. packages (12 to a case).....	0 75
6 doz. packages (12 to a case).....	0 95

Cleaner.

	Per doz.
4-oz. cans	$ 0.90
6-oz. "	1.35
10-oz. "	1.85
Quart "	3.75
Gallon "	10.00

Wholesale Agents
The Davidson & Hay, Limited, Toronto.

RECKITT'S BLUE and ZEBRA PASTE {Always give your Customers Satisfaction.

"Rome was not built in a day"

—undoubtedly true,

neither was the absolute perfection possessed by

"Crown" brand Table Syrup

attained in a fortnight; it took years of time, a vast outlay of money and the experience of the most practical Syrup Specialists to produce what is now the **Best Table Syrup** on the market, namely "*Crown*" brand—

Look for the "Crown" on the package.

Always Ready and Promptly Shipped:

2-lb. tins—cases 2 doz.
5 " " " 1 "
10 " " " ½ "
20 " " " ¼ "

Also in Brls., ½-Brls., **Kegs and Pails.**

Freight paid on 5 cases and over to all railway stations East of North Bay.

EDWARDSBURG STARCH CO'Y, Limited

ESTABLISHED 1858

53 Front St. East, TORONTO, ONT.

Works: CARDINAL, ONT.

164 St. James St., MONTREAL, P.Q.

Extracts.

HENRI JONAS & CO.

	Per gross.
-oz. London extracts	$ 6 00
2-oz. " " (no corkscrews).	5 50
2-oz. " "	9 00
2-oz. Spruce essence	6 00
2-oz. " "	9 00
2-oz. Anchor extracts	12 00
4-oz. " "	21 00
1-oz. " "	36 00
1-lb. " "	70 00
1-oz. flat "	9 00
2-oz. flat bottle extracts	18 00
2-oz. square bottle "	21 00
4-oz. " " (corked)	36 00
8-oz. " "	72 00
	Per doz.
6-oz. " glass stop extracts	$3 50
8-oz. " " "	7 00
2½-oz. round quint essence extracts	2 00
4-oz. jockey decanters "	3 50

Food.

	Per doz
Robinson's patent barley ½-lb. tins	$1 25
" " " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " " 1-lb. tins	2 25

Gelatine.

	Per gross.
Knox's No. 1 sparkling	$15 00
	Per doz.
" " " 6 doz., at	$ 1 30
" No. 3 acidulated, at	$ 1 50

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant " "	1 85
Other jams	$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.

Pure Fruit Jams—

1-lb. glass jars, 2 doz. in case, per doz.	$0 95
2½-lb. tin pail, 2 doz. in crate, per lb.	0 06½
5 and 7-lb. tin pails, 8 and 9 pails to crate, per lb.	0 06
7, 14 and 30-lb. wood pails, "	0 06

Pure Fruit Jellies—

1-lb. glass jars, 2 doz. in case, per doz.	0 95
7, 14 and 30-lb. wood pails, per lb.	0 06

Home Made Jams—

1-lb. glass jars (16-oz. gem.) 1 doz. in case, per doz.	1 50
5 and 7-lb. tin pails, per lb.	0 09
7, 14 and 30-lb. wood pails "	0 09

BRAND & CO.

Brand's calf's foot	$3 50
Real turtle jelly	7 75

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" " 100 sticks	0 73
Dulce large cent sticks, 100 in box	

Lye (Concentrated).

GILLETT'S PERFUMED.

	Per case.
1 case of 4 doz	$3 60
3 cases "	3 50
5 cases or more	3 40

Matches.

UNITED FACTORIES, LIMITED.

	Per case.
Surelight (Parlor)	$3 50
Flashlight (Parlor)	5.75
Kodak (Sulphur)	3 80

Mince Meat.

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., ½-lb. tins, per doz.	$ 1 40
" ½-lb. tins "	2 50
" 1-lb. tins "	5 00
Durham 4-lb. jar, per jar.	0 75
" 1-lb. jar "	0 25
F. D., ½-lb. tins, per doz.	0 85
" ½-lb. tins "	1 45

HENRI JONAS & CO.

	Per gross.
Pony size	$ 7 50
Imperial, medium	9 00
Imperial, large	12 00
Tumblers	12 00
Mugs	13 20
Pint jars	18 00
Quart jars	4

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—	
½-lb. tins, per lb.	$ 0
½-lb. tins "	0 35
1-lb. tins "	0 32½
4-lb. jars, per jar	1 20
1-lb. jars "	0 35
Old Crow," 12-lb. boxes—	
½-lb. tins, per lb.	0 25
½-lb. tins "	0 23
1-lb. tins "	0 22½
4-lb. jars, per jar	0 70
1-lb. jars "	0 25

Olive Oil.

	Per case
Barton & Guestier's quarts	$ 8 00
" " pints	4 00

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand, 1-lb. glass	$1 50
" " quart gem jars	3 40

T. UPTON & CO.

1-lb. glass jars, 2 doz. case, per doz.	$ 0 95
Home-made, in 1-lb. glass jars "	1 50
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 06

CLEMES BROS.

Pure fruit stock—	
10-oz. glass jars, 2½ doz. case, per doz.	$1 00
16-oz. glass jars, 2 doz. case "	1 50
Quart gems, 1 doz. case "	3 35
In 5-lb. tins, per lb.	09

Pickles.

STEPHENS'.

A. P. Tippett & Co., Agents.

Cement stoppers (pints), per doz.	$ 2 30
Corked " "	1 90

Sauces.

BRAND & CO.

Worcester	$1 85
Tomato catsup	2 60
Mayfair relish	2 60
Indian chutney	1 75
Mango "	2 25
A 1	1 70 2 60 3 15

Soda.

COW BRAND.

Case of 1-lb. containing 60 pkgs., per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. (containing 96 pegs.), per box, $3 00.

EMPIRE

"EMPIRE" BRAND.

Brunner, Mond & Co.

Case 120 ½-lb. pkts. (60 lb.), per case, $2 70.

Case 96 10-oz. pkts. (60 lb.), per case, $2 80.

"MAGIC" BRAND.

	Per case.
No. 1, cases, 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " { 30 1-lb. " / 60 ½-lb. " }	2 75

No. 5 Magic soda—cases 100—10-oz. pkgs.

1 case	2 85
5 cases	2 75

"BEE" BRAND.

"Bee" brand, 8 oz., cases, 120 pkgs.	Per case
" " 10 oz., cases, 96 pkgs.	
" " 16 oz., cases, 60 pkgs.	$2 75

Has stood the test of every climate.

HIGHEST AWARD

Wherever demonstrated, including the following Dominion, State, and International Exhibitions

Industrial Exhibition	Toronto, Canada	-	1903
Provincial Exhibition	Halifax, N. S.	-	1903
Provincial Exhibition	Victoria, B. C.	-	1902
Pan-American Exposition	Buffalo, N. Y.,	-	1901
Paris Exposition	Paris, France	-	1900
Trans. Miss. Exhibition	Omaha, Neb.	-	1898
World's Fair	Chicago, Ill.	-	1893

The products of THE ST. CHARLES CONDENSING CO. are famous the world over for HIGH QUALITY, ABSOLUTE PURITY, and ADAPTABILITY for all the purposes of fresh milk.

Home Office and Address:

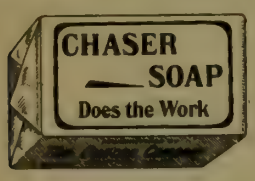
Correspondence and trade orders solicited.

St. CHARLES, ILL., U.S.A. **FACTORIES: Ingersoll, Ontario, Canada, St. Charles, and Chenning, Ill.**

Soap.

A. P. TIPPET & CO., Agents.

Maypole soap, colors	per gross	$10 20
" " black	"	15 30
Oriole soap	"	10 20
Gloriola soap	"	12 00
Straw hat polish	"	10 20



CHASER SOAP.

1 case	$2 40
5 cases	2 30
10 cases	2 20
20 cases	2 10

5 per cent. 10 days or 60 days acceptance.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. cartons	$ 0 06
No. 1 " " 3-lb. "	0 06
Canada laundry	0 05
Silver gloss, 6-lb. draw-lid boxes	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05½
Benson's enamel....per box 1 25 to	2 50
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 06⅔
Canada Pure Corn	0 05½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps	0 08½
"Bee" brand, cases, 64 packages	5 00

BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 05
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 06
Barrels, 200 lb.	0 05½
Kegs, 100 lb.	0 05¾
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 45 cartons, per case	3 40
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 05½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 06⅔
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.	0 06⅔

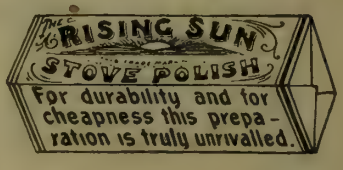
ST. LAWRENCE STARCH CO., LIMITED.
Ontario and Quebec.

Culinary Starches—	
St. Lawrence corn starch, 40 lb	0 06⅔
Durham corn starch, 40 lb	0 05½
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 06
" 3-lb. cartons, 36 lb.	0 06
" 200-lb. bbl.	0 05½
" 100-lb. kegs	0 05½
Canada Laundry, 40 to 46 lb.	0 05
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 05½

OCEAN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

Stove Polish.



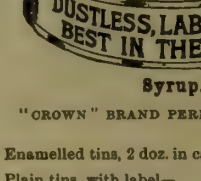
	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$8 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

	Per case.
Enamelled tins, 2 doz. in case	$2 40
Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 90
5 " 1 " "	2 35
10 " ½ " "	2 25
20 " ¼ " "	2 10

(10 and 20 lb. tins have wire handles.)



Teas.

SALADA CEYLON.

	Wholesale.	Retail.
Brown Label, 1's	$0 20	$0 25
" ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60

Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c	$0 19
" ½-lb. " "	0 20
Blue Label, retail at 30c	0 22
Green Label. " 40c	0 28
Red Label, " 50c	0 35
Orange Label, " 60c	0 42
Gold Label, " 80c	0 55

Cases, each 60 1-lb.	$0 35
" " 60 ½-lb. } 30 1-lb. }	0 35
" " 120 ¼-lb.	0 36

LUDELLA CEYLON, 1's AND ½'S PKGS.

Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

"CROWN" BRAND.

	Wholesale.	Retail.
Red Label, 1-lb. and ½s	$0 35	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½s	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—	
"Condor" I 40-lb. boxes	$0 42
" II 40-lb. boxes	0 40
" III 80-lb. "	0 37
EMD AAA Japan, 40 lb "at	0 35
" AA " 40 "	0 32½
Blue Jay, basket fired Japan, 70 lbs.,	0 30
"Condor" IV 80-lb. "	0 32
" V 80-lb. "	0 30
" XXXX 80-lb. boxes	0 25
" XXXX 30-lb. "	0 26
" XXX 80-lb. "	0 22½
" XXX 30-lb. "	0 23½
" XX 80-lb. "	0 20
" XX 30-lb. "	0 21
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 30

Black Teas—"Nectar" in lead packets		
Green Label	retails	0 26 at 0 20
Chocolate Label	"	0 35 at 0 25
Blue Label	"	0 50 at 0 36
Maroon Label	"	0 60 at 0 45
Fancy tins—Chocolate, 1-lb		0 32½
" " —Blue, 1-lb		0 42½
" " —Maroon, 1-lb		0 50
" " —Maroon, 1-lb		1 50

"Condor" Ceylon black tea in lead packets

Green Label, ⅛s, ¼s and 1s, 60-lb. cases retail	0 25 at 0 20
Grey Label, ⅛s, ¼s and 1s, 60-lb. cases retail	0 30 at 0 23
Yellow Label, ⅛s and 1s, 60-lb. cases retail	0 35 at 0 26
Blue Label, ⅛s, ¼s and 1s, 50-lb. cases retail	0 40 at 0 30
Red Label, ⅛s, ¼s and 1s, 50-lb. cases retail	0 50 at 0 34
White Label, ⅛s, ¼s and 1s, 60-lb. cases retail	0 60 at 0 40

Black Teas—"Old Crow" blend—	
Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1 per lb.	0 35
No. 2 "	0 30
No. 3 "	0 25
No. 4 "	0 20
No. 5 "	0 17½

LIPTON'S TEA (in packages).

Color of Label.	1 lbs & ½ lbs. per lb.	¼ lbs. for per lb.	Sold per lb.
Ceylon-India, Ex. ch'st A Yellow	45	47	70
" " " B Red	40	42	60
" No. 1 C Pink	35	37	50
" 2 C Orange	28		40
" 3 C L. Blue	22		30
" 4 C L. Green	20		

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 3½s, 5s. and 10s	$0 39
" Amber, 8s. and 3s	0 60
Chewing—Stag, bars, 10½oz	0 43
" Bobs, 5½s. and 11s	0 44
" " 10½ oz. bars, 6s	0 44
" Currency, 12 oz. bars, 12s	0 47
" 6½s. and 12's	0 47
" Old Fox, narrow, 12s	0 47
" Snowshoe, 14½oz bars, sp'c'd 6½	0 51
" Pay Roll, 7s and 6½s	0 52
" Fair Play, 8s. and 13s	0 53

Vinegars.

E. D. MARCEAU, Montreal. Per gal.

EMD, pure distilled, highest quality	$0 30
Condor, pure distilled	0 25
Old Crow	0 20

Special prices to buyers of large quantities

GRIMBLE'S MALT.

Bulk, ¼-casks, 25 gals	$5 45	$10 95
" casks, 60 "	10 25	22 40
Bottles, cases, 3 doz	3 25	4 40

Washing Powder.

FAIRBANK'S GOLD DUST.

Five cases assorted—	
24 25c. packages	$4 65
100 10c. "	7 80
100 5c. "	3 90

Freight prepaid.

Cane's Woodenware.

UNITED FACTORIES, LIMITED.

	Per doz.
Washboards, Victor	$1 35
" Crown	1 45
" Improved Globe	1 60
" Standard Globe	1 70
" Original Solid Globe	2 00
" Superior Sld. Bk. Globe	2 15
" Jubilee	2 10
" Pony	0 95
Diamond King (glass)	3 10
Tubs, No. 0	10 50
" " 1	8 50
" " 2	7 50
" " 3	6 50
Pails, No. 1, 2 hoops	1 75
" " "	1 90

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case	$1 00
Gillett's cream yeast, 3 doz	1 00
Jersey cream yeast cake, 3 doz. 5c	1 00
Victoria " " 3 doz. 5c	1 00
" " " 3 doz. 10c	1 80

BRUNNER, MOND & CO.'S

SODAS

Bicarb
Sal
Concentrated Sal
Caustic

EVERYWHERE KNOWN TO BE THE BEST.

WINN & HOLLAND, Sole Agents for Canada, MONTREAL.

We have recently taken up the manufacture and sale of the

Templeton Cheese Knife

It is the greatest device for merchants retailing cheese. "Soon pays for itself," is the testimony of everyone who has used the machine for the past year.

KEEPS CHEESE FRESH
SAVES FROM WASTE

EASY TO OPERATE
PLEASES EVERY CUSTOMER

Sold on easy terms. Write us for particulars.

The Computing Scale Co. of Canada, Limited, - 164 King St. West, Toronto.

COX'S GELATINE

ALWAYS TRUSTWORTHY

Established 1725.

Agents for Canada:
C. E. COLSON & SON, Montreal.
D. MASSON & CO., Montreal.
ARTHUR P. TIPPET & CO., Toronto, St. John, N.B., and Montreal.

THE PEOPLE OF

JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.

BASKETS

We make them in all shapes and sizes. We have

Patent Strawboard Berry Box
Grain and Root Baskets,
Clothes Baskets,
Butcher Baskets,

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE . . .

Oakville Basket Co.

Oakville, Ont.

You are Interested in Something.

Why not get the best items that are printed on the subject.

We read and clip thousands of newspapers every week — therefore we can equip you **speedily** and **economically** for a debate, speech, lecture, essay or anything else requiring up-to-date information and more of it than your competitors are likely to get.

Terms—100 Clippings,	$ 5.00
200 "	12.00
500 "	22.00
1,000 "	40.00

Send for our Booklet which fully explains the scope of the clipping industry.

We have also lists of firms in every branch of trade in the Dominion, the professions, club members, society, etc., and we are prepared to address and mail circulars or letters to these at any time.

CANADIAN PRESS CLIPPING BUREAU,

232 McGill Street, MONTREAL, QUE.
Telephone Main 1255.
10 Front St. E., Toronto. Telephone Main 2701.

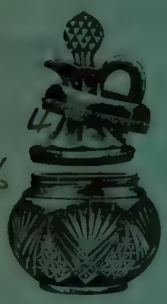
Is Honest Goods and just the Thing on Which to Make or Extend a Business.

McLAREN'S

COOK'S FRIEND BAKING POWDER.

The Best Grocers make a point of Keeping it always in Stock.

Are you Agent for.....



PERFECTION

SEPARATING

GLASSWARE?

We are appointing agents in every town, giving them exclusive control for their district of this up-to-date line.

WRITE FOR PARTICULARS.

GOWANS, KENT & CO.,

16 Front St., East, - TORONTO.

" Perfectly clean from our kitchen to your customer's."

There is something truly delicious in

Wethey's Mince Meat

which you cannot get in any other make. It is that something that your customers want, and that is why they insist on Wethey's.

You had better supply them with Wethey's Mince Meat if you would hold their trade.

"One Try Satisfies."

J. H. Wethey, Limited
ST. CATHARINES, ONT.

Crosse & Blackwell, Limited

PICKLES, SAUCES, JAMS AND PRESERVED PROVISIONS

SPECIAL WHOLESALE AGENTS LEA & PERRINS' SAUCE

At Manufacturers' Prices and Discounts

C. E. COLSON & SON, AGENTS, MONTREAL

CHAS. P. CLARK, President. JARED CHITTENDEN, Treasurer.

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, $1,500,000. Offices Throughout the Civilized World.

Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

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VANCOUVER, B.C. WINNIPEG, MAN.

THOS. C. IRVING, Gen. Man. Western Canada, Toronto.

JAKEY'S The original and only Genuine Preparation for Cleaning Cutlery 6d. and 1s. Canisters.

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, LIMITED

MANUFACTURERS OF

Emery Black Lead, Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

JOHN PORMAN, 644 Craig Street

MONTREAL.

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 29.

VOL. XVIII. MONTREAL AND TORONTO, FEBRUARY 5, 1904. NO. 6.

PUBLISHED EVERY FRIDAY

THE CANADIAN GROCER AND GENERAL STOREKEEPER

CIRCULATES IN EVERY PROVINCE

QUALITY

When a salesman talks price to you—
Ask him about QUALITY

When he talks quantity—
Ask him about QUALITY

When he talks merit to you—
Ask him about QUALITY

That's the STRONG POINT in

Colman's Mustard

MALTA

A Delicious Biscuit for Afternoon Teas.

RECOMMEND IT TO YOUR CUSTOMERS.

CHRISTIE, BROWN & CO., Limited,
are the makers.

THE DOMINION MOLASSES CO. LIMITED.

HALIFAX, N.S.

These are our Brands and they are the best in the market. Every puncheon of our molasses is **guaranteed** to give perfect satisfaction. When you want molasses send to us for samples and prices. We have all kinds, in puncheons, tierces and barrels.

The Dominion Molasses Co.,

Limited

HALIFAX - - - - NOVA SCOTIA.

The Auer Gas Lamp

"Turns night-time into day-time."

New Models. Lower Prices.

Would you buy a lamp which doesn't smell or smoke?

Would you buy a lamp which will save you half your expense for coal oil?

Would you buy a lamp which shows your goods in daylight colors?

No. 29
200 Candle Power.

Would you buy a lamp which you can return, for full price, if you don't like it?

That's the kind of a lamp we make.

EVERY LAMP GUARANTEED

Write for our Catalogue and Discounts.

AUER LIGHT CO., 1682 NOTRE DAME ST., MONTREAL.

ENTERPRISE on an article is a Guarantee of QUALITY

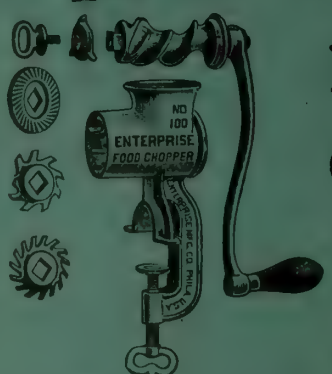
ENTERPRISE

Bone, Shell & Corn Mill

No. 750, $8.50.

Meat Juice Extractor

No. 21, $2.50



FOOD CHOPPERS

Four Knives with each Machine

No. 100, *chops 2 lbs. per minute*, $1.50
No. 300, *chops 3 lbs. per minute*, $2.25

Sell every Day in Year

GUARANTEED TO CHOP RAW MEAT

Illustrated Catalogue FREE *Order through your Jobber*

Cherry Stoners

5 Sizes & Styles

No. 1, $7.50 doz.

Rapid Grinding & Pulverizing Mills

15 Sizes & Styles for Hand & Power, $1.25 to 500.00

No. 2½, $4.75

New York Branch, 10 Warren Street

The Enterprise Mfg. Co. of Pa., Philadelphia, Pa.

San Francisco Branch, 105 Front Street

Cured and Packed
Where Caught!

"Thistle" Brand Canned Fish.

One reason why the "Thistle" Brand of Canned Haddies, Kippered Herrings, etc., retain the rich, delicate flavor of the freshly-caught fish is because they are cured and packed right at the water side where they are caught.

There is **no dirt, no slime** in the "Thistle" Brand to spoil the natural flavor. There are no "odds and ends" thrown in in a hurry. The "Thistle" Brand contains nothing but carefully-selected fish—**only the best will do for the "Thistle" Brand!**

The cost per tin, or can, to clean, cure and pack the "Thistle" Brand is without doubt greater than the cost involved in marketing any other Brand in the country, yet the high quality has been steadily maintained from year to year even in the face of strong competition. The "Thistle" Brand competes **on quality** and **not on price. It is the Standard Brand of Canned Fish!**

Highest Quality Always.

ARTHUR P. TIPPET & CO.,

8 Place Royale, Montreal. Sole Agents, 20½ Front Street, Toronto.

THE FISH HABIT

¶ Teach your customers to acquire it by showing them how much healthier a diet it is than meat.

¶ At the same time interest them in

"HALIFAX" "ACADIA"

—AND—

"BLUENOSE" CODFISH.

¶ Once they are interested they will become regular enquirers for one or other of these brands.

¶ It will do your customers good to eat this article.

¶ It will do your pocket good to sell it, for it is an article on which you can make a good profit.

¶ If you do not know about these fish products, let us inform you at once.

ENQUIRE OF

BLACK BROS. & CO.

LIMITED,

HALIFAX.

A. H. BRITTAIN & CO., Agents for Quebec and Ontario, Board of Trade Building, Montreal, Canada.

GOOD COFFEE.

If there is one line in particular that a grocer carries, that should be good, it's COFFEE. Nothing goes farther amongst a merchant's customers than a reputation for GOOD COFFEE. It means increased trade. You can gain this reputation by handling

S. H. & A. S. Ewing High-Grade Coffees

S. H. & A. S. EWING

ESTABLISHED 1845 — The Montreal Coffee and Spice Steam Mills.

Paid For Itself.

C. WILSON & SON, Limited, Scale Manufacturers,
TORONTO. HAMILTON, MAR. 19th, 1903.

DEAR SIRS:—

I have used your **BALL-BEARING COMPUTING SCALE** for several years now and I believe it has paid for itself a good many times over during that period. Most of my profits went to my customers in overweights in the past. Now I have a little left for myself.

Yours truly, ———

One of a hundred similar testimonials secured by us. Let us put you on the same road to prosperity. Catalogue free for the asking.

C. WILSON & SON, Limited, TORONTO.

Chinaware

Open stock patterns in

Finest Quality German

and

Haviland French

"Rosegarland"

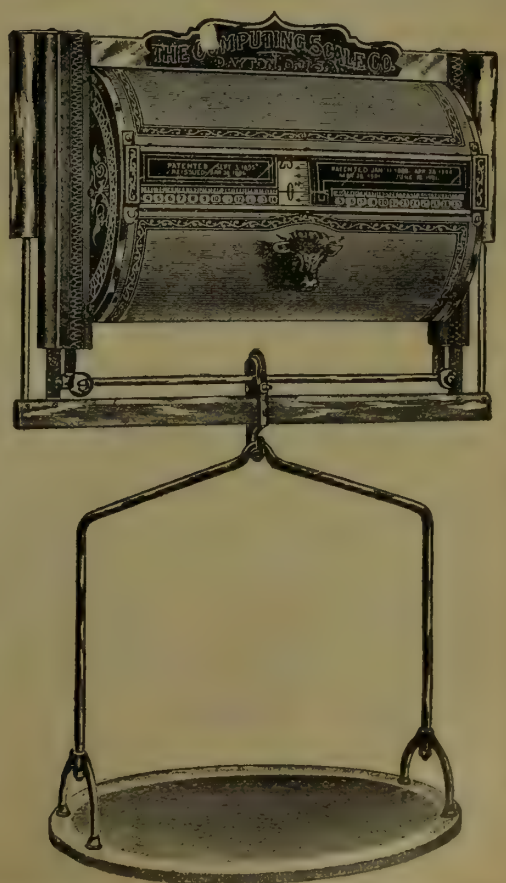
A fine quality open stock pattern in German China.

WRITE FOR PRICE LIST.

NERLICH & CO.,

146-8 Front St., West, TORONTO
MONTREAL, 301 St.James St.,

A MONEY SAVER.



SOON PAYS FOR ITSELF.

The Computing Scale Co. of Canada, Limited
164 KING WEST, TORONTO, CAN.

---War or no war,

Japan Teas

are always **fighting** for your interests, they are always making new friends for you, and holding old ones---

they are unsurpassable in **purity, flavor,** and healthfulness---

Japan Teas

stand alone and above all others.

RED SEAL { **Tomato Mustard**
Tomato Chutney
Chili Sauce
Worcestershire Sauce } **RED SEAL**

4 delicious relishes, equal in quality and attractiveness to the best imported, and no higher in price than inferior goods.

Prepared under the personal supervision of an expert processor secured from the United States for this especial purpose.

Send **at once** to **your** wholesale house for a sample assorted case. If they cannot supply you write us for names of wholesalers **who can.**

Be a **leader:** Let your competitor **follow.** You will **have** to have them sooner or later—better, **sooner.**

CANADIAN CANNERS' CONSOLIDATED COMPANIES LIMITED

HAMILTON, ONTARIO.

How is Your Coffee Trade?

Good, Eh!!

Then you must sell our famous

CLUB COFFEE

A POPULAR BLEND.

——Put up in 1-lb. and 2-lb. Tins.——

Manufactured only by

S. H. EWING & SONS

96 KING ST., MONTREAL.

Telephone Bell Main 65.
" Merchants 522.

Toronto Branch, 29 CHURCH ST.

TELEPHONE MAIN 2059

Telephone orders receive prompt attention.

THE

MOST PROFITABLE to the GROCER

and

MOST SATISFACTORY to the LAUNDRESS

is Cold Water **STARCH IVORINE**

ASK TRAVELLERS THE PRICE

THE ST. LAWRENCE STARCH CO., Limited, - PORT CREDIT, ONT.

TEA ROSE DRIPS

THE FUNDAMENTAL BASIS

of the successful selling of Tea Rose Drips is the very high excellence of the product — Pure Cane Sugar Syrup.

ROSE & LAFLAMME, Agents,

MONTREAL.

Honest Value

is what makes

PATERSON'S CAMP COFFEE ESSENCE

a favorite alike with dealer and consumer.

ROSE & LAFLAMME,
Agents, Montreal.

THERE ARE 29 DAYS in February this year.

When Father Time has been so gracious, it is the duty of all good grocers to make the best of it.

In other words, to push the sales of

CEYLON TEA

Black and Green.

Their full flavor, delicious quality and absolute purity distinguish them from all others and have made them the favorite beverage of the Canadian people.

GROW RICH BY SELLING THE PEOPLE WHAT THEY WANT.

Ceylon Tea
Black and Green.

Ceylon Tea
Black and Green.

CENTRAL Business College
STRATFORD, ONT.

BEST COMMERCIAL SCHOOL IN ONTARIO.
Write for Handsome Catalogue.
W. J. ELLIOTT, Principal.

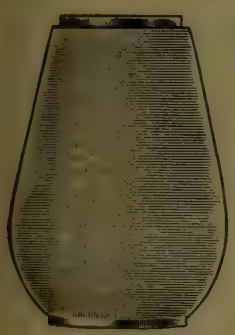
Use Live Bait.

R-O-Y-A-L
S-A-L-A-D D-R-E-S-S-I-N-G

Catches Trade
and Holds all it catches.
Let your customers know you recommend the BEST.
It will make you money.
ROYAL SALAD DRESSING is making new friends every day.

The Horton-Cato Mfg. Co.,
DETROIT, MICH., - WINDSOR, ONT.

ARE YOU USING OUR



Cold Blast or Jubilee Globes

Aetna or Quaker Flint Chimneys?

Give them a Trial.

THE SYDENHAM GLASS CO.
OF WALLACEBURG, LIMITED.

If You Have Money to Burn

Why! Go burn it. There is 10 times more satisfaction in burning money than in losing it in driblets, through carelessness of clerks, or disputed accounts. Who that has "pass-book" customers, has not had accounts disputed and partially repudiated? The best way to avoid all complications and misunderstandings is as follows:

IF A MAN WANTS CREDIT

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. **NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING.** There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.
C. O. BEAUCHEMIN & FILS, MONTREAL.
ALLISON COUPON CO., Manufacturers, Indianapolis, Indiana.

LESS THE SKIN

the seeds and the fibre and you have Tomato Pulp, prepared according to "The Burlington Way." One can of Burlington equal to 3 cans Common Tomatoes. The price is the same.

Excellent for soup.

$1.00 doz. f.o.b. Burlington.

The Burlington Canning Co.
Limited
BURLINGTON, ONT.

Do you use .. **FOSTER'S POTS?**

STRONG DURABLE LIGHT

POROUS AND CHEAP

THOSE WHO DO WILL HAVE NO OTHER.
A post card brings price list and all particulars.

The FOSTER POTTERY CO.
HAMILTON, ONT. Limited

Want Ads.

In this paper cost 2 cents per word first insertion, 1 cent per word subsequent insertions. Contractions count as one word, but five figures (such as $1,000) may pass as one word. Cash remittance to cover cost **must in all cases** accompany orders, otherwise we cannot insert the advertisement. When replies come in our care 5 cents additional must be included for forwarding same. Many large business deals have been brought about through advertisements of 20 or 30 words. Clerks can be secured, articles sold and exchanged, at small expenditure.

MacLEAN PUBLISHING CO., Limited
Montreal and Toronto.

Our brown and manilla wrapping papers

are durable

We want to emphasize this fact because it is very important in wrapping papers. Your parcel is safe when these papers are used

CANADA PAPER CO.
Limited
Toronto Montreal and Windsor Mills, Que.

ECONOMY IS CLEAR GAIN

FIRST FLOOR OUTFIT.

Bowser Outfits
ARE BUILT TO LAST.

THEY HAVE ...

All Metal Pumps—Dial Discharge Registers—Money Computors—Anti-Drip Nozzles — Float Indicators — Double Brass Valves — Double Plungers — Galvanized Steel Tanks—Handsomely-Finished Cabinets — They Pump Accurate Gallons, Half Gallons and Quarts.

WE MAKE FIFTY DIFFERENT STYLES.
SEND FOR CATALOGUE "B."

So Stop Wasting Time and Oil

By using old out-of-date methods. Turn your present loss into gain by installing the

IMPROVED
BOWSER SELF-MEASURING AND COMPUTING OIL OUTFIT

It Saves Oil

There is no evaporation; no leakage; no spilling or waste from dirty, "sloppy" measures; no over-measure, etc.

It Saves Time and Labor

There is no running up and down stairs or to the back room for oil; no oily cans to wipe or oily hands to wash. Pumps five gallons in less time than to pump one gallon in any other way.

SAVES OIL TIME LABOR MONEY.

S. F. BOWSER & CO., FORT WAYNE, INDIANA.

Messrs. Grimble & Co.
LIMITED

Specially request the trade to consider quality when placing their orders for

VINEGARS

NOTE OUR GRADES.—Orleans No. 16, and Nos. 16, 18 and 24 malt, concentrated and distilled.

All inquiries addressed to their Canadian agent, Mr. I. S. Wotherspoon, 204 Board of Trade Building, Montreal, will receive prompt attention.

I. S. WOTHERSPOON,
204 Board of Trade Building,
MONTREAL, P. Q.

Sterling Brand Catsup

is the best.

The successful grocer's motto is "best quality goods." The best quality goods naturally draws the best quality of trade, and success is assured. "Sterling" Brand Catsup satisfies the customer who is difficult to please.

The T. A. LYTLE COMPANY, Limited
Makers of High-Grade Pickles and Catsups,
124-128 Richmond St. West, TORONTO.

Pure, Delicious, Best.

are the THREE TERMS that correctly describe

HIGHEST AWARD, LONDON, 1893.

STRETTON'S
(PRIZE MEDAL)
Worcestershire SAUCE

Our Special Cheap Line, the "**PURE**" Worcester, is the best and cheapest on the market. Ask your Wholesale House to send you on a case with your next order.

CANADIAN AGENTS:

Messrs. S. H. Ewing & Sons, Montreal.
Mr. John Fisher, Manufacturers' Agent, Toronto.
E. Nicholson, Winnipeg. L. H. Millen, Hamilton.
Messrs. Clawson & Co., St. John, N.B.
Messrs. Wm. Tuffts & Son, Vancouver, B.C.
Mr. H. H. Stimpson, Halifax, N.S.

Sole Manufacturers

Stretton & Co., Limited, WORCESTER, ENGLAND.

THIS ONE THING SURE

WILL NEVER GO BACK ON YOU

JAMES' DOME BLACK LEAD

GOOD ENOUGH FOR ANYONE.

W. G. A. LAMBE & CO., Canadian Agents.

LIPTON'S TEAS

HAVE THE LARGEST SALE IN THE WORLD.

Over 53,000,000 Packets were sold during 1902.

SOLD ONLY IN AIR-TIGHT CANS, NEVER IN LEAD PACKETS.

LIPTON'S TEAS are far more popular in Canada than any other teas carried by the grocer. The only teas in Canada offered to the grocer direct from the tea gardens—packed by the grower.

AGENTS IN MONTREAL—**Laporte, Martin & Cie., and all wholesale grocers.**

AGENTS IN TORONTO—**Canada Grocers, Limited, and all wholesale grocers**

THOMAS J. LIPTON, 39 Pearl Street, New York City.

1

Dr. Laing's Cream Sauce

The only Sauce in the world containing Pure Grape Juice and Rich Devonshire Cream.

Admittedly the finest Table Sauce.

Good and permanent profits because of large and increasing sales.

Sell the best.

2

Bromley's Coffee Essences

Manufactured from a blend of the finest Mocha, Java, East Indian, Costa Rica and Mysore Coffees.

No caramel, no glucose used in their manufacture.

"Quite the best of its kind we have ever tasted."

For afternoon teas and evenings. A good thing to have on hand.

Sell the best.

3

Cerebos Salt

Used on the table of the Royal Household.

Approved by the foremost British physicians for its nutritive, invigorating, nerve-restoring properties.

Will not cake.

Handsomely put up.

For high-class and discriminating trade.

Sell the best.

Sole Agents for Canada: W. G. Patrick & Co., Merchants, 29 Melinda St., Toronto

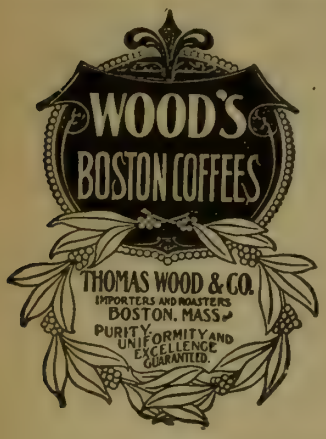
TEAS— That show the retailer a handsome profit.

We are carrying a complete assortment of splendid values which can be retailed at 25c. and up, and you make a good profit, and guarantee your customers exceptional quality for the money.

W. H. GILLARD & CO., Wholesale Grocers, - HAMILTON.

Branch CANADA GROCERS LIMITED.

BUILD UP TRADE



As you would build up the health of the body.
Nourish and stimulate it with pure, wholesome, rejuvenating material
Avoid doubtful Nostrums.
Certain standard restoratives act like magic on the human system.

WOOD'S COFFEES

furnish a parallel in building up a robust trade.
No quackery in these standard goods.

Canadian Factory and Salesroom,
No. 428 St. Paul St., MONTREAL.

Ceylon and Indian Teas

Our stock comprises teas from over one hundred different gardens, every variety of leaf and liquor, ranging in price from 14 to 65 cents. We have no bargains in **OLD TEAS** to offer, every package we sell is guaranteed 1903 crop tea or money refunded.

WARREN BROS. & CO.,
Wholesale Grocers and Tea Blenders,
35 and 37 Front Street East, - TORONTO.

TARTAN BRAND

has established a reputation for itself with the consumer, "that is the reason the distributing trade asks for Tartan Brand," which stands for **quality always.**

Ask your grocer for Tartan Brand.

Guaranteed by

BALFOUR & COMPANY, Branch Canada Grocers, Limited, **HAMILTON.**

PROPOSED ONTARIO BUSINESS TAX.

FOR some little time past the business men of Ontario have been manifesting quite keen interest in the new assessment act which was introduced last session of the legislature and left over a term for further consideration.

In view of an early consideration of the bill in the legislature a representative of "The Canadian Grocer" interviewed Mr. J. C. Forman, the assistant assessment commissioner of Toronto, for the purpose of getting an expression of opinion from him in regard to the bill as drafted last session, and particularly as to that part of it relating to the taxation of business houses. In effect, he said :

"Personal property will cease to be assessed when the new assessment comes into force. A loss of over $10,000,000 occasioned by the annulment of the personalty tax and in addition, a large loss on income now assessed for taxation at 4½ mills, are to be made up by what is known as the house tax, the business tax and the income tax, respectively.

"The business tax is a tax of from 7½ to 10 per cent. on the annual value of the premises occupied by a business man for business purposes, the said annual value being ascertained by applying 7 per cent. on the assessed value of the property, i.e., on property assessed at $10,000 the business tax on a 7½ per cent. basis is $52.50. The civic authorities may fix the rate of taxation, but must restrain themselves between 7½ and 10 per cent.

"Merchants are liable to assessment on income derived from that other than their business. There is no exemption on this income, but the rating under the new act is from 5 to 7 mills on the dollar. In addition, every person is liable to assessment on his respective income ; those in receipt of a fixed income are assessable on the excess over $1,000. A professional man, i.e., doctor, lawyer, broker, etc., becomes liable if his income is over $4,000, but it must be remembered that he as well as the merchant is also assessed on the annual value of premises occupied.

"The House Tax. Here there is exemption on the annual value (rental) in towns and cities, graded according to population. In Toronto, the exemption is $245, or 7 per cent. on house and land valued at $3,500. Thus every dwelling of $3,500 and under is not liable for the tax. All property over $3,500 becomes liable after the deduction of $245 exemption, and is assessable at from 5 to 7½ per cent. on annual value.

"This is not a heavy tax, since property valued at $4,000 would contribute only $2.63 at the maximum rate of 7½ per cent. on annual valuation."

* * *

Since our interview with Mr. Forman, the Hon. J. M. Gibson Attorney-General for Ontario has brought down the measure in an amended form, meeting to some degree the most serious objections which had been raised by the business community. In introducing his amendments, according to the report in The Toronto Globe, Mr. Gibson opened with an explanation of the changes he proposed as compared with the text of the measure recommended by the Assessment Commission. The following was suggested as the clause defining machinery to be exempted :—"All machinery used for manufacturing purposes only, except that owned, operated or used by a person having right, authority or permission to maintain, or operate within Ontario in, under, above, on or through any highway, road, street, lane, public place or public water, any structures or other things for the purposes of bridges, tramways or street railways, or for the purpose of conducting steam, heat, water, gas, oil, electricity, or any property, substance or product capable of transportation, transmission or conveyance, for the supply of water, light, heat, power, transportation, telegraphic, telephonic or other service."

The chairman remarked that it would be a disappointment if the immense amount of machinery in Toronto would be exempted ; therefore, he suggested the clause which made specific instructions that the exemptions would not apply to the machinery of street railways, telegraph, telephone and like companies.

BUSINESS TAX SCALE.

The changes proposed in the business tax were rather revolutionary. The chairman said there was plenty of elasticity in their opportunities, but he favored a graded tax, by which the following for business tax purposes would be added to the ordinary assessment of the following classes, and in the following proportions :—

Distillers, 125 per cent. This would work out so as to reduce somewhat the taxation hitherto paid by them.

Brewers, 100 per cent.

Wholesale merchant, insurance company, loan company or a trust company, as defined by the act ; express company, land company, bank, banker or any other financial business; 75 per cent.

Departmental store or retail merchant dealing in more than five branches of retail trade or business in the same premises or in separate premises under the same roof or connected premises, where the assessed value of the premises exceeds $20,000 ; manufacturer, lithographer, printer or publisher, or hotel or club, 50 per cent. of the assessed value.

EFFECT ON THE BIG STORES.

Mr. MacKay : Will that assess departmental stores heavily enough ?

The chairman : I think it will ; it will make some of them pay a good deal more than they are paying now, and will make one of them somewhat less—Eaton slightly less and the other two considerably more.

Mr. Lee : That will hit every storekeeper in the country who keeps a small store, carrying all lines.

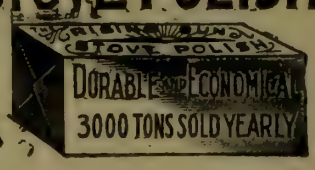
The chairman : No ; the provision respecting $20,000 exemption was designed especially to meet their case.

The assessment of barrister, solicitor, notary public, conveyancer, physician, surgeon, oculist, aurist, medical electrician, dentist, veterinarian, civil or mining or consulting or mechanical or electrical engineer, surveyor or architect, 50 per cent. of the assessed value.

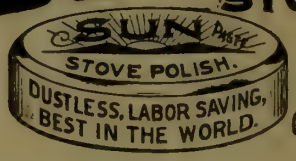
The assessment of retail merchants, photographers, theatre, concert hall, curling or skating rink, or other places of amusement, boarding stable, livery or letter of vehicles or other property for hire, and restaurant, eating-house, or other place of public entertainment, or any trade or commercial business not before specially mentioned, 25 per cent. of the assessed value.

Every person carrying on business of telegraph or telephone company, or tramway or street railway, transmission of oil or water, or of steam, heat, gas, or electricity for the purpose of light, heat or power, 25 per cent. of the assessed value, other than a highway, road, street, lane or public place or water, occupied by such person exclusive of the value of any machinery, plant or

RISING SUN STOVE POLISH IN CAKES
WELL KNOWN AND RELIABLE



SUN PASTE STOVE POLISH IN TINS
GUARANTEED TO THE TRADE



Our packages are larger and more attractive in style than any others.
The quality of our goods is superior to anything else on the market.

MORSE BROS., Proprietors, Canton, Mass.

For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

appliances erected upon, in, over, under or affixed to such land.

That, the chairman explained, would make public utility companies pay a business tax. Another provision made $100 the minimum assessment under this business tax.

EXEMPTIONS ON INCOME.

The income tax was adjusted to provide exemptions up to $1,000 of personal earnings and to $400 in the case of income derived from other sources than personal earnings. It was provided that every person not liable to business assessment and every person liable to business assessment in respect of income not derived from the business in respect of which he is assessable shall be liable to income tax.

The chairman here pointed out a difficulty arising in the case of a secretary or manager of an incorporated company owning the most of the stock, who would pay the business tax through the company and an income tax as an individual. The result would be to encourage dissolving the company and forming a partnership.

Mr. Hoyle: There will not be a clause but will impose hardship in some cases.

The chairman suggested a clause covering the objection he noted by providing that persons personally engaged in the management of a company shall not be assessed on income.

Mr. Foy agreed that this was a wise provision, but at Mr. Hoyle's suggestion that the members "be allowed to sleep over that clause," it stood over.

TAX ON CORPORATIONS.

The proposed taxation of telegraph and telephone companies was next explained. In cities, towns and villages they are to be assessed on a percentage of their gross receipts. In every township they shall be assessed at $200 for every mile of one wire, and $7.50 per per mile for each mile of additional wire placed or strung, with exemptions in townships from other municipal taxation, and in cities for all structures, on, over or under or fixed to any highway, road, street, lane, or public place or water.

Provision was also made for a full annual statement by the companies to the Provincial Secretary and to the municipality concerned of the gross receipts and mileage of wire in every township municipality in the province in the year past.

SMALL PLACES TO SUFFER.

Mr. Latchford: I think there should be a distinction between places where there is very little business and those where there is a lot of business. The result of this will be the closing up of the offices in the remote districts.

The chairman said it was true there were many little lines running into farm houses in the country. He believed the proposed provision would wipe out one of the most annoying, nagging and distressing sources of quarrel between the so-called public corporations and the municipalities.

Mr. Latchford: How would it be to make an exception in the case of remote places where the receipts are less than $50 or $100.

The chairman: I would sooner give the municipalities authority to reduce the assessment or exempt them.

Mr. Hoyle: The principle of the bill is a sound one.

The clause compelling employers to state the wages of all their employes receiving over $1,000 was altered so as to include all employes.

TWO TAXES DROPPED.

The chairman then announced that it was proposed to drop the provisions for a house tax and for a Provincial Board of Assessment. The bill made certain provisions for taxing the property of ordinary steam railways when running along roads or streets in a municipality, the assessment of steam railways in respect of right of way, and so on.

It was the intention of the Government that a very substantial addition to the tax of railways to the province should be passed at the present session. With that provision and the one for the telephone company's tax there did not seem to be any necessity for the Provincial Board. They had considered the matter fully, and there did not seem to be any necessity for trying to get at such an intangible thing as a special franchise.

The chairman then quoted sections from the Assessment Act passed within the last two or three years, which he desired to have incorporated. The principal clause was that providing that the property of companies having structures on the public highways be assessed at their actual cash value. Provisions were also read to make it incumbent on railways to forward each year full returns of their mileage, lands, vacant lands, etc.

HARD ON VEGETARIANS.

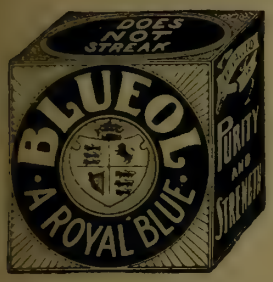
New York vegetarians are having rather an expensive season in supplying themselves with food, says a despatch from Gotham. All kinds of green vegetables are high in price and scarce in quality, owing to the long continued cold and people in ordinary circumstances have been compelled to fall back on canned goods. Spinach costs about as much as mushrooms do ordinarily. Lettuce is fifteen cents a head while celery, peas, beans and strawberries, all of which generally are plentiful in the markets, are now almost unobtainable.

Burnett's Coffee Clearer.

The best article for settling Coffee. We sell at **$1.15** per doz. Will mail 1 dozen, charges paid, at **$1.20.**

LUCAS, STEELE & BRISTOL, Wholesale Grocers, **Hamilton.**

If you have not received Prices and Samples of



"BLUEOL"

the new WASHING BLUE, be sure and get them before placing your orders for Spring Trade.

J. M. DOUGLAS & CO.,

Established 1857 Manufacturers, MONTREAL.

TO OPEN 1st to 15th FEBRUARY.

James Turner & Co.

(Calgary Branch Canada Grocers, Limited)

Corner Stepen Avenue and 3rd Street,

CALGARY, ALBERTA.

LLOYD T. MEWBURN,
MANAGER.

Warehouse on Switch. Cars loaded and unloaded direct from or to warehouse.

FISH FISH FISH

Ask our travellers about Fish. They will talk to you. Prices right. Here are some of the lines we offer :

Boneless Fish, boxes, 25-lbs. Quail on Toast, boxes, 24 1-lb. blocks
Pure Cod, boxes, 24-1b. blocks Shredded Cod, cases, 24 1-lb. pkgs.
Labrador Herring, bbls. and half-bbls., etc., etc., etc.

PROMPT SHIPMENT GUARANTEED

THOS. KINNEAR & CO., Wholesale Grocers, **49 Front St. E., Toronto**

ROCKEFELLER SAYS

"EAT CHEESE!"

In a recent interview, John D. Rockefeller spoke as follows :—" Do you know that I recently read an article by a well-known scientific man to the effect that cheese is an excellent article of diet? I wish that I had read that article a long time ago. I had been afraid that cheese had a tendency to produce indigestion, and for that reason never touched it. Now, I find that its effects are directly contrary, and I eat a great deal of it and find that it agrees with me. Take my advice, eat cheese, eat slowly and have out-door exercise and you will enjoy good health."

MacLAREN'S IMPERIAL
scored 100 points in excellence at the World's Fair at Chicago.

MacLAREN'S IMPERIAL
is a perfect food. It has triumphed at many other exhibitions.

Tell your customers to eat Cheese, but make your advice perfectly safe by recommending

MacLAREN'S IMPERIAL

A. F. MacLAREN IMPERIAL CHEESE CO., Limited,
Manufacturers and Agents,
51 COLBORNE ST., TORONTO, ONT.

Business Changes

ONTARIO.

THE premises of the Barnesdale Trading Co., grocers, Stratford, have been damages by fire; loss partially covered by insurance.

A. Boyer, miller, Greenwood, is dead.

J. Robinson, grocer, Toronto, is dead.

W. Kinsman, grocer, Toronto, is dead.

J. Humberstone, grocer, Wingham, has sold out to Rogers & Co.

The stock of J. Davies, confectioner and fruit dealer, Ottawa, has been sold.

N. F. Yeo, grocer and crockery dealer, London, has sold out to Barber & Loveless.

The premises of R. McDiarmid & Co., general merchants, Carleton Place, have been damaged by fire.

T. D. Loney, general merchant, North Bay, has assigned to J. Bradford; meeting of creditors announced for 5th inst.

The business of M. W. McKenna, confectioner and proprietor of a restaurant, Owen Sound, has been advertised for sale.

J. A. Brouse, wholesale fruit-dealer and men's furnisher, Ottawa, has sold his stock of men's furnishings to Gervan & Co.

Lalonde & Lalonde, general merchants, Plantagenet Springs, have changed the style of their firm name to that of J. A. Lalonde.

F. Perschbacher, tobacconist and dealer in sporting goods and shoes, Chesley, has assigned to R. J. Lillico. Meeting of creditors announced for 6th inst.

QUEBEC.

J. St. Pierre, grocer, Montreal, has registered.

T. F. Mace & Co., grocers, Montreal, have registered.

The Royal Blend Tea Co., Westmount, have registered.

A. Lapierre, general merchant, Contrecoeur, is dead.

A. S. Beaune, grocer, Huntington, has assigned to Gagnon & Caron.

J. Hope & Co., wholesale wine dealers, Montreal, have registered.

W. Lafortune & Co., grocers and liquor dealers, Montreal, have registered.

The Paris Soda Water Mf'g. Co., Montreal, have dissolved partnership.

R. Massicotte & Frere, cheese manufacturers, St. Casimir, have registered.

T. S. Williamson & Co., wholesale produce dealers, Montreal, have registered.

T. Lefebvre & Co., importers of coffees, spices, etc., Montreal, have registered.

The assets of J. T. Paradis, general merchant, St. Anne de La Perade, have been sold.

E. Roy, grocer, Quebec, has assigned, and V. E. Paradis has been appointed provisional guardian.

J. Vaillancourt, confectioner, Quebec, has been partially burnt out. Loss covered by insurance.

Chapdelaine & Dussureault, grocers and boot and shoe dealers, have started in business in Montreal.

A meeting of creditors of Rabinovitez Bros., general merchants, St. Guillaume D'Upton, has been announced.

The stock of N. H. Turcotte, general merchant, St. Eulalie, has been sold at 71c. on the dollar to G. D. Therien.

Lockerby Bros., wholesale grocers, Montreal, have dissolved partnership and registered as Lockerby Bros., Limited.

Shapiro Bros. & Yellin, traders, Montreal, have dissolved partnership and Shapiro Bros. have registered their partnership.

Kent & Turcotte have been appointed curators to M. Desileta, grocer, Grand Mere. His stock is being offered at 60c. on the dollar.

NOVA SCOTIA.

M. McDonald, general merchant, Port Hawkesbury, has assigned.

J. D. Cameron, grocer and hotelkeeper, Maban, has assigned.

Consent has been registered for A. R. Ham, grocer, etc., Mahone Bay, to do business under above style.

Declaration of partnership has been registered for C. Savage, E. A. Thompson, and J. C. Grasier, all of Head of Amherst, to do business under the firm name of the Amherst Cigar Co.

NEW BRUNSWICK.

C. Fawcett, Sackville, has advertised his steam cornmeal and feed mill for sale.

J. F. Brownell, general merchant, Baie Verte, has been succeeded in business by Dunfield Bros.

W. F. Hathenay & Co., grocers and tea merchants, etc., St. John, are applying for incorporation, capital to be $75.000.

The stock of the estate of F. A. Phillips, general merchant, Bristol, is advertised for sale by tender closing February 13, 1904.

MANITOBA AND N.W.T.

S. M. Jean, grocer and shoe merchant, St. Boniface, has sold out to C. Couture & Co.

T. E. McGirr, general merchant, Morden, has assigned; meeting of creditors announced for 4th inst.

The premises and stock of J. Bucknold & Co., general merchants, and of S. Hanfford, general merchant, both of Dauphin, have been damaged by fire; loss partially covered by insurance.

BRITISH COLUMBIA.

P. H. Kelliher, fruit dealer, Grand Forks, is dead.

A. A. Claake, general merchant, Camborne, has assigned to C. B. Hume.

Emden & Legrand, grocers, etc., Vancouver, have been succeeded in business by G. Picken.

A trial will convince you that

Upton's Preserves

are the finest in the land.

A. F. MacLAREN IMPERIAL CHEESE CO., Limited, SELLING AGENTS. TORONTO.

COCOANUT

Featherstrip, Shredded, Dessicated.

BARRELS, HALF-BARRELS, PAILS and TINS.

Finest Made, Lowest Price.

THE

Davidson & Hay,

LIMITED,

Wholesale Grocers,

TORONTO.

Fresh and Cured Fish

The Nova Scotia Fisheries.

MERCHANTS engaged in handling the various products of our Nova Scotia fisheries, according to the recent annual report read before the Halifax Board of Trade, had a year which may be described as one partly satisfactory and partly disappointing. The somewhat large supplies of dry fish on hand at the beginning of the year were marketed steadily throughout the first six months, and gave fair returns on their moderate first cost. On the return of the banking fleet from their spring voyages, it soon became evident that the quantity of fish secured by them was below the average, and prices at once advanced.

It was not until later that the very heavy shortage in the landings of our fishing vessels became so marked. Reports from the fleet through the summer were poor, and when arrivals from the summer voyage took place it was found that they had only secured trifling fares and that the total shortage was fully 100,000 quintals.

Besides finding fish very scarce on the usual fishing grounds, the catching of any was much hampered by lack of bait, and this board cannot too strongly urge the Dominion Government to continue their policy of assisting in the establishment of freezing plants for the storage of bait.

With such a light supply of bank codfish, the volume of trade during the last few months of the year has been seriously curtailed. Arrivals from Newfoundland and Gaspe were about an average quantity, but the stock of fish available in Nova Scotia, at the close of 1903, is the smallest for many years.

Owing to this partial failure prices have been on a very high basis, and much business lost to Halifax, owing to Newfoundland being able to supply the goods more cheaply.

The other kinds of fish on which our export trade depends have also been in light supply. Mackerel were taken in fair numbers in some localities, but on the whole the quantity secured was small. Herring were even more scarce than other years, but few having visited our shores, where formerly large numbers were taken during the autumn months.

Crabs are Fastidious.

THE crab is the Beau Brummel of crustaceans, and no living creature gives so much attention to its wearing apparel, writes a Maryland correspondent to the Washington Star. Compared to him in this regard the extremest dude leads a careless and easy life. If he were a member of the human family his tailor's bills would consume his entire earnings. From the time he leaves his shell he passes through more frequent transformations than probably any other member of the animal kingdom. On emerging from the egg he looks somewhat like an impossible combination of those omnipresent products of New Jersey—the flea and the mosquito.

To speak more definitely, he has a flat, irregular shaped body, with a long proboscis, a long tail, long swimming appendages, with spine-covered, toe-like branches at the ends, with small eyes fixed flat on top of the head. He is not handsome, but decidedly dressy. At an early age he begins to shed his skin, and having accomplished this feat several times he begins to grow at a rapid rate. Being ready to begin business as a crab he abandons swimming as a profession and takes to the bottom, goes foraging along the shores, or attaches himself to the floating seaweed. The crab literally grows by shedding. As fast as his garments grow too small for him he casts them off and comes out in a new suit. After he reaches the edible size he sheds once a month, and men who make a business of raising crabs say there is no regular time for shedding. When his full growth is attained he ceases to shed, and indications are not wanting that he reaches a ripe old age, as specimens have been taken with full-grown barnacles and oysters attached to their shells. After a crab sheds he is the soft-shell crab, so suitable for frying and so dear to the heart and palate of the epicure. A crab approaching the shedding process is known as a "peeler," "shedder" and "buster," and unless the crustacean is taken in hand immediately after shedding it quickly becomes a hardshell and as such does not possess the market value of a soft-shell.

There is nothing so difficult to properly prepare for shipping as a box or crate of crabs of the soft-shell variety. They must be handled with the greatest care, for if one should die while being shipped the chances would be that the entire crate would be spoiled. Crabs are classed as "culls," "medium" and "prime," and the crates in which they are packed for shipment are provided with trays in which the crustaceans are placed between layers of shaved ice and soft seaweed. The weight of a piece of ice as large as a pea on the head of a soft crab will cause its death.

Owing to the immense amount of phosphorus in crab meat it has been found difficult to can it so that it will keep well, and on this account the larger part of the crab meat is shipped in buckets and tubs to the larger cities.

Hardshell crabs are not troublesome or expensive to ship, it being found that they can be dumped into sacks or boxes like potatoes or corn. It takes a great deal of knocking around to kill a hardshell. The average gross price per hundred for hardshells is 60 cents.

Reflections of a Fisherman.

To bait, or not to bait—that is the question.
Whether 'tis nobler in the man to leave
The streams and shallows to untroubled roach,
Or to take arms against a sea of fishes,
And, with a worm, to hook them? To try for bleak:
No more; and, for those bleak, to say we end
The heartache and the thousand unnatural shocks
That fish is heir to—'twere a consolation,
Doubtless to the fish.
To try for bleak;
For bleak! Perchance for bream—(ay, there's the rod!)
For in the flowing streams what fish may come,
When we have thrown about our endless coil
Of well-waxed line? There's the sport
That makes the rapture of the fisher's life.
For who could see the gay and glist'ning fish—
The tempting perch, the fat and flabby roach,
The shoals of happy dace, the stately jack,
The insolent young salmon, and the eels
Float and flourish in the royal Thames,
When he himself might his own breakfast get
With a mere fish-hook?
Who would fardels bear,
To sit and wait under a dreary sky,
But for the hope of something biting soon,
The undiscovered worm, from whose hook
No nibbler returns?
Settled, the question,
For we would rather catch those fish ourselves,
Than leave them for others that we know not of!
—English Fishing Gazette.

THE OLD RELIABLE!

—this is the **most popular** brand of Coffee in the Dominion.

It matters not what the state of the market is, this Coffee is **always the Best.**

Chase & Sanborn,

The Growers and Importers, - - - MONTREAL, P. Q.

Let's Talk it Over!

That we are all in business for WHAT THERE IS IN IT, is an accepted fact.

Now have you got any **"BEE" BRAND GOODS** away up on the top shelf, where you have to break your neck getting at them, or away back in the back store, or under the counter out of sight and out of mind until next stock-taking? If so, haul them out and bring them down, for

THERE'S 40% IN IT FOR YOU IF YOU DO,

over and above your usual profit.

Our travellers sold you these goods knowing well their merits, and with full knowledge and faith in them, and these goods are good and will prove sellers if you will brush them up and jusr give them a little help for big pay. Send for our illustrated catalogue on profit-sharing, or take advantage of our offer herewith:

Order through your wholesaler or

ORDER AS FOLLOWS:

2 cases	Starch	64 12-oz. pkgs.....	$10.00
3 "	Soda	96 10-oz. "	8.25
1 "	Borax	60 5-oz. "	2.25
1 "	Borax	48 10-oz. "	3.25
1 "	Bkg. Powder	24-lb. tins	4.50
1 "	Coffee	30-lb. tins, or 15 2-lb. tins.....	9.00
			$37.25

One 20-Year Gold-Filled Case Watch, Guaranteed by P. W. Ellis Co., Free.

Snowdon, Forbes & Co., Selling Agents,

449 St. Paul Street, - - MONTREAL.

DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

Quebec to Develop Butter Industry.

SPEAKING to the Quebec dairymen at Sherbrooke last week the Hon. Sidney A. Fisher quoted from the census to show the enormous progress that had been made in the dairy industry in Quebec and in the Dominion at large.

In 1891, he said, the manufacture of butter and cheese stood eighth among the industries of Canada. In 1901 it stood third, being exceeded only by that of lumber and flour. In 1901 the lumber business of the country amounted to $60,000,000; flour, $31,000,000; and dairy $29,000,000. In Quebec province in 1891 there were 728 factories, in 1901, 1,992 factories. The value of the products in the province of Quebec increased from $3,000,000 to $13,000,000, and in Ontario from $7,569,000 to $15,000,000. The dairy industry doubled in Ontario. It quadrupled in Quebec. Ontario in 1901 produced in cheese $13,110,000 and in butter $1,527,000. Quebec produced $4,916,000 in cheese, and $957,000 in butter. This showed that the people of Quebec found butter making more profitable. The dairymen of Quebec should strive to make their butter better. Canada was first in the English market in cheese. She sent to the mother country 70 per cent. of all the cheese she imported. Ontario had made the cheese industry almost perfect. Why, he enquired, do we send only 7 per cent. of the butter imported by the mother country? It was on the dairymen of Quebec that the responsibility in this connection lay. Quebec was responsible for Canadian butter. They should make the butter trade what Ontario had made the cheese trade.

Our Cheese in South Africa.

MR. G. VALDER, the commercial agent of New South Wales in South Africa, has sent home a detailed report on the import trade in cheese, says the Commercial Intelligence of December 23rd, 1903.

"The Gouda, or Flat Dutch, is," he says, "the kind preferred, the sale of Edam, or round Dutch, being very small in comparison. These cheeses usually weigh from 9 to 12 lbs. each, and this size seems to be preferred, although he saw one good brand the cheeses of which weighed about 18 lbs. each. These are all packed four cheeses in a case and in one layer. Dutch cream cheeses of about 2 lbs. in weight packed in the same way but with a larger number in a case, are also imported; but the sale is not large.

"I have heard that it is the intention of some of our cheese makers to attempt the manufacture of Dutch cheese; and provided it can be turned out equal in quality to the article imported from Holland, there would be a good prospect of a big trade for it here. Canadian cheese is very popular throughout South Africa, being of good even quality and keeping well. Much of the cheese imported from England is Canadian. Each cheese, which usually weighs from 60 to 70 lbs., is packed separately in bentwood cases; and each case is sewn in strong sacking. This method of packing has also proved very satisfactory. Prices of late for this cheese have varied from 10d. to 1s. per lb., i.e., 7d. to 9d. net. It might also be advisable for our cheese makers to consider the question of putting up cheese in tins for export to this market. Of late a considerable trade has been done in tinned Dutch cheese. This class is usually put up in 12 oz. tins.

"Colored cheese is generally perferred. For Cheddar cheese, Mr. Valder recommends sending cheese of from 20 to 30 could hear of regarding Canadian cheese lbs. in weight in preference to the larger sizes. The only complaint that he was that the size was too large for most of the storekeepers."

Manitoba Live Stock and Dairy.

The Manitoba Live Stock and Dairy Association convention opens in Winnipeg on the evening of Monday, February 22nd, and closes the following Saturday with a visit to the different abattoirs and packing houses. From three to nine meetings a day will be held so that the whole business of the convention may be held within the week, instead of spreading it over ten days as last year.

New Zealand Butter.

CANADIAN butter suffers to some extent by comparison with that from New Zealand, but, says Mr. J. A. Ruddick, chief of the dairy division: "The comparison is really not a fair one, because New Zealand butter is all grass butter, and it arrives fresh in Great Britain during our winter season, so that any Canadian butter which comes into direct competition with it must necessarily be winter made or held summer stock. New Zealand butter, however, has a reputation in England for keeping quality, and it will be of interest to Canadians to learn how that reputation has been acquired. In the first place, having no natural ice, the majority of the creameries are equipped with mechanical refrigerating machines. Their creamery refrigerators are kept fairly cold, but they have no refrigerator cars such as we have. The secret of their success is that butter is shipped from the creameries twice a week to cold storage, where it is immediately placed in a chamber at ten degrees and held there until forwarded to England. It must be at least four full days in store before it is shipped to give time for a thorough freezing to the center of the package.

Although the butter is sometimes carried several hundred miles to the London steamer, its temperature must be below freezing point of water; otherwise it will be refused and sent to cold storage to be re-frozen. The temperature in the chambers of the steamer is about 10 degrees. It is placed in the steamer with the frozen mutton, which must be kept at a low temperature. It is easy to understand that butter handled in such a manner, although it is two months old when it reaches the market, will have more life in it than some of our butter, which has been held two or three weeks in a creamery at a temperature of 40 to 50 degrees. If our creamery owners and patrons expect to compete with the Danes, who are so close to the market, and with the New Zealanders, who employ such low temperatures almost from the day their butter is made; it is time they were making a more serious effort to improve matters at their end."

Telegraphic Address, "DOMINO," Charlottetown.

The Dominion Packing Company, LIMITED.

Codes Used A.B.C. LIEBERS PRIVATE.

Charlottetown, P.E.I. Canada

We control the product of

"The Charlottetown Preserving Co."

Pure Fruit Jams,
Canned Fruits, etc.

TO THE TRADE

Our travellers are now out with full samples of our new pack Canned Meats, etc. We guarantee the quality equal to any packed on the American Continent. All bright, artistic labels. Let us give you quotations on your season's requirements—it pays to look ahead.

C. C. Corned Beef, 1's, 2's, 6's and 14's, square tins.
Whole Ox Tongues, sizes, 1½'s, 2's and 2½'s.
Prime Roast Beef, sizes, 1's, 2's and 6's.
Prime Roast Mutton, sizes, 1's, 2's and 6's.
Lunch Tongue, size, 1's, 2 doz. to case.
Oxford Sausage, sizes, 1's and ½'s.
Oxford Brawn, sizes, 1's and 2's, square tins.
Compressed Cooked Ham, sizes, 1's and 2's, square tins.
Potted and Deviled Meats, sizes, ½'s and ¼'s.
Chipped Dried Beef, sizes, 1's and ½'s.
Honeycomb Tripe, sizes, 1's and 2's.
Royal Baked Beans, sizes, 1's, 2's and 3's, either plain or with sauce.
Lunch Sausage, size, ½'s, 4 doz. to case.
Vienna Sausage, size, ½'s, 4 doz to case.
Soups, Ox-Tail, size, 2's, 2 doz. to case,
Kidney Stew,
Mutton Broth.

ABOVE ALL PACKED IN KEY-OPENING TINS.

Royal Condensed Mince Meat, 36-12 oz., 36 packages to case.

Home-Made Wet Mince Meat, 2 and 5 lb., fibre packages; 7, 14 and 25 lb. pails, tubs and bbls.

Branches at HALIFAX, SYDNEY and ST. JOHN'S, NFLD.

Fresh Sausage and Brawn

Here are two good selling lines, especially at this time of the year, when poultry is scarce and high in price.

We make them from fresh Pork and pure spices---there are none better on the market.

F. W. FEARMAN CO., Limited

PORK PACKERS and LARD REFINERS.
HAMILTON, ONTARIO.

Our English Brawn

Is a Trade Winner, always delicious and appetizing, nothing to equal it in the market.

Put up in Five-Pound Pails, Twelve to the Case.

Order Sample Case.

The Park, Blackwell Co., LIMITED

PORK AND BEEF PACKERS,
TORONTO, ONT.

RETURNED
FEB 26 1906
To Our
our Book 47
page 1
W. S. Co.

1868.

1904.

Matthews' Rose Brand

flavor has been the standard of mildness and delicacy for 36 years. Fresh out of smoke daily, at **Peterborough, Hull** and **Brantford.**

The George Matthews Company, Limited.

CORRESPONDENCE SOLICITED.

GILLETT'S GOODS ARE STANDARD ARTICLES

IT IS TO THE ADVANTAGE OF EVERY HOUSEKEEPER IN CANADA TO USE THEM . . . . . .

Magic Baking Powder.
Gillett's Perfumed Lye.
Imperial Baking Powder.
Gillett's Cream Tartar.
Royal Yeast Cakes.
Gillett's Mammoth Blue.
Magic Baking Soda.
Gillett's Washing Crystal.

MADE FOR OVER 50 YEARS.
(ESTABLISHED 1852)

E.W. GILLETT COMPANY LIMITED
TORONTO, ONT.

We are buyers of

Poultry, Butter AND Eggs.

The best facilities for handling consignments. Up-to-date Cold Storage.

The J. A. McLean Produce Co., Limited

73-75-77 Colborne Street

Telephone Main 2491. Toronto.

PROVISION AND DAIRY MARKETS.

Toronto.

Provisions—The situation in the provision trade can best be described as quiet. There is little demand ordinarily at this time of the year and the severe weather and impassible state of the roads have further aggravated matters as a result there has been a general weakening. Long clear is off a half cent, as are also backs. Heavy mess and short cut show a decline of 50 cents and shoulder mess of a dollar. Lard is down again, and one would think about as far as possible. It is so low that no call for compound is met at all. The fresh meat market is active this week. Beef remains the same but a wider range than usual is quoted in lamb. We quote:

Long clear bacon, per lb	$ 0 08	$0 08½
Smoked breakfast bacon, per lb	0 12½	0 13
Roll bacon, per lb	0 09½	0 10
Small hams, per lb	....	0 13
Medium hams, per lb	0 12	0 12½
Large hams, per lb	0 11	0 11½
Shoulder hams, per lb	0 09	0 09½
Backs, per lb	0 13	0 13½
Heavy mess pork, per bbl	16 00	16 50
Short cut, per bbl	18 00	18 50
Shoulder mess pork, per bbl	14 00	14 50
Lard, tierces, per lb	0 07½	0 07¾
" tubs "	0 07¾	0 07¾
" pails "	0 07¾	0 08
" compounds, per lb	0 07½	0 07½
Dressed hogs, light weights, per 100 lb	....	6 20
" " heavy "	....	6 00
Plate beef, per 200-lb. bbl	....	10 50
Beef, hind quarters	6 50	9 00
" front quarters	4 50	5 50
" choice carcases	6 50	7 25
" medium	5 50	6 50
" common	5 50	5 75
Mutton	6 50	7 50
Lamb	8 00	10 25
Veal	6 00	9 00

Butter—A very fair demand for creamery is reported and consumption is keeping a fair ratio to production. The quality of dairy coming forward however, is not the best and only a very ordinary demand is met. As a result there is accumulation on all hands and surprise is expressed in some quarters that the price keeps up to its present level. The outlook is not particularly encouraging considering the absence of export demand, and on the whole an easier feeling must be recorded. We quote:

	Per lb.	
Creamery prints	0 20	0 22
" solids, fresh	0 19	0 20
Dairy rolls, large	0 15	0 16
" prints	0 16	0 17
" in tubs, best	0 15	0 16
Under qualities	0 12	0 14

Cheese—The situation is quiet. Holders are waiting developments and expecting an advance. Firmness at present quotations will probably represent local conditions. We quote:

	Per lb.	
Cheese, large	0 10½	0 10¾
" twins	0 11	0 11¼

Montreal.

Provisions—Prices have ruled steady during the week, under an improved demand from both local and country buyers. The trade in dressed hogs was also fairly good, the demand from butchers for small lots creating some activity. Fresh killed, abattoir dressed hogs remained at $7.25 to $7.75 per 100 lbs., and country dressed were quoted at $6.50 to $7 per 100 lbs. We quote:

Canadian short cut mess pork	$17 50	$18 00
American short cut clear	17 50	18 00
American fat back	....	18 00
Bacon, Wiltshire, per lb	0 13	0 13½
Extra plate beef, per bbl	11 50	12 00
Lard—"Boar's Head" brand, tierce basis	....	0 07½
Carloads, less	....	0 00¼
20-lb. tin pails, tierce basis	....	
Half-bbls., over tierce	....	0 00¼
60-lb. tubs, "	....	0 00¼
20-lb. wood pails "	....	0 00¼
10-lb. tins, "	....	0 00¼
5-lb. tins, "	....	0 00¼
3-lb. tins, "	....	0 01

Wood net, tin gross weight—

	Wood.	Tin.
1 to 25 pails	1 58	1 48
26 to 49 pails	1 55	1 45
50 pails and over	1 53	1 43

Butter—There is no export demand at present. Those who were holding Fall butter in expectation of a better demand after the holidays have become a little uneasy, and are now more anxious to sell than they were ten days ago. The majority of creameries have closed for the Winter, so from this forward lighter recipts are expected of fresh made goods, and there will be a falling back on old stock. Summer goods are off flavor pretty much, and are now selling at 19 to 19 1-2c. Fancy Winter creamery is also lower. We quote:

Fancy Winter creamery	0 19½	0 20
Summer goods	0 19	0 19½
Dairy rolls	0 16	0 17
" tubs	0 14	0 16
Finest Fall made	0 20	0 20½
" fresh prints	0 21	0 22

Cheese—The cheese market is firm in tone, as, though holders are trying to meet prices, the goods are in strong hands which can maintain quotations. Mediums and good useful or late ends are quoted at 9 3-4 to 10c., October make at 10 1-2c., and September make at 10 7-8 to 11c. The market is steady to firm. There has been a heavy decrease in stocks on this side, and larger shipments are now going forward, with some goods changing hands. Holders are looking for a firmer market.

London Provision Markets.

Thomas Nesbitt & Co., writing from London, Eng., under date of January 18th, say:

Weather damp and foggy. Business generally quiet.

Butter—Market dull and prices easier. Colonial supplies are still heavy.

Bacon—Irish 2s. dearer, Danish leanest about 1s. higher. Fat selections rather lower, and difficult to clear.

Hams—In limited request.

Lard—Bladdered quiet. Pails and boxes American in more demand.

Eggs—Market quiet at reduced prices.

Cheese—Trade quieter at late rates.

Canadian Provisions 1903.

The exports of Canadian provisions to Britain for 1903, in all lines except butter, show striking increases over 1902. Bacon especially has done well with an increase of 22,709,344 pounds, and cheese with 15,521,744 pounds, while hams are well in the running with an increase of 3,759,504 pounds.

The decrease in butter is no less than 11,233,712 pounds. New Zealand seems to have captured the trade.

To the Wholesale and Jobbing Trade:

WE OFFER IN

CARLOAD LOTS

Macaroni, Vermicelli and Fancy Pastes, at lower prices than you have been getting heretofore. The goods, too, are superior to anything imported.

Packed in handsome air-tight 1-lb. packages; also in 5, 10 and 20-lb. boxes, bulk.

Send for Samples and Price List.

NAPOLI MACARONI CO.,
Hayter and Teraulay Sts., **TORONTO, CANADA**

Seed Corn

All Field Varieties

Write or wire us for prices.

ALSO

HAND-PICKED and PRIME

BEANS

Fred. B. Stevens & Co.
CHATHAM, ONT.

Brooms
Brushes
Baskets

Butter Ware
Butter Paper
Butter Tubs

Wooden Ware
Willow Ware

Walter Woods & Co.

Hamilton and Winnipeg.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

Mrs. Dooley

has to charge a fairly good price for her soap, just because it is a good soap.

But since she hasn't a fortune to spend on advertising, she can afford to to sell her soap at less than the big soap makers.

The grocer will appreciate this fact.

Mrs. Dooley's Laundry Soap

costs him about 10% less than his other five-cent bars. And of course he gets this 10% in his sales. 10% extra profit is much to be desired.

Price List on Mrs. Dooley's Laundry Soap:

	100 bars	60 bars.
1 Case lots - -	3 70	
5 " " - - -	3 60	2 15
10 " " - -	3 50	2.10
25 " " - - -	3.40	2 05

FREIGHT PREPAID ON 5 BOX LOTS.

On the score of price Mrs. Dooley feels that she will get the assistance of the grocery trade in putting her soap on the market.

THE
Metropolitan Soap Co.
LIMITED
TORONTO.

Quebec Dairymen's Officers.

At the annual meeting of the Quebec Dairymen's Association at Sherbrooke last week the following officers for the ensuing year were elected:

Honorary Presidents—Hon. S. A. Fisher, A. Turgeon, J. A. Vaillancourt.

President—C. H. Parmalee.

Vice-President—Charles Milot.

Secretary-Treasurer—M. E. Castel.

Directors—Arthabaska, P. Veilleux; Beauharnois, Robt. Ness; Bedford, E. Lepine; Charlevoix, D. Simard; Chicoutimi, Jos. Girard; Iberville, S. J. Roy; Joliette, J. P. Archambault; Kamouraska, Chas. Prefontaine; Montmagny, E. Cote; Montreal, R. E. Scott; Ottawa, J. B. A. Major; Quebec, U. Garneau; Richelieu, A. Denis; Rimouski, A. Michaud; St. Francois, Rev. Mr. Charest; St. Hyacinthe, Jos. Morin; Terrebonne, Rev. J. A. Vaillancourt, and Three Rivers, M. Desmarteau.

New Firm Under Old Name.

"The Grocer" has at hand a circular from St. John, N. B., announcing the formation of a co-partnership including Aquila D. Hopkins, G. A. Stanley Hopkins, and Frank B. D. Hopkins, for the purpose of continuing under the old firm name of John Hopkins, the business of manufacturing meat products and dealing in meats and provisions carried on for nearly forty years by their father Mr. John Hopkins, who now retires bespeaking the continued patronage of his customers for his sons.

CONVENTION OF SALESMEN.

THE 6th annual convention of the salesmen of S. F. Bowser & Co., Inc., Fort Wayne, Ind., manufacturers of the Bowser self-measuring oil tank, was held last week at the firm's office. Over seventy salesmen from all parts of the United States and Canada were present and participated in the discussions and all the salesmen were fully informed regarding the latest improved outfits. The convention lasted for three days and terminated with a banquet Friday evening at the New Aveline hotel. The menu was all that could be desired, the toast list long and the responses most witty.

Officers and Managers of S. F. Bowser & Co.

The menu card was especially gotten up as a souvenir, the first page showing portraits of the officers and managers. The entire convention was a most interesting and enjoyable affair and the salesmen go to their respective territories more enthusiastic than ever regarding the merits of their goods.

Messrs. Bowser & Co. state their present line is far in advance of anything they have ever offered and absolutely the best that years of practical experience, the best of material and workmanship can produce. They show one style of their outfits in their display ad in another column of this issue.

CATSUP

OUR FAMOUS

ANCHOR BRAND TRADE MARK REGISTERED

WE HAVE JUST ONE CARLOAD TO OFFER—so you will do well to get your orders in early.

QUALITY.—The QUALITY is fully equal to the standard of our "ANCHOR" brand products,—"the best that can be produced." We could speak volumes about its quality, but it's sufficient to say that in COLOR, FLAVOR and CONSISTENCY it cannot be improved upon.

QUOTATIONS.—Our quotations are astonishing low considering quality. It's improbable you will hear of lower figures, but we know

ITS EQUAL IN VALUE IS NOT ON THE MARKET TO-DAY.—

LETTER ORDERS RECEIVE PROMPT ATTENTION.

"ANCHOR" Brand CATSUP—2-lb. tins, cases 2 doz.,	- - -	65c. per doz.
10-oz. Corked Bottles, " 2 "	- - -	95 " "
Screw-top Pint Bottles, " 2 "	- - -	$1.25 " "
QUART BOTTLES, - { " 1&2 " / bbls, 4 " }	- - -	1.50 " "
SPECIAL—Good brand—2-lb. tins—cases 2 " quality guaranteed—SPECIAL 5-CASE PRICE,	- -	55 " "

THE EBY, BLAIN CO., LIMITED, Wholesale Grocers, TORONTO.

NO METHOD IN DISTRIBUTING HONEY.

THE annual convention of beekeepers of Brant and adjacent counties opened in Brantford Tuesday, and a number of important questions were considered. President Edmanson dealt with the matter of over-production of extracted honey, and attributed the fault, not to a surplus of honey on the market, but to a lack of care in distribution, claiming that the larger cities were flooded while smaller towns were entirely overlooked.

A resolution was passed, calling on the Government to appoint lecturers specially qualified to speak on the bee industry at meetings in connection with Farmers' Institutes.

It was the opinion of the convention that there is a growing market for honey in Manitoba and the North-West, and that producers should note conditions in that section. There is a scarcity of comb honey at present, but producers are warned not to meet the other extreme by producing too much next season. The convention unanimously opposed the introduction of "clunk" honey into the Canadian market, as a mixture of broken combs and extracted honey tends to adulteration.

Particular attention was paid to a development of local markets, and the delegates at length declared in favor of a house-to-house canvass on the part of producers. In this way the honey will be sold direct by the producer to the consumer at a reasonable profit.

VIRGINIA PEANUTS EXCITED.

"The market in Virginia is wild and excited over farmers' peanuts," said a prominent handler of peanuts the other day. "There has been a further advance in the price of hand-picked, making them cost 5½c. in New York. Virginia jumbos in the shell are scarce and hard to get. They are selling in New York at 7½c. to 8c. Virginia shelled also are scarce and higher, and all indications point to a further advance in the near future."

ARGUMENTS——

The only argument you need to decide is whether or not you need a COFFEE MILL.

If you decide you need a mill there is no room for argument about which mill you should purchase, as all points—STYLE, RUNNING EASE, CAPACITY and DURABILITY—are in favor of

THE "National"

SOLE AGENTS IN CANADA:

THE EBY, BLAIN CO., LIMITED TORONTO.

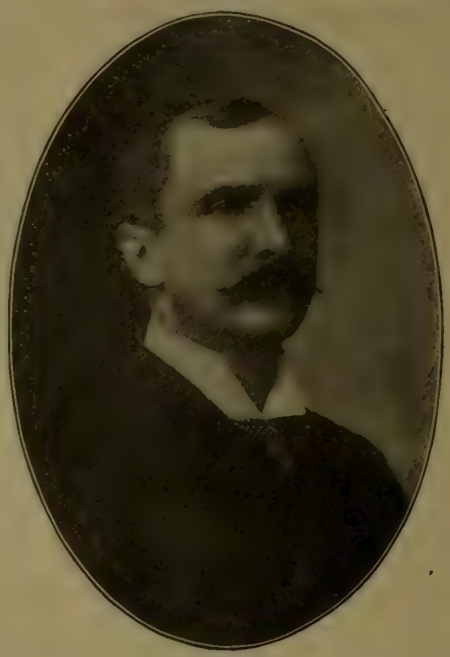
WHOLESALE GROCER HONORED.

THE elections of the Montreal Board of Trade held January 27th resulted in placing on the Council of the Board, among others, Mr. Albert Hebert, of the firm of Hudon, Hebert & Cie., wholesale grocers.

As intimated a few weeks ago by "The Canadian Grocer" when nominations were placed for the Board, Mr. Hebert was listed as a likely winner on the ticket and it is with pleasure that we record his election. Mr. Hebert is recognized as a business man of large and progressive ideas, energetic to a degree and ever alive to all mattrs pertaining to the growth, developmnt and advancement of the city's commercial interests, and the Council of the Board of Trade is undoubtedly strengthened by his election. Mr. Hebert was the nominee of the Grocers' Section and the fact that he stood high up in the list of members selected, shows his candidature to have been generally endorsed by the members of the Board of Trade.

THE COFFEE INDUSTRY.

Coffee plantations are said to number about 50,000, distributed in America, Asia and Africa, says the Tea and Coffee Trade Journal. They produce two billion pounds of coffee each year.



Mr. Albert Hebert.
Of the firm of Hudon, Hebert & Cie, recently elected to the council of the Montreal Board of Trade

This represents a trade of about $255,000,000 annually. There are over three and a half million acres of land now producing coffee, and the investment is said to equal nearly $1,500,000,000.

The industry employs two millions of people, and the average selling price is nearly 9 cents. Low prices have prevailed for some years past.

BISCUIT COMPANY ASSIGNS.

The assignment of the Pett & Sons' Company, Limited, of Walkerton, Ont., was made last week. The business was established by H. F. G. Pett & Sons about four years ago for the manufacture of biscuits and confectionery. In July last the town granted the firm a bonus of $5,000, at which time the factory was enlarged.

A year ago the concern was incorporated as a joint stock company under the name of Pett & Sons' Company, Limited. The assignment has been made to Sarah G. Pett. No statement has been made, but the liabilities will be heavy.

BRANTFORD GROCERS.

The Brantford Grocers' and Butchers' Associations are making arrangements for their annual banquet which is to be held some time in February. The exact date and place have not as yet been decided upon.

"The Bristles put into Boeckh's Brushes are put in to stay and stay put."

Wise Dealers Know That Good Quality Insures Pleasure

They know that they have the stock that satisfies—the goods that bring profitable pleasure—when they handle

BOECKH'S

HOUSEHOLD BRUSHES.

These win trade where others fail. They gain custom by their excellent workmanship and quality clear through. If you have not received our 1904 catalogue, write us.

UNITED FACTORIES,
LIMITED.

Head Office: 80 York St., TORONTO, Ont.

OPERATING:
Boeckh's Toronto Factories.
Bryan's London Factories.
Cane's Newmarket Factories.

MONTREAL BRANCH:
1 and 3 DeBresoles St.
LONDON BRANCH:
71 Dundas St.

$150 FOR A THINK!

How many Votes do you think will be polled at the next Dominion Elections, expected to be held some time this year?

408 Prizes will be given away Valued at $500

All that you have to do to entitle you to guess is to buy a package of **"Blueol"** (the new Washing Blue) containing 4 Squares. Send in the outside wrapper with your guess plainly stated.

Address envelope as follows:—

"BLUEOL" COMPETITION.

J. M. DOUGLAS & CO.,

21 St. Nicholas Street, MONTREAL, P. Q.

Be careful to write your name and address plainly. Receipt of guesses will not be acknowledged by us and no communications will be replied to in connection with this Competition.

PRIZES ARE

$150 for the first nearest estimate or guess of the number of Votes polled.
$ 75 for the second nearest guess.
$ 25 for the third nearest guess.
$ 10 each for the next five nearest correct guesses.
A Beautiful Colored Panel Picture for each of the next 400 nearest correct guesses.

To assist you in making up your figures we give the returns of the last two Elections, viz:—In 1896; 835,600 Votes were cast. In 1900; 952,496 Votes were cast.

The Competition will close one week before the Election and the guesses will be recorded in the order received and Prizes distributed accordingly after the Government authenticated returns are available.

This Competition is for the sole purpose of introducing "BLUEOL" as we know if once used it will always be used in preference to any other. We expect, and are ready to lose money in making this introduction of "BLUEOL" to the homes where washing is done.

Don't forget, if your Grocer or General Store-keeper has not got it, he will have no trouble in getting it from the Wholesale trade in any part of Canada.

"BLUEOL" is manufactured by... J. M. Douglas & Co.

Established 1857——————MONTREAL.

Guess Early and Often—A 4-Square wrapper with each guess.

N.B.—This is a Bona Fide Competition and we can refer you to Messrs. A. McKim & Co., the well-known Advertising experts, Star Office Building, Montreal, as to our responsibility.

J. M. DOUGLAS & CO.

MONTREAL'S NEW MAYOR.

THE municipal elections of Montreal held on Monday, February 1st, had an especial interest for the grocery trade of the city, inasmuch as one of the candidates for the mayoralty was Ald. Laporte, senior member of the wholesale grocery firm of Laporte, Martin & Cie. That Mr. Laporte would be elected was the general opinion at the inception of the campaign, as his record of eight years as an alderman and his position as chairman of the Finance Committee and the very creditable, honest and satisfactory work performed by him during his aldermanship, in the interests of the entire city, had earned for him the endorsation and respect of the public. That his majority of 12,568 was the largest ever polled by any candidate for the mayoralty proves conclusively that a conscientious, capable man giving his services to a municipality is appreciated by his fellow citizens. Strong efforts were made by his opponents to discredit him in the eys of the workingmen, but the fact that Mr. Laporte himself was a workingman who had worked his way up by industry from a humble position in a nail factory to the head of one of Canada's leading wholesale grocery houses, was not forgotten by the people and even in the wards where the workingman's vote was the heaviest he polled a majority.

There was seemingly a unanimous desire on the part of all classes, French and English, irrespective of politics or religion to see that Mr. Laporte received the high honor for which he had offered himself, and the feeling in all circles now that the elections are over, is that the chief executive of Canada's greatest commercial city is a thoroughly reliable man, a business man with no contracted ideas and one free from corporate influences. To the retail grocers of Montreal the election of Mr. Laporte was a matter of especial interest and the 1,460 retail grocers of the city no doubt saw that their ballots went with their influence, in the right direction. "The Canadian Grocer" felicitates the citizens of Montreal on their excellent choice and feels satisfied that the chair for the next two years will be filled with honor and credit.

Mayor Laporte, of Montreal, elected for a two years' term on Monday last, by the majority of 12,568.

SAN TOY STARCH.

A new laundry starch has been placed upon the market by the Eagle Mfg. Co., Montreal. This starch is to retail at 5c. and 10c. per package. The quality is said to be No. 1, and the prices are such as to give the trade a very good margin of profit. The starch is put up in very handsome packages, the colors being deep red with black background, and the face of the package represents a sacred Chinese tower, with two Chinamen in the foreground.

Particulars as to prices, etc., will be cheerfully given by the Eagle Mfg. Co., Montreal.

ENQUIRIES FOR CANADIAN TRADE

The following were among the inquiries relating to Canadian trade received recently at the Canadian Government office in London, Eng.:

11. A firm of implement makers is seeking supplies of spade, shovel and fork handles from Canada.

12. A gentleman with a thorough knowledge of the hardware, paint and glass trades, is prepared to undertake the representation in England of a Canadian house of good standing.

13. Inquiry is made by a Dublin firm for names of Canadian exporters of oaken and soft wood shives.

14. A firm manufacturing metal shelf brackets, door handles, hinges, hat and coat hooks, etc., are seeking a market for these goods in Canada.

15. Inquiry is made for the address of a Canadian manufacturer of a certain cement or glue largely used by musical instrument makers.

16. A Glasgow firm of grain and flour merchants is desirous of taking up the representation of a Canadian house.

17. Inquiry is made for Canadian exporters of oak mouldings for picture frames.

18. A timber firm engaged in the Australian trade has asked to be furnished with a list of the various lumber mills in Canada and of lumber exporters.

[The names of those making inquiries may be obtained from the Editor of THE CANADIAN GROCER.]

CLERKS IN MUNICIPAL POLITICS.

Eight hundred Montreal dry goods and grocery clerks met in St. Joseph's Hall at St. Catherine and Elizabeth streets last week and passed a resolution approving the candidature of Mr. Trefle Bastian in St. James ward. The reason for the action was that Ald. Giroux opposed the by-law for early closing.

Blue Ribbon *Ceylon* Tea

WINNIPEG, January 19, 1904.

THE CANADIAN GROCER, Toronto.

Sir,—We note that the last issue of "The Canadian Grocer" contains an advertisement of Salada Tea Co., of Toronto, in which they offer to donate five hundred dollars to any charitable institution if the increase in the sale of Salada tea during the past year does not equal the entire tea sales of any other firm in Canada.

While deprecating this method of drawing attention to our business, we cannot allow such a statement to go unchallenged. If The Salada Tea Co. really think that there is a greater demand in Canada for their packets than there is for Blue Ribbon Tea, we would be glad to have the sales of Salada and Blue Ribbon for 1903 investigated by a chartered accountant. If his decision is in favor of Salada we will pay all expenses and donate five hundred dollars to any charity The Salada Tea Co. may name. Should the investigation prove that there is a greater sale in Canada (we don't do business in the United States so must exclude that territory) of Blue Ribbon than there is of Salada, The Salada Tea Co. shall pay the expenses of the investigation and donate five hundred dollars to the Winnipeg General Hospital.

We enclose our cheque for five hundred dollars, drawn in favor of Wm. Ince, of the firm of Perkins, Ince & Co., Toronto, and will be quite satisfied, if agreeable to The Salada Tea Co., to have Mr. Ince arrange details of the investigation. We are also willing that "The Canadian Grocer" should publish the figures when ascertained.

G. F. & J. GALT.

Three Trade Winners.

ESTABLISHED 1850.

B. T. BABBITT

NEW YORK.

Flash-in-the-pan success is not the kind of success either you or we are looking for. Babbitt's success has been continuous for over half a century.

Babbitt's Soap Powder ("1776"), the Original Soap Powder, and still without an equal, is the most economical, sells and satisfies on its merits, and nets the retailer a handsome profit.

Five boxes each 100 6-oz. packages, $3.50 per box with a half box free (equivalent to 10 per cent. discount) freight prepaid. Order through your jobber and send us a list of fifty housekeepers and we will guarantee to create a satisfactory demand.

ESTABLISHED 1854.

Borden's Condensed Milk Co.

Originators of Condensed Milk.

The continual yearly increase of our output demonstrates, beyond question, that we lead in quality.

All up-to-date buyers and users know that

Borden's Eagle Brand Milk

—and—

Borden's Peerless Brand Cream

are the very best. In respect to richness, purity, quality and flavor, they come the nearest to rich, fresh milk that you can obtain in sealed cans.

Retailers assume no risk when they buy Borden's products. The manufacturers guarantee every can to give perfect satisfaction.

Our prices for Condensed Milk will interest you. The quality will induce your customers to return for more.

ESTABLISHED 1870.

J. L. Prescott & Co.

NEW YORK.

About 1888 we introduced the first paste stove polish. Fostered by judicious advertising, the sales leaped forward with amazing bounds.

Recently we put a fireproof Liquid Stove Polish on the market. It also struck "trade winds" in remarkably quick time, and, no doubt, will shortly have as many imitators as our famous Enameline Paste stove polish.

Enameline Liquid is positively non-inflammable, and works a revolution in polishig stoves. You cannot afford to be without this Modern Stove Polish. Order a case as sample. Cases each, 3 doz. 10-oz. cans, price 75c. a dozen. We will guarantee it to please your customers.

SELLING AGENT FOR ABOVE LINES:

WILLIAM H. DUNN

MONTREAL, P. Q. = = TORONTO, ONT.

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Greig Mfg. Co., Montreal.
McLaren, W. D., Montreal.
Snowdon, Forbes & Co., Montreal.

Baskets.
Oakville Basket Co., Oakville, Ont.
Woods, Walter, & Co., Hamilton.

Bird Seed.
Nicholson & Brock, Toronto.

Biscuits, Confectionery, Etc.
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Lucas, Steele & Bristol, Hamilton.
McWilliam & Everist, Toronto.
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White & Co., Toronto.

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Kessell, F., & Co., London, Eng.

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Cox, G. & J.

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Davidson & Hay, Toronto.
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Lucas, Steele & Bristol, Hamilton.
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Turner, James, & Co., Hamilton.
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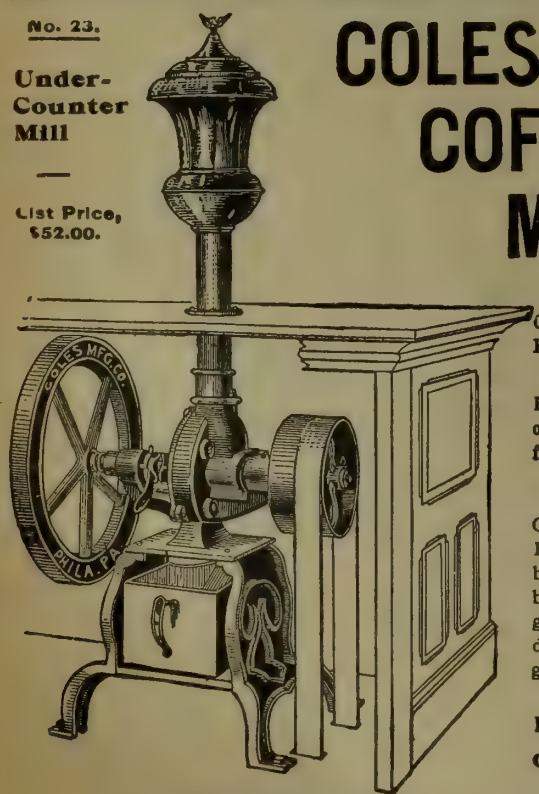

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BRANTFORD, CANADA.

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A POINT IN PARTNERSHIP LAW.

IN disposing of a motion for an interim injunction in the case of Smith v. Greer this week Mr. Justice Street in the Single Court, Osgoode Hall, Toronto, touched upon a point in partnership law which will interest business men generally. It was held that "Upon the dissolution of a partnership in the absence of an agreement between the partners to the contrary, the firm name, being a part of the good-will and not having been dealt with upon the dissolution remains the property of all the partners like any other undisposed of partnership property. Each member of the late partnership is entitled to carry on business in the firm name subject to the limitation that no man has a right to hold out his late partner as still being his partner in business contrary to the fact."

That is to say, if the firm of Smith & Jones dissolve partnership, in the absence of any agreement as to the disposal of the firm name, either Smith or Jones or both may set up again under the name of Smith & Jones, subject to the aforesaid limitation that it is not held out that the former member is still one of the firm.

UNITED STATES PURE FOOD LAW.

IF it is not killed by the Senate or vetoed by the President, the United States will enjoy the luxury of a Pure Food Law on the first day of September next. The bill has passed through all the vicissitudes incident to Congressional committees in the lower house and must now run the gauntlet of the American House of Lords, the Senate, and secure the approval of President Roosevelt before the pure fooders can lay down their arms assured that the wooden nutmeg and the basswood ham have been relegated to the limbo of Down East reminiscences.

The general scope of the bill may be said to be first, the fixing of standards of foods and drugs as to their purity, strength and character and defining of what shall be considered adulteration or misbranding of foods and drugs; and second the prohibition of interstate commerce in such misbranded or adulterated articles.

It must not be thought that up to this time there have been no pure food laws in the United States. Such laws have been passed in many of the states, but have been necessarily restricted in their operation to transactions within the state itself. The result has been to render them largely nugatory in effect. It is a matter of curious interest to note, as well, that the Federal Government has jurisdiction over inter-state commerce alone. A double system of pure food laws is therefore necessary to protect the unfortunate American from his over-reaching food purveyors.

An important part of the act under discussion is the definition of what shall be regarded as food and what shall be recognized as adulteration. A food is defined to include all articles used for food, drink, confectionery or condiment by man or domestic animals, whether simple, mixed or compound, and for the purpose of the Act an article shall be deemed to be adulterated:

In the case of confectionery:

If it contain terra alba, barytes, talc, chrome yellow, or other mineral substances or poisonous colors or flavors, or other ingredients deleterious or detrimental to health.

In the case of food:

First. If any substance or substances has or have been mixed and packed with it so as to reduce or lower so as to thereby injuriously affect its quality or strength.

Second. If any substance or substances has or have been substituted wholly or in part for the article.

Third. If any valuable constituent of the article has been wholly or in part abstracted.

Fourth. If it be an imitation of or offered for sale under the distinctive name of another article.

Fifth. If it be mixed, colored, powered, or stained in a manner whereby damage or inferiority is concealed.

Sixth. If it contain any added poisonous ingredient which may render such article injurious to health.

Seventh. If it be labeled or branded so as to deceive or mislead the purchaser, or purport to be a foreign product when not so.

Eighth. If it consists in whole or in part of a filthy, decomposed, or putrid animal or vegetable substance, or any portion of an animal unfit for food, whether manufactured or not, or if it is the product of a diseased animal, or one that has died otherwise than by slaughter.

It is provided, however that mixtures or compounds, into which no poisonous or deleterious ingredients enter, shall not be deemed to have been adulterated provided that they are labeled, branded or tagged so as to show the character and constituents thereof.

As the Federal Government, as above stated, can not interfere with commerce wholly within the state, it can only prohibit contraband articles passing from one state to another, or to or from a foreign country. To enforce this prohibition a $200 fine is enforceable for the first offence and the Department of Agriculture is given extensive powers of examination.

A most remarkable provision, that the certificate of the Secretary of Agriculture to the effect that any of the provisions of the Act had been violated should be admitted in evidence in all courts of the United States without further verification was stricken out.

The working of the new Act should it become law will be watched with interest by Canadian dealers in food stuffs. Our American friends are seriously handicapped in dealing with such matters by their rigid constitution and peculiar division of authority between the Federal and State Governments. It is to be hoped that the new law may prove a solution of the difficulty.

CANADA'S INDUSTRIAL PROGRESS

THE census statistics for 1901, which have just been completed, furnish interesting information about the progress of the various branches of Canadian industry. From figures to hand it is manifest that Canada's progress during the census decade 1891-1901, was essentially due to her agricultural and forest resources. Of the aggregate gain in production fully 85 per cent. is credited to flour and grist mills, butter and cheese factories, meat packing and slaughtering establishments, almost wholly the products of agriculture. Of the other 15 per cent. increase a large share consists of the expansion in the manufacture of wood pulp and of log products.

Among the lines in which a satisfactory gain is recorded are the following:

Product.	1891.	1901.
Log products	46 750,000	$50,805,000
Wood pulp	1,050,000	4,462,000
Slaughtering and meat packing	5 264,000	22,217,000
Butter and cheese	10,697 000	29,462,000
Agricultural implements.	7,252 000	9,597,000
Cottons	8,740,000	12 595 000
Electrical apparatus, etc.	801,700	3 032,000
Fish preserved	5,661,144	8,025 630
Smelting	13,016 200	7,082,384
Iron and steel	4 356 730	6,912,450
Harness and saddlery	1,501,750	3,427,250
Flour, etc	30,721,000	31,835,000
Boots and Shoes	12,706,215	18,481 216
Leather	9,711,781	12,068,600
Car works	9,450,525	11,500,816
Bread, biscuits and confectionery	8,374 306	11,637,808
Printing and publishing.	7,671 310	10 319 241
Tobacco and snuff	2.347 650	6,160 961
Cigars and cigarettes	3,280,114	5,352,151
Plumbing and tinsmith'g	5,716,250	6,553 957
Carriages and wagons	5 942,339	6,650,912
Hats, caps and furs	4 743,888	5,876 467
Boilers and engines	2,433,878	4,626 214
Men's furnishings	2,647,200	4,623,652
Paper	2,570,722	4,380,776

In woollens, ship and ship repairs, foundry products and distilled liquors small reductions are shown. The total production, however, shows a gain, which though not nearly as large as it should have been, is an evidence that Canada expanded more industrially than she did in numbers. The total number of manufacturing establishments with five employes or over in 1891 was 13,679 with a product of $363,156,797 as compared with 16,300 with a product valued at $481,053,375 in 1901.

THE WAR IN THE EAST.

THE imminence of war in the East is regarded with keen regret by those who have hoped for a peaceful solution of the differences existing between Russia and Japan. The aggressor is assuming a terrible responsibility, and is precipitating a conflict which may engulf all Europe in a bloody and devastating warfare. War is a hideous monster, which only residual barbarism and want of imagination makes possible among men to-day.

Apart altogether from humanitarian reasons war is a calamity to the world at large and to the business world in particular.

In the first place hundreds of thousands of men, the pick of the countries involved, are torn away from useful employments, where they have been engaged in producing articles to supply the multitudinous needs of a poverty-stricken world, to tramp or ride hundreds of leagues, for what? To take the lives of similar workmen who have been similarly torn away from useful employment for a like unprofitable purpose.

The goods these men would have produced are lost to the world, at the same time thousands of other workmen are turned from the production of the necessities and luxuries of life to the production of instruments of destruction to be used by the first set of workmen against their opposing fellows.

In all this millions of dollars are swallowed up by the cavernous maw of the war. Where does all this money come from which upsets the humdrum industrial world and converts it into a system of arsenals and cartridge factories? It comes from the general fund of savings which would otherwise have found investment in the development of industries, in the production of commodities for the use of mankind and in the payment of workmen who would thus have been put in a position to purchase the commodities so produced.

But war absorbs this fund; money becomes scarce and interest high; owners of factories can not secure the funds to extend their works; progress is checked. The nation, or the world at large, like the prodigal, has wasted its substance on riotous living and must bear the penalty of hard times.

Britain felt it after the Boer War which fortunately occurred at the crest of a wave of extraordinary prosperity. Its effects, however, are still seen in the low price of consuls. Consuls are no less safe than ten years ago; the high rates of interest due to the scarcity of money consequent upon the vast expenditure upon the war has depreciated consols to their present low rate. Had not such a stupendous amount of money been sunk in the Boer War we would have found little difficulty in securing funds for our transcontinental railway at a rate very considerably below what now must be paid.

Should the Japano-Russian embroglio develop into a war of great magnitude, certain lines of trade may be temporarily stimulated, but the final result will be to absorb the surplus capital afloat, raise the rate of interest and precipitate hard times.

AUTONOMY FOR THE WEST.

THE demand for autonomy on the part of the Northwest Territories is an evidence of the awakening consciousness of the West. The demand is a most natural one and should receive ready sympathy from the still surviving stalwarts who waged a long but finally successful struggle for the boon of self government in the older provinces.

The rapidity with which the territories are being filled up will result in rapidly changing conditions which will need to be met with legislation suited to local needs. The Dominion Government which for many years administered these wide acres in an admirable manner is now confronted with conditions which are changing rapidly and can receive adequate treatment only from those who are on the spot and whose interests are bound up in that of their prairie territory. The Dominion Government should make haste to divest itself of a trusteeship which it has faithfully observed but which it can no longer maintain either with justice to itself or advantage to the West.

It is true that in granting autonomy to the provinces the Dominion gives up

certain advantages, but after all it is only right that these advantages should acrue to the provinces-to-be themselves. There is no force in the contention that as the Dominion has spent large sums of money in building the C.P.R. she should exact the last farthing from the West. The east is receiving, indeed has received its payment in the additional business and prosperity that has come to the East through the Western development. The East can prosper best only through the prosperity of the West. Whatever develops the West benefits the East. As the West is best qualified to attend to its own proper development the sooner authority is given them so to do the better for the Dominion at large.

THE MONTREAL TECHNICAL SCHOOL

MONTREAL citizens, and particularly the busines men of Montreal, should take a live interest in the prospectus of the projected Technical School for that city. The movement towards the establishment of such a school was inaugurated by men representative of the industrial, commercial and financial interests as well as the educational organizations of Montreal.

The Board of Governors have formulated a course of studies, have secured a suitable site, and also obtained the promise of co-operation from the Mechanics' Institute and of a large degree of financial support.

However, further financial assistance is required and it is from the business men of the city that the promoters of the school have reason to expect and to receive the money required. "The Canadian Grocer" has repeatedly pointed out the advantages of more widespread technical training. In Germany, Britain and the United States technical education is one of the foremost characteristics of industrial progress. Canada has been slow to move in this direction, but there seems to be every evidence that greater attention is being given to the matter and a more general belief in its efficiency.

It is proposed to provide accommodation for 2,000 to 3,000 men, women, boys and girls who seek to extend in a systematic way their knowledge and training yet are not able to take an university course. In drafting the course of studies the committee have planned a three years' course of evening study, suited to those employed during the day who aspire to thorough knowledge of the principles of their trade. The courses proposed are as below:

Department of preparatory instruction (one year course) — arithmetic, drawing, algebra, practical geometry and mensuration, mechanics, elementary physics and chemistry; English, French, commercial arithmetic and composition.

Mechanical and electrical engineering.—Steam, machine construction, mechanical drawing, strength of materials, applied mechanics, applied electricity, locomotive engineering, and instruction in shop work (including pattern making, moulding smith work, pipe fitting and electrical fitting).

Building trades.—Building construction, applied mechanics, architectural drawing and shop work (including carpentry, joinery, plumbing, brick work and masonry, house and sign painting, metal plate work, plastering and steamfitting).

Textile trades.—Applied chemistry, textile design, spinning, weaving, dying and color printing.

Printing trades.—Drawing and design, typography, lithography, engraving.

Applied chemistry. — Chemistry (organic and inorganic), applied chemistry, including chemistry of oils, soaps, colors, brewing, rubber manufacture, paper and pulp making, glass manufacture, metallurgy.

Flour milling.—Flour and general milling, mechanical drawing, steam, applied mechanics.

Boot and shoe trades.—Pattern cutting, boot and shoe making, mechanical drawing.

Commercial course.—French (conversation and correspondence), commercial geography, elements of commerce and commercial law, bookkeeping, shorthand and typewriting, advanced English composition (additional languages, e.g., German and Spanish, if found advisable).

Domestic industries. — Cookery and domestic economy, laundry work, millinery and dressmaking.

Applied art.—Drawing and coloring, design and composition, modelling, applied design.

Navigation. — Navigation, nautical astronomy, naval architecture, shipping (in its legal and commercial relations).

It is estimated that fully $250,000 will be required to make the school a success, of which less than $150,000 will be used for building and equipment. Arrangement has been made with the Mechanics' Institute whereby it will devote to the movement, as soon as an equivalent amount has been subscribed, the equity in its property, amounting to about $100,000. It is not likely that Montreal business men will be found wanting in the proper spirit of generosity when this need is placed before them.

PERSONAL MENTION.

Mr. Wm. F. Clough is canvassing the trade in Ottawa City for the New York specialties controlled in Canada by Wm. H. Dunn.

Mr. Crysdale, of Crysdale & Sons, Oshawa, was in Toronto on Tuesday on business. He reports that trade is fairly good in Oshawa.

Mr. D. Bremner, western representative of Snowdon, Forbes & Co., Montreal, was in the city during the past week and left on Friday on his western trip.

Mr. Wm. H. Dunn, representative in Canada for United States manufacturers, is visiting the trade in Toronto in the interest of Enameline Stove Polish, Babbitt's Soap Powder and Borden's Eagle Brand Milk.

Mr. Albert N. Reay, the Canadian representative of the Force Food Company, recently returned from a business trip through the Province of Quebec and reports trade as very satisfactory in that section of the Dominion.

Mr. J. S. Agar, representing the Toronto Coffee & Spice Co., Limited, Toronto, is at present visiting the jobbing trade of Montreal. Mr. Agar's territory includes the jobbing trade of Ontario and Quebec. He reports that business has been most satisfactory in their lines.

PLANT ENGLISH WALNUTS.

The experiments that have been made by a few enterprising farmers of Clarke county, Wash., in growing English Walnuts, have been sufficient to justify the planting of orchards of these trees. The time may come when large walnut orchards will replace many of the prune orchards of the county.

EXPORT APPLE TRADE.

The following estimate of the apples exported from Atlantic ports for the week and season ending January 30th was prepared for THE GROCER by Mr. Fred Barker, apple exporter, Church street, Toronto:

	Liverpool.	London.	Glasgow.	Various.	Total.
Portland	14,869	1,079	....	....	15,948
New York	4,766	5,320	542	12,031	22,659
Boston	17,966	1,214	5,027	161	24,368
Halifax	1,172	18,819	1,572	....	21,563
St. John, N.B.	3,285	1,255	3,100	....	7,640
Week's total	42,058	27,687	10,241	12,192	92,178
Same week, 1903	28,794	8,707	3,896	6,816	48,321
Season to date	13,341,795	629,827	396,646	458,773	2,837,282
Last " "	1,799,951	332,868	348,363	191,806	2,052,988

The following cable from Liverpool was received by Mr. Barker re Wednesday's apple market there: "Winifredian, good condition; market very active; Baldwins, 15s. to 22s.; Ben Davis, 15s. to 19s.; Spies, 14s. to 21s.; Russets, 16s. to 22s.

THE CHALLENGES.

Below we present to the grocers of Canada photographic cuts facsimiles in miniature of two advertisements that appeared in this Journal, the Salada's challenge on January 15, the Blue Ribbon's acceptance of same on January 29, page 25.

$500.00—FIVE HUNDRED DOLLARS.

We believe that OUR INCREASE ALONE in sales of "SALADA" Ceylon Tea in the past year over our sales in 1902 was greater than the entire tea business of any other wholesale firm in Canada, in either packet or bulk tea.

If any Firm has a contrary opinion, we are prepared to donate Five Hundred Dollars—$500 00—to any Charitable Institution if we are wrong; the contesting Firm to do the same, if we prove absolutely that our INCREASE ALONE in the past year over the preceding one was greater than **their entire business,** packet or bulk, in 1903. We will allow the contestants to include in their sales Ceylon, India, China and Japan Teas; on our part THE INCREASE IN 1903 OF "SALADA" ALONE Results to be published

"SALADA," Toronto and Montreal.

The Challenge Accepted

and Our Money is Up.

We accept the challenge of The Salada Tea Co as advertised in "The Canadian Grocer" of January 15th

We have placed in the hands of the publishers of this journal a check for five hundred dollars, payable to the order of Mr Wm Ince of Perkins, Ince & Co., Toronto If The Salada Tea Co prove their claim the five hundred dollars will be donated to any charitable institution they may name If they cannot prove their claim they will donate five hundred dollars to the Winnipeg General Hospital

Merit—sterling merit—has made the sales of

Blue Ribbon
***Ceylon* Tea**

what they are to day Push the Red Label Brand Each grocer our agent.

Winnipeg Toronto Vancouver

There also appeared in the issue of this paper of January 29, page 24, the following challenge from Messrs. G. F. & J. Galt:

THE CANADIAN GROCER,—We note that the last issue of THE CANADIAN GROCER contains an advertisement of Salada Tea Co., of Toronto, in which they offer to donate five hundred dollars to any charitable institution if the increase in the sale of Salada tea during the past year does not equal the entire tea sales of any other firm in Canada.

While deprecating this method of drawing attention to our business, we cannot allow such a statement to go unchallenged. If The Salada Tea Co. really think that there is a greater demand in Canada for their packets than there is for Blue Ribbon Tea, we would be glad to have the sales of Salada and Blue Ribbon for 1903 investigated by a chartered accountant. If his decision is in favor of Salada we will pay all expenses and donate five hundred dollars to any charity The Salada Tea Co. may name. Should the investigation prove that there is a greater sale in Canada (we don't do business in the United States so must exclude that territory) of Blue Ribbon than there is of Salada, The Salada Tea Co. shall pay the expenses of the investigation and donate five hundred dollars to the Winnipeg General Hospital.

We enclose our cheque for five hundred dollars, drawn in favor of Wm. Ince, of the firm of Perkins, Ince & Co., Toronto, and will be quite satisfied, if agreeable to The Salada Tea Co., to have Mr. Ince arrange details of the investigation. We are also willing that THE CANADIAN GROCER should publish the figures when ascertained.

G. F. & J. GALT.

Winnipeg, Jan. 19, 1904.

The head of the firm of Messrs. Galt being the president of the Blue Ribbon Tea Co. The Salada people wired Messrs. Galt as follows:

G. F. & J. GALT, Winnipeg, Man. Toronto, January 30, 1904.

Note you accept our challenge published GROCER. We also accept challenge contained in your letter published GROCER, and have handed GROCER two cheques five hundred dollars each. Have asked Mr. Watt to confer with Mr. Ince and arrange to proceed at once.

P. C. LARKIN & CO.

And received the following reply:

P. C. LARKIN & CO., Toronto. Winnipeg, Man., Feb. 1, 1904.

Glad you intend to accept our proposition, wiring Ince to-day.

G. F. & J. GALT.

We, having on the 26th, asked Mr. J. L. Watt, of Messrs. Watt & Scott, Toronto, and Watt, Scott & Goodacre, of Montreal, to act for us. Mr. Watt wrote to Wm. Ince, Sr., as follows:

WILLIAM INCE, SR., ESQ., City. February 1, 1904.

Dear Sir,—Referring to the subject of our conversation in my interview with you on Saturday, Messrs. P. C. Larkin & Co. wired Messrs. G. F. & J. Galt that they noted their acceptance by Blue Ribbon Tea of the challenge published by the Salada Tea Co. in CANADIAN GROCER, and that Salada Co. also accepted the challenge published by Messrs. Galt in the ast issue of the same paper, and Messrs. Galt have wired Messrs. P. C. Larkin & Co. in reply as follows: "Glad you intend to accept our proposition, wiring Mr. Ince to-day."

In view of the above, and that in my conversation with you I mentioned Messrs. Clarkson & Cross as a firm of accountants in whom both parties would have the utmost confidence to make the investigations, and this name having met with your entire approval, I now ask if you will please authorize this firm to proceed at once with the investigation, of both Salada's challenge accepted by Blue Ribbon, and Salada's acceptance of the challenge made in Messrs. Galts' letter; a copy of THE CANADIAN GROCER containing both challenges to be handed to the accountants with instructions to proceed in each case on the lines indicated in the respective challenges.

A prompt answer will oblige.

Yours respectfully, (Signed), J. L. WATT.

Mr. Ince replied as follows:

J. L. WATT, ESQ., Toronto. Toronto, 2nd February, 1904.

Dear Sir,—I have your favor of yesterday, and in reply beg to say, that I must respectfully decline to take any action whatever in reference to the question of the sales of "Salada" and "Blue Ribbon" Teas, until a definite understanding is come to between the two Companies.

The challenge of The Salada Company reads as follows:—"We "believe our increase alone in sales of 'Salada' Ceylon Tea in the past "year over our sales in 1902 was GREATER THAN THE ENTIRE TEA "BUSINESS of any other wholesale firm in CANADA, IN EITHER PACKET "or BULK tea."

This refers, of course, to Salada in Canada only; indeed, "in Canada" is underlined and is a challenge to all the wholesale houses in Canada, and in Canada only, and this is the challenge which it appears to me The Blue Ribbon Company accept. You might ascertain from The Salada Company whether I am correct in my interpretation, and if I am I will submit it to The Blue Ribbon Company, and see whether it accords with their views. Yours very truly, WM. INCE.

And received the following reply:

February 3, 1904.

WILLIAM INCE, SENIOR, ESQ., City.

Dear Sir,—I am in receipt of your favor of 2nd inst.

The position appears to be that a challenge was published in THE CANADIAN GROCER by The Salada Co. on January 15th and subsequent issues; that on page No. 25 of the last issue of THE GROCER, Blue Ribbon Tea published an announcement of their acceptance of the Salada's published challenge.

As we were agreed that Messrs. Clarkson & Cross were quite acceptable to both companies to conduct the investigation, there appears nothing to be done but to instruct them to proceed, and your declining to do so would constitute a default and The Salada Company would claim the deposit on behalf of certain charitable institutions.

The position appears to be equally simple with regard to Messrs. Galt's challenge published on page No. 24 of the last issue of THE GROCER and which The Salada Co. have accepted, and as we are agreed as to the accountants, there is nothing further to be done but to have your friends (if they have not already done so) deposit another cheque for five hundred dollars against Salada's second cheque and order the investigation to be made. I am,

Yours very respectfully, J. L. WATT.

We want no argument. Every word in challenges and acceptances is in print. There can be no dispute. all there is to do now is to give the matter to the accountants agreed upon, and we look to Mr. Ince to do this without any reserve.

"SALADA," Toronto and Montreal.

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

Toronto, February 4, 1904.

Groceries.

AROUND of the wholesale trade this week has discovered little of interest. Tales of bad roads and snowed in travellers are common, but in spite of this the feeling generally is optimistic and orders are better than might be expected under the circumstances. So soon as the weather moderates a little a noticeable improvement is expected. Collections are quite satisfactory. There are few changes in price to record. Canned goods hold a strong position and a steady consumption is going on. There is still a difference of opinion as to corn but the general tendency for this along with other vegetables is higher. A tip has also been given that canned meats may also be expected to go up shortly. Coffee is still going skyward and 1-2 cent rise is recorded in Rios, while Santos and mild grades are firm locally. Spices are in a firm position generally. Syrup is meeting with a fair enquiry at firm prices and molasses is in ordinary demand. New Japan rice has arrived on the local market and has excited some interest. Tapioca is firm and unchanged here. Teas fully maintain values. There is a good demand for fine Ceylons and some enquiry for medium Japans. Dried fruits are exciting little interest except that there is a better enquiry for prunes. Cured fish are brightening up with the approach of Lent. Sugar is unchanged locally, but trade has been stimulated by an advance of 5 cents for barrelled by a couple of American refiners. The feature of the week is the withdrawal of the Dresden and Wallaceburg refineries from sugar list preparatory to going to the retailers direct.

CANNED GOODS

There is no special feature to report this week beyond the strong position held for some little time now. A steady consumption is going on now, and there is no doubt in the minds of many that prices will be higher later on as stocks generally are light. Corn, peas and beans are not unlikely to go higher before a great while and tomatoes later in the season. There is still some corn at $1, but the most ranges from $1.10 to $1.15, with some as high as $1.25 for fancy sugar. The probabilities are for an advance in canned meats early this month. Canned salmon are very firm although at present demand is light, a fact which will be remedied when Lent come. We quote:

Apples, 3's		0 90
" gallons		2 20
Asparagus		3 50
Beets, 2's		0 90
Beets, 3's		1 00
Blackberries, 2's	1 50	1 70
Beans, 2's	0 85	1 10
Corn, 2's	1 10	1 15
Cherries, red, pitted, 2's		2 20
" white		2 40
Peas, 2's	0 90	1 40
Pears, 2's	1 45	1 60
" 3's	1 90	2 10
Pineapples, 1½'s	1 50	1 60
" 2's	1 80	2 00
" 3's	2 25	2 40
Peaches, 2's	1 55	1 70
" 3's	2 45	2 60
Plums, green gages, 2's	1 10	1 40
" Lombard	1 00	1 30
" Damson, blue	0 95	1 25
Pumpkins, 3's		0 95
" gallon		2 50
Rhubarb, 3's		1 80
Raspberries, 2's	1 40	1 60
Strawberries, 2's	1 40	1 60
Succotash, 2's		1 00
Tomatoes, 3's		1 05
Lobster, talls		3 35
" 1-lb. flats	3 50	3 70
" ½-lb. flats	1 90	2 00
Mackerel	1 00	1 25
Salmon, sockeye, Fraser	1 65	1 75
" " Northern	1 65	1 75
" " Horseshoe	1 65	1 75
" Cohoes		1 15
Chums	1 25	1 35
Sardines, Albert, ¼'s		
" " ½'s	0 24	0 25
" Sportsman ¼'s		0 15
" ½'s		0 23
" Portugese ¼'s	0 08	0 10
" P. & C., ¼'s	0 25	0 27
" P. & C., ½'s	0 35	0 38
" Domestic, ¼'s	0 03½	0 04
" " ½'s	0 09	0 11
" Mustard, ¾ size, cases 50 tins, per 100	8 00	9 00
Haddies		1 00
Kippered herrings, domestic		1 00
" " imported	1 45	1 55
Herrings in tomato sauce, domestic		1 10
" " " imported	1 45	1 55

SUGAR.

There is no change to note in the raw situation, prices remaining nominally as last advised. Quotation for 96 test centrifugal is still 3 5-16c. duty paid, New York, or 1 31-32c. cost and freight. There are, however, no sellers for shipment from Cuba at less than 2c. cost and freight, which U. S. refiners do not as yet feel able to pay. We hear that the Cubans have sold practically all their production up to the end of first half of February and that only a comparatively limited quantity of the make for the second half of February remains to be marketed. There have been only slight fluctuations in Europe for the week under review and as we go to press the quotation for 88 per cent. beet is reported at 7s. 8 1-2d. basis f.o.b. Hamburg for February shipment and 7s. 9d. for March. Cane sugars have still a differential of over 5-16c. in their favor in the New York market and therefor we hear of no transactions in beets.

For week ending January 27 receipts at United States Atlantic ports were 23,689 tons with meltings unchanged at 28,000 tons. Total stock in all hands was 78,327 tons, a reduction of 4,31' tons from previous week, and 51,143 tons compared with same time last year. Cuban stocks according to latest advices were 100,500 tons, or about the same as last year at similar date. There are 149 central factories grinding as compared with 135 last year. Combined stocks of Europe and America at latest uneven dates were 3,558,827 tons as compared with 3,415,261 tons at same uneven dates last year. The increase of stock is 143,566 tons. United States refiners seem to fully appreciate that prices of raws are low at present, but are taking advantage of prevailing conditions to keep them so, for some time to come. The future of the market seems to depend pretty much upon the action of beet growers in Europe. When the time for sowings comes round again.

The feature of the week in American refined was an advance on Tuesday 2nd inst. of 5 cents per hundred pounds for sugar packed in barrels. This advance was made only by the American and National refineries, Arbuckles remaining unchanged. The only apparent reason for the advance is the very much increased cost of cooperage stock on account of scarcity of material. While there is no other special significance to be attached to the change it has had the effect of greatly stimulating the demand across the line. The same effect is noticeable in our local market though prices here are, so far without change. The outstanding feature of interest for current week is the withdrawal from the sugar list of the Dresden and Wallaceburg refineries, so far as sugar made in campaign just closed is concerned. These refineries have decided to offer their sugars to the retail trade direct, and we have therefore to withdraw them from the list at foot. Being without selling prices we are unable to quote these sugars at present time. We quote:

Paris lumps, in 50-lb. boxes	4 68
" in 100-lb. "	4 58
St. Lawrence granulated	4 03
Redpath's granulated	4 03

Acadia granulated	3 93
Berlin granulated	3 93
Off granulated (Dresden), 1902	3 78
Phoenix	3 93
Bright coffee	3 78
Bright yellow	3 73
No. 3 yellow	3 68
No. 2 "	3 48
No. 1 "	3 38

Granulated and yellow, 100-lb. bags, 5c. less than bbls.

COFFEES.

The situation in coffee has been fully maintained and still shows an advancing tendency. There seems to be a more bullish feeling in Europe than heretofore. Late advices from New York report No. 7 Rio at 9.25 as against 9.20 a week ago and Santos No. 6 at 9.30 as against 9.10 last week. There is a fair demand for Rios locally in spite of a further advance of a half cent. Santos have shown considerable movement among jobbers while a steady trade is reported for mild grades. We quote:

	Per lb.
Green Rios, No. 7	0 10½
" " No. 6	0 10¾
" " No. 5	0 11
" " No. 4	0 11¼
" " No. 3	0 11¼ 0 11½
Mocha	0 21 0 25
Java	0 22 0 35
Santos	0 12 0 14
Plantation Ceylon	0 26 0 35
Porto Rico	0 22 0 25
Guatemala	0 22 0 25
Jamaica	0 15 0 20
Maracaibo	0 16 0 23

SPICES.

The New York market is active with a good demand generally. A further stiffening is reported in cloves, ginger and cassia. Supplies of pepper, black and white, are limited. The trade is buying freely for manufacturing purposes. There are some signs of strength in nutmegs which for the past two months have been irregular. There is a good ordinary demand reported locally and prices remain about as at last writing. We quote:

	Per lb.		Per lb.
Peppers, blk	0 18 0 19	Cloves, whole	0 25 0 35
" white	0 23 0 27	Cream of tartar	0 25 0 30
Ginger	0 18 0 25	Allspice	0 14 0 17

SYRUPS AND MOLASSES.

A very fair seasonable demand is being met for these lines. The principal call is for corn and sugar syrups of bright quality for table use. Prices are firm. For molasses good ordinary baking is meeting some enquiry. This is principally New Orleans. Barbadoes is not a very important article of commerce here, comparatively speaking and is still quoted at prices which have ruled for some little time. We quote:

Syrups—	
Dark	
Medium	0 30 0 32
Bright	0 35 0 37
Corn syrup, bbl., per lb	0 02¾
" ½ bbls., "	0 02¾
" kegs "	0 03
" 3 gal. pails, each	1 30
" 2 gal. " "	0 90
" 2-lb. tins (in 2 doz. case) per case	1 90
" 5-lb. " (in 1 ") "	2 35
" 10-lb. " (in ½ ") "	2 25
" 20-lb. " (in ¼ ") "	2 10
Molasses—	
New Orleans, medium	0 25 0 30
" ½ bbls	0 27 0 32
" open kettle	0 45 0 50
Barbadoes	0 47½ 0 50
Porto Rico	0 38 0 42
Maple syrup—	
Imperial qts	0 27½
1-gal. cans	0 95 1 00
5-gal. cans, per gal	1 00
Barrels, per gal	0 75
5-gal. Imp. brand, per can	4 50
1-gal. " per case	5 10
½-gal. " "	5 60
Qts. " "	6 00

RICE AND TAPIOCA.

The first direct shipment of fine Japan rice arrived last week. It is a good sample and is meeting with a very good demand owing to the fact that the market for this grade has been bare for some time. Tapioca is higher in price on the primary markets but no quotable change is reported here. We quote:

	Per lb.		Per lb.
Rice, stand. B	0 03¾	Sago	0 03½ 0 04
Patna	0 05 0 05½	Tapioca	0 03 0 03¾
Japan	0 06 0 07	Carolina rice	0 10

TEAS.

The market does not show any feature of very particular interest this week. There is some enquiry for finer grades of Ceylon which are showing extraordinary value in lines costing between 20 and 30 cents. There is also some demand for good medium grades of Japan. A London cable reports that sales this week have gone off at about previous rates with the exception of a weakness in broken Pekoes. The war prospects have little effect in Canada, but are seriously regarded in the United States. We quote:

Congou—half-chests, Kaisow, Moning, Paking	0 12 0 60
" caddies, Paking, Kaisow	0 19 0 50
Indian—Darjeelings	0 35 0 55
" Assam Pekoes	0 20 0 40
" Pekoe Souchongs	0 19 0 25
Ceylon—Broken Pekoes	0 36 0 42
" Pekoes	0 27 0 30
" Pekoe Souchong	0 17 0 35
China Greens—Gunpowder, cases, extra first	0 42 0 50
" half-chests, ordinary firsts	0 22 0 28
Young Hyson, cases, sifted, extra firsts	0 42 0 50
" cases, small leaf, firsts	0 35 0 40
" half-chests, ordinary firsts	0 28 0 38
" " seconds	0 23
" " thirds	0 16 0 18
" " common	0 15
Pingsueys—Young Hyson, ½-chests, firsts	0 28 0 32
" " seconds	0 18 0 19
" half-boxes, firsts	0 28 0 32
Japan—½ chests, finests May pickings	0 38 0 40
" Choice	0 33 0 37
" Finest	0 30 0 32
" Fine	0 27 0 30
" Good medium	0 25 0 28
" Medium	0 21 0 23
" Good common	0 20
" Common	0 19

Foreign Dried Fruits.

There is little to record in these lines outside the fact that a better demand for prunes. A light demand might also be mentioned for apricots and peaches. Shelled walnuts are still advancing. Beyond this there is little of inteerst. We quote:

CURRANTS.

	Per lb.		Per lb.
Fine Filiatras	0 04½ up	Vostizzas	0 07 0 08
Patras	0 06 0 06½		

RAISINS.

	Per lb.
Valencia, fine off-stalk	0 06½ 0 07
" selected	0 07 0 09
" selected layers	0 08 0 09½
Sultana	0 06½ 0 10
Californian seeded, 12-oz	0 08½ 0 09
" 1-lb. boxes	0 10½ 0 11
" unseeded, 2-crown	0 07½
" " 3-crown	0 08 0 08½
" " 4-crown	0 09 0 10

DATES.

	Per lb.		Per lb.
Hallowees	0 04½ 0 05	Fards	0 07½ 0 09½
Sairs	0 04½ 0 04½		

PRUNES.

	Per lb.		Per lb.
100-110s	0 04 0 04½	60-70s	0 06¼ 0 07
90-100s	0 05 0 05¼	50-60s	0 07 0 07½
80-90s	0 05½ 0 05¾	40-50s	0 07¾ 0 08
70-80s	0 06 0 06¼	30-40s	0 08¼ 0 08½

CANDIED PEELS.

	Per lb.		Per lb.
Lemon	0 10 0 12½	Citron	0 15 0 18
Orange	0 11 0 13		

FIGS.

	Per lb.		Per lb.
Tapnets	0 06¾	Elemes	0 09 0 20
Naturals	0 06½ 0 09½		

APRICOTS.

	Per lb.
Californian evaporated	0 10½ 0 15

PEACHES.

	Per lb.
Californian evaporated	0 08 0 12

Cured Fish.

As Lent approaches there is better interest and greater enquiry for these lines. Prices are unchanged. We quote:

Herring, No. 1, Labrador, in bbls	6 25 6 50
" " " ½-bbls	3 25 3 50
" split shore, ½-bbls	2 75 3 00
Large dried cod in quintals	6 00 6 50
Skinned cod, in 100-lb. cases	5 50 6 00
Cod steak, 1-lb. blocks	0 06½
Boneless fish, 1-lb. blocks	0 05½
" 25-lb. boxes, per lb	0 04½
Scaled herring, per box	0 16 0 18

Country Produce

EGGS.

The situation is even more acute than last week. Stocks are practically exhausted with the exception of a few odd lots which most commission men are sparingly dealing out. Enquiries from outside points are received daily and egg men would be glad to see the arrival of new stock, an event which with prevailing weather conditions seems no nearer than last week. Prices have been advanced again since last writing. Strictly new laid are nominally the same but scarcely any receipts are reported. Other grades are up from three to four cents and there is practically nothing to be had under 30 cents. We quote:

Eggs, strictly new laid, per doz	0 35 0 40
" selected, cold storage, per doz	0 32
" cold storage per doz	0 30
" pickled, per doz	0 28 0 30

WHITE BEANS.

Beans are firmer than last week with good demand at quotation prices. Mixed are 15c. firmer and hand-picked 10c. firmer. We quote:

Beans, mixed, per bush	1 35
" prime, "	1 25 1 35
" handpicked, per bush	1 60
" Lima, per lb	0 05½ 0 06½

HONEY

The market is becoming more active this week. As the season advances stocks are becoming lighter and prices are advancing. A better demand than

usual at this season is reported. We quote :

Honey, extracted clover, per lb	0 06½	0 07½
" sections, per doz	1 50	2 25

POULTRY.

This line is featureless. There are no receipts just at present and few enquiries for cold-stored. Prices remain at figures given last week. We quote :

Chickens, live per lb	0 09	0 10
Old hens " "	0 05	0 06
Chickens, dressed, per lb	0 10	0 12
Old hens, " "	0 06	0 07
Turkeys, " "	0 13	0 14

Fish.

The fish market continues brisk. Demand is good and supply fair. Present prospects point to a scarcity in fish before Lent is over. British Columbia salmon and halibut are 2c. easier respectively. Fresh frozen sea herrings are selling especially well. Our quotations are :

Whitefish, frozen, per lb		0 09
Trout, frozen, per lb		0 09
Herrings, fresh, per lb		0 07
British Columbian salmon, frozen, per lb		0 12
Halibut, frozen, per lb		0 12
Perch, per lb		0 06
Mackerel, frozen, per lb		0 10
Haddocks, per lb		0 06
Cod, per lb		0 08
Tullibees, per lb		0 06
Gold eyes "	0 04½	0 05
Fresh-water herring, frozen, per lb		0 04½
Sea herring, per 100	2 00	2 25
Finnan haddies, per lb		0 08
Bloaters, mild cured, per box		1 25
Oysters, standard, per small pail		4 60
" selects " "		5 25

Green Fruits.

The trade in green fruits is dull owing to the recent heavy storms which have made the distribution of fruit in bulk slow and intermittent. The express trade is somewhat better, although this too has suffered. Oranges are plentiful, especially Californias, and easier in price. Many stocks are arriving in poor condition. This is accounted for by the fact that the season is about over and over-ripe fruit often begins to waste during long transportation. Jamaica oranges are about out of the market. Bananas are plentiful although some stocks are uncertain on account of the changeable weather. Small stocks of frost-bitten lemons continue on the market. Japanese tangerines are easier in price and demand is only fair. Florida tomatoes are easier. Lemons are firmer Pineapples are scarce. Almeria grapes are easier. We quote :

Florida oranges, per box	3 00	3 25
Florida tangarines, in straps	5 00	5 50
" " in ½-straps	2 50	2 75
Japan " per bundle (2 boxes)		0 75
California navels, per box	2 50	3 25
Mexican oranges, "		2 25
Seville oranges, bitter, chests		5 00
Bitter oranges, Palermo, 200 and 240 boxes, per box		3 00
Jamaica oranges, per bbl		3 50
Messina lemons, new, per box	2 25	2 50
Messina lemons, frosted stock, per box	1 50	2 00
Valencia oranges, 714 case		4 50
" 420 case	4 00	4 25
Bahama grape fruit, per box		5 00
Bahama grape fruit, per crate		5 00
California grape fruit, per box		3 50
Florida pineapples, per crate	4 75	5 00
Bananas, large bunches	1 50	2 00
" small bunches	1 00	1 25
Apples, per bbl	1 50	3 00
Almeria grapes, per keg	6 00	7 00
Florida tomatoes, per crate	4 50	5 00
Tomatoes, green house, per lb		0 25
Cranberries, Jersey, per bbl		8 00
" Budd's longkeepers	9 25	9 50
Limes, per case		1 25
Limes, In ½-straps		2 25

Vegetables.

There is a brisk demand for vegetables this week with supplies hard, and in many varieties impossible to obtain. Market gardeners have experienced great difficulty in delivering even small stocks. Cabbages are particularly scarce. Potatoes are 20c. firmer. Onions 10c. firmer. Carrots, 15c. firmer. Parsnips, 10c. firmer. Butter and hubbard squash are nearly out of the market. Celery is scarce. We quote :

Cabbage, per doz	0 40	0 75
" red, per doz	0 40	0 75
Potatoes, per bag	1 00	1 10
Potatoes, per bag, car lots	0 80	0 90
Sweet potatoes, per bbl		5 00
Onions per basket		0 50
Onions white, per bag	1 50	2 00
Onions, red, per bag	1 40	1 50
Spanish onions, per crate		1 00
Spanish (Valencia) onions, large cases		3 00
Bunch lettuce, per doz. bunches	0 30	0 40
Radishes, per doz. bunches		0 50
Mushrooms, per lb.	0 65	0 75
Mint, per doz bunches		0 30
Parsley, " "		0 20
Sage, per doz		0 10
Savoury, per doz		0 10
Beets, per bush		0 50
Carrots, per bag		0 65
Parsnips, per bag		0 75
Artichokes, per bush		0 75
Vegetable marrows, per doz	0 40	0 75
Butter squash, per doz	0 75	1 25
Hubbard squash, per doz	1 00	2 00
Yellow turnips, per bag		0 35
White turnips, per bag		0 50
Oyster plants, per doz	0 20	0 30
Leeks, per doz		0 30
Celery, per doz	0 40	0 75
California celery, large case		4 25
" " small case		2 00
Rhubarb, per doz		1 25
" per bundle		0 15
Green onions, per doz		0 15

Seeds.

On account of the export trade drawing to a close, deliveries are being pushed forward freely at quotation prices. We quote :

Red clover, per bush	5 50	6 00
Alsike "	4 75	5 75
Timothy, per "	1 15	1 75
" flail threshed		2 00

Grain, Flour and Breakfast Foods.

GRAIN.

The grain market is brisk this week with advanced prices prevailing generally. Manitoba wheat, No. 1 hard, Northern No. 1 and Northern No. 2, are ½c. firmer respectively. Red and white are each 1c. firmer. Oats are ½c. firmer; and buckwheat has advanced 4c. Our quotations are :

Manitoba wheat, No. 1 hard, per bush, Toronto	0 96	0 96½
" " Northern No. 1 " "	0 94	0 94½
Manitoba wheat, " No. 2 " "	0 91	0 91½
Red, per bushel, on track Toronto	0 87	0 87½
White " " "	0 87	0 87½
Barley " " "	0 45	0 50
Oats " " "	0 34½	0 35
Peas " " "	0 68	0 69
Buckwheat " " "		0 52
Rye, per bushel, " " "	0 56	0 57

FLOUR.

There is a fair demand for flour at quotation prices. The future of the market is difficult to determine, much if not all depends on whether Armour of Chicago corners the market or war breaks out between Japan and Russia. In the event of the latter, prices will probably advance permanently. Manitoba flour is higher. Manitoba bakers' is 35c. firmer and straight roller 70c. firmer. We quote :

Ontario patents, per bbl	3 95	4 15
Hungarian patents "	4 55	4 65
Manitoba bakers' "	4 60	4 75
Straight roller, "	4 30	4 45

BREAKFAST FOODS.

The market is fair and the demand general at the prices quoted below. Prospects for a brisk Spring trade are good. Last week's prices continue unchanged with the exception of rolled oats in broken lots which have advanced 10c. Our quotations are :

Oatmeal, standard and granulated, carlots, on track, per bbl	4 70
Rolled oats, standard, carlots, per bbl., in bags	4 10
" " " " " in wood	4 35
" " " " for broken lots	4 50
Rolled wheat, per 100-lb. bbl	2 50
Cornmeal	3 50
Split peas	4 75
Pot barley in bags	3 75
" in wood	4 00
Swiss food, per case	2 88
Aunt Sally's Pancake Flour, per case	2 00

Hides, Skins and Wool.

There is a marked advance in fleece and pulled wools. Other than this no change is noted. We quote :

HIDES.

No. 1 green, per lb	0 07½
" 2 " "	0 06½
" 1 " steers, per lb	0 08
" 2 " " "	0 07
Cured, per lb	0 08½

CALFSKINS.

Veal skins, No. 1, 6 to 12 lb. inclusive	0 09
" " " 2 " " "	0 07
" " " 1 15 to 20 lb "	0 08
" " " 2 " "	0 06
Deacons (dairies), each	0 60 0 70
Lamb and sheep skins	0 90

WOOL.

Unwashed wool, per lb	0 09	0 10
Fleece wool, "	0 17	0 18
Pulled wools, super, per lb	0 19	0 22
" " extra "	0 23	0 24
Tallow, per lb	0 04½	0 05

QUEBEC MARKETS.

Montreal, Feb. 4, 1904.

Groceries.

THE general grocery market is in fair condition. With better roads throughout the country there would doubtless be much improvement, as the great bulk of the trade is now being done with points on the railroad lines, and many customers are thus at present buying but little. There have been few changes during the week. The drop of 5c. in all sugars last week, which occured just too late to be included in our quotations will be found quoted below. There has been some advance, about 1-4c. in the price of violet brown paper and manila paper. Syrups, molasses, canned goods and dried fruits are unchanged in price this week. On the fish market there has been an advance in bulk oysters, of 10c. per gallon. Ground oil cake is now selling very freely.

Special Announcement!

McGREGOR'S MARMALADE

"ABSOLUTELY PURE."

A staple article in all first-class grocery stores will in future be made by McGregor-Harris Co., Ltd., under the personal supervision of Mr. McGregor, the originator. For sale by all leading wholesale grocers and fruit merchants.

PRICES—Doolittle Quarts, $3.25; pound jars, $1.50; tumblers, $1.00 per doz. F.O.B. Toronto; Quaker Marmalade, $1.70 per doz.

McGregor - Harris Co., Limited

33 Pearl St., TORONTO.

TOBLER'S SWISS MILK CHOCOLATE

is delicious. Try it.

BROWNE & WELLS, Limited, TORONTO

CANADIAN AGENTS.

FISH AND OYSTERS

WHOLESALE.

The F. T. JAMES CO., Limited

76 Colborne Street, TORONTO.

Butter Eggs

Poultry Game

CORRESPONDENCE SOLICITED.

The Wm. Ryan Co., ... Limited.

70 and 72 Front St. E., Toronto.

BUTTER and EGGS

—WE ARE—

BUYERS and SELLERS

Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

Rutherford, Marshall & Co.

Wholesale Produce Merchants,

TORONTO.

SUGAR.

The price of sugar has not changed since the drop of 5c. last week, quoted below. At the new figures there is a fair demand, a little better than last week, but still no more than ordinary. The market is very uncertain.

The Dresden and Wallaceburg beet root sugar refineries have just issued notice that they have removed their sugars from the grocers' list, which action means that these refiners will be free in future to sell at any price which may be necessary for them to accept in order to dispose of their output. Hitherto they have been marketing their output under agreement with the older refineries, such as the St. Lawrence and Canada, to maintain certain prices at which doubtless it was difficult for them to dispose of their entire output in competition with that of the latter. By breaking away and acting independently they will be at liberty to accept whatever price they may choose.

Asked if this action meant that price cutting would be a feature of the near future the wholesale dealers expressed the opinion that it would not, but that the different qualities in competition with each other would simply find their level. The trade, however, have given the subject little attention. We quote:

Granulated, bbls.	$3 95
" ½-bbls	4 05
" bags	3 90
Paris lump, boxes and bbls.	4 50
" " ½-boxes and ½-bbls.	4 60
Extra ground, bbls.	4 35
" " 50-lb. boxes	4 55
" " 25-lb. boxes	4 65
Powdered, bbls	4 15
" 50-lb. boxes	4 35
Domino lumps, boxes and bbls.	4 40
" " ½-boxes and ½-bbls.	4 50
Phoenix	3 85
Cream	3 70
Bright coffee	3 70
" yellow	3 70
No. 3 yellow	3 60
No. 2 "	3 45
No. 1 " bags and bbls.	3 25 3 30
Raw Trinidad	3 05
Trinidad crystals	3 10 3 15

SYRUPS AND MOLASSES.

Jobbers are quoting Barbadoes molasses from 1 1-2 to 2c. lower this week. Trade is still very quiet, though at the new prices the market has shown some slight improvement. The feeling in molasses, however, is stil easy. Corn syrup is reported to be in good steady demand at the figures given below. We quote:

Barbadoes, in puncheons, old	0 35
" new	0 38
" in barrels	0 40½
" in half-barrels	0 41½
New Orleans	0 22 0 35
Antigua	0 37
Porto Rico	0 45 0 48
Corn syrups, bbls.	0 02½
" ½-bbls.	0 02½ 0 03
" ¼-bbls.	0 03
" 38½-lb. pails	1 30
" 25-lb. pails	0 90
Bbls., per 100 lb.	2 75
½-bbls. "	2 75
Kegs "	3 00
Cases, 2-lb. tins, 2 doz. per case	1 90
" 5-lb. " 1 doz. "	2 35
" 10-lb. " ½ doz. "	2 25
" 20-lb. " ¼ doz. "	2 10

TEA.

The situation this week in teas is very quiet. In fact it is reported as rather on the dull side. Compared with last week's business it is practically stagnant. Japans, owing to the strong feeling produced by reports from the East, are showing a slightly better demand than any of the other grades. We quote:

Good to medium Japans	0 17½ 0 20
Fine to choice Japans	0 23 0 26
Ceylon greens	0 14½ 0 18
Indian greens	0 16 0 19
Japan style China congoes	0 08 0 10
Pealeaf Gunpowder	0 21½ 0 23
Common "	0 12½ 0 15
Ceylon blacks	0 14 0 18
Indian "	0 11½ 0 20

COFFEE.

The firm tone prevailing in New York market is having its effect locally and the feeling is that all will have to advance their prices particularly in lower grades. The mild or high grade coffees have been very largely effected by the strong market prevailing and the advance is so marked that higher prices are justifiable, in fact they are practically forced up. We quote:

Good cucutas	0 10 0 10½
Choice "	0 11½ 0 12½
Jamaica coffee	0 09 0 11
Java	0 17½ 0 22

SPICES.

The tone continues very strong, a further advance being noted in cloves, ginger and cassia. Peppers also are high and stocks light. Every indication points to an advance in all grades of spices within the near future. The demand for pepper in the United States is active. Spot supplies, New York, are rapidly decreasing. We quote:

Nutmegs, per lb., as to size	0 40 0 60
Penang mace, per lb., as to quality	0 70 1 00
Pimento, ground	0 18 0 20
Cloves	0 20 0 25
Pepper, ground, black (according to grade)	0 18 0 24
" " white	0 27 0 29
Ginger, whole Cochin	0 17 0 19
" " Japan	0 13 0 14
" " Jamaica	0 12 0 18
" " African	0 12 0 13
Ginger, ground Japan	0 15
" " Cochin	0 19 0 20
" " Jamaica	0 18 0 20
" " African	0 13 0 14
Cassin	0 0 16

RICE AND TAPIOCA.

There has been an improvement in the demand for rice, which is now selling fairly well, and at firmer prices. There has been no quotable change. Tapioca continues quiet. We quote:

B rice, in bags	3 40
" ½-bags	3 40
" ¼-bags	3 50
" pockets	3 50
In 10-lb bag lots an allowance of 10c. is made.	
CC rice, in bags	3 30
" ½-bags	3 30
" ¼-bags	3 40
" pockets	3 40
Imported Patna rice, in bags	4 62½
" " in ½-bags	4 75
" " in ¼-bags	4 87½
In the open territory prices are about 10c. less	

"MOUNT ROYAL" FANCY RICES.

Mandarin Patna	4 25
Imp. Glace Patna	4 25
Polished Patna	3 62½
Indian Bright	3 60
Java Caroline	3 50
Lustre	3 75
Tapioca, medium pearl	0 02½ 0 03
" seed pearl	0 03 0 03½
" flake	4 00
Imported Italian	0 09
Fancy Head Carolina	0 10

NUTS

The advance of 1-4c. on the primary market in peanuts has resulted in a

sympathetic advance here of from 1 1-4 to 2c., and peanuts now are ranging in price from 8 to 12c., according to quality. The market is still firm, with a higher tendency, in view of the small crop. Other nuts are unchanged in price, and trade is quiet. We quote:

Grenoble walnuts	....	0 1
Marbots	....	09
Tarragona almonds	....	0 11
Filberts	0 07½	0 07½
Brazils	....	0 12½
Pecans	0 10	0 12½
Peanuts	0 06½	0 10

CANNED GOODS.

Business is very dull and no special features noticeable. Trade is on the quiet side and no particular demand for any special lines. Corn and tomatoes are both held firm. In other lines business is about as usual. We quote:

Tomatoes	....	1 05
Corn	1 05	1 10
Peas	0 87½	1 40
String beans	0 82½	0 85
Strawberries, preserved	1 40	1 60
Succotash	....	1 00
Blueberries	....	1 10
Raspberries	....	1 40
Lawtenberries, 2s	....	1 50
Raspberries, black	....	1 35
Gooseberries	....	1 55
Pears, 2s	1 45	1 60
" 3s	....	2 10
Peaches, 2s	1 55	1 67½
" 3s	2 40	2 60
Plums, Lombard 2s	....	1 30
" Green Gage, 2s	....	1 40
Cherries, red pitted, 2s	....	2 20
Baked beans, 3s	....	0 90
3-lb. apples	....	0 90
Gallon apples	....	2 20
2-lb sliced pineapples	2 00	2 10
Grated pineapples	....	2 40
Singapore whole pineapples	....	2 40
Pumpkins, per doz	....	0 95
Spinach	....	1 00
Sugar Peas	0 90	1 40
Salmon, pink	0 90	1 00
" spring	....	1 40
" Rivers Inlet red sockeye	....	1 50
" Fraser River red sockeye	1 50	1 70
Lobsters, talls	....	3 45
" 1-lb. flats	....	4 00
" ½-lb. flats	....	2 25
Canadian Sardines, ¼s	3 65	4 00

Foreign Dried Fruits.

There is no quotable change this wek. Valencia raisins are very slow, as also are Sultanas, and currants. Figs are quiet. Dates are in fair demand, and Malaga raisins also sell fairly well. California raisins are moving out well. Prunes are the most active of all the dried fruits, and a brisk trade is doing. We quote:

VALENCIA RAISINS.

New, finest off-stalk, per lb	0 06	0 06½
Selected, per lb	....	0 07
Layers "	0 07½	0 07½

FIGS.

Comadres, per tapnet	1 00	1 10
Elemes, per box, new	....	0 90

DATES.

Dates, Hallowees, per lb	0 03¾	0 04

CALIFORNIAN EVAPORATED FRUITS.

Apricots, per lb	....	0 12½
Peaches "	....	0 09½
Pears "	....	0 12½

MALAGA RAISINS.

London Layers	1 75	1 90
"Connoisseur Clusters"	....	2 00
"Royal Buckingham Clusters," ¼-boxes	....	1 00
"Excelsior Windsor Clusters"	....	4 25
" " ½s	....	1 25

CALIFORNIAN RAISINS.

Loose muscatels, per lb	0 07½	0 08
" " seeded, in 1-lb. packages	....	0 10½
" " in 12-oz. packages	....	0 08

PRUNES.

	Per lb.	Per lb.
30-40s	....	0 09
40-50s	....	0 08
50-60s	....	0 07½
60-70s	....	0 06½
70-80s	....	0 06
80-90s	....	0 05½
90-100s	....	0 05
Oregon Prunes (Italian style) 40-50s	....	0 08
" " 50-60s	....	0 07½
Oregon prunes (French style), 60-70s	....	0 06½
" " " 90-100s	....	0 04½
" " " 100-120s	....	0 04

CURRANTS.

Fine Filiatras, per lb. in cases	0 04½	0 05
" " cleaned	0 05	0 05½
" " in 1-lb. cartons	00 6	0 06½
Finest Vostizzas "	0 06½	0 07½
Amalias "	....	0 05½

SULTANA RAISINS.

Sultana raisins, per lb	0 06½	0 08
" " 1-lb. carton	....	0 09

Green Fruits.

The local market for green fruits continues quiet. Another drop of 25c. is reported in California navel oranges, following the reduction on the American market. There is a glut of lemons on the market at present for farmer packed fruit, which is quoted at $1.25 to $1.75. In the Old Country there is a good strong market for apples, the London market being about 15 per cent. higher than Liverpool or Glasgow for prime fruit. We quote:

Cranberries	8 00	9 00
Cocoanuts, per bag of 100	....	4 00
Canadian apples, in bbls	2 00	3 25
Pineapples, 24 to case	....	5 00
" 30 to case	....	4 50
Bananas	2 25	2 50
Valencias oranges 714's	....	4 50
" 420's	....	3 50
Sweet potatoes, per bbl	5 50	6 00
Spanish onions, cases	....	2 25
New Messina lemons 300's	....	2 75
" " " 360's	....	2 50
Florida oranges, per box	....	4 50
California navels	2 50	3 00
Florida tomatoes, per crate	....	5 00
California celery	....	5 00

Fish.

The demand for fish continues to increase as the Lenten season approaches, and all kinds show signs of improvement in sales. Herring have declined 10c. owing to the large quantities arriving. Haddies are slightly higher, as are also round pike. Oysters are higher. Expected supplies have not been so large as it was thought they would be the oyster beds having been frozen up. We quote:

Frozen herring, medium, per 100 fish	1 40	1 50
Large Halifax sea herring	1 60	1 70
Bloaters, Yarmouth	....	1 00
Haddies	....	0 06½
Smoked herring, per box	....	0 15
Fresh haddock, per lb	0 03½	0 04
Dore, per lb., frozen, fancy Winter	0 06½	0 07
Pike, " round	0 04½	0 04½
Halibut, frozen, per lb	0 08½	0 09
Gaspe salmon, frozen, per lb	....	0 14
Frozen B.C. salmon, per lb	0 08½	0 09
Smelts	....	0 07
Steak cod	....	0 04½
Fresh cod, market	0 03	0 03½
No. 1 Herring, Labrador, per bbl	5 00	5 25
" " half bbl	2 75	3 00
No. 1 Holland herring, per half bbl	....	6 50
No. 1 Scotch herring, " "	....	6 50
" " per keg	....	0 95
Holland herring, per keg	0 65	0 75
No. 1 green codfish, new, per 200 lb	....	6 50
No. 2 green cod, bbls. 200	....	5 00
No. 1 green haddock, bbls. 200	....	5 50
No. 1 large green codfish, new, per 200 lb	....	6 50
Green pollock, bbls. 200	....	4 00
Salt eels, bbls. 200 lb	....	0 6½
Mackerel, per lb	....	0 12
Boneless cod, 1 and 2-lb. blocks, per lb	....	0 06
" " fish, " "	....	0 05
" " loose, in 25 lb. boxes	....	0 04½
Boneless fish, in crates, 12 5-lb. boxes	....	0 05
Skinless cod, cases 100 lb	....	4 75
Dried codfish, new, per 100-lb. bundles	....	5 00
B. C. salmon, per bbl	....	13 50
B. C. Salmon, ½-bbl	....	7 25
Marshall's kippered herring, per doz	....	1 40
Canadian kippered, per doz	....	0 90
Canadian ½ sardines, per 100	3 75	4 00
Canned cove oysters, No. 1 size, per doz	....	1 30
Canned cove oysters, No. 2 size, per doz	....	2 25
Shell oysters, No. 1 Malpecques	6 00	8 00
" " " common	3 00	4 00
Standard bulk oysters, per gal	....	1 50
Selects	....	1 70
Qualla salmon, frozen, cases	0 07	0 07½
Choice round trout	0 06½	0 07
Whitefish	0 6	0 7½

Vegetables.

There is no change. Trade shows some improvement over a week ago, but there is still only a light movement. We quote:

Cabbage, per doz	0 30	0 45
" red, per doz	....	0 45
Cucumbers, per doz	....	0 18
Onions, per basket	0 50	0 70
Cauliflower, per dozen	1 00	1 50
Carrots, per basket	0 40	0 50
Parsnips, per bunch	....	0 15
Green corn, per dozen	0 10	0 15
Lettuce, per dozen	0 25	0 35
Celery	0 25	0 35
Parsley, per doz	....	0 10
Radishes, per doz	0 15	0 25
Pumpkins, per doz	0 60	1 35
Potatoe Chili	0 60	0 62
" Early Rose	0 62	0 63
" Beauty of Hebron	....	0 63

Country Produce.

EGGS.

There is little or no stock left on the market, and those who have any are selling only to regular customers, in order to make the few eggs they have go as far as possible. A few strictly new laid are coming in, and are quoted at 35 to 38c. Prices have advanced from 2 to 4c. since last week. We quote:

Strictly new laid	0 35	0 38
Selects	0 30	0 32
Pickled	0 26	0 28

BEANS.

A slightly lower quotation is given this week. There is but a light trade, the demand being almost wholly for small lots. We quote:

No. 1 hand-picked, carlots	....	1 75
Choice prime, per bushel	1 55	1 60
" carlots	1 45	1 50
Ordinary (off grade), per bush	1 35	1 40

HONEY.

There is nothing doing. We quote nominal prices as follows:

Strained, white	0 09	0 10
Clover and basswood	....	0 08½
Buckwheat	0 07	0 08
Comb honey	0 13	0 13½

MAPLE PRODUCTS.

This market is dull and featureless. We quote:

Maple syrup, in wood, per lb	0 05½	0 06
Maple syrup, in large tins	0 70	0 75
Pure sugar, per lb	0 07	0 07½
Pure Beauce sugar, per lb	0 08	0 09

EVAPORATED APPLES.

There is a fair demand. We quote:

New, in carlots	0 5½	0 06
New, in small lots	0 06½	0 06½

Flour and Feed.

FLOUR.

A leading miller has put up prices 15c. per barrel on Manitoba Spring wheat patents and strong bakers'. Otherwise there has been no quotable change. Export business is quiet, though some good orders are reported from South Africa. Local trade is in fair condition. We quote:

Manitoba spring wheat patents	4 90	5 00
" strong bakers'	4 60	4 70
Winter wheat patents	4 25	4 35
Straight rollers	4 00	4 10
Extra	3 35	3 50
Straight rollers, bags	1 85	1 90
Extra, in bags	1 50	1 60

FEED.

The feeling in this market is still

firm, and prices are somewhat higher. Trade is active. We quote:

Ontario bran, in bulk	17 50 18 00
" shorts	19 00
Manitoba bran, in bags	19 00
" shorts	20 00
Mouillie	24 00 28 00

BARLEY.

There is no change in this market. We quote:

Pot barley	1 85
Pearl "	2 85

ROLLED OATS.

The market is quiet and unchanged. We quote:

Rolled oats, in bbls	4 55 4 60
" " in bags	2 15 2 20

Baled Hay.

Foreign markets are reported quiet and easy. Locally there is little doing. We quote:

No. 1 timothy	9 50 10 00
No. 2 timothy, choice	8 00 9 00
No. 2 timothy, ordinary	8 00 8 25
Clover	7 00 7 50
Clover, mixed	7 50 8 00

Ashes.

Owing to small recipts prices remain firm. There is, however, little doing. We quote:

First pots, per cwt	6 00 6 10
Seconds	5 60 5 65
Pearls, per 100 lb	7 00 7 25

Hides.

There is not much doing on this market, the demand showing little improvement. We quote:

No. 1 beef hides	0 08 0 08½
No. 2 "	0 07 0 07½
No. 3 "	0 06 0 06½
Lambskins	0 75
No. 1 calfskins	0 10

VISIBLE STOCKS OF LARD.

The N. K. Fairbank Company, of Chicago, Ill., write "The Canadian Grocer" under date of February 2nd, as follows:

Our cable advices give the following estimates of the stocks of lard held in Europe and afloat on the 1st inst., to which we add estimates of former years, and stocks in cities named:

	1904. Feb. 1.	1904. Jan. 1.	1903. Feb. 1.	1902. Feb. 1.	1901. Feb. 1.	1900. Feb. 1.
Liverpool and Manchester	15,000	10,000	11,500	9,500	8,500	34,000
Other British ports	2,200	1,500	3,500	5,000	3 500	7,000
Hamburg	16,000	13,000	20,000	12,500	7,000	14,000
Bremen	1,000	1,000	1,000	1,500	3,000	3,000
Berlin	2,500	3,000	1,000	1,500	2,000	4,000
Baltic ports	9,500	7,500	9,500	8,000	6,000	7,000
Amsterdam, Rotterdam, Mannheim	500	700	2,500	2,500	1,000	2,500
Antwerp	3,000	1,000	4,000	2,000	2,000	5,000
French ports	1,800	700	250	2,000	4,000	3,500
Italian and Spanish ports	500	500	500	1,000	1,000	1,000
Total in Europe	52,000	38,900	53,750	45,500	40,000	81,000
Afloat for Europe	65,000	65,000	55,000	51,000	72,000	52,000
Total in Europe and afloat	117,000	103,900	108,750	96,500	112,000	133,000
Chicago prime steam	16,760	10,336	17,763	62,851	36,961	104,852
Chicago other kinds	15,235	9,633	13,251	10,278	7,270	13,174
East St. Louis	1,090	1,150	....	1,100	5,352	11,000
Kansas City	6,756	5,188	3,545	13,323	12,617	4 582
Omaha	3,365	3 128	2,272	5,273	2,907	4,340
New York	9,095	8,849	4,196	8,628	10,786	13,024
Milwaukee	3,683	3,097	848	2,206	2,083	3,839
Cedar Rapids	....	....	....	1,157	1,601	3,858
South St. Joseph	4,190	2 047	1,756	6,386	1,878	2,502
Total tierces	170,174	147,328	152,371	207,702	193,455	294,171

BEAUTIFUL VANCOUVER.

"The Grocer" is in receipt of an attractive booklet issued by the Vancouver Tourist Association. It is entitled "Vancouver the Mecca of the tourist; the commercial and scenic centre of British Columbia." As an effective argument for Vancouver's right to the title, it makes use of a large number of fine half-tone engravings of the city and surrounding country, and a better advertisement than this artistic little quarto would be difficult to find.

CHANGE AT TROUT LAKE.

Mr. A. G. Fraser of Camborne, B. C., has purchased the business in Trout Lake, B. C., of C. B. Hume & Co. Limited, and has taken possession. Hume & Co. were the first merchants to open up business in Trout Lake, coming in 1893. Mr. Thomas Taylor, M. L. A., was at one time one of the partners and had charge of the business. Trout Lake and Camborne are in the Lardeau district and are reached from Revelstoke by way of Arrowhead.

100 COPIES FREE.

The Force Food Co. have recently issued a very handsome little booklet entitled "The Gentle Art of Using Force." The book is beautifully illustrated in colors and contains a large number of very useful household recipes. The Force Company will be glad to mail 100 copies to any grocer free on application, or should he prefer to send the company at their Toronto office a list of customers a copy will be mailed to each.

HINTS TO BUYERS.

Contributors are requested to send news only, not puffs of goods they handle, or the arrival of standard goods that everyone has in stock, or that they are offering goods at close figures, or that they have had an unusually large sale this season.

H. P. Eckardt & Co. are selling evaporated apricots and peaches at interesting prices.

The attention of the trade is called to this week's ad. of J. M. Douglas & Co., Montreal.

The attention of buyers is called to ad. of W. H. Dunn, Montreal, whose three sellers—seasonable at all times—are particularly so now.

Merchants who wish to increase their coffee trade should handle "Ubero Brand." H. P. Eckardt & Co. are the wholesale distributers.

"San Toy" starch put up by the Eagle Manufacturing Co., Montreal, is an attractive package and should prove a good seller for the trade. The 5c. package being a novelty in package starches is worthy of consideration as an introducer.

Wm. H. Dunn is at present having large samples of Liquid Enameline distributed to each family in Montreal. He reports that this non-explosive stove polish is having a good sale.

The Eby, Blain Co. have just received a shipment of their "Anchor" maple syrup in quart bottles, to retail at 25c.

Hudon, Hebert & Cie, Montreal, are prepared to quote Borden products in round lots. They recently received a car of Eagle Brand Milk and Borden's Peerless Cream.

Upton's new season orange marmalade is now ready.

The Eby, Blain Co. report a very active demand for the "Bluenose" and "Halifax" brands of pure codfish.

The A. F. MacLaren Imperial Cheese Company report the arrival from Holland by the steamship "Teutonia" of 300 cases of Bensdorp's cocoa. The consignment reached Toronto safely and in good order a few days ago. The trade in this popular and well-known brand of cocoa is increasing rapidly.

The Eby, Blain Co. have some very fine fancy Penang cloves, which they are offering at prices considerably below the market.

White & Co., fruit and commission merchants, Toronto, report the arrival this week of a carload of bananas via New York, containing 350 bunches of exceptional quality and color, undamaged by frost. Also a shipment of Jamaica oranges.

McWilliam & Everist, Toronto, have received a large shipment of Palermo bitter oranges. This firm is exporting 10 cars of apples weekly at the present time.

1842. **"NO HUMBUG"** 1904.

ALWAYS AHEAD.

Nothing more pleasant for merchants to handle such goods as

"GREENBANK'S LYE"

Double Concentrated Soda,

RED HEART

98% Pure Caustic Soda.

RETURNED MAR 28 1904 cut Book 17 Page 33

For making Soap.

For Cleaning and Scouring Kitchen Utensils and Floors.

For Painters' use.

Better than anything else for removing old Paint.

Save your refuse household fat or grease and make your own soap for half-penny a pound.

THE STRONGEST, THE PUREST, THE BEST,

WITHOUT EXCEPTION.

RETURNED MAR 28 1904

CHLORIDE OF LIME or BLEACHING POWDER

The Best Disinfectant in the World.

Ask for GREENBANK LYE,
Ask for RED HEART LYE,
Ask for CHLORIDE OF LIME.

For sale by
ALL GROCERS AND HARDWARE MERCHANTS.

Informations gently furnished.
Correspondence always politely written.

WHAT MORE DO YOU WANT?

L. CHAPUT, FILS & CIE.

Wholesale Grocers, - MONTREAL.

IMPORTERS OF TEAS, COFFEES, WINES and LIQUORS.

BRITISH COLUMBIA MARKETS.

Vancouver, B. C., Jan. 29.

ONE of the most important and interesting cases arising out of an assignment has been arousing some excitement among members of the grocery trade, both wholesale and retail, this week. It arose through the arrest last Saturday evening of George Howell, late manager of the B. C. Supply Co., Limited, a retail grocery concern which, through Howell as manager assigned a month ago. J. G. Hutchinson, the former manager of the concern, was also arrested. Howell had bought Hutchinson's stock in the limited liability company known as the B. C. Supply Co., and had taken over the business in November last.

The action in arresting the two former managers was decided upon by a meeting of creditors when the assignee, Mr. Robert Kelly, of Kelly, Douglas & Co., reported grave irregularities. It is alleged that the former manager and Howell bought goods when they knew the concern was insolvent, and that Hutchinson purchased goods from various parties paying with orders on the B. C. Supply Co., after he had sold out of the business.

The total liabilities of the concern are nearly $10,000 with assets of but $2,000, and much of this is in book debts and shop fixtures. The two men were admitted to bail, Howell in $2,000, while Hutchinson's bail was fixed at $12,000, himself in half the amount and sureties for the other half.

Howell once before, in 1896, had an interest in the B. C. Supply Co., but retired, leaving Hutchinson practically sole proprietor. When Howell bought it in again last November and assumed management of the store, he undertook to revolutionize the grocery business in Vancouver. He advertised freely in rather unique and enterprising ways. One of his advertisements was to give a piano to the lucky holder of a coupon which should be drawn on a certain date. As the time in which coupons were given with purchases of goods was very limited, it is hard to see how the piano prize was a paying proposition. Howell claims that he knew of the liabilities which were against the firm when he took over the business but he was distinctly told by Hutchinson, he says, that these would all be settled by the latter. Hutchinson has been for three years dabbling in saw mills and shingle mills, being deeply interested in two such ventures.

* * *

Shipments of groceries and supplies to the North have been heavier this winter than during any of the past winters since the Northern country was first opened. Most of the goods has been sent to White Horse where there is a considerable demand for stocks of supplies for the new gold camp, 175 miles from that town. Every one of the local wholesale men have been sending from one to two cars of groceries every boat for the past few weeks. It is not a big trade, but being rather unexpected it is a welcome addition to the usual business with the North.

In addition to the shipments being made by every boat going North, the merchants of White Horse absorbed much of the stock which was sent North for shipment to Dawson and failed to get through before the river froze up last fall. As there was a large quantity of many kinds of goods, practically covering a general stock, it is a lucky thing for the shippers that this extra demand has sprung up this winter. With the goods there, and the many lots shipped this winter, the merchants of White Horse must have turned over a very considerable business in the off season.

Every report from the North continues to give favorable accounts of the outlook for a really good return from the newly discovered creeks. The movement of people with outfits constantly increases and by the time the season opens there will be many hundreds of miners on the ground.

While war news from the Orient continues to be somewhat indefinite the market for rice has been seriously affected. The price has in the past few weeks gone up $8 per ton altogether, and the prospects are that it will go higher as export is practically forbidden. Should war break out there will be further sharp advances. The local quotation is now $96 to $98 per ton. There has been a little speculation in rice among the members of the trade, but not enough to make the movement rank with the grain exchange. People who have risked some money in the stock may make a few hundred dollars but there will be a drop if the war scare blows over.

* * *

Whether it is because of anticipated demand in case of war breaking out or not, bookings of flour for the Orient from this coast continue good; this too in spite of the fact that the old rates of $3 to $4 per barrel go into effect with the beginning of February. The withdrawal of the China Commercial Company's fleet of steamers from the route to San Francisco from the Orient has removed the only competitor which persisted in cutting flour rates.

There would appear to be little to warrant the continued movement of flour to the Orient, even in event of immediate hostilities as there are enormous stocks of flour already across the Pacific and far more than would be used in a long time. The market over there is badly disorganized, and even war would not put prices up sufficiently to make it an interesting speculation. The flour shipped has been largely from the mills of Washington and Oregon.

* * *

Big consignments of coffee from South America for the importing house of Wm. Braid & Co., Vancouver, are included in the cargo of the Steamer Mera of the Kosmos line, which is now discharging cargo at Puget Sound ports and is due here this week. She also brings 500 tons of nitrate for the Victoria Chemical Works, Victoria, from Chili. The steamers of the Kosmos line run between these ports and European ports by way of South America and the Atlantic. The Mera is making her first trip, but others have been in from time to time. Usually they bring large consignments of raw sugar for the B. C. Sugar Refinery Co. On her return trip the Mera will take large shipments of flour from Puget Sound ports to South America and Europe. Some consignments of fish, canned salmon, etc., will also be sent by the steamer.

* * *

Market conditions here are quiet in general, though there is a good deal of activity. The movement in staples is still light, and in nearly every line prices though firm and steady are not high. There are some lines which will be almost sure to advance ere long. Canned vegetables are selling here away below the market according to present quotations from the East. Tomatoes are quoted at $1.45 to $1.50; corn, peas and beans at $1.10 to $1.15. At these figures less freight the goods could not be bought in the east to replace stocks. Corn is quoted in the East at $1 to $1.15, which would make the local quotation away out.

So long as trade is dull and demand light the merchants here do not shift prices much, but should large orders or inquiries for prices come in the figures would go up at once. In fact it is only because it is hardly worth while to make the change that the quotation is left standing.

Another line of goods which it is expected will go up before long is that of canned meats. The navies of the different nations are being provisioned on a war basis, and even should hostilities not begin there will be sufficient movement to cause prices to advance. The recent quotations are considered low.

In dried fruits, the California market seems to be well stocked and prices in leading lines remain steady but not high. Stocks appear to be fairly evenly divided this year, no shortage being reported in any line. The average price of different varieties of dried fruits on this market at present is 8 to 10c. per lb. Local demand is slow in these lines and not likely to improve just yet as there is considerable fresh fruit in the market. Preserved and canned fruits never move readily on this market and the position is featureless at present.

* * *

Eggs—The scarcity of eggs from the East, both fresh cased and pickled stock, continues. The relief in the situation is the supply from California which is coming in freely. The service of the San Francisco steamers is every five days so that merchants here can order through a broker by wire and receive stock in very quick time. Prices are lowering a little. Where it cost at least 30c. to lay fresh California eggs down here a week ago, it is now possible to get them two cents cheaper. The price to the trade last week by local wholesalers and importers was 31 and 32c. Next shipments, due in a day or so, will likely sell to the retailers at 30c.

Butter—Eastern butter, that is the Ontario article, has not been on this market at all this season. So far as known this is the first season for many years that some shipments have not been received. In former years, especially five years ago when there was such a rush to the North, there were big lots of butter imported from Eastern Canada. The stocks are being well cleaned up. Creamery both from N. W. T. Government creameries and from Manitoba is getting into smaller compass. There is no really first-class dairy left on the market. Prices are not any higher than at last quotation.

BLANKE'S "FAUST" BLEND

FINEST GROWN MOCHA and JAVA COFFEE

C. F. BLANKE TEA and COFFEE CO.

St. Louis, New York, Chicago and Kansas City.

The **"Faust" Blend Coffee** was first blended for Tony Faust's famous cafe in St. Louis. There is no more exacting test made of Coffee than that made by the first-class hostelry. The superior merit of Blanke's Coffees is attested by the fact that the very best hostelries in the United States serve them **exclusively.** The following is a partial list:

NEW YORK CENTRAL Dining Cars and Station Restaurants.
IMPERIAL HOTEL, New York.
HOTEL BARTHOLDI, New York.
DENVER & RIO GRANDE Dining Cars.
B. & O. S. W. Dining Cars.
WABASH Dining Cars.
COTTON BELT Dining Cars.
LAKE SHORE Dining Cars.
OCEAN STEAMSHIP CO., of New York and Savannah.
AUDITORIUM HOTEL, Chicago.
SCHENLY, Pittsburg, Pa.
TONY FAUST'S, St. Louis, Mo.
ARLINGTON HOTEL, Hot Springs, Ark.
SHANLEY'S NEW YORK CAFES.
COLORADO HOTEL, Colorado Springs, Col.
BATTERY PARK, Ashville, N.C.
HOTEL COLORADO, Glenwood Springs.
WHITE'S CAFES, Chicago, Ill.
GRAND HOTEL, Cincinnati, O.
DEL PRADE HOTEL, Chicago, Ill.
GRAND HOTEL, Yarmouth, Nova Scotia.
PULLMAN Dining and Buffet Cars.

If once you sell this Coffee to your customers, no other Coffee will satisfy them.

It will take trade away from competitors and bring you new customers.

Put up only in one and two pound air-tight cans, which preserves the delicate flavor of the Coffee. It can be obtained whole or ground.

Cases 48 lbs., Half-Cases 24 lbs., Price 33c. per lb. F.O.B. Montreal

Freight prepaid on quantities of 96 lbs. net of Coffee, to any Railway Station from Halifax to Vancouver.

With every first order of 48 lbs. or more, will be sent a very artistic and attractive "CUT-OUT," 39 inches high, representing the Spinning Scene in "Faust"; Marguerite being tempted by Mephisto with a cup of "Faust" Coffee.

SOLE AGENTS FOR CANADA

HUDON, HEBERT & CIE.,

MONTREAL

WHOLESALE GROCERS AND WINE MERCHANTS.

There is not yet any foreign butter on the market but in addition to anticipated importations from California as soon as the make of fresh butter there increases a little more, there will be some Australian goods received on the next boat which is due to arrive early in February.

Fruit—California oranges are coming in freely now, and are steadily improving in quality and maturity. The prices are easy, and as at last week's quotations, $3 to $3.25 for fancy navels, $2.75 to $3 for choice $2.50 to $2.75 for standards $2.25 to $2.50 for seedlings. Lemons move slowly and at easy prices, $3 to $3.50 as to [illegible] being quoted.

Local apples run from 50c. to $1 per box. Okanagan apples and those from Kamloops bring $1.50 for choice varieties. Excellent russets and Northern Spys are leading varieties.

Vegetables—California cabbage has started to arrive in small lots. The price is about 3½c. per lb. A little new cauliflower is also being imported from California, but is high at $1.25 to $1.50 per dozen. Greenhouse lettuce grown from Victoria is received regularly all winter. Potatoes appear to be a short stock, though last fall there seemed to be plenty in the market, and the crop was reported good. From California there were inquiries some time ago for 100 tons or more for seed. The stocks in Washington are light also. Locally the price is hard to definitely fix. Ashcrofts have a regular rate which is seldom varied as there is a demand for all that are grown in that favored district. The price for them is generally about $20 per ton. Other stocks range along at present from $12 to $17 per ton.

GEO. S. B. PERRY.

NOVA SCOTIA MARKETS.

Halifax, Feb. 1st, 1904.

THERE has been a fair business in groceries during the past week. The snow blockade has interfered somewhat with trade. In the Island of Cape Breton, especially in the Northern districts, the roads for a time were impassable, which interfered with the movement of the travellers. In fact during the greater part of the month of January the severe weather made it difficult for travellers to push sales with their usual energy. In some respects the heavy snow fall and steady cold has been beneficial and will swell the lumber output considerably.

There has been no important change in the markets. The chief feature in produce is the scarcity of eggs. There are now less than 100 cases of held stock here and these are in the hands of one firm who are letting them out in small lots to their regular customers. The price has been advanced to 27 cents for held eggs. A case or two of fresh laid are coming in occasionally and these sell as high as 40 cents a dozen. As the cold weather is unfavorable to production it is impossible to tell how the market is to be supplied for the next month. Cheese is very dull sale at 11½ to 12 cents in a jobbing way. A few dealers are overstocked and none of them are making money on cheese this season as they are now selling for less than they paid for choice Septembers some months ago. Butter is steady and quotations are unchanged.

Flour is very firm at the advance of last week. Retailers have now advanced their prices about 30 cents per barrel. Oatmeal also is firm at the sharp advance of last week. The demand is now heavy as consumption is large at this season of the year. Cornmeal is steady, the expected price-cutting on this market not having been realized.

Molasses is very unsettled as a result of price-cutting on the part of a St. John importer. Wholesale houses are now offering this article at from 5 to 7 cents below the December prices. The trade here is chiefly in Porto Rico, but Barbadoes has also opened lower than last season. Sugar is unchanged and the demand is steady. The trade here does not anticipate much change in sugar for some time. The Acadia Sugar Refinery now advertise their output as the product of West India cane, the importations of European beet root for refining purposes having been abandoned.

Bank fish are easier at first hands. Grades suitable only for the Southern export trade have been offered by fishermen at from 50 to 75 cents below the highest figures for the season. Fish suitable for domestic and grocery trade are still very high and the supply very limited. Mackerel are higher. Nova Scotia mackerel ran very large in size this season and therefore retailers have to watch their profits very sharply as the number to the barrel is smaller than usual.

A new steamboat has been put on the Bay of Fundy and is now making regular trips between St. John and Pansboro. There is a proposition on foot to have her call also at the ship railway wharf at Fort Lawrence, thus giving Amherst water carriage from St. John. This would no doubt benefit Amherst retail merchants by reducing their freight charges. It would also benefit St. John wholesale houses, but the advantages to Halifax are problematical.

The new steamer Senlac has not yet completed her first round trip on which she started two weeks ago. This boat plys between St. John and Halifax, calling at the South shore ports of Nova Scotia en route. She reached Halifax several days over due and started to return with a large cargo shipped by Halifax wholesale houses. Something went wrong with her steering gear and she was compelled to return and her future sailings are uncertain. Some are already expressing a fear that she is not up to the requirements of the route in mid-winter.

MANITOBA MARKETS.

Winnipeg, Jan. 30, 1904.

THE usual round of jobbing houses is productive of little in the shape of news. Prices are firm in most lines, and trade, though rather quiet owing to the cold of the week just past, has been quite satisfactory.

Canned Goods—The only point of interest at present is a further advance of 10c. on corn, making the price for the coming week $2.50 and an advance on peas making the current price $2.25. Tomatoes are still selling at $2.65.

Green Fruit—The amount of trade for the past week has necessarily been light, but with the change to really mild weather that came with Friday there was increased demand. The only new line in the market is bitter oranges which came in Saturday and are quoted at $6.00 per case. A car of celery from California will arrive to-morrow and will sell at 90c. per doz. bunches.

Oysters—are very scarce in Winnipeg owing to the extreme cold and heavy ice about Baltimore preventing the tugs getting in shore with the oyster tows. Under date of January 25th one of the large shipping firms of Baltimore wrote their customers here that they were unable to get any selects at all owing to the heavy ice preventing the boats making a landing. Apparently Manitoba does not have all the cold weather that is going.

MR. STEPHEN HUSTWITT.

Winnipeg and Western agent for T. H. Estabrooks, (Red Rose Teas) St. John, N.B.

Mr. Hustwitt, who has just returned to Winnipeg, after being present at the opening of the new Red Rose Tea Warehouse at St. John, N. B., was the first to introduce Red Rose Tea in the West, and has built up a fine connection. Although Mr. Hustwitt has been in the West only a few years, he is an enthusiastic Westener and has great confidence in the future of Winnipeg.

Winnipeg is getting ready for the annual bonspiel, which promises to be as good as ever. The committees have been successful in arranging for plenty of ice and the city rinks have been busy for more than a month playing down for the "spiel."

Travellers will begin to round up from trips with fall samples and will be in the city during the 10 days of the bonspiel. It is likely that more than the usual buying will take place this year, as more and more country merchants like to go through the houses and make selections for themselves. This applies more especially to the dry goods trade but is true to some extent of all. Even if no buying were done the jobbing houses would consider the time well spent in entertaining country merchants,

as it always leads to more trade later on. There are a number of new warehouses since last February and these will be objects of attraction to men from outside. Merchants, jobbers, indeed men in all lines of business regard the annual bonspiel as a most desirable feature of the winter programme and great would be the groaning if for any reason it were omitted. It entails an enormous amount of work on the comparatively few men that make themselves responsible for its success, but they certainly have the satisfaction of knowing that they contribute largely to the extension of trade in the city.

* * *

Archibald Patterson of Ridgetown, Ontario, was brought up in the Winnipeg police court during the week for infringement of the "Fruit Marks Act" and fined $9 and costs. In a carload of apples 22 barrels were falsely marked as XXX and 14 barrels were falsely packed. Mr. Philp, the fruit inspector, laid the information.

* * *

W. H. Troop, secretary of Black Bros. & Co., of Halifax and La Have, packers of boneless and shredded cod, has been in the city this week arranging with Messrs. Tees & Persse to handle their goods in the west, with a view of specially introducing their new cartoon packages and wooden boxes. Mr. Troop when seen by your correspondent professed himself as delighted with the prospects in the west.

* * *

Mr. Mason, manager for the F. F. Dalley Co., of Hamilton, is comfortably installed in his new quarters in the handsome new block on Bannatyne Street East, that was built for Coltart & Cameron last year. Coltart & Cameron occupy a portion of the building and sub-let the balance to other manufacturers' agents and there is now quite a little colony installed, among them being the Frost Wire Fence Company and Wampole's preparations.

* * *

The annual meeting of the Board of Trade will be held to-morrow, the 2nd, and the retiring president, Mr. G. R. Crowe, has invited the members of the board to a dinner to follow the meeting. This is an old established custom. Mr. Crowe is the president and manager of the Northern Elevator Company, and about the 20th of the month will sail from New York for Naples, with his family to spend six months on the continent and in Great Britain.

* * *

The Winnipeg Clearing House Association has been thoroughly re-organized and now bids fair to be a working proposition. Practically all city members of the grain exchange have joined the association and at a recent meeting it was resolved that beginning with February 1st all transactions of members should go through the house. The option market opened for business, however on Wednesday of the past week and on Saturday a call board was established and business is now under way. The older members of the exchange express themselves as hopeful that this time the Clearing House Association will be a success. The prospects were never so bright before.

The postponed annual meeting of the exchange will be held to-day.

Everybody Praises

The fine Red Flesh Tints
The tender Digestible Meat
The Sweet Appetizing Flavor

OF

Clark's Sliced Smoked Beef

ALL THESE GOOD QUALITIES WILL BE FOUND IN EVERY TIN.

Now is the Time for Mince Meat

Put in a stock of the old reliable "Capstan" Brand Mince Meat

Put up in ¼ pails (½-doz. in crate), 25-lb. pails, 60-lb. and 75-lb. tubs, half-barrels and barrels (about 600 lb.). Also Condensed Mince Meat in packages (3-doz. pkgs. in case).

Ask your wholesale grocer for it or see our travellers.

The Capstan Manufacturing Company, Toronto, Ont., Can.

EPPS'S

GRATEFUL.
COMFORTING.

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.
In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg

THE MOST NUTRITIOUS. **COCOA**

Genuine **Pratts Astral Lamp Oil**

Sold in all countries and recognized as the highest grade oil manufactured.

WHOLESALE ONLY

THE QUEEN CITY OIL COMPANY, Limited, - TORONTO, ONT.

James Ewart

MANUFACTURER OF

High-Grade Delivery

WAGONS

Grocer, Baker, Confectionery, Laundry Wagons of every description.

257-9 QUEEN ST. EAST

TORONTO.

Write For Prices. Phone Main 1188

Window and Interior Displays

Timely Hints and Suggestions

This Week's Illustration.

THIS Oriental window was intended for the display of coffees and was built by Mr. J. E. Whiteside for Fred Carne, Jr., Victoria, B. C. The window is 12 feet long by 3½ feet deep and while not being perfectly adapted either by depth or the smallness of the panes for the best effects in window dressing. Mr. Whiteside has brought the science of arranging an attractive window to the point where he seldom fails to have something tasty and artistic. In this window he has built a framework at the back five feet high and covered it with Oriental drapes and curtains. In the centre a divan is curtained off by hanging drapes from a curved piece of wood ¼ inch by 1½ inches by 10 feet, which projects about 15 inches into the window. Inside this on the floor are two 6 inch rolls of wrapping paper supporting a 12 inch plank covered with another curtain. Hanging against the wall in the centre of this canopied part is a heavily gold-embroidered table cloth, while another rests on the floor or seat. The cosy-corner is completed by two Indian pillows.

The floor is covered with a real Turkish carpet and in each corner is a leopard skin with the heads towards the centre. Three small brass East Indian hammered trays are piled up with roasted coffee beans and two more hold green beans. About three dozen tins of coffee are stacked at the back and a few odd cups, larger trays, a water jug, shields and swords and a couple of palms complete the display which must have attracted a great deal of attention. The fine work on the centre cloths, the leopard skins with heads intact and the other Oriental decorations would be sure to stop anyone passing. These were all loaned by Messrs. Carte & McCandles of Victoria, and could be nothing but a good advertisement to them also.

Such a window is one of the very best special windows a grocer could insert. Everything included has always been of interest to everyone who would happen to see it, and yet, different from the average picture window, the decorations were worked in as part of the advertisement, for coffee comes from tropical countries, which the average mind will not disassociate from the home of the draperies, brassware, etc., which are part of the stock of an Oriental store. And then the coffee was worked in simply in sufficient quantity to take advantage of the attention given the decorations, and not crowded in, so as to detract from the general appearance or intrude itself on the gaze of the observer. This is where the greatest knack is in the arrangement of special windows—the inclusion of just enough stock to get some good from the attractiveness of the window, and yet avoid giving the impression of advertising. It is very seldom that more than a slight impression can be given by the picture window, and if that much is gained the window dresser should be satisfied. The artificial palms are particularly suitable in such a window, but no display need be without them.

A New York grocer fills his window with tidbits that can be eaten out of hand—nuts citron, raisins, etc. He finds that men have well developed appetites for sweetmeats, and that they buy them freely when they are attractively displayed.

Coffee Window Dressed by J. E. Whiteside for Fred Carne, jr., Victoria, B.C.

DURABLE, ARTISTIC

AND NOT EXPENSIVE

Three talking points of our

METALLIC CEILINGS and WALLS

that appeal to practical people everywhere. Strictly sanitary, beautiful in design and finished effect, and made in a multitude of patterns suited to all styles of buildings.

You can't do better for yourself than to buy these reliable goods that never disappoint.

THE

Metallic Roofing Co., Limited

TORONTO, MONTREAL, WINNIPEG

BEANS. Hand-Picked Beans a specialty. Can ship in Jute Bags, Cotton Bags, or Barrels, to suit customers. Good broker wanted to represent me.

J. G McKILLOP, - West Lorne, Ont.

The Dollars You're After

will come to you without trouble if you will watch the dollars you already have, and spend them wisely. Get A. W. Lydiatt's book entitled **One Hundred Good Ads.** for a grocery store, which will show you how to get the most value for your money spent in advertising. The ads. are clever, clear, catchy and at one cent each are a bargain. Send a dollar for a copy to-day. Address

The Canadian Grocer

TORONTO OFFICE: 10 Front St. East.

BROCK'S BIRD SEED.

IS PERFECTION. IT PAYS TO SELL.

SAMPLES FREE.

NICHOLSON & BROCK, TORONTO

PRATTS FOODS.

THE sale of stock food has had a remarkable development in Canada of late years, due in part to the progress made in scentific knowledge of breeding and feeding, and in part to the necessities of trade both domestic and export. Poultry food is an excelent article for grocers to handle. The grocer comes into direct contact with the very class of people who can be led to buy poultry food, namely, farmers' wives; they control the "egg money," and have the best of reasons for doing evrything possible to stimulate the egg supply. In like manner cattle food interests the farmer's wife; anything that tends to increase the flow of milk and to maintain the healthy condition of cows is good to use. Here again the selling of a stock food can be best done by the grocer. It naturally follows that other foods and kindred lines find a natural depot in the grocery store.

Among the widely known stock and poultry foods that bearing the name of Pratts Foods stands out strongly. This food, made in Philadelphia, has been sold for a number of years past by the Robt. Greig Co., Toronto, who are sole Canadian agents. Pratts Foods are known throughout the length and breadth of Canada. Their excellence, coupled with diligent advertising are matters of common knowledge. Mr Greig, of the Robt. Greig Company, has done an immense amount of striking work in the exploiting of Pratts Foods in Canada. Space forbids a detailed account of his advertising methods and literature. His policy is to assist in every fruitful way the agent for his goods to get them sold, and to secure the good-will and co-operation of the customer. One is safe in saying that no stock food sold in Canada or the United States has been more successfully advertised. Any grocer who is interested in knowing what the Robt. Greig Co. do to assist him in disposing of Pratts Foods should he take an agency for them, will find much to interest him upon a letter of enquiry.

The annual meeting of the Robt Greig Co. took place recently, and the directors' report must have been gratifying to the shareholders inasmuch as the profits of the past six months' business warranted a dividend of 10 per cent. on the capital stock besides allowing the carrying forward to the profit and loss account of a nice sum.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postages, etc.

SITUATIONS WANTED.

MAN with good business experience desires position 1st April in town or city in shipping department or any position of trust; strictly sober. Box 95, CANADIAN GROCER, Toronto. (7)

A RELIABLE, energetic and honest young man desires position as clerk in an up-to-date grocery firm; references; four years' experience. Address, Box 509, Guelph, Ont. (6)

SITUATIONS VACANT.

WANTED FOR MONTREAL — Experienced business man of good address and education, with a thorough knowledge of the grocery and provision trade; good opening for a bright man. Address S., care CANADIAN GROCER, Montreal. (8)

FOR SALE.

SNAP for a party with a few thousand dollars; plant, stock in trade and good will of an established manufacturing and important business with a large and profitable connection. Apply at once to Box 98 CANADIAN GROCER, Toronto. (7)

GROCERY and Crockery Business—In the best town in Southern Manitoba (population 1,700); stock turned six times last year; stock and fixtures about $3,000; property to be sold with business; four cosey living rooms over store; a snap to right man. Apply to Box 856 Morden, Man. (10)

RESTAURANT, Fruit, Ice Cream and Confectionery for sale; good town; good business; good prospects; reason, bad health. Box 19, CANADIAN GROCER, Toronto. (f)

BAKERY, Confectionery and Ice Cream Parlor; complete plant; cost $4,000; annual retail business over $14 000; $1,500 buys it; must be sold at once; largest and finest retail business in Windsor. Box 20, CANADIAN GROCER, Toronto. (f)

To Butchers and Hide Buyers!

We wish to purchase your Hides, Calfskins, Sheep Pelts, Tallow and Bones.

We advance money if desired. We pay spot cash.

We pay the freights. We pay full market values.

We want agents in every Canadian village this spring to buy CALFSKINS for us. We furnish the money; we pay all Customs charges, entry fees, freight, etc. For particulars address **C. S. PAGE, Hyde Park, Vt. U.S.A.**

Perth Whiskey de Luxe

Wanted buying agents in Canade, to push the sale of Matthew Gloag's Liqueur Scotch Whisky, "Grouse" Brand, twenty-two shillings and sixpence per case of twelve bottles, freight paid to Canadian Port, less 2½% for cash against Bill of Lading.

MATTHEW GLOAG

Established over a Century. **Perth, Scotland**

Every First-Class Grocer

IS EXPECTED TO HAVE IN STOCK

VAN HOUTEN'S COCOA

Do not let your customers have cause to conclude that you do not keep the best in any line. The best **Cocoa** is **Van Houten's.**

CHEAP—Because a little goes a long way.

HANDY—Because it is only necessary to add boiling water.

Dominion Agents { J. L. WATT & SCOTT, - - TORONTO
WATT, SCOTT & GOODACRE - MONTREAL

ADOLPHE E. SMYLIE, President — HENRY ROWLEY, Vice-Pres't — H. W. PETHERBRIDGE, Sec'y and Treasurer

NATIONAL LICORICE CO.

Successors to
YOUNG & SMYLIE
BROOKLYN, N. Y.
S. V. & F. P. SCUDDER
BROOKLYN, N. Y.
MELLOR & RITTENHOUSE CO.
CAMDEN, N. J.
H. W. PETHERBRIDGE
BROOKLYN, N. Y.
DOMINION LICORICE & NOVELTY CO.
TORONTO, CAN.

Y. & S., SCUDDER, and M. & R. Brands of PURE STICK LICORICE, Acme Licorice Pellets, M. & R. Wafers in bags, Licorice Lozenges, and a full line of Licorice Specialties, including the celebrated soft licorice lines sold under the Company's brands as follows: THE FLEXIBLE LICORICE, THE PLIABLE LICORICE, THE ELASTIC LICORICE.

OFFICE—106 JOHN ST.
106-116 John St., 227-237 Plymouth St., } Brooklyn, N.Y.
Illustrated Catalogue on request.

Received Highest Award **GOLD MEDAL** Pan-American Exposition

The full flavor, the delicous quality, the absolute **purity** of **Lowney's Cocoa** distinguish it from all others. It is a **natural** product; no "treatment" with alkalies or other chemicals; no flour, starch, ground cocoa shells or coloring matter; nothing but the the nutritive and digestible product of the **choicest** Cocoa Beans. A quick seller and a **profit** maker for dealers.

THE WALTER M. LOWNEY COMPANY, No. 447 COMMERCIAL STREET, BOSTON, MASS

YOU WANT

all the business you can get at this season. Help your trade by selling only reliable goods.

Reindeer Brand

CONDENSED MILK is the standard of quality and contains all the virtues of fresh milk.

W. G A. LAMBE & CO., Agents.

BISCUITS AND CONFECTIONERY

A DEPARTMENT FOR RETAILERS.

Preserved Fruit Bricks.

A VERY toothsome product of interest to the confectionery trade is in the form of preserved fruit in bricks, which are either rectangular or disc-shaped, and done up in toned tissue paper. They are of about the consistency of a soft gum-drop, and, being composed largely of sugar, they hold the flavor of the strawberries, peaches, pears, plums, or what not, admirably. These bricks will soon be on the market in large quantities from California, experiments in their manufacture having attained final success. They are made by boiling down the fruit pulp to a sugar until the desired consistency is reached, when the mixture is poured into pans, and permitted to dry slowly for 10 hours, being eventually cut into suitable pieces and wrapped in the manner described. They will keep in perfectly good condition for years. Old-time housewives used to make plum or cherry "cheeses," as they called them—the art, alas! seems to have vanished—which were so stiff that fanciful forms could be stamped out of them with a pastry-cutter. This delectable quality of stiffness, as well as the absence of stickiness, was attributable to the boiling, which was brought to exactly a certain point (after putting the fruit through fine seives—in order to turn the sugar to candy. It is the same principle that is used in the manufacture of the fruit bricks, which, when they are to be used, are soaked preliminarily in warm water for an hour. They are said to be almost like the fresh fruit, being readily utilised for pastry and other desserts, and their cost is moderate. Before long, doubtless, they will be for sale in all the grocers' shops. The production of fruit pulps in other shapes has already become enormous in this country, most of them being put up in cans for the flavoring of ices and sodawater. One can buy in this form apricot pulp, peach pulp, apple pulp, pineapple pulp, quince pulp, and various others.

Wedding Cake Customs.

APPEARING in the homes of rich and poor, savant and clod, Christian and pagan, the wedding cake is an object of ethnological interest. Its alluring fragrance, wafted for centuries, "far as the breeze can bear," probably first emanated from the dwellings of those Roman patricians whose marriages were solemnized by confarreatio. The ceremony—in which a spelt cake formed a distinguishing feature—was conducted by the Pontifex Maximus. The Navajo ceremony, a curious relic, handed down from unknown ages, is thus described by A. M. Stephen: "The women of the bride's family prepare cornmeal porridge, which is poured into a (wedding) basket. The bride's uncle then sprinkles the sacred blue pollen of the larkspur over the porridge. This symbolical food is first tasted by the bridgroom, and afterwards by the bride, each taking a portion from the four cardinal points. Finally, the basket is passed over to the younger guests, who speedily devour its contents with merry clamor, a custom analogous to the dividing of the bride cake."

Through Aristophanes we learn that cakes were common at Grecian marriage feasts as early as four centuries before Christ: while many passages from the later classics prove their emblematic importance. Of a Greek country wedding in our own times, an eye-witness says: "The manner of compounding the cake has descended from remote ages, as an inheritance. On one end of an immense kneading trough is a saddle occupied by a boy girdled with a sword. At the other end stands a girl, whose tiny hands must be the first to stir the dough. This odd rite indicates to the bride the advisability of taking an interest in her household affairs, and to the bridegroom his duty of protecting their home."

Among the early Christians, any surplus cake and wine blessed by the Eucharist was sent to the home of the bridal couple for their sole use. In parts of Turkey at the present day, the newly married eat cakes of sugared eggs in a room alone; while Chinese etiquette prescribes that the maiden and her affianced be offered cake and other sweetmeats immediately before the wedding.

Although this mutual partaking of food evidently typified at first the sharing of joy and sorrw in wedded life, instincts of hospitality soon suggested the proffering of the sacred emblem to the guests. Among the Gauls of Cicero's day, "hunting for the twig of laurel in the wedding cakes" was a proverbial expression, meaning "wasting time on trifling pursuits." Later, we find that Juvenal particularizes "the bride cakes, which you must dispense to your bridal guests already well-seated." Old English literature is especially rich in similar references. Thus, Ben Jonson sings:

"Divide the broad bride cake,
Round about the bride stake."

And in Ritson's description of Robin Hood's wedding (1600), a guest says, "I got a good piece of bride cake, and so came away."

Naturally, the social Pepys would mention this pleasing custom. His diary of a Summer's day in 1666 records: "Had a piece of bride cake sent me by Mrs. Barbary."

We discover, also, that the bride of to-day who honors her guests by cutting the cake in their presense is following a fashion centuries old. Among exceptional instances in which this duty devolved upon some other person, a most curious example comes from antiquated parts of Spain. "A huge pasty and a stiletto are placed conspiculously in the room where the bridal dance is to be held. Each guest is expected to cut a slit in the pie, and thrust in a coin. The newly married pair eat a little of it every day, hoarding the coins."

At country weddings in certain districts of Ireland, the priest, after blessing the cake, cuts it into small slices, which are placed on a large dish and passed to the guests. Each takes a portion and lays down in its stead a donation for the priest. Thus does the cake uniquely and conveniently play the part of "best man," in feeing the clergyman.

No wedding cake, no future happiness, is an old and deep-rooted belief. So important an item was the cake in Scotland that the relatives of the bride (among the humbler classes) used to provide only this one dish, the guests and landed gentry contributing all other articles for the entertainment. The Cingalese bridegroom brings to his bride a great collection of gifts, among which, occupying the place of honor in the centre, is a huge cake, shaped like a pyramid, and decorated with bright colors. In rural Bulgaria, also, it is the most noticeable object at the wedding feast, being placed on a barrel of wine, beside which Bacchanalian altar the marriage ceremony is performed. Home Science Magazine.

PURE GOLD TALK.

No. 3.

We have a word or two to say this week on Baking Powders. We have a right to speak on this subject, for we not only make a Baking Powder, but we have also spent many thousands of dollars in urging the use of a Pure Cream of Tartar Powder, meaning of course, Pure Gold Brand.

Pure Gold Baking Powder is not a whit behind any high-grade American make. No baking powder, no matter where or by whom made, can be better than Pure Gold. Yet there are American Baking Powders sold in Canada in large quantities, thanks to advertising and quality. Possibly there was a time when Foreign Baking Powders were defensible, but that time has gone many years ago. "Made in Canada" is a good cry, just so long as Canadian manufacturers maintain high standards.

Then, too, there is the question of price. There is absolutely not one cent's worth of value received for the extra sum paid for American powders. Why waste public money for the enrichment of outsiders?

We work in the interests of the Canadian grocery trade, and solicit their trade in return.

THE
Pure Gold Mfg. Co.
LIMITED
Toronto.

THE COFFEE MARKET.

WILLETT & GRAY in their weekly statistical report of January 28th size up the coffee situation as follows:

Further developments as to the actual conditions in Brazil of the current as well as the growing crop support the belief that higher prices for coffee have come to stay and the legitimate position ultimately justify same. The Rio and Santos receipts for the month of January will not exceed 475,000 bags; and as European and American warehouse and "ex ship" deliveries are quite large, the world's visible on February 1st will show a substantial reduction, probably in excess of 500,000 bags. This feature has been generally anticipated and discounted, of course, but looking ahead it is easy to conclude that the world's visible will undergo material reductions from month to month because the small balance remaining of the current crop in Brazil, Santos especially, will necessitate withdrawals from reserves in consuming countries.

Notwithstanding varying reports as to weather in Brazil and its influence on the growing crop, we are reliably informed that the chances are very slight for any improvement at this late date and while rainy weather finally succeeded the long drought it was accompanied by storms that did more harm than good in many districts.

The trade demand has improved and top prices have been paid for usual trading grades, revealing necessity to replenish supplies. No. 7 Rio has sold at 8⅛c. regular New York terms on the spot, and 9c. same terms, to be shipped, but we quote at the close 9c. to 9⅛c. No. 4 Santos is freely bid at 9¾c. regular New York terms.

NEW PROCESS OF SUGAR REFINING.

A very rapid method of refining sugar has been invented by Dr. C. A. Kern and Mr. C. A. Spreckles. It consists of mixing the raw sugar with a compound which separates the impurities from the crystal, leaving only the pure sugar which is then manufactured into the different grades, same as by other processes.

An experimental refinery was built at Yonkers, N. Y., with a capacity of five hundred barrels a day, and has been in operation for the last year. A larger refinery will be finished in June or July with a capacity of three thousand five hundred barrels a day, which will also use the new process, which saves about 40 hours time in refining a batch of sugar.

The Soda Biscuit Habit.

Worth encouraging.

Get a man, or a small boy (if his mother doesn't interfere) alongside a plate of

Perfection Cream Sodas,

fresh, crisp, cooked to a turn, and soon there is nothing left but the plate—and an unsatisfied desire.

Next day the grocer gets an order for more of "those same biscuits."

The biscuit habit is acquired bad if you sell the right biscuits.

And it is good for you.

Order a couple cases direct. 3-lb. Cards and Tins.

THE **Mooney Biscuit & Candy Company,**
LIMITED,
Stratford, - Canada.

GEL-O

The New Dessert.

"Always room for the right thing." Hence Gel-O. Gel-O is the best prepared jelly in the world.

8 flavors; package makes 1 pint. Cases, assorted, hold 4 dozen and 12 dozen.

SEND ORDERS DIRECT.

THE CANADIAN GELATINE CO.
528-530 Front St. W.,
TORONTO, CANADA.

MOTT'S DIAMOND CHOCOLATE
JOHN P. MOTT & CO. HALIFAX, N.S. ESTABLISHED 1844
IS THE BEST.

For Sale Everywhere.

—:o:—

ASK FOR

MOTT'S.

COWAN'S

Perfection Cocoa (Maple Leaf Label). Royal Navy Chocolate, Queen's Dessert Chocolate, Chocolate Cream Bars, Cowan's Cake Icings, Chocolate, Pink, Lemon Color and White

Cowan's Swiss Milk Chocolate, Famous Blend Coffee, etc., etc.

Are the standard goods for purity and excellence.

Manufacturers
THE COWAN CO., Limited - - TORONTO

Maple Syrup.

We believe we are selling the nicest Maple Syrup in Canada.

THE CANADA BISCUIT CO., LIMITED

King St. West and Bathurst St. Cars pass our Works.

King and Bathurst Streets, TORONTO.

DO IT NOW!

Should be the motto of every progressive man the world over. Did you take advantage of our coupon offer on

Eagle Baking Powder?

If you have not done so

DO IT NOW.

Just take your pencil and figure out what profit our offer means to you. Now, then, don't you want a trial order?

OUR OFFER

stands good until February 13th to subscribers of "The Grocer" outside of Montreal. Freight paid on 5-case orders.

The Eagle Manufacturing Co.,
MONTREAL

SOCKEYE SALMON

"Sovereign" and "Lynx"
Brands

ARE THE CHOICEST IN THE MARKET.

EVERY TIN GUARANTEED.

TO BE HAD OF ALL GROCERS.

McWILLIAM
Mc. AND E.
EVERIST

'Phone Main 645 - TORONTO

Bargain Oranges (?)

Not ours—ours are Orange Bargains. We cut prices because we want stock moved quickly. The oranges are highly colored — sweet and juicy — strictly first-class in every respect. **Ask us for prices.**

Say ! !

Our Lemons are free from frost — Do you want some ?

TO BRIGHTEN BUSINESS

ORANGES

California Navels, "Clown" Brand; Extra Fancy Stock; in carload lots or less; all sizes.

Write for quotations.

GRAPE FRUIT

Fancy Florida Stock; 64—80's.

Write for prices.

TANGERINES

Japanese Stock. Special to clearthis week 60c. a bundle—2 boxes in a bundle.

LAYER RAISINS

Few special lines for quick clearing, at greatly reduced prices.

CLEMES BROS.
Toronto.

GREEN FRUITS

Fruit Will Repay Attention.

THE expansion of the fruit trade in Canada is a matter of comment among the trade generally. One need but be ordinarily observant to notice the extent to which fruits generally and oranges in particular are being stocked by the trade this year.

The very high quality and the relatively low price of oranges has probably had a good deal to do with the large consumption. This feature should be a matter of interest to the wide awake grocer. Now is the time to educate your customers to a larger use of the delicious and healthful orange. And in this education the fact should be made patent that the very best grades at the most advantageous prices are to be had from the regular grocer rather than from the man with the push cart.

This fruit department if properly looked after should be a special feature in every grocery which aspires toward the best. It is worth while to make a reputation for your green fruit, not alone for the profit from this line but for the additional trade which will be thereby attracted.

Among the Fruit Men.

HUGH WALKER & SON, GUELPH.

THE firm of Hugh Walker & Son, Guelph, reputed to be one of the oldest fruit and commission houses in Canada, was established in Guelph away back in 1856 by the senior member of the present firm, Mr. Hugh Walker, and Mr. G. Warren. At first they carried on a dry-goods, grocery and crockery business until 1861, when they dissolved partnership. After this time Mr. Walker devoted his attention exclusively to the retail grocery and fruit business and gradually worked up a small jobbing trade in foreign and domestic fruits, oysters and finnan haddies. Directly the Great Western Railway was opened, connecting the counties of North Wellington, Grey and Bruce, with Lake Huron, the fruit trade assumed larger proportions and has continued to increase steadily up to the present time.

In the year 1882 Mr. Walker's son George was taken into partnership, forming the present firm of Hugh Walker & Son. They continued for some time to do a retail as well as wholesale business, the wholesale trade steadily increasing until 1891, when they were compelled to move the wholesale branch into the present large and commodious premises on Upper Wyndham street. It was then that the junior partner undertook the management of the wholesale business, and to such an extent did the trade increase that in 1896 they finally sold out their retail business that both partners might devote their exclusive time and energe to the wholesale trade.

Walker & Son attribute their success in establishing one of the most successful fruit businesses in Ontario to handling only strictly first-class quality of goods. They have gained the confidence of the trade generally, so much so that they receive most of their orders by mail and telephone, customers feeling assured that quality and price will always be right at the Walker house.

The fruit trade has grown wonderfully the past fifteen years. The firm can remember when it took three weeks to sell their first car of bananas. They now handle three cars in one week. All other lines have grown in proportion. They make a specialty of high class California and Mexican oranges, for which they have excellent connections with the growers.

Victoria Fruit Growers.

The Victoria (B. C.) Fruit Growers' Association & Exchange, Limited, has been incorporated. The incorporators are: Andrew Strachan, Gordon Head; James A. Grant, 53 Third street, Victoria; Edgar Fleming, Victoria, box 362; E. W. Beale, Cadboro Bay; R. Layritz, F. Sere, Thomas A. Brydon, Victoria; Charles Thomas, Strawberry Vale; B. E. Maynard, R. M. Palmer, H. T. Sannard, Victoria; Wm. C. Grant, Malcolm Dunnett, W. J. Williamnson, D. S. McRae, R. Holmes, W. F. Somers, Gordon Head; Stewart Bros, South Saanich; Walter Palmer, Frank Borden, Mount Tolmie P. O.; Lovell Sea, W. R. Palmer, George W. Dean, Victoria; W. H. Allison, Royal Oak; John Brown Victoria P. O.; Tanner Bros., South Saanich; C. A. McAnally, Mount Tolmie; Charles S. Birch, North Saanich; Henry J. Dunn, box 85, Victoria; F. Appleton, Geoff Vantreight, G. F. Watson, Gordon Head; G. J. Bagshaw, Victoria; D. McCaskill, South Saanich, and J. Townsend, Feltham road, Mount Tolmie.

Uncle Sam's Fruit Bill.

THE consumption of fruit in the United States is astonishing when summed up in round figures. Besides the immense amount produced within their borders they imported in 1902 fruit to the value of $21,500,000, while thirty years previous to that time importations amounted to $13,000,000. In 1870 only $3,000,000 were imported. The imports of bananas alone into the United States in 1902 amounted to $7,300,000, drawn from the following sources: British West Indies, $3,400,000; Costa Rica, $1,500,000; Honduras, $700,000; Colombia, $560,000; and only $530,000 from Cuba, against $1,500,000 in 1892. The value of the lemons, sweet and sour, imported into the United States from Italy amounts to more than $3,000,000. Of the oranges imported—$400,000 worth—the preference is given those from the British West Indies. Of cocoanuts the United States imported from the British West Indies, $325,000; Colombia, $183,000; Cuba, $175,000; total, $832,000.

In 1900, Chicago received from Italy 15,900 boxes of oranges and 2,150,000 boxes of lemons; from California, 8,000,000 boxes of oranges and 800,000 boxes of lemons; from Jamaica, 800,000 boxes of oranges; and from Florida, 1,000,000 boxes of oranges. The receipt of oranges at New York in 1901 was as follows: From Italy, 2,934 tons, valued at $113,915; from Mexico, 3,900 tons, valued at $136,926; from the British West Indies, 16,925 tons, valued at $444,044; from Japan, 186 tons, valued at $7,751; and lemons from Italy, 72,335 tons, valued at $3 112,308; lemons from Canada, in transit, 1,101 tons, valued at [illegible]030.

As the production in the United States (California and Florida) increases each year, in a very short time the United States will have to look for a foreign market for its enormous production. The production of oranges in the United States amounts to 12,000,000 boxes per annum, of which 10,000,000 boxes are produced in California and 2,000,000 boxes will this year be produced in Florida. The consumption of lemons in the United States amounts to 3,000,000 cases per annum, of which 1,000,000 cases are produced in California, the remainder being imported.

Canadian Apples at Leeds.

Reporting to the Department of Trade and Commerce from Leeds, John B. Jackson, Canadian agent at that port, comments upon the improved quality and packing of the Canadian apples placed on the English market. He says they are good samples of the best Canadian apples, and probably better all round than are offered for sale in Canadian towns. They are retailed in Leeds for $4.25 to $5 per barrel.

Fruits Marks Act.

The Grocers' section of the Toronto Retail Merchants' Association, has appointed a committee to confer with Mr. W. A. Mackinnon, chief of fruit division of the Department of Agriculture, regarding better enforcement of the fruit markets act. The administration of this law at present is unsatisfactory, as in the absence of the inspector of the division there can be no prosecution for violation of the act.

FISH AND OYSTERS

FROZEN SEA HERRINGS, BLOATERS, SMELTS, HADDIE, and all lines of SALT and PICKLED FISH.

OYSTERS—"Long Island natives are trade winners. You can depend on us every day for them—and at the same price, $1.60 per imperial gallon."

The cold weather is creating a heavy demand—and with Lent not far off. Let us have your orders.

WHITE & CO.,

PHONES { Main 4106 / " 4107 Wholesale Fruit and Fish, TORONTO

F. KESSELL & CO. 7&8 Railway Approach, London Bridge, ENGLAND

ARE OPEN TO REPRESENT MANUFACTURERS OR MERCHANTS IN

FRUIT PULPS FRESH FRUITS, CANNED GOODS, AND GENERAL PRODUCE For GREAT BRITAIN

HIGHEST REFERENCES. CORRESPONDENCE INVITED.

BANKERS—LONDON JOINT STOCK BANK, LONDON.

1904

Prompt Reliable

SAME OLD STORY.

Selling best goods obtainable at lowest possible prices.

Thats's how we hold our trade. Quality tells. Try us.

Hugh Walker & Son, Wholesale Fruits, Guelph, Ont.

Dried Fruit

cleaned and renovated by the latest improved machinery and appliances.

GUARANTEED TO GIVE SATISFACTION.

J. T. ADAMSON & CO.

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Tel. Main 778.

The DAWSON Commission Co., Limited

FRUIT, PRODUCE AND COMMISSION MERCHANTS.

Cor. Market and Colborne Streets. TORONTO

TWO SNAPS.

Fancy Navel Oranges, all sizes, $3.00 bx.

Messina Lemons, 300's, 360's, $2.25 to 2.50 "

Fresh Sea Herring, in barrels and casks.

ORDER QUICK.

HUSBAND Bros. & Co.

Wholesale Fruit and Commission Merchants.

82 Colborne St., TORONTO

Phones—Main 54, Main 3428.

DRIED APPLES

WE ARE BUYERS

LARGEST DEALERS IN CANADA

The W. A. GIBB CO.

5 and 7 Market St., HAMILTON

FLOUR AND CEREAL FOODS

Britain's Cereal Imports.

THERE was an advance to £3,737,957 in the value of the wheat shipments from Canada, says a recent issue of the Times. It might have been hoped that an expansion in our receipts of wheat grain would have been accompanied by a diminution in those of wheat flour; on the contrary, the latter have slightly increased, though they have not regained the level of 1901. Out of the total of £9,722,596 expended on imported flour last year the United States alone took £7,617,041, Canada following for the sum of £1,253.241. Imports of maize in 1903 regained in value the position they had occupied in 1901, the chief feature of last year's trade being the resumption of the premier place by the United States.

Imported oats have again receded in value, but not in quantity, the great size of the home-grown crop operating in the direction of lower prices. More than half of our total import, valued in 1903 at £1 203 928, came from Russia. Imports of beans and peas both declined last year alike in volume and in value. Turkey, Egypt and Morocco are the main sources of the former, the British East Indies and Canada of the latter.

Where Swiss Food is Made..

THROUGH the courtesy of Mr. McIntosh of the firm of P. McIntosh & Son, millers and manufacturers of cereals, health flour, etc., Toronto, a representative of "The Grocer" had the pleasure this week of making a tour of inspection of the McIntosh mills, better known as "the place where they make Swiss food." P. McIntosh & Son have had the benefit of thirty years practical experience in the milling business in Toronto, and have virtually grown up with the flour and cereal trade which at the present time has assumed such magnificent proportions. With regard to their own share of the trade it is no secret that this firm controls a large slice.

Two years ago their manufacturing plant was totally destroyed by fire, and since then they report that they have found it difficult to supply the wants of regular patrons to say nothing of effectually meeting the demands of new business. Plans are under way however for a large new warehouse 100x300, a 100,000 bushel elevator and extensive enlargements and improvements to their mill, by means of which the daily output will be increased easily two fold.

Under present conditions the mill is turning out daily 125 cases of Swiss food, besides 200 barrels of rolled oats and other cereals. When going at full swing their mill uses up no less than 80,000 bushels of oats in a single month. The process of manufacturing McIntosh's special "Swiss Food" from the raw material is extremely interesting. The wheat first passes through a machine which removes the outside hull without crushing the grain. It is next kiln-dried and polished, after which it passes through hot moist rollers where it is flattened and reduced to the flaky consistency of the finished product. It is now ready to be packed by automatic weighing machines in pasteboard boxes and distributed to the trade. One striking fact is that during the entire process not a bit of grain is touched by hand. There is in operation in the mill what is said to be the largest oat roller in Canada, which has a capacity of 15 tons per day. Another feature of the mill is its dust-cleaning apparatus which mysteriously makes way with every particle of dust and chaff after separating wheat from waste.

P. McIntosh & Son manufacture some thirty other cereals, the most prominent among them being their "Crown" brand of rolled oats, "Gluten" health flour and "Aunt Sally's" self-rising pancake flour and whole wheat food. They also conduct a large grain and feed business and are thus enabled to dispose of all their by-products at considerable profit. Their hay business is no mean item; buyers throughout the country gather up no less than 1,000 tons a month which is pressed for local distribution and export.

The export business of the firm is growing steadily. They have already established a permanent market in England for their manufactured products. They are also exploiting in South Africa, although this section of the trade is only in the making as yet. A brisk demand for their cereals has recently been created in the West Indies and there seem to be no obstacles to prevent a very large trade being built up.

U. S. Wheat Exports.

SHOULD the exports of wheat from the United States continue to decline as they have during the past two years, observes an exchange, in two years more she will have ceased to be a wheat exporting country.

This statement is based upon the figures issued by the chief of the Bureau of Statistics of the Treasury Department of the United States. The statistics show that the wheat exports for 1902 were 40,000,000 less than those of 1901, while those of last year were 56,000,000 less than those of 1902, or a total reduction in the two years of 96,000,000. The total exports last year were but 73,263,911, or less than half those of 1901, so that at the present rate of diminution the exports will have disappeared altogether in two years hence. Of course, no one expects that the present rate of diminution will be continued, the strong probability being that there will be an increase very shortly. At the same time the statistics form corroborative evidence that the United States is becoming more and more a consumer of her farm produce. Already she is consuming practically all her own butter and cheese, though formerly she was a large exporter.

Flour exports do not follow the same course as those of wheat. There was a considerable falling off in 1902, but this reduction was more than recovered last year so that the export of flour might be regarded as something of an increase.

Gladstone Flour Mills.

THE Echo Milling Company has begun grinding at their new flour mills at Gladstone, Man. The company is composed of some of Gladstone's most substantial business men, with Mr. P. Broadfoot as president, Mr. Magnus Wilson, vice-president; Ex-Mayor D. Smith, secretary; Mr. W. A. Squair, treasurer. The mechanical work is under Mr. F. B. McKenzie, as head miller, and Mr. Thos. George, engineer. The

Good business is principally a question of good judgment. The merchants who stocked up on fad foods were taking chances that their popularity would last. Now their shelves are full of dead stock.

Good rolled oats will always be in demand. That is why you should always have a stock of Tillson's pan-dried Oats. A food, not a fad!

Tillson's Pan-dried Oats

Goldie McCullough Company, of Galt, Ont., supplied the mill machinery and the Vulcan Iron Works, of Winnipeg, the elevator machinery. The capacity is 250 barrels a day. Besides making four grades of flour there is an extensive chop plant, capable of turning out 100 sacks an hour. The elevator along side, which stands 72 feet high, has a capacity of 40,000 bushels; the warehouse adjoining, a 15 car capacity. These buildings are admirably situated between the C. N. and C. P. railways, not 50 yards from either.

The Economy of Wheat Flour.

WHEN investigating the relative nutritive value of foods in relation to their cost the simplest method is to compare the amounts of protein and energy obtainable in the foods for a given sum at market prices, the protein being figured in pounds and the energy in calories, says a writer in the American Miller. A comparison of this kind forcibly illustrates the true economy of wheat bread as food.

In an article on the cost of food as related to its nutritive value R. D. Milmer of the office of experiment stations shows conclusively that foods that are highest in price are not necessarily

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MILLERS AND GRAIN DEALERS

192 King Street East TORONTO.

John MacKay

Limited

Successors to John MacKay, deceased

ESTABLISHED 1854.

POT and PEARL BARLEY (by patent process), *SPLIT PEAS, BUCKWHEAT FLOUR, Etc., CHOP* of all kinds BY CAR LOAD.

Caledonia Mills, BOWMANVILLE, ONT.

Correspondence solicited.

FLOUR FEED CEREALS

Place a Trial Order with Us for a Full Line of Our Goods.

QUALITY UNEXCELLED. SATISFACTION GUARANTEED.

Ontario Winter Patents,
Manitoba Blends,
Pure Manitoba.

Rolled Oats (Standard and Granulated)
" Barley, Oatmeal,
" Wheat, Pot and Pearl Barley
Wheatlet, Farina, Split Peas.

"Matchless" Feed.

THE G. CARTER, SON & CO., Limited,

ST. MARYS, ONTARIO.

the most nutritious. Indeed, the reverse is true in almost every instance, the cheaper food materials furnishing a greater amount of protein and energy at a given price. For instance, there is as much total nutriment in a pound of wheat flour as in three and one-half quarts, or about seven pounds, of oysters. However, there are exceptions to the rule. Some articles that are low in price when judged by bulk are not necessarily cheap sources of nutrients. Cabbage at 2.5 cents a pound is low in price, but 10 cents' worth of cabbage furnishes only 0.056 pound of protein and 500 calories of energy, while 10 cents' worth of wheat flour at 3 cents per pound furnishes 0.38 pound of protein and 5,490 calories of energy, and is truly cheap. Ten cents spent for flour would buy more material for building up the body and giving energy for work that could be got from 50 cents to $1 in tenderloin steak, lobster or fresh salmon at regular market prices.

From the foregoing it should not be inferred that bread made from wheat flour is alone sufficient to properly sustain life. While it would probably go further towards doing so than any single article of diet, the human system is so constituted as to require a mixed diet in order to receive the proper nutrients in correct proportions. No attempt has been made to fix a standard, nor probably ever will be, but it is certain that from a standpoint of economy, as well as health, the diet of every healthy person should include a fair proportion of wheat bread.

Flour for Japan.

On February 1 the rate for the transportation of flour from the Pacific Coast to the Orient was advanced from $3 to $4 per ton, but despite that fact, the bookings of space for flour on the Oriental liners running out of Vancouver have continued to increase instead of decreasing in number. The steamship companies engaged in the Oriental trade from this coast expect to carry more flour to Japan and China during the present year than ever before. The steamship Empress of Japan, sailing on the 25th ult., for Yokohama and Hongkong, took out approximately 600 tons of flour consigned to Japan. Her other cargo to the amount of 1500 tons consisted of general merchandise.

Incorporation Granted.

A Dominion charter has been granted to the Keewatin Flour Mills Company with capital of two million dollars and headquarters in Ottawa. The incorporators are A. W. Fraser, K. C., R. M. Cox, of Ottawa; E. C. Whitney, of Whitney, David L. Mather, of Rat Portage; Hon. J. D. McGregor, of New Glasgow; R. L. Borden, M. P.; George Burn, manager of the Bank of Ottawa; Hon. Erskine Bronson, of Ottawa; and John Coates, president of the Ottawa Gas Company. The charter gives them authority to manufacture and deal in flour, to erect mills, elevators, and all other power incidental to the business of milling.

Pancake Season.

When summer days are over
An' the breezes start to blow
That tell us winter's comin',
With its blizzards and its snow,
I'm always sort o' happy;
For although it's cold an' drear,
I know the syrup's waitin'
An' the pancake season's here.

Delicious, thick, an' brownish—
Six or seven in a pile—
With good old country butter—
Don't it make a feller smile?
Jus' loses sight o' trouble—
It'll make him want to cheer,
To see those steamin' pancakes
With the syrup settin' near.

Of course, to other people,
Now they may not seem so sweet,
For different folks have different tastes
Concernin' things to eat;
But when a feller rises
After eatin' maybe ten,
He finds himself a-wishin'
He could do it all again!

Now, when the days are short'nin'
An' the lakes begin to freeze,
When winter winds a-roarin'
Come a-rushin' through the trees,
To me it brings no sorrow—
Nay it's music to my ear,
For then the syrup's waitin'
An' the pancake season's here.

—Bide Dudley in St. Joseph News.

The John Campbell Co., Limited.

A CHARTER has been granted under the Ontario Companies Act creating and constituting John Campbell, mill owner; Robt. N. Price, miller; Neil C. Sinclair, book-keeper; Daniel M. Tait, gentleman, all of the City of St. Thomas, and Kirwan E. Freeman, grain dealer of the village of Brownsville, Province of Ontario, a corporation for the purposes and objects following, viz.: (a) To manufacture, buy, sell and deal in flour, oatmeal, pot barley, split peas, meal, feed, and all other cereal products; (b) to deal in grain, seeds, fruits, cattle, hogs, and all other farm stock and products, to deal in salt, coal, wood, lime, cement, lumber and shingles, and (c) to manufacture and deal in staves, headings, hoops, bags, barrels and bagging, and for the said purposes to acquire the necessary real and personal property including the mills, buildings, plant and business at present being carried on in the said City of St. Thomas, and at the said Village of Brownsville, by the said John Campbell; the Corporate name of the company to be The John Campbell Company, Limited, the share capital of the company to be one hundred thousand dollars divided into one thousand shares of one hundred dollars each, the head office of the company to be at the said City of St. Thomas, and the provisional directors of the company to be John Campbell, R. N. Price, N. C. Sinclair, D. M. Tait and K. E. Freeman, hereinbefore mentioned.

Milling Oats in Germany.

A correspondent to the Muhle states that the milling of oats in Germany is nowadays only profitable under exceptional circumstances. The consumption of the produce by the masses is not great, and in summer sinks very low. Thanks to this and to over-production, the price has dropped tremendously.

Eight or ten years ago crushed oats fetched from $9.50 to $10 per cental, but now the article is sold for $6.50 to $7.50 per cental, although the raw material is dearer now than then. The rolled oats imported from America have been so successfully pushed with the public that the native product, though equally good in quality, is almost invariably rejected, and the preference is given to its foreign rival.

Cereal Notes.

Milwaukee's six flour mills in 1903 made about 1,750,000 barrels of flour.

A London paper says England will never be free from the menace of the Chicago wheat gamblers until Canada and Australia are given a preference on wheat which then, it argues, will be cheaper in London than now.

Little or no Canadian grain has been moving through Minnesota to the seaboard this season, says the American Miller and well-posted railroad men are inclined to think that none will move that way, the Canadian routes having taken command of the business.

RUSSIAN SUGAR KING DEAD.

Leopold Koenig, the Russian "Sugar King" is dead. He began life as a workman, and now at the age of 83 leaves £10,000,000. Some time ago he appeared as chief petitioner for the bankruptcy of his own son, who could not pay him a trade debt.

I FIND that on these cold mornings a little thought mixed with my breakfast makes it more palatable and keeps me warmer during the day.

For instance, the other morning when the mercury threatened to fall out of the bottom of the thermometer, I found my cream frozen when I sat down to the breakfast table.

Necessity has ever been the mother of invention, and I've celebrated a sort of Thanksgiving Day ever since for the discovery I made that morning.

I'm very fond of Chocolate and also of Cocoa. I like the rich flavor and at the same time I know how nutritious they are.

The discovery I made wasn't a discovery, exactly—I simply found a new combination, by using the rich, creamy Chocolate, steaming hot as it was, in place of the cream for my bowl of "FORCE."

I suppose I've eaten "FORCE" in more different ways than anybody else, and I like most of them, but I want to tell you that this combination of the crisp flakes of the world's best food, warm from a quick toasting in the oven, and hot Chocolate instead of cream, is just about the best-tasting thing that has ever passed my lips.

Better try it—to-morrow morning.

There's enough nutriment for brain and muscle in a bowl of "FORCE" and a cup of Chocolate to carry one through a much harder day than you or I are likely to have, and enough left to make us feel fresh and strong at the day's end.

This new recipe isn't in my book, "The Gentle Art of Using Force," but it contains some other good ones.

I'll send you a copy for a 2c. stamp.

Be Sunny!

Yours truly,

Sunny Jim

BUFFALO.

WALL PAPER

THE PAPERHANGER'S ART.

TO make paper stick to a painted or varnished wall, nothing is better than a little Venice turpentine added to the paste when it is made, or isinglass, dissolved in water and a little glycerine is good; three sheets of isinglass to a pint of warm water, and two ounces of common commercial glycerine. Gelatine will answer in place of isinglass; or the walls may be sized with glue size, to which some molasses or brown sugar has been added. But the Venice turpentine is sure, and leaves no nasty coating under the paper as glue or sugar may do.

Venice turpentine in the glue size for a damp wall, is recommended by some paperhangers. Shellac does not prove effective on a damp wall.

Much of the trouble with paper breaking and tearing is due to the workman stretching it too much when hanging it.

It is necessary to keep the hands clean when hanging plain papers, such as felts or ingrains. Felts or ingrains should always be trimmed, no matter how well the edges may look in the roll. Water stains in such papers are caused by their porousness, allowing the paste to come through. Let the paper get perfectly dry, then go over it with clean water, using a clean calsomine brush. Brush the water on quickly and with a light sweep. When the paper becomes dry the stains will have disappeared.

When butting felts and similar papers, use the seam roller on the seams, but don't try to force the edges together with the roller or you will have trouble with the next length. If you are careful when trimming the edges you will not have to force any joints.

Sometimes the edges slightly overlap in places, but all that is necessary is to use the edge of the roller to gently press the edges into place. Some paperhangers leave a very slight space between the two edges, and then force them up into place to make a perfect butt; but this is a bad practice, as the edges will open or shrink upon drying. If you are not skilful enough to make your edges fit closely, then let them lap the least bit, just a hair's breadth, and then you can press the edges into place.

Don't try to make speed on delicate jobs, especially if not expert at it. Fine work demands time and care and the tools must be in good order, and cleanliness observed.

Never crease felts or ingrains on the board, but fold them carefully so as to avoid any crease mark, which would show on the wall.

Pressed papers should be trimmed after having been pasted, which will keep the edges wet and prevent their being crinkled. Use a brush instead of a roller when smoothing down pressed paper; a brush with three-inch bristles being about right for the purpose. It is seldom, or perhaps never, necessary to line walls for Lincrusta some paperhangers saying that it hangs better without lining. Ordinary paste, made good and strong, answers for hanging Lincrusta. It is not necessary to size Lincrusta before painting it.

Size walls for burlap with a light paste, pasting the burlap also, of course. Never hang it dry upon the wall.

Japanese papers are difficult to hang, as the layers of which they are composed are liable to come apart.

A badly whitewashed wall will hold paper if sized with glue and brown sugar, or molasses size. It is best to lime walls for good paper, as it gives a better foundation to work on, and prevents the lime in the plaster from spoiling the color of the paper. It adds to the cost of the job—but it pays.

Walls may be damp from two sources, namely, from water coming from outside, or drawn up from the basement foundations, or from the sweating of the wall when the air is warmer than the wall. In the former case the water is to be prevented from getting into the wall. In the latter, having a fire in the room in damp weather will do. Or the wall may be sized with water-glass or a resin varnish, or several layers of paper will prevent the sweating.

Very bad walls must be battened and canvas stretched over them. Put the battens close enough so that bagging will be avoided.

MONTREAL'S TRADE.

THE annual report of the Montreal board of trade shows that the number of ocean-going vessels entering the port was 802, being the largest on record except 1898, when 862 ships came here, but the larger average size of the ships brings this year well ahead in tonnage, which was 1,890,904, as against 1,541,272 for 758 ships in 1902, and 1,584,072 in 1898, the best previous year.

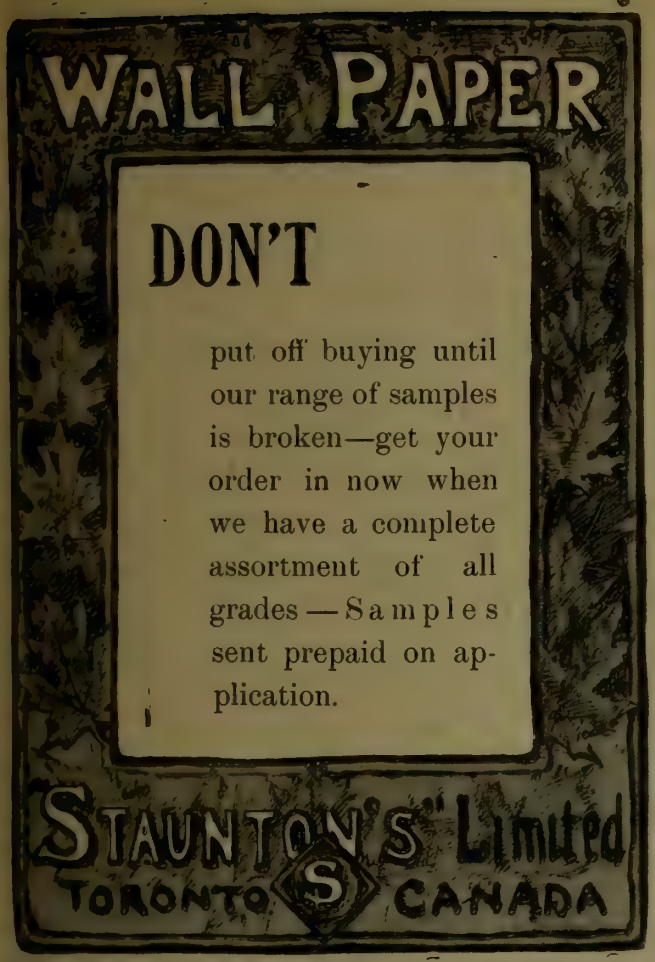
The abolition of canal tolls had the effect of diverting through Montreal a large amount of trade which would otherwise have gone through New York and Boston. The vessels passing through the Lachine Canal numbered 6,155 as against 5,276 in 1902; the trade of the port increased correspondingly, exports increasing by $11,000,000, and imports by $8,000,000. Montreal handled 29 per cent. of Canada'a export business, and 32 per cent. of the import. Shipments were especially heavy in grain, cheese, lumber and cattle.

The port warden's report shows shipments of 25,497,707 bushels of grain, an increase of 4,401,839; 2,389,848 boxes cheese, an increase of 379,842; 702,280 barrels of apples, an increase of 234,977; 261,607 packages of meats, an increase of 128,291; 225,408,695 board feet of lumber, a decrease of 10,515,801; 147,574 cattle, an increase of 70,422, and 60,900 sheep, an increase of 15,114.

PROSPEROUS B. C.

A BULLETIN just issued by the Bureau of Provincial Information for British Columbia, reviewing the industrial conditions of the past year, says the Vancouver Province, gives the output of the metalliferous mines of the province at 1,276,000 tons. The coal mined amounted to 168,000 tons. The total value of the mining output was $19,200,000, which was nearly two million dollars increase over the previous year, notwithstanding the strikes which paralyzed the industry in the early part of the year.

With the exception of the salmon pack, which was greatly below the average, all other industries show large increases. The cut of timber during the year was 15 per cent. greater, and the dairying output a third. The fruit marketed showed a 35 per cent. increase, and halibut and other fisheries 40 per cent. The value of the total productions of the province was about thirty million. The value of exports was twenty-one million, five million increase over the previous year.


WALL PAPER
DON'T
put off buying until our range of samples is broken—get your order in now when we have a complete assortment of all grades—Samples sent prepaid on application.
STAUNTON'S Limited
TORONTO
CANADA

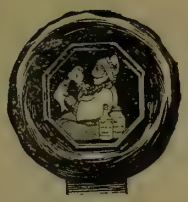
O Yes!

Know all men by these presents that **Batty's Nabob Sauce** has never been surpassed.

We received the Gold Medal in 1851. We received the Gold Medal in 1903, and we were not idle all the time in between.

No store is complete without it.

In witness thereof we have affixed our name :



ESTABLISHED 1824.

Batty & CO.

LIMITED

Sauce and Pickle Specialists,

LONDON, S.E.

SAVE 25% on your HOUSE PAINTING.

If the grocers who intend painting their residences next Spring will follow the directions given below and wash the buildings with a solution of ***GOLD DUST*** Washing Powder, they will use one-third less paint than if they merely attempted to brush the dust off the house without washing it.

DIRECTIONS.

Dissolve one-quarter pound of **GOLD DUST** in a pint of water, then add the solution to 4 gallons of hot water; apply with a stiff brush, and follow with use of a hose. The stronger the hose is turned on the quicker and more effectual the work will be.

The use of less paint can be accounted for by the fact that after washing the house with **GOLD DUST** it leaves a smooth surface, so that the same quantity of paint will go fully one-fourth further. Furthermore, it leaves no layer of dirt between the paint and the woodwork, and, as a consequence, the paint will wear longer.

We have letters from several of our customers who used this method, and after washing their houses with **GOLD DUST** they were so well pleased with the appearance of them that they concluded not to paint them at all.

Retail grocers will do well to call this matter to the attention of their customers, as $3.00 worth of **GOLD DUST** Washing Powder will make the house look as well as the expenditure of $100.00 in re-painting it would.

Any grocer may experiment with a 5c. package of **GOLD DUST** by emptying the contents into 8 gallons of hot water, which should convince him that it will pay him to continue.

GOLD DUST can be used for any kind of outdoor work that needs renovating.

THE N. K. FAIRBANK COMPANY,

Wellington and Ann Sts., MONTREAL, QUE.

Chicago, New York, St. Louis, New Orleans, San Francisco, Baltimore, Boston, Philadelphia, London, Eng., Hamburg, Ger

TRUCKS

for **Warehouse** and **Factory.**

Save You Money
Do Men's Work
Draw no Salary

Our Trucks are guaranteed satisfactory. Turn in their own length.

MADE IN CANADA.

H. C. Slingsby for Canada.

Factory, Ontario Street, Temple Building, MONTREAL.

BUY

Star Brand

COTTON CLOTHES LINES

— AND —

COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.

For sale by all Wholesale Dealers

See that you get them.

SPECIAL.

All orders received this month for 5 cases will be invoiced at the 20-case price, **$2.10.**

P.O. Box 292. Bell Tel. M. 4375.

40 HIGHEST AWARDS In Europe and America

Walter Baker & Co. Ltd.

Trade-mark.

The Oldest and Largest Manufacturers of

PURE, HIGH GRADE COCOAS AND CHOCOLATES

No Chemicals are used in their manufacture.

Their **Breakfast Cocoa** is absolutely pure, delicious, nutritious, and costs less than one cent a cup.

Their **Premium No. 1 Chocolate,** put up in **Blue Wrappers and Yellow Labels,** is the best plain chocolate in the market for family use.

Their **German Sweet Chocolate** is good to eat and good to drink. It is palatable, nutritious, and healthful; a great favorite with children.

Buyers should ask for and make sure that they get the genuine goods. The above **trade-mark** is on every package.

Walter Baker & Co. Ltd.

Established 1780.

Dorchester, Mass.

Branch House, 12 and 14 St. John St., Montreal

February Features Extraordinary.

We wish to remind you that during the month of February we propose moving a large quantity of Teas, and in order to accomplish this we have made the prices very attractive for purchasers. In anticipation of making this the banner month for Teas we made some extensive purchases prior to the advance, which feature should not be overlooked, as the prices at which we are selling this month show extraordinary values.

If you are open to buy **YOUNG HYSONS, JAPANS, INDIANS, CEYLONS,** or **CEYLON GREENS,** see our travellers' samples or communicate direct with

The R. & J. H. Simpson Co.,

WHOLESALE GROCERS AND TEA IMPORTERS,

Guelph, Ont.

INQUIRIES FOR CANADIAN TRADE.

The following were among the inquiries relating to Canadian trade recently received at the Canadian Government office in London, Eng.

1. A London steel and iron merchant is open to act as buying or selling agent for Canadian firms or public corporations.

2. A firm of Australian wine importers wish to open up negotiations with a first-class house in Canada with a view to establishing an agency for the Dominion.

3. The makers of certain gas and electrical light fittings are making inquiry respecting the possibility of doing business with their goods in Canada.

4. An inquiry comes from Antwerp for iron pyrites, in lumps, from Canada.

5. A firm of paper exporters wish to get into touch with Canadian stationery houses with the object of introducing a specialty.

6. The makers of a sheep-dip and other disinfectants are seeking to do business in Canada, and have made inquiry to this end.

The following enquiries were received at the Canadian Section of the Imperial Institute, London, Eng.:

7. A Manchester timber merchant wishes to purchase supplies of birch veneer, lengths 24, 30, 36 and 42 inches, by 8 in. wide and 1-30 in. thick, and invites quotations from Canadian firms who can furnish the article.

8. A firm manufacturing cane and wicker furniture and also children's mail carts, etc., is prepared to appoint a suitable Canadian resident agent.

9. A firm manufacturing picks, shovels, spades and other implements used in railway construction, asks to be placed in communication with importers of these lines.

10. A firm manufacturing hosiery (cashmere, worsted, merino and cotton stockings and socks) is open to appoint resident Canadian agent possessing the requisite connection. First-class references required.

[The names of those making inquiries may be obtained from the Editor of THE CANADIAN GROCER.]

THE TEA CONTROVERSY.

The tea controversy is growing in interest. In reply to the communication of G. F. & J. Galt, of the Blue Ribbon Tea Company in last week's "Grocer," we have received the following letter:

Editor "The Canadian Grocer:" Enclosed you will find two cheques for $500 each, one of which is to cover The Blue Ribbon Tea Co.'s acceptance of our challenge, as per their advertisement in this week's issue of "The Grocer"; the other is to cover our acceptance of Messrs. G. F. & J. Galt's challenge by letter in this week's "Grocer."

We have appointed Mr. J. L. Watt, who with Mr. William Ince, Sr., can arrange for the auditing of the books of both parties concerned.

Yours truly,

P. C. LARKIN & CO.

Toronto, January 29, 1904.

MANUFACTURERS' AGENTS AND BROKERS.

TORONTO.

POTATOES.

Our bids are good ones.
Write or wire for prices.

M. G. STAGG & CO.

Phone Main 5219. Standard Stock Ex. Bldg., Grain and Hay Merchants. TORONTO.

W. G. PATRICK & CO.,

AGENTS AND IMPORTERS,

29 Melinda St., - TORONTO

W. G. A. LAMBE & CO.

TORONTO.

Grocery Brokers and Agents.

Established 1885.

QUEBEC, P.Q

J. P. THOMAS

GENERAL AGENT AND COMMISSION MERCHANT,
25 ST. PETER STREET,
QUEBEC.

To Manufacturers' Agents

THE CANADIAN GROCER has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a Special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

Address, BUSINESS MANAGER,
CANADIAN GROCER,
Montreal and Toronto.

VANCOUVER, B.C.

C. Gardiner Johnson & Co.,

VANCOUVER, B. C.

Importers of...

Skinner's Queensland Turtle Soup.

Sole Agents for Canada.

Supply C.P.R. Company's Cars, Steamers and Hotels, and leading Clubs of Canada.

VICTORIA, B.C.

R. W. CLARK & CO.

Japanese, Chinese and Australian Brokers,
VICTORIA, B. C.

Represented in the Orient by **Mr. A. R. Tufts**, with headquarters at Kobe.

Manufacturers and shippers requiring representation in the Orient are invited to correspond with us.
Our facilities for doing business are second to none.

WINNIPEG.

IF YOU HAVE ANYTHING TO SELL
WRITE CAMERON GORDON & Co.
WHOLESALE
COMMISSION AGENTS
WINNIPEG MANITOBA

EASTERN MANUFACTURERS
—AND—
SHIPPERS.

All **EYES** are turned on

MANITOBA AND THE WEST.

I

Represent some of the leading houses in

CANADA and the U.S.

INCREASE YOUR TRADE. WRITE ME.

E. NICHOLSON, - WINNIPEG,

Wholesale Commission Merchant and Broker

LONDON, ENG.

TEA.

AGENTS REQUIRED in Canada and United States to sell and obtain wholesale orders for **Ceylon Black** and **Green Teas** on commission. Apply,

"COMMISSIONER,"
CANADIAN GROCER,
109 Fleet Street E.C. London, Eng.

Come Out OF THE DARK!

Bring your "ads" with you.

ILLUSTRATE!!

By doing so you illumine and release from obscurity many a cheerless "type ad" that is suffering for the want of a little pictorial light.

We furnish the kind of pictures that give to your "ads" a bright and smiling countenance. *A cheerful face gains favor every time.*

Estimates on all and every style of design cordially furnished.

ART DEPARTMENT
MacLEAN PUBLISHING CO.
LIMITED
Montreal. Toronto. Winnipeg.

"ACME" TABLE SALT

Ask your wholesale grocer for it. Put up in 24 3-lb. cartoons in a case, and in 50-lb. box.

TORONTO SALT WORKS, Toronto, Ont.

Harvey's Ammonia.

Gives the Wholesale Grocer over 38 per cent. profit. Always full strength. Put up in quart and pint sizes—also Dry Powdered Ammo., the strong kind.

JOHN C. HARVEY,
Manufacturing Chemist, Todmorden, Ont.

GRANT

$60,000 FIRE AT STRATFORD.

ONE of the worst fires in the business part of Stratford occurred on Thursday morning of last week, when the "Hub," one of the leading grocery and bakery stores of this city, owned by the Barnesdale Trading Co., Limited, situated opposite the City Hall on the Market Square, was totally consumed. The building and stock are totally ruined by the effects of fire, water and smoke. When the head baker attempted to enter the bakeroom, situated in the basement, he was met with a dense volume of smoke, and at once rang in an alarm. The fire brigade responded quickly, but were hampered by frozen hydrants and poor pressure.

The fire had such a hold that it consumed the contents of the three floors, in which was an up-to-date stock of goods, to the value of $40,000 to $50,000, and the building, with the exception of the front wall, is a total wreck. It was valued at $10,000, and is insured for $5,000 in the Perth Mutual Fire Insurance Co. of this city. There is some insurance on the stock, but the loss will be heavy. Fortunately it was a calm morning. If it had happened a few days ago during the blizzard which raged in that city, nothing could have saved a large portion of the business section of the city, and the City Hall, valued at $50,000, would have been endangered.

Mr. E. K. Barnesdale, manager of the company, was absent from the city, and did not learn of his loss till his arrival in the city at noon the following day.

THE BRAZIL NUT CROP.

THE crop of Brazil nuts for the year 1903 is now practically delivered, and accurate statistics can therefore be quoted, writes K. K. Kenneday, U. S. consul at Para, Brazil. This year's crop will exceed the great crop of 1902 by 800 tons. In the first place the United States developed an appetite for nuts that was practically insatiable. Never before were such enormous cargoes of nuts shipped as during this season. All the big orders went to the United States. The total shipments of nuts from the Amazon up to date are 7,734 tons. The most conservative estimate of the remainder of the crop (now in transit) places it at 300 tons, a total for the year of 8,034 tons, of which the United States has so far taken 4,964 tons and Europe 2,770 tons. A brief comparison with the shipments of previous years will show how remarkably this branch of the export trade has developed. The total crop of 1900 was 2, 514 tons, of which the United States took 44 per cent.; of 1901, 2,808 tons, of which the United States took 50 per cent.; of 1902, 7,200 tons, of which the United States took 55 per cent. This year the crop is above 8,000 tons, of which the United States will take about 66 per cent. The strong demand from the United States has held the market firm and high throughout the season. Never before has the market been so steady and inflexible, but, though ruling above the average, prices have not been exorbitant and a fair profit has been afforded to buyers and sellers alike.

SPED THE PARTING GUEST.

ON Wednesday, January 27, the Hamilton members' section of the Canadian Grocers, Limited, met at the Hamilton Club, Hamilton, to tender a farewell banquet to Mr. L. T. Mewburn, who is leaving for Calgary, Alta., to take charge of this important branch of the company's business. Among those present were: A. Turner, A. G. Osborne, G. E. Bristol, St. Clair Balfour, W. Somerville, H. N. Kittson, H. C. Beckett, I. T. Gilliard, R. A. Lucas and R. T. Steele. Unfortunately two of the members, C. Turner and J. Somerville, were detained from being present. The president, Mr. Bristol, made a few remarks voicing the sentiments of those assembled and presented Mr. Mewburn with a handsome suit case as a slight token of the esteem in which he is held by his colleagues. Speeches were made by Messrs. Turner, Steele, Kittson and others, and a very pleasant social hour spent. Mr. Mewburn has had the advantage of many years experience in the north-west as Jas. Turner & Company's representative. Undoubtedly the Canadian Grocers Limited have made a wise selection, and they are unanimous in wishing him the best of luck in his new duties as manager of this important department of work in the great west.

RE-SALE OF MOLASSES.

Jones & Swan, general commission merchants, Barbadoes, have issued a circular to the trade calling attention to a change in the system of quoting and selling molasses. They say in the circular:

We beg to direct your very particular attention to the fact that it has been arranged between planters and buyers that the old system of selling molasses at so much per wine gallon and $4 each for puns. shall cease and that in future all transactions in the sweet will be at a price per wine gallon including the cost of the package. Of course small packages will be charged for separately. In future then whenever we quote you for molasses it must so be understood.

Example—If we wired you that molasses market had opend at 16 cents it would mean 16 cents per wine gallon, cask included, but not any charges.

In order to avoid any mistakes in cabling, please go through our code with you and wherever the sentences appear "First cost" or "First cost not including package or any charges" kindly alter same to read "First cost including cost of puncheon but not any charges," and in a prominent part of the code paste the enclosed slip—thus any mistakes will be certain to be avoided.

REPLY TO MR. BERNARD.

Editor "The Canadian Grocer:" We have noted a letter by your correspondent, Mr. C. M. Bernard, explaining why the Japan Tea trade has declined in Canada. He gives as a reason for this, that Japan teas are so popular in the United States that the consumption there has largely increased. We rather fancy that most of your readers are interested in what kind of green tea is making progress in the Dominion of Canada, not elsewhere, and we do not by any means assert that Japan has gone out of the growth of tea. If they cannot sell it in Canada, we quite understand they must sell it in the United States, for the reason that no other countries in the world drink Japan tea but Canada and the United States. The figures we gave of the decline of the Japan tea trade in Canada in four years—showing a falling-off of from eleven million pounds to four million pounds—speak for themselves, and were issued by the Statistical Department at Ottawa.

We do not at all agree with your correspondent that Canadians are unable to appreciate the difference between good tea and bad, or unwilling to pay for good tea, as is insinuated in Mr. Bernard's letter. There is no question in our minds but that Ceylon and India green teas will displace Japan tea in the United States as well as in Canada, in a very few years, simply because they make a better cup of tea at a given price. We told this to the readers of "The Canadian Grocer" in 1899, when Ceylon green teas were first made for us, and we have been telling them ever since, and the decline in the consumption of Japan tea has taken place just as we predicted.

Yours truly,

SALADA TEA CO.

Toronto, Jan. 29, 1904.

Goodwillie's Sun-Kissed Fruits.

Packed in **Glass Jars** only, retaining all the **FRESHNESS** and **FLAVOR** of the Fruits.

ROSE & LAFLAMME, Agents,
MONTREAL.

BATGER'S

IF YOU ARE SELLING
MARMALADES
THAT DO NOT GIVE SATISFACTION

WHY NOT GET IN
A TRIAL CASE of

Batger's English Marmalades

—4 KINDS:—

LEMONA — LIME FRUIT
PINEAPPLE — ORANGE

HIGHEST GRADE, RELIABLE, SATISFACTORY.

Agents:
ROSE & LAFLAMME,
MONTREAL.

"KKOVAH" REG'D
SUPERIOR TO ALL
Jellies
FLAVORED WITH RIPE FRUIT JUICES ONLY.

"KKOVAH" Jellies (all flavors)

"KKOVAH" Custard Powders

"KKOVAH" Blanc Mange Powders

Etc., Etc.

"NEVER-DRIP-A-DROP" Tea Strainer—The most ingenious strainer ever invented. Keeps all tea leaves or coffee grounds out of the cup. Positively never drips-a-drop. Fits any tea pot. **We are agents for the grocery trade.**

THE GREIG MANUFACTURING CO.
MONTREAL. LIMITED

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR RETAIL MERCHANTS.

Saved by a Plug of Tobacco.

THE quest for a reliable remedy for rattlesnake bites is one of the problems that has interested scientists and laymen for many years. It is a problem that has never been satisfactorily solved, unless it may be that a solution is offered in the experience of Henry Stanley, an old-time Montana printer, which is given herewith.

Henry Stanley was a printer in the early days of Montana—the days when compositors received $1 for each thousand ems and all printers were "fat." In the summer of 1866 he fell a victim to that migratory feeling and decided to leave Virginia City and go to Helena. He accordingly set out with one companion to make the journey, travelling horseback.

In the Ruby valley, half way between Alder Gulch and Twin Bridges, the two stopped at noon to rest their horses and eat lunch. The animals had been picketed, and the men had thrown themselves on the luxuriant grass when Stanley was bitten by a big rattler. Stanley wore low shoes, and the big snake struck him on the ankle just above his shoe top. It was a vicious bite, and one that would ordinarily have been fatal.

But Stanley was not an ordinary man. His action in this emergency shows this. His companion killed the snake, and then tried to assist Stanley, but there was little that he could do. Neither of the men had any whisky—a fact in itself worthy of note—and that article was the only remedy for snake bites with which the two were at all familiar. Stanley's companion was at a loss to know what to do, but Stanley himself was equal to the occasion.

Before leaving Virginia City Stanley had purchased a plug of chewing tobacco. It had cost him $3, but he had been setting type for a dollar a thousand and he could afford it. It proved to be a most fortunate purchase.

Whisky he had none, and it was impossible to reach town or camp in time to prevent fatal poisoning. The tobacco was the only possible remedy. That $3 plug was all that stood between Stanley and death, so the printer tackled the tobacco. It was the one chance and he took it. Sitting on the ground, Stanley took out his pocket knife and began carving the plug of tobacco. Slice by slice the plug disappeared, and Stanley ate the slices, swallowing juice and tobacco, stems, leaves and filling.

It took half an hour to eat the pound of tobacco. When Stanley had concluded his peculiar meal he announced that he was ready to proceed on his journey. The horses were saddled and the two men rode on. Stanley felt no ill effects, either from the snake bite or tobacco. He was not inconvenienced either by poison or remedy. Stanley always declared that plug tobacco, eaten straight, is the only reliable remedy for snake bites, and his friends shared his belief.

This story may prove that there is a certain cure for snake bites. It also proves that there were Montanans in early days who didn't carry whisky.

When Children Smoked.

MOREVIN DE ROCHEFORT, who published in Paris in 1671 an account of his travels in England, tells the following: "While we were walking about the town (Worcester) he asked me if it was the custom in France as in England, that when the children went to school they carried in their satchel with their books a pipe of tobacco, which their mothers took care to fill early in the morning, it serving them instead of breakfast."

In England, at the time of the great plague, it was reported that no one living in a tobacconist's house fell sick of the disease. This caused a great demand for tobacco. Hearne says in his diary: "I remember that I heard formerly Tom Rogers, who was yeoman beadle, say that when he was a schoolboy at Eton that year when the plague raged, all the boys of the school were obliged to smoke every morning, and

Old Chum

CUT PLUG
SMOKING
TOBACCO

satisfies the most exacting customers.

Sold By All Leading Wholesale Houses.

CURRENCY

Plug Chewing Tobacco

is a

Quick Seller.

Handled by all Leading Wholesale Houses.

The Two Best

One is the "Pharoah" Cigar, which retails at 10c. Insisting on "Pharoah" as the best 10-center made in Canada, or sold in Canada, has borne fruit. To-day "Pharaoh" is the accepted *good* Cigar from one coast to the other.

10c.—"Pharoah"—"Pebble"—5c.

The other is "Pebble,"—a 5-center. In its class it holds the same rank as our "Pharoah" Cigar.

You know our offer: We deliver you 1,000 Cigars, assorted as you direct, and at the end of three months we shall take back—if you say so—any unsold stock at invoice price. We think this a pretty safe offer—for you and for us. Write us.

J. BRUCE PAYNE, Limited, Mnfrs., - - GRANBY, QUE.

T.&B. 10-cent size?

I Smoke nothing else. Have known it for years. Happy ? I should say so.

The Grocers of Canada who sell T. & B. (10-cent. size) know all about it. It is the odd man here and there who doesn't sell T. & B. that we need to educate.

GEO. E. TUCKETT & SON CO., Limited

HAMILTON, CANADA.

PIPE BARGAINS.

A fine choice awaits the grocer who intimates to us his desire for a statement of what we have to offer—the closing out of lines following upon stock-taking.

WRITE TO-DAY.

W. B. Reid & Co.
Wholesale Tobacconists
58 YONGE ST., TORONTO

All sensible grocers sell

QUEEN'S NAVY

CHEWING TOBACCO.

Satisfaction to your customer and profit for the grocer.

The Erie Tobacco Company
WINDSOR, ONTARIO.

HORROCKS'

RONTO

5c. CIGAR

Positively the best for the money. Don't argue. Try it. Manufactured by

T. J. Horrocks,
Wholesale Tobacconist
Wellington St. East, TORONTO

The Chamberlain Cigar

The **best value** in Canada! Sold the **world** over! It will help your **trade tremendously!** Order a sample lot to-day!

SAVE THE BANDS AND RETURN THEM TO

J. M. FORTIER, Limited,
MONTREAL.

MANUFACTURERS OF
Cigarettes and Cut Tobaccos

YEARS AGO
lists with McAlpin's
that we were fool-
baccos wouldn't sell.
oughly proved our
of our goods. Con-

when we entered the
Tobaccos, some said
hardy, that our To-
We have pretty thor-
faith in the excellence
template our growth.

SMOKING

TONKA,
SOLID COMFORT,
PINCHIN'S
HAND-MADE.

CHEWING

BRITISH NAVY,
KING'S NAVY,
BEAVER,
APRICOT.

***McAlpin Consumers Tobacco Co.,* LIMITED.**
TORONTO.

that he was never whipped so much in his life as he was one morning for not smoking."

My Briarwood Pipe.

I KNOW of a victim of slander and wrong,
Whose virtues are great, but unheard of in song;
Whose name, over earth, is an emblem of peace—
Whose mission below with Time only shall cease.

It has clung to me faithfully year after year;
It has brought to me solace and comfort and cheer,
Until it seems now for memorial ripe—
Though only a plain little Briarwood Pipe.

As the fumes of tobacco arise from thy bowl,
Contentment and peace bringing swift to my soul,
I praise thee but weakly to call thee a type
Of comfort and rest, little Briarwood Pipe.

We honor promoters of thought that is best—
We hail with delight all true sources of rest;
We welcome whatever can bring to the old
A placid contentment not purchased for gold.

That influence gentle that calms a man's mind,
Matures his discretion—helps make him more kind—
We long to possess—and yet these are a type
Of some of thy virtues, sweet Briarwood Pipe!

How cheerful the glow that illumines thy bowl!
Men have found much of good in that bright little coal;
Ah! They are indeed of a singular type
Who seek to defame thee, sweet Briarwood Pipe!

Men hurry too much in this short little life!
They Murder existence with struggle and strife!
They reach out for wealth, and accumulate store,
And fail to enjoy it in grasping for more.

Now is it not better to live more at ease,
To make others happy—to study to please—
And leave no estate but a memory—ripe
With kind words and deeds, and a Briarwood Pipe?

What charities grand first took form in the roll
Of pretty blue smoke that arose from thy bowl!
Ah! Thou art indeed for memorial ripe.
Little Briarwood Pipe! Little Briarwood Pipe!

—Chas. F. Hardy, in Topeka Capital.

A Tribute to My Lady Nicotine.

THE smoke is worthy of the smoker is the latter day dictum of physician, general, judge. My Lady Nicotine, the most alluring of ladykind, who for four long centuries has been forced to waste her fragrance on the rebuking air, to vanish speedily in thin air, now sees her reputation rescued, her character vindicated, her position as chief comforter of mankind assured. Vive la Reine.

When this fascinating mistress of the fancy was first introduced into civilization it was at the hands of a nobleman and at the English court. But she fell into evil days and ways when the Roundheads renounced the Cavaliers and all their pipes. Men were forced to worship her in secret, and though the fire of the consuming was great, and the incense ascended night and day, it remained for the fag end of the Nineteenth century to confess the debt mankind owes to the weed.

It was but yesterday that a justice of the supreme court of the United States said he had looked upon tobacco and found it good. It was but the other day that Lord Roberts, mindful of the queen's chocolate on Christmas day, gave the timly hint that tobacco is more profitable for a soldier's use than sweetmeats. It was but last week that the Lancet, the great London medical authority pronounced tobacco as a thing which would do the men good and not evil during the days in the field. The Iron Duke's officers were "directed to advise their men strongly against it," but "the soldiers and volunteers of to-day grumble only when their 'smokes' fail them." It is claimed that the pipe eased the way to sleep when bodily fatigue and mental restless was preventing. In conclusion the Lancet says: "We are inclined to believe that, used with moderation, tobacco is of value second only to food itself when long privations and exertions have to be endured."

The Flavor of Tobacco.

Researches of Dr. Suchsland are said to have shown that the flavor of tobacco is produced by the action of microbes during the curing process. This German scientist has found that the flavor of Virginia tobacco is produced by a microbe peculiar to Virginia, and that the sweet savor of Havana cigars is the work of a patriotic Cuban bacillus. Taking bacteria from fermenting Havana leaf, he introduced them into a heap of fermenting German tobacco, which thereupon assumed all the proportions of genuine Havana. Inversely, the German microbe leavened Cuban-grown leaf into the similtude of tobacco grown in the Fatherland.

The Crop in Cuba.

The crop of Cuban tobacco in the field is attaining a remarkable growth. The weather recently was damp and foggy, and this condition was very beneficial to the growing tobacco. New tobacco barns have been built on all important vegas, those already in existence not being commodious enough to hold the tobacco cut and about to be housed.

Annual Clearing Sale

JANUARY and FEBRUARY

Cigars AND Pipes

We are clearing out odd lines regardless of cost.

W. H. STEELE CO.,
LIMITED

Wholesale Tobacconists,

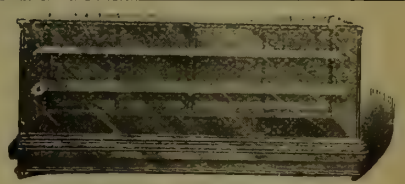
40 SCOTT ST., TORONTO.

Should be in the mouth of every smoker. What? a

McDougall Scotch Clay Pipe

Be sure and ask for it, and see that you get it.

D. McDougall & Co., Glasgow. Scotland.



Our "Coronation."

This case with its ALL GLASS Top (no wood above the glass) is THE VERY FINEST display case in the world to-day. We are making TWENTY of this style of case to ONE of ANY OTHER, and are receiving orders from ALL parts of the Dominion for this MAGNIFICENT case. It is fitted with the very best British Plate Glass THROUGHOUT, including the mirrors in the doors and the shelves, in short, it is the MOST EXQUISITE and most UP-TO-DATE floor case on the market anywhere in the world to-day.

A large number of Grocers throughout the Dominion are now handling cigars as a special branch and ARE doing WELL with them. Are YOU right in line with these progressive and wide-awake men? If not, YOU OUGHT TO BE. If you desire to fall in the ranks by taking up this GOOD PAYING side-line you cannot do better than consult us about the very best and most modern display cases made especially for that line of business. In order to make a good display of, and to keep your cigars right it is necessary to have a first-class case of OUR manufacture. We turn out nothing but the very best goods, and our prices ARE REASONABLE for such goods.

Dominion Show Case Co.

53 Richmond St. East, - - TORONTO.

DEPARTMENT OF ADVERTISING SUGGESTION AND CRITICISM

Edited by
John C. Kirkwood,
TORONTO.

NOTE—Hereinare discussed the principles and practice of advertising. Subscribers are invited to send Mr. Kirkwood specimens of their newspaper and other advertising, for the purpose of review in this department. Address care of Department of Advertising, THE CANADIAN GROCER.

The Rise and Progress of Advertising.

THERE was a time, not many years gone in this country, when merchants relied almost altogether upon their salesmen for the selling of their goods. Stores had their customers who "dealt" there faithfully year after year, throughout a life-time in most cases, and even the succeeding generation kept up the connection. These were the days of shutters and coal oil, when the front windows served only to admit light, when merchandise of all descriptions — groceries, dry goods, shoes, hardware, etc.,—was huddled together in quarters far from attractive.

Such conditions are passing or have already passed away. The old-time store is now mainly a memory. Its disappearance was inevitable in this age of social evolution. The specializing tendencies of modern times operated to the overthrow of the old fashioned general store.

Associated with the new order of things, both as an outcome and as a cause is modern advertising. When, for example, there arose a grocery store to contest the trade of the general stores, the very existence of the exclusive grocer depended upon his ability to divert trade from united channels unto himself. At once he felt the necessity of providing attractions,—in store appearance without and within, in prices, variety, or excellence of his stock. But to depend on these things alone to sustain his trade in the days of his beginning was manifestly not enough, and he was by necessity compelled to ask for the trade of his community through the use of printer's ink,—namely, by inserting an announcement of his business in the columns of his local newspaper. Thus advertising in the generally accepted sense of the term began.

At first these announcements were very formal in their style and it is hard to understand how they ever realized their purpose. Occasionally one comes across these old-style advertisements even now, and they are curiosities in all truth. Between the advertising of twenty-five years ago and that of the present lies a fascinating history. Today it is hard to conceive what new things in the way of newspaper or magazine advertising remain to be employed. The mind is baffled when it comes to contemplate the possibilities of advertising as found outside newspapers and magazines.

There are those to be found even yet who are skeptical of the value of advertising, who consider the money spent in this form of business-building mere waste. How they explain the rise and development of business from small things to great, excluding advertising as an agency, would make an interesting statement.

The advertising department of an ever growing number of the larger business houses is a clearly defined one, under the charge of a trained man—a man who commands a higher salary than the great majority of other salesmen and office men. The sum of $200.00 a week, or even $10,000.00 a year, is paid the advertising chief of a large American department store for preparing six or seven advertisements per week. This man commands this salary, and cannot and would not be replaced by a man whose market value is $4,000.00 or $5,000.00. These seem extravagant figures to us Canadians, but to the American merchant whose annual turnover totals up into many millions and whose daily business is largely dependent upon the daily advertisement, the having of a writer who can say and set things so alluringly that buyers are all impatient to exchange their money for the goods offered, is a necessity. No mediocre man will do. No inexperienced writer, no matter how clever, can qualify for such a position. It requires a man whose work has been thoroughly tested,—a man who has tested his own work, who has felt the pulse of the public repeatedly and knows its every flurry. Beginnings are usually wasteful, due to the beginners. To entrust the success of the day's business to untried, inexperienced, ignorant writers would be too costly an experiment. Hence it is that men of ability, trained and trustworthy in their judgments and methods, are absolutely necessary. Such men are rare, just because the opportunities for their developing are few. When found they are worth having, worth paying. They sell through their talent sufficient goods to earn their salaries, and they prevent heavy losses through costly errors or ignorance.

The writing of advertising is not the highest attainment in advertising. Beyond the writer is the advertising counsellor,—a man who resembles in his function the consulting physician. His office is to give advice to advertisers who plan to spend thousands, or hundreds of thousands of dollars a year in advertising. Fortunes have been wasted in misdirected or poorly conducted advertising campaigns. The advertising consulting specialist is called in to make a study of the situation. He investigates thoroughly every phase of the subject, and at the conclusion of his study maps out a course of advertising to be pursued, specifying the amount required; how it is to be appropriated; what classes of mediums to use; what is required in the way of booklets and other literature, whether street cars and bill-boards shall be employed; what is to be spent for illustrations, etc., etc. In short, he writes out a prescription so to speak and charges for his advice. $100.00 a day is paid for such services to some well-known men. The consulting specialist doesn't carry out or execute the plans he formulates; this work is performed by another branch of the fraternity.

My purpose in writing for "The Grocer" this somewhat irrelevant article is to bring out as forcibly as I can the significance of advertising, and to persuade if I can some of my readers who may perchance view this matter of advertising lightly, that there lies in it a force for expanding business very much worth studying and worthy of employment in the conduct of their own business.

As near to the "home-made" as possible is the aim of

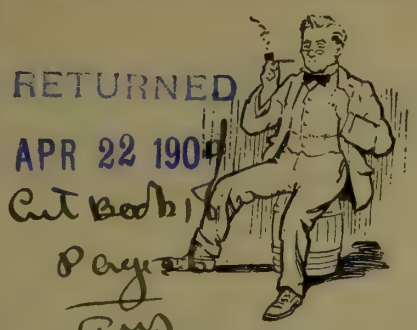
SOUTHWELL'S JAMS.

They are in demand at this time of year when stocks in the cellar are low. Good profits and pleased customers.

Price List, etc., for the asking.

FRANK MAGOR & CO.,

DOMINION AGENTS, 403 St. Paul St., MONTREAL.



Why not tell your customers the reason they get poor bread and pastry sometimes is the fault of the soda? And why not sell the best instead of giving them the cheaper kind for the sake of a little extra profit?

It pays to be fair in everything, and that's why we gladly refund the money if a package of **Cow-brand Soda** ever proves disappointing. It's worth something to you to be able to say that. Try it and see!

John Dwight & Co.,

TORONTO

Current Market Quotations for Proprietary Articles

February 4, 1904.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

Cook's Friend—

	Per doz.
Size 1, in 2 and 4 doz. boxes	$4 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 3 doz. in case	3 00
12-oz. tins, " "	2 40
½-lb. " ¼ " "	14 00

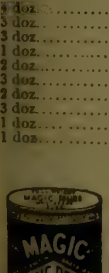
W. H. GILLARD & CO.

Diamond—	
4-lb tins, 2 doz. in case	$2 00
4-lb. tins, 3 " "	1 25
1-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.	10c.	$0 85
5 doz.	4-oz.	1 20
3 doz.	6-oz.	1 75
1 doz.	12-oz.	3 50
2 doz.	12-oz.	3 45
3 doz.	12-oz.	3 40
2 doz.	16-oz.	4 45
3 doz.	16-oz.	4 35
1 doz.	2½lb.	10 40
1 doz.	5lb.	19 50

MAGIC BAKING POWDER.



Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

JERSEY CREAM BAKING POWDER.

ze, 5 doz. in case	$0 40
" 4 " "	0 75
" 3 " "	1 25
" 2 " "	2 25

OCEAN MILLS.

	Per doz.
Ocean Baking Powder, ½ lb., 4 doz.	$ 45
Ocean Baking Powder, ¼ lb. 5 doz.	90
Ocean Baking Powder, 1 lb., 3 doz.	1 25
Ocean Borax, ½-lb. packages, 4 doz.	40
Ocean Cornstarch, 40 pks. in a case	78

Freight paid, 5 p.c. 30 days.

ROYAL BAKING POWDER CO.

Sizes.	Per Doz.
Royal—Dime	$ 1 00
" ½ lb.	1 60
" 6 oz.	2 25
" ¼ lb.	2 90
" 12 oz.	4 50
" 1 lb.	5 75
" 3 lb.	15 50
" 5 lb.	25 50

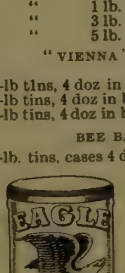
Sizes.	Per Doz.
Cleveland's—Dime	$ 1 00
" ½ lb.	1 50
" 6 oz.	2 20
" ¼ lb.	2 80
" 12 oz.	4 25
" 1 lb.	5 50
" 3 lb.	15 00
" 5 lb.	25 00

"VIENNA" BAKING POWDER.

	Per doz.
1-lb tins, 4 doz in box	$2 25
½-lb tins, 4 doz in box	1 25
¼-lb tins, 4 doz in box	75

BEE BAKING POWDER.

1-lb. tins, cases 4 doz, per doz. ... $2 25



EAGLE BAKING POWDER

	Per doz.
Cases of 48-5c. tins	$0 45
" 48-10c. tins	0 75
" 24-25c. tins	2 25

Blacking.

HENRI JONAS & CO.

Jonas'	Per gross $9 00
Froments	" 7 50
Military dressing	" 24 00

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ¼ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes, according to size	0 02 0 10

J. M. DOUGLAS & CO.—Laundry Blues.

"Blueol"—10-lb. boxes containing 50 pkgs., 4 squares each.....per lb. 15c

"Sapphire"—14-lb. boxes, ½-lb. pkgs. per lb.....12½

"Union"—14-lb. boxes, assorted, 1 & ½-lb. pkgs. per lb. 10

Black Lead.

Reckitt's, per box $1 15

Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz.; or ¼ gross, 4 oz.

JAMES' DOME BLACK LEAD.

	Per gross
6a size	$2 40
2a size	2 50

Borax.

"Bee" brand, 5 oz., cases, 40 pkgs.	1 40
" " 10 oz., cases, 48 "	3 25
" " 16 oz., cases, 48 "	4 25

EAGLE BORAX.

	Per doz.
Cases of 5-doz. 5c. packages	$0 40
" 5-doz. 10c. "	0 85

Freight prepaid on 25 case lots and upwards, to any railway station in Ontario and Quebec.

Brooms.

UNITED FACTORIES, LIMITED.

	doz. net.
Boeckh's Bamboo Handles, A, 4 strings	$4 70
" " " B, 4 "	4 40
" " " C, 3 strings	4 10
" " " D, 3 "	3 85
" " " F, 3 "	3 55
" " " G, 3 "	3 20
" " " I, 3 "	2 85

Canned Goods.

HENRI JONAS & CO.

Mushrooms, Rionel	$15 50
" 1st choice Dutheil	18 50
" " Lenoir	19 50
" extra Lenoir	22 00
Per case, 100 tins.	
French Peas, Delory's—	
Moyen's No. 2	$9 00
" No. 1	10 50
½ Fins	12 50
Fins	14 00
Tres fins	15 00
Extra fins	16 50
Sur extra fins	18 00
French Sardines—	
½ Rolland	9 50 10 00
¼ Delory	10 50
¼ Club Alpins	2

FRED. MAGEE

	Per doz
Smelts in spices, in ½-lb round tins	0 90 $1 00
" mustard, in ½-lb oval "	0 95 $1 05
" Tomato, in ½-lb. " "	0 95 $1 00

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag.	0 18½
Quaker Oats, 2-lb. pkgs., per case	3 00
Tillson's Oats, 2-lb. pkgs., per case	00

We solicit your orders for Spring Trade, for

Lea & Perrins' Sauce.

Prices and Terms on application.

J. M. DOUGLAS & CO., Canadian Agents, - MONTREAL

ESTABLISHED 1857.

"Best in the World."

HILL, EVANS & CO'S (WORCESTER, ENG.)

PURE ENGLISH

MALT VINEGAR

Delicate in Flavor and Aroma.
Splendid keeping properties.

ROBERT WATERS' QUININE WINE

Quinine in a palatable form—50 years' reputation.

Export Agents:
Robt. Crooks & Co., Botolph House, Eastcheap, London, Eng.

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Hygienic, 1-lb. tins .....per doz.	$6 75
" ½-lb. tins ..... "	3 50
" ¼-lb. tins ..... "	2 00
" fancy tins..... "	0 85
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50
Perfection, ½-lb. tins, per doz..	2 40
Cocoa Essence, sweet, ½-lb. tins, per doz.	
Chocolate— per lb	
Queen's Dessert, ¼'s and ½'s.....	$0 40
" 6's.....	0 42
Mexican Vanilla, ¼'s and ½'s.....	0 35
Royal Navy Rock, " "	0 30
Diamond, " "	0 25
" 8's	0 28

FRY'S.

Chocolate— per lb	
Caraccas, ¼'s, 6-lb. boxes.....	$0 42
Vanilla, ¼'s	0 42
"Gold Medal," sweet, ¼'s, 6-lb. boxes	0 29
Pure, unsweetened, ¼'s, 6-lb. boxes	0 42
Fry's "Diamond," ¼'s, 14-lb. boxes	0 24
Fry's "Monogram," ⅛'s, 14-lb boxes	0 24
Cocoa— Per doz.	
Concentrated, ¼'s, 1 doz. in box	2 40
" ½'s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ¼'s, 14-lb. boxes	....
" ½'s, 12-lb. boxes	....
Epp's Cocoa, case of 14 lb., per lb.....	0 35
Smaller quantities.....	0 37½

JOHN P. MOTT & CO.'s.

R. S. McIndoe, Agent, Toronto.

	Per lb
Mott's Broma.....	$0 30
Mott's Prepared Cocoa, ¼s and ½-boxes	0 28
Mott's Breakfast Cocoa, ¼s in boxes..	0 40
Mott's No. 1 Chocolate.....	0 30
Mott's Breakfast Chocolate.....	0 28
Mott's Caracas Chocolate.....	0 40
Mott's Diamond Chocolate.....	0 23
Mott's Navy Chocolate, ¼s in boxes...	0 27
Mott's Cocoa Nibbs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross.....	1 00
Mott's Confectionery Chocolate	0 21 0 32
Mott's Sweet Chocolate Liquors	0 20 0 36

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 38
Vanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes.....	0 27
Breakfast cocoa, ¼, ½, 1 and 5-lb tins	0 43
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 35
Caracas sweet chocolate. 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5's, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 56

Condensed Milk.

Anchor" brand, cases 4 doz., per case	$5 00
" evap. cream, cp. 4d. "	4 65

Borden's Condensed Milk Co.

Eagle" brand....	$1 65
Gold Seal" brand	1 30
Peerless" brand evaporated cream..	1 02

"Reindeer" Brand
Case (4 doz) $5.60

Coffee.

"Bee" brand, 1 lb. tins, cases, 30 tins	9 00
" " 2 lb. tins, cases, 15 tins	8 70

THE EBY, BLAIN CO., LIMITED.

In bulk—	Per lb.
Club House.....	0 32
Royal Java.....	0 31
Royal Java and Mocha	0 31
Nectar	0 30
Empress.....	0 28
Duchess	0 26
Ambrosia.....	0 25
Fancy Bourbon,.....	0 20
High Grade package goods—	
Gold Medal, 2-lb. tins.....	0 30
Gold Medal, 1-lb. tins.....	0 31
Kin Hee, 1-lb. tins.....	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars.....	0 30
English Breakfast, ground only 1-lb. tins.....	0 18

JAMES TURNER & CO.

	Per lb.
Mecca.....	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio.....	0 12½

E. D. MARCEAU, Montreal.

	Per lb.
"Old Crow" Java.....	$0 22½
" Mocha.....	0 22½
"Condor" Java	0 27½
" Mocha	0 27½
15-year-old Mandheling Java and hand-picked Mocha.....	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case.....	0 20
Madam Huot's coffee, 1-lb. tins.....	0 31
" " 2-lb. tins.....	0 30
100 lb. delivered in Ontario and Quebec.	
Rio No. 1.....	0 11

WILLISON'S TURKEY COFFEE.

	Per lb.
1-lb tins, 48-lb cases.....	30

S. H. & A. S. EWING'S.

	Per lb.
Mocha and Java coffee, in 1-lb tins, 30-lb cases.....	32
Mocha and Java coffee, in 2-lb tins, 30-lb cases.....	29

Cheese.

Imperial—Large size jars....per doz.	$8 25
Medium size jars..... "	4 50
Small size jars..... "	2 40
Individual size jars ..... "	1 00
Imperial holder—Large size "	18 00
Medium size ..... "	15 00
Small size ..... "	12 00
Roquefort—Large size ..... "	2 40
Small size..... "	1 40

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered.
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c.

Allison's Coupon Pass Book.

$1 00 to 3 00 books 3	cents each
5 00 books.....4	"
10 00 " 5½	"
15 00 " 6½	"
20 00 " 7½	"
25 00 " 8	"
50 00 " 12	"

Cane's Clothes Pins.

UNITED FACTORIES, LIMITED.

Clothes pins (full count), 5 gross in case, per case.....	$0 62
4 doz. packages (12 to a case).....	0 75
6 doz. packages (12 to a case).....	0 95

Cleaner.

	Per doz.
4-oz. cans	$ 0.90
6-oz. "	1.35
10-oz. "	1.85
Quart "	3.75
Gallon "	10.00

Wholesale Agents
The Davidson & Hay, Limited, Toronto.

—during **Lent** your customers will use more **Syrup** than usual—

—Sell them the **Best.**

"Crown"

brand

Table Syrup

this "Crown" brand Syrup will be a revelation to you if you have never handled it—

Always Ready and Promptly Shipped:

2-lb. tins—cases 2 doz.
5 " " " 1 "
10 " " " ½ "
20 " " " ¼ "

Also in Brls., ½-Brls, **Kegs and Pails.**

Freight paid on 5 cases and over to all railway stations East of North Bay.

It is so perfectly clear, clean, healthy and invigorating—it is put up in bright, handsomely labelled and convenient packages.

Look for the "Crown"

EDWARDSBURG STARCH CO'Y, Limited

ESTABLISHED 1858

63 Front St. East, TORONTO, ONT.

Works: CARDINAL, ONT.

164 St. James St., MONTREAL, P.Q.

Extracts.

HENRI JONAS & CO. Per gross.

-oz. London extracts	$ 6 00
2-oz. " " (no corkscrews)	5 50
2-oz. " "	9 00
2-oz. Spruce essence	6 00
2-oz. " "	9 00
2-oz. Anchor extracts	12 00
4-oz. " "	21 00
1-oz. " "	36 00
1-lb. " "	70 00
1-oz. flat "	9 00
2-oz. flat bottle extracts	18 00
2-oz. square bottle "	21 00
4-oz. " " (corked)	36 00
8-oz. " " "	72 00

Per doz.

8-oz. " glass stop extracts	$3 50
8-oz. " " "	7 00
2½-oz. round quint essence extracts	2 00
4-oz. jockey decanters "	3 50

Food.

Per doz

Robinson's patent barley ½-lb. tins	$1 25
" " " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " " 1-lb. tins	2 25

Gelatine.

Per gross.

Knox's No. 1 sparkling	$15 00

Per doz.

" " " 6 doz., at	$ 1 30
" No. 3 acidulated, at	$ 1 50

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant " "	1 85
Other jams	$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.

Pure Fruit Jams—	
1-lb. glass jars, 2 doz. in case, per doz.	$0 95
2½-lb. tin pail, 2 doz. in crate, per lb.	0 06½
5 and 7-lb. tin pails, 8 and 9 pails to crate, per lb.	0 06
7, 14 and 30-lb. wood pails, "	0 06
Pure Fruit Jellies—	
1-lb. glass jars, 2 doz. in case, per doz.	0 95
7, 14 and 30-lb. wood pails, per lb.	0 06
Home Made Jams—	
1-lb. glass jars (16-oz. gem.) 1 doz. in case, per doz.	1 50
5 and 7-lb. tin pails, per lb.	0 09
7, 14 and 30-lb. wood pails "	0 09

BRAND & CO.

Brand's calf's foot	$3 50
Real turtle jelly	7 75

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" " 100 sticks	0 73
Dulce large cent sticks, 100 in box	....

Lye (Concentrated).

GILLETT'S PERFUMED.

Per case.

1 case of 4 doz.	$ 3 60
3 cases "	3 50
5 cases or more	3 40

Matches.

UNITED FACTORIES, LIMITED.

Per case.

Surelight (Parlor)	$3 50
Flashlight (Parlor)	5.75
Kodak (Sulphur)	3 80

Mince Meat.

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., ½-lb. tins, per doz.	$ 1 40
" ½-lb. tins "	2 50
" 1-lb. tins "	5 00
Durham 4-lb. jar, per jar.	0 75
" 1-lb. jar "	0 25
F.D., ½-lb. tins, per doz.	0 85
" ½-lb. tins "	1 45

HENRI JONAS & CO.

Per gross.

Pony size	$ 7 50
Imperial, medium	9 00
Imperial, large	12 00
Tumblers	12 00
Mugs	13 20
Pint jars	18 00
Quart jars	4

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—	
½-lb. tins, per lb.	$ 0
½-lb. tins "	0 35
1-lb. tins "	0 32½
4-lb. jars, per jar	1 20
1-lb. jars "	0 35
Old Crow," 12-lb. boxes—	
½-lb. tins, per lb.	0 25
½-lb. tins "	0 23
1-lb. tins "	0 22½
4-lb. jars, per jar	0 70
1-lb. jars "	0 25

Olive Oil.

Per case

Barton & Guestier's quarts	$ 8 00
" " pints	9 00

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand, 1-lb. glass	$1 50
" " quart gem jars	3 40

T. UPTON & CO.

1-lb. glass jars, 2 doz. case, per doz.	$ 0 95
Home-made, in 1-lb. glass jars "	1 50
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 06

CLEMES BROS.

Pure fruit stock—	
10-oz. glass jars, 2½ doz. case, per doz.	$1 00
16-oz. glass jars, 2 doz. case "	1 50
Quart gems, 1 doz. case "	3 35
In 5-lb. tins, per lb.	09

Pickles.

STEPHENS'.

A. P. Tippett & Co', Agents.

Cement stoppers (pints), per doz.	$ 2 30
Corked " "	1 90

Sauces.

BRAND & CO.

Worcester	$1 85
Tomato catsup	2 60
Mayfair relish	2 60
Indian chutney	1 75
Mango "	2 25
A 1	1 70 2 60 3 15

Soda.

COW BRAND.

Case of 1-lb. containing 60 pkgs., per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. (containing 96 pegs.), per box, $3 00.

EMPIRE

"EMPIRE" BRAND.

Brunner, Mond & Co.

Case 120 ½-lb. pkts. (60 lb.), per case, $2 70.

Case 96 10-oz. pkts. (60 lb.), per case, $2 80.

"MAGIC" BRAND.

Per case.

No. 1, cases, 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " { 30 1-lb. " / 60 ½-lb. " }	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 85
5 cases	2 75

"BEE" BRAND.

"Bee" brand, 8 oz., cases, 120 pkgs.	Per case
" " 10 oz., cases, 96 pkgs.	
" " 16 oz., cases, 60 pkgs.	$2 75

Borden's Brands of CONDENSED MILK and EVAPORATED CREAM at Canadian Prices

We beg to announce that we have established a branch factory at Ingersoll, Ont., and that we are now prepared to fill all orders for the Canadian trade promptly, and at considerably reduced prices, owing to the establishment of the Canadian Branch. Our **Eagle Brand Condensed Milk, Gold Seal Brand Condensed Milk** and **Peerless Brand Evaporated Cream,** unsweetened, can be obtained through our local representatives.

BORDEN'S CONDENSED MILK CO.

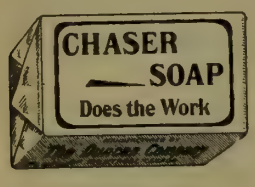
Originators of Condensed Milk. Established 1857.

Selling representatives in Canada: **F. W. Hudson & Co., Toronto. W. H. Dunn, Montreal. Erb & Rankin, Halifax. W. S. Clawson & Co., St. John, N.B. Scott, Bathgate & Co., Winnipeg, also Shallcross, Macaulay & Co., Victoria and Vancouver, B.C**

Soap.

A. P. TIPPET & CO., Agents.

Maypole soap, colors	per gross	$10 20
" black	"	15 30
Oriole soap	"	10 20
Gloriola soap	"	12 00
Straw hat polish	"	10 20



CHASER SOAP.

1 case	$2 40
5 cases	2 30
10 cases	2 20
20 cases	2 10

5 per cent. 10 days or 60 days acceptance.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

	per lb.
Laundry Starches—	
No. 1 White or blue, 4-lb. cartons	$ 0 06
No. 1 " " 3-lb. "	0 06
Canada laundry	0 05
Silver gloss, 6-lb. draw-lid boxes	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05½
Benson's enamel....per box 1 25 to	2 50
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 06¾
Canada Pure Corn	0 05¼
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps	0 08½
"Bee" brand, cases, 64 packages	5 00

BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 05
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 06
Barrels, 200 lb.	0 05½
Kegs, 100 lb.	0 05¾
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 45 cartons, per case	3 40
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 06½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 06¾
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.	0 06¾

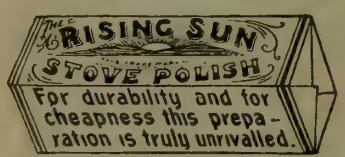
ST. LAWRENCE STARCH CO., LIMITED.
Ontario and Quebec.

Culinary Starches—	
St. Lawrence corn starch, 40 lb	0 06¾
Durham corn starch, 40 lb	0 05¾
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 06
" 3-lb. cartons, 36 lb.	0 06
" 200-lb. bbl.	0 05½
" 100-lb. kegs	0 05½
Canada Laundry, 40 to 46 lb.	0 05
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 05½

OCEAN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$8 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

	Per case.
Enamelled tins, 2 doz. in case	$2 40
Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 90
5 " 1 " "	2 35
10 " ½ " "	2 25
20 " ¼ " "	2 10

(10 and 20 lb. tins have wire handles.)

Teas.

SALADA CEYLON.

	Wholesale.	Retail.
Brown Label, 1's	$0 20	$0 25
" " ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60

Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c		$0 19
" " ½-lb. " " "		0 20
Blue Label, retail at 30c		0 22
Green Label, " 40c		0 28
Red Label, " 50c		0 35
Orange Label, " 60c		0 42
Gold Label, " 80c		0 55

Cases, each 60 1-lb.	$0 35
" " 60 ½-lb. } 30 1-lb. }	0 35
" " 120 ½-lb.	0 36

LUDELLA CEYLON, 1's AND ½'S PKGS.

Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

"CROWN" BRAND.

	Wholesale.	Retail.
Red Label, 1-lb. and ½s	$0 35	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb.	0 19	0 25
Green Label, ½s	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—	
"Condor" I 40-lb. boxes	$0 42
" II 40-lb. boxes	0 40
" III 80-lb. "	0 37
EMD AAA Japan, 40 lb " at	0 35
" AA " 40 "	0 32½
Blue Jay, basket fired Japan, 70 lbs.	0 30
"Condor" IV 80-lb. "	0 43
" V 80-lb. "	0 30
" XXXX 80-lb. boxes	0 25
" XXXX 30-lb. "	0 26
" XXX 80-lb. "	0 22½
" XXX 30-lb. "	0 23½
" XX 80-lb. "	0 20
" XX 30-lb. "	0 21
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 30

Black Teas—"Nectar" in lead packets

Green Label....retails	0 26 at 0 20
Chocolate Label.... "	0 35 at 0 25
Blue Label.... "	0 50 at 0 36
Maroon Label.... "	0 60 at 0 45
Fancy tins—Chocolate, 1-lb	0 32½
" " —Blue, 1-lb.	0 42½
" " —Maroon, 1-lb	0 50
" " —Maroon, 1-lb.	1 50

"Condor" Ceylon black tea in lead packets

Green Label, ⅛, ¼ and 1s, 60-lb. cases....retail	0 25 at 0 20
Grey Label, ⅛, ¼ and 1s, 60-lb. cases....retail	0 30 at 0 23
Yellow Label, ⅛ and 1s, 60-lb. cases....retail	0 35 at 0 26
Blue Label, ⅛, ¼ and 1s, 50-lb. cases....retail	0 40 at 0 30
Red Label, ⅛, ¼ and 1s, 50-lb. cases....retail	0 50 at 0 34
White Label, ⅛, ¼ and 1s, 50-lb. cases....retail	0 60 at 0 40

Black Teas—"Old Crow" blend—

Bronzed tins of 10, 25, 50 and 80-lb.		
No. 1	per lb.	0 35
No. 2	"	0 30
No. 3	"	0 25
No. 4	"	0 20
No. 5	"	0 17½

LIPTON'S TEA (in packages).

Color of Label.	1 lbs & per lb.	½ lbs. for per lb.	Sold for per lb.
Ceylon-India, Ex. ch'st A Yellow	45	47	70
" " B Red	40	42	60
" No. 1 C Pink	35	37	50
" 2 C Orange	28		40
" 3 C L. Blue	22		30
" 4 C L. Green	20		

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 3½s, 5s. and 10s	$0 39
" Amber, 8s. and 3s	0 60
Chewing—Stag, bars, 10½oz.	0 43
" Bobs, 5½s. and 11s	0 44
" " 10½ oz. bars, 6s.	0 44
" Currency, 12 oz. bars, 12s.	0 47
" " 6½s. and 12's.	0 47
" Old Fox, narrow, 12s.	0 47
" Snowshoe, 14½oz b'rs, sp'c'd 6½	0 51
" Pay Roll, 7s and 6½s.	0 52
" Fair Play, 8s. and 13s.	0 53

Vinegars.

E. D. MARCEAU, Montreal.

	Per gal.
EMD, pure distilled, highest quality	$0 30
Condor, pure distilled	0 25
Old Crow	0 20

Special prices to buyers of large quantities

GRIMBLE'S MALT.

Bulk, ¼-casks, 25 gals.	$5 45 $10 95
" casks, 60 "	10 25 22 40
Bottles, cases, 3 doz.	3 25 4 40

Washing Powder.

FAIRBANK'S GOLD DUST.

Five cases assorted—	
24 25c. packages	$4 65
100 10c. "	7 80
100 5c. "	3 90

Freight prepaid.

Cane's Woodenware.

UNITED FACTORIES, LIMITED.

	Per doz.
Washboards, Victor	$1 35
" Crown	1 45
" Improved Globe	1 60
" Standard Globe	1 70
" Original Solid Globe	2 00
" Superior Sld. Bk. Globe	2 15
" Jubilee	2 10
" Pony	0 95
Diamond King (glass)	3 10
Tubs, No. 0	10 50
" " 1	8 50
" " 2	7 50
" " 3	6 50
Pails, No. 1, 2 hoops	1 75
" "	1 90

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case	$1 00
Gillett's cream yeast, 3 doz.	1 00
Jersey cream yeast cake, 3 doz. 5c.	1 00
Victoria " " 3 doz. 5c.	1 00
" " " 3 doz. 10c.	1 80

BRUNNER, MOND & CO.'S

SODAS

Bicarb
Sal
Concentrated Sal
Caustic

EVERYWHERE KNOWN TO BE THE BEST.

WINN & HOLLAND, Sole Agents for Canada, MONTREAL.

We have recently taken up the manufacture and sale of the

Templeton Cheese Knife

It is the greatest device for merchants retailing cheese. "Soon pays for itself," is the testimony of everyone who has used the machine for the past year.

KEEPS CHEESE FRESH
SAVES FROM WASTE

EASY TO OPERATE
PLEASES EVERY CUSTOMER

Sold on easy terms. Write us for particulars.

The Computing Scale Co. of Canada, Limited, - 164 King St. West, Toronto.

COX'S GELATINE

ALWAYS TRUSTWORTHY

Established 1725.

Agents for Canada:
C. E. COLSON & SON, Montreal.
D. MASSON & CO., Montreal.
ARTHUR P. TIPPET & CO., Toronto, St. John, N.B., and Montreal.

THE PEOPLE OF

JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.

BASKETS

We make them in all shapes and sizes. We have

Patent Strawboard Berry Box
Grain and Root Baskets,
Clothes Baskets,
Butcher Baskets,

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE . . .

Oakville Basket Co.

Oakville, Ont.

You are Interested in Something.

Why not get the best items that are printed on the subject.

We read and clip thousands of newspapers every week — therefore we can equip you **speedily** and **economically** for a debate, speech, lecture, essay or anything else requiring up-to-date information and more of it than your competitors are likely to get.

Terms—100 Clippings,	$ 5.00
200 "	12.00
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1,000 "	40.00

Send for our Booklet which fully explains the scope of the clipping industry.

We have also lists of firms in every branch of trade in the Dominion, the professions, club members, society, etc., and we are prepared to address and mail circulars or letters to these at any time.

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232 McGill Street, MONTREAL, QUE.
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is Honest Goods and just the Thing on Which to Make or Extend a Business.

McLAREN'S

COOK'S FRIEND BAKING POWDER

The Best Grocers make a point of Keeping it always in Stock.

Are you Agent for——

PERFECTION

SEPARATING

GLASSWARE?

We are appointing agents in every town, giving them exclusive control for their district of this up-to-date line.

WRITE FOR PARTICULARS.

GOWANS, KENT & CO.,

16 Front St., East, - TORONTO.

"Perfectly clean from our kitchen to your customer's."

Perfect purity and wholesomeness has made business for us—it will make business for you. You'll please cranky customers if you supply them with

Wethey's Mince Meat

the perfectly pure, clean, wholesome mince meat that comes in the dainty packet.

"One Try Satisfies."

J. H. Wethey, Limited
ST. CATHARINES, ONT.

Crosse & Blackwell, Limited

PICKLES, SAUCES, JAMS AND PRESERVED PROVISIONS

SPECIAL WHOLESALE AGENTS
LEA & PERRINS' SAUCE

At Manufacturers' Prices and Discounts

C. E. COLSON & SON, AGENTS, MONTREAL

CHAS. P. CLARK, President. JARED CHITTENDEN, Treasurer.

...ESTABLISHED 1849...

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THOS. C. IRVING, Gen. Man. Western Canada, Toronto.

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery 6d. and 1s. Canisters.

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KNIFE POLISH

JOHN OAKEY & SONS, LIMITED
MANUFACTURERS OF
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England.
Agent:
JOHN FORMAN, 644 Craig Street
MONTREAL.

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 29.

VOL. XVIII. MONTREAL AND TORONTO, FEBRUARY 12, 1904. NO. 7.

PUBLISHED EVERY FRIDAY

THE CANADIAN GROCER AND GENERAL STOREKEEPER

CIRCULATES IN EVERY PROVINCE

SELL ONLY THE BEST

In Competition with the World we have received the

Highest Awards Made . . .

These substantiate our claim that : : : : :

Colman's Mustard

IS THE BEST IN THE WORLD

The Advent of "MALTA"

The biscuit which is the ideal for afternoon teas, was characterized by such signal success that the demand soon exceeded the supply. With increased facilities we are now able to promptly fill orders for this excellent fancy biscuit. Send us a trial order, and then get your lady customers to give you a trial order. It will pay you and please them.

CHRISTIE, BROWN & CO., Limited,

TORONTO and MONTREAL.

THE DOMINION MOLASSES CO. LIMITED.

HALIFAX, N.S.

These are our Brands and they are the best in the market. Every puncheon of our molasses is **guaranteed** to give perfect satisfaction. When you want molasses send to us for samples and prices. We have all kinds, in puncheons, tierces and barrels.

The Dominion Molasses Co.,

Limited

HALIFAX - - - - NOVA SCOTIA.

THE AUER GAS LAMP.

"TURNS NIGHT-TIME INTO DAY-TIME."

New Styles. Lower Prices.

No. 21
100 Candle Power.

Do you want a lamp which won't tire your eyes?

Do you want a lamp which makes sewing or reading a pleasure?

Do you want a lamp which gives more light than half a dozen kerosene ones for less money?

Do you want to sell the best lamp on the market?

THEN WRITE FOR OUR CATALOGUE AND DISCOUNTS.

Every Lamp Guaranteed.

AUER LIGHT CO., 1682 NOTRE DAME ST., MONTREAL.

THE ONLY ESSENCE PRESCRIBED BY THE MEDICAL PROFESSION OF KING EDWARD'S DOMINIONS FOR PURITY AND EXCELLENCE OF QUALITY.

Bromley's Coffee Essence

NO GLUCOSE
NO CARAMEL
NO COFFEE FININGS
used in its manufacture.

WARRANTED under the FOOD AND DRUGS ACTS.

A SURE TRADE WINNER.

THE BEST SAUCE AND THE BEST VALUE IN THE WIDE WORLD.
IT PLEASES THE MOST FASTIDIOUS PALATE.

THE RESULT OF SEVEN YEARS SPENT IN SCIENTIFIC EXPERIMENT AND RESEARCH.

DR LAING'S CREAM SAUCE

ITS CERTIFICATE OF CHARACTER IS UNQUESTIONABLE.

The only Sauce in the world in which has been successfully achieved the thorough emulsification and blending therein a suitable proportion of
PURE GRAPE JUICE AND RICH DEVONSHIRE CREAM.

SOLE AGENTS FOR CANADA: **W. G. PATRICK & CO.,** Merchants, 29 Melinda St., **TORONTO**

Wasting Your Energies?

If it pays to push an article, it pays to push it to some purpose and to push more with an object of gaining permanent trade than of temporary profit. If the demand for any article stops when you stop pushing it 95 per cent. of your energy has been wasted.

You waste no energy whatever in advocating the sale of the "Griffin" Brand of Dried Fruits and the "Thistle" Brand of Canned Fish, because people who buy them once will buy them again and again. Briefly, the intrinsic merit of both these articles backs up the highest praise you can give them.

"Griffin" Brand Dried Fruits.

Seedless Raisins and Prunes. Dried Apricots, Peaches and Pears in all their original goodness. A revelation to the grocer who has been buying other Brands.

Seleccted with the greatest care and shipped in original boxes right from the Vineyards and Orchards on the Pacific Coast.

Look for the "Griffin" trade mark before you buy.

"Thistle" Brand Canned Fish.

Canned Haddies, Kippered Herring and Herring and Tomato Sauce. Selected, cured and packed by Captain Austin of The Thistle Canning Co., Little River, N.S.

Absolutely clean, rich, delicate, appetizing. Prepared right at the water side where they are caught. The brand of highest quality and so recognized the world over.

ARTHUR P. TIPPET & CO., AGENTS,

Montreal. Toronto.

WHAT ABOUT THE "FISH" IDEA?

HOW ARE YOU PROGRESSING WITH IT?

ARE YOUR CUSTOMERS EATING MORE FISH AND LESS MEAT?

IS THE SALE INCREASING FOR **"Halifax," "Acadia,"** AND **"Bluenose" Codfish.**

IF THE ANSWERS ARE IN THE AFFIRMATIVE, WELL AND GOOD. IF NOT, DO YOU REALIZE THAT AN OPPORTUNITY TO GET NEW TRADE AND MAKE MORE MONEY IS SLIPPING PAST?

BLACK BROS. & CO. LIMITED.

HALIFAX, N.S.

A. H. BRITTAIN & CO., Agents for Quebec and Ontario, Board of Trade Building, MONTREAL.

GOOD COFFEE.

If there is one line in particular that a grocer carries, that should be good, it's COFFEE. Nothing goes farther amongst a merchant's customers than a reputation for GOOD COFFEE. It means increased trade. You can gain this reputation by handling

S. H. & A. S. Ewing High-Grade Coffees

S. H. & A. S. EWING

ESTABLISHED 1845 — The Montreal Coffee and Spice Steam Mills.

In character, in manner, in style, in all things, the supreme excellence is simplicity.—Longfellow.

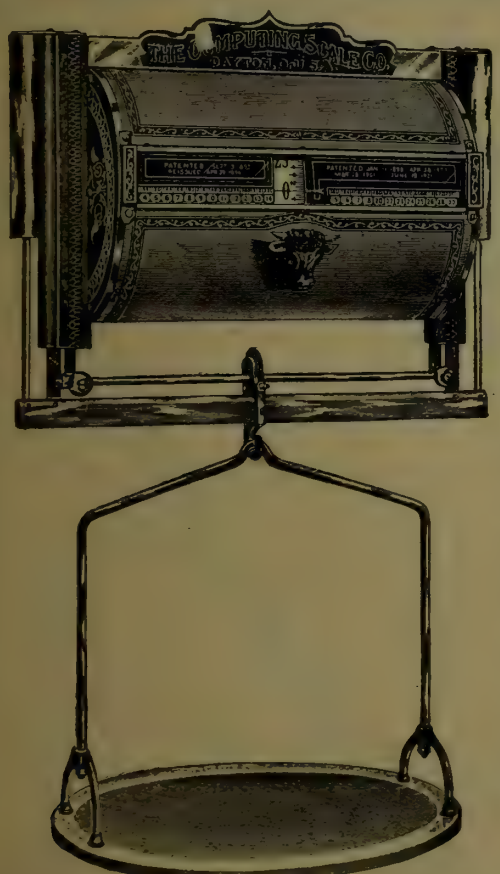
"Wee McGregor's" Breakfast Food

A simple diet containing all the elements necessary to sustain life.

"It's Gran' for the Morn's Mornin'"

The F. J. Castle Co., Limited, WHOLESALE GROCERS,

OTTAWA,——————CANADA.



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SOON PAYS FOR ITSELF.

The Computing Scale Co. of Canada, Limited

164 KING WEST, TORONTO, CAN.

GROCERS' NOVELTY.

THE

Ingersoll

American Watches.

RETAIL PRICES, **$1.25 to $2.50**

ARGUMENT.

We now offer a practical time piece for the Grocery Trade of Canada, and base our statement upon the following:

First—It is absolutely guaranteed to keep accurate time.

Second—It stands rough usage and does not get out of order easily, making it the only watch for dealers outside of the jewelery trade to handle, and also making it a practical one for sportsmen, boys and all men who give a watch hard usage.

Third—Its low price and high quality insure a tremendous sale, which we further augment by furnishing many handsome advertising devices for your store.

Fourth—Last but not least, these watches offer a handsome profit. Price cutters are not supplied.

Sold by several leading Grocery Jobbers of Canada. We will tell you who they are upon request.

Trial Offer—To any Grocery Dealer who will write to us upon his business letter head and inclose 75c. we will send a sample watch (duty not paid) and our catalogue, so that he can test its accuracy and durability.

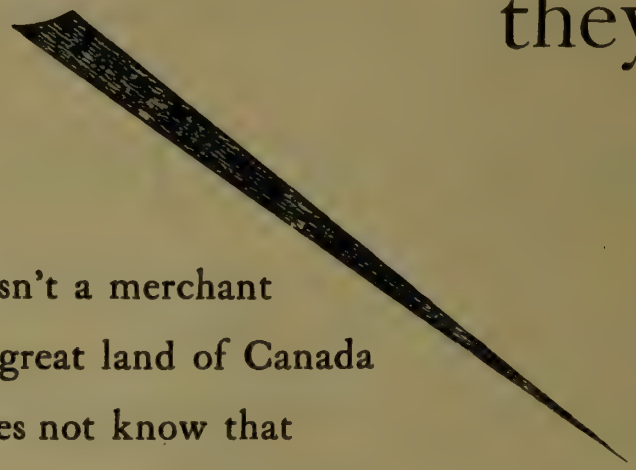
INFORMATION ON REQUEST.

ROBT. H. INGERSOLL & BRO.

51-53 Maiden Lane, - - - NEW YORK, U.S.A.

-Japan Teas

require no booming,
they speak for
themselves.



There isn't a merchant
in this great land of Canada
that does not know that

for **Purity,**
Cleanliness,
Flavor,
Delicacy and
Healthfulness

there are no teas
so desirable, so satisfactory and so profitable to
handle as

JAPAN TEAS.

How is Your Coffee Trade?

Good, Eh!!

Then you must sell our famous **CLUB COFFFE**

—Put up in 1-lb. and 2-lb. Tins.— A POPULAR BLEND.

Manufactured only by

S. H. EWING & SONS

96 KING ST., MONTREAL.

Telephone Bell Main 65.
" Merchants 522.

Toronto Branch, 29 CHURCH ST.

TELEPHONE MAIN 2059

Telephone orders receive prompt attention.

THE

MOST PROFITABLE to the GROCER

and

MOST SATISFACTORY to the LAUNDRESS

is Cold Water **STARCH IVORINE**

ASK TRAVELLERS THE PRICE

THE ST. LAWRENCE STARCH CO., Limited, - PORT CREDIT, ONT.

Any Grocer

or any user of

Imperial Brand Maple Syrup

will set your mind at rest on the question of Imperial Brand goodness if you take the trouble to ask them.

ROSE & LAFLAMME,
Agents, MONTREAL.

DON'T LOSE MONEY

You surely will if you fail

to handle paying, reliable goods like

Paterson's Worcester Sauce

ROSE & LAFLAMME, Agents, Montreal.

Particularly Good Value

is to be had in Ceylon Teas at the present prices.

Carefully grown and prepared by a process which insures perfect purity and retains all the strength and flavor of the succulent leaves and buds,

Ceylon Tea

makes a beverage peculiarly suited to the taste of the average Canadian. For this reason Ceylon Tea has practically the field to itself from Halifax to Vancouver.

The grocer who goes in for Ceylons is on the right track, at any time, but particularly so now, considering the excellent values prevailing.

It will make you rich.

Ceylon Tea, Black and Green.

It will make you friends.

Ceylon Tea, Black and Green.

CENTRAL Business College.
STRATFORD, ONT.

BEST COMMERCIAL SCHOOL IN ONTARIO.
Write for Handsome Catalogue
W. J. ELLIOTT, Principal.

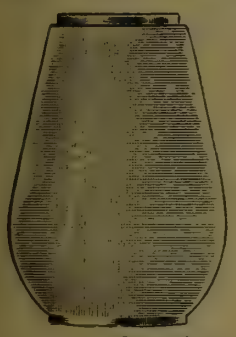
Use Live Bait.

R-O-Y-A-L
S-A-L-A-D D-R-E-S-S-I-N-G

Catches Trade
and Holds all it catches.
Let your customers know you recommend the BEST.
It will make you money.
ROYAL SALAD DRESSING is making new friends every day.

The Horton-Cato Mfg. Co.,
DETROIT, MICH., - WINDSOR, ONT.

ARE YOU USING OUR



Cold Blast or Jubilee Globes

Aetna or Quaker Flint Chimneys?

Give them a Trial.

THE SYDENHAM GLASS CO.
OF WALLACEBURG, LIMITED.

They Cost Less Than Nothing

Literally, ALLISON COUPON BOOKS cost less than nothing. By using them a mistake is impossible, thus saving many times what we charge for them. Hence, by absolutely saving a great deal more than you pay for them, they not only cost less than nothing, but you receive a great, big premium with every book you buy.

IF A MAN WANTS CREDIT

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. **NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING.** There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.
C. O. BEAUCHEMIN & FILS, MONTREAL.
ALLISON COUPON CO., Manufacturers,
Indianapolis, Indiana.

A FIGHT.

The old and the new way of preparing Canned Tomatoes meant a struggle, a fight. "The Burlington Way" removes skin, seeds and fibre Tomato pulp remains. Three times the density of common canning. Excellent for soup. Costs no more. Sell it.

$1.00 doz. f.o.b. Burlington, any quantity.

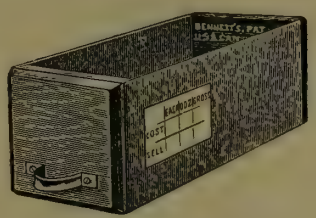
The Burlington Canning Co.
Limited
BURLINGTON, ONT.

...THE...

Bennett Manufacturing Co.

Bennett's Patent Shelf Box and Cabinets for Hardware, Grocery, Seed and Drug Trades, etc.

Owing to the steady and rapid growth of our business new quarters were needed.



Address all communications to our New Factory:

Pickering, Ontario

Every Housewife...

knows the advantages of a good broom. It's the foundation of a clean home. We want you to know our brooms. They are good brooms. Drop us a line and our traveller will call.

The **Waterloo Broom and Brush Co.,**
WATERLOO, ONT.

Want Ads.

In this paper cost 2 cents per word first insertion, 1 cent per word subsequent insertions. Contractions count as one word, but five figures (such as $1,000) may pass as one word. Cash remittance to cover cost **must in all cases** accompany orders, otherwise we cannot insert the advertisement. When replies come in our care 5 cents additional must be included for forwarding same. Many large business deals have been brought about through advertisements of 20 or 30 words. Clerks can be secured, articles sold and exchanged, at small expenditure.

MacLEAN PUBLISHING CO., Limited
Montreal and Toronto.

Do you use .. **FOSTER'S POTS?**

STRONG DURABLE LIGHT

POROUS AND CHEAP

THOSE WHO DO WILL HAVE NO OTHER.
A post card brings price list and all particulars.

The FOSTER POTTERY CO.
HAMILTON, ONT. Limited

REFRIGERATORS.

Fit up your store with a Eureka Refrigerator and you will have a refrigerator that will dry wet matches.

Write for our catalogue, guarantee test and testimonials which are free.

Eureka Refrigerator Co.
WILBERT HOOEY, MANAGER.
Phone Park 513. 54 Noble St., TORONTO.

Seed Corn

All Field Varieties

Write or wire us for prices.

ALSO

HAND-PICKED and PRIME

BEANS

Fred. B. Stevens & Co.
CHATHAM, ONT.

Everything you handle takes time, but paper that tears too easily takes too much time. Our

Wrapping Papers

are strong, durable, reliable papers, that give splendid service.

CANADA PAPER CO.
Limited
Toronto, Montreal and Windsor Mills Que.

Messrs. Grimble & Co.
LIMITED

Specially request the trade to consider quality when placing their orders for

VINEGARS

NOTE OUR GRADES.—Orleans No. 16, and Nos. 16, 18 and 24 malt, concentrated and distilled.

All inquiries addressed to their Canadian agent, Mr. I. S. Wotherspoon, 204 Board of Trade Building, Montreal, will receive prompt attention.

I. S. WOTHERSPOON,
204 Board of Trade Building,
MONTREAL, P. Q.

Sterling Brand Pickles

top the list.

They head the list of fine grade pickles. Grocers have the satisfaction of recommending an article that is sure to please the customer when they use these pickles. The whole scheme of success in the grocery business means selling good articles to the best trade.

PUT UP IN AN ATTRACTIVE FORM.

The T. A. LYTLE COMPANY, Limited
Makers of High-Grade Pickles and Catsups,
124-128 Richmond St. West, TORONTO.

Pure, Delicious, Best.

are the THREE TERMS that correctly describe

HIGHEST AWARD, LONDON, 1893.

STRETTON'S
(PRIZE MEDAL)
Worcestershire
SAUCE

Our Special Cheap Line, the "**PURE**" Worcester, is the best and cheapest on the market. Ask your Wholesale House to send you on a case with your next order.

CANADIAN AGENTS:

Messrs. S. H. Ewing & Sons, Montreal.
Mr. John Fisher, Manufacturers' Agent, Toronto.
E. Nicholson, Winnipeg. L. H. Millen, Hamilton.
Messrs. Clawson & Co., St. John, N.B.
Messrs. Wm. Tuffts & Son, Vancouver, B.C.
Mr. H. H. Stimpson, Halifax, N.S.

Sole Manufacturers

Stretton & Co., Limited, WORCESTER, ENGLAND.

None Too Good.

The best is none too good for your customers. It pays you to only put out the finest goods. The best sugar in the world is

ST. LAWRENCE EXTRA GRANULATED

That's a strong statement to make. But it is correct and is easy of proof.

The St. Lawrence Sugar Refining Co., Limited,

MONTREAL.

TEAS— That show the retailer a handsome profit.

We are carrying a complete assortment of splendid values which can be retailed at 25c. and up, and you make a good profit, and guarantee your customers exceptional quality for the money.

W. H. GILLARD & CO., Wholesale Grocers, - HAMILTON.

Branch CANADA GROCERS LIMITED.

Esteem and Confidence.

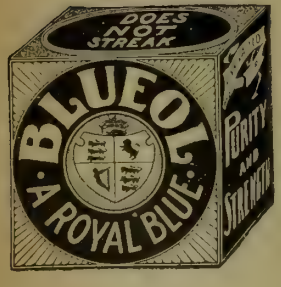
If esteem is founded on discrimination, as has been well said, why not confidence also?

To discrimination is due the selection of the scores of different brands of our goods, and a steady increasing annual trade has followed this practice during the 25 years of our business experience.

It is by the faithful exercise of intelligent discrimination that WOOD'S COFFEES have won the confidence of the Grocers of the land.

Canadian Factory and Salesroom,
No. 428 St. Paul St., MONTREAL.

Keep your eye on "BLUEOL"



COMPETITION!

Full particulars on full page in issues of FEBRUARY 5, MARCH 4, MARCH 25 and APRIL 29.

J. M. DOUGLAS & CO.,
Established 1857 Manufacturers, MONTREAL.

TARTAN BRAND

has established a reputation for itself with the consumer, "that is the reason the distributing trade asks for Tartan Brand," which stands for **quality always.**

Ask your grocer for Tartan Brand.

Guaranteed by

BALFOUR & COMPANY, Branch Canada Grocers, Limited, **HAMILTON.**

EASTERN MANUFACTURED GOODS AND THE GREAT WEST

SOME VIEWS OF WESTERN MERCHANTS

"As you are already aware, the recent visit of the Canadian Manufacturers' Association to the West was partly with a view of studying the trade situation. Since their return you have no doubt noticed in our papers that a number of them have been giving their impressions of the Great West.

"It would be now interesting to know what in the opinion of yourself and other business men of the West can be done in order that the manufacturers and others in the East may secure the business that now goes to manufacturers in the United States."

THE above is a copy of a letter sent by The Canadian Grocer to a number of merchants in Manitoba and the Territories. Several replies have been received, and those which are here with printed should prove interesting to business men who are interested in the trade possibilities of the great West.

S. K. Colquhoun, of Montgomery & Colquhoun, Delorain., Man.

In response to your letter re the sale of United States goods in Canada and how the business may be secured by Canadian manufacturers, we beg to subjoin the following, which, in our opinion, after 16 years' business in Manitoba, dealing directly with the farmer, are some of the reasons why the foreign manufacturer finds a market for his goods in Western Canada. The question of how we are to prevent the people buying such goods we will touch later on. I think it will be readily conceded that an individual or community will not continue to buy goods from any place or person, giving such goods a preference, unless the goods in question have merit, either in less out lay of money, or superiority in the construction or texture of the articles.

In the village in which I do business, which may be taken as an average Manitoba town, marketing about one million bushels of wheat annually, I find that the principal articles imported from the United States are binders, wagons, ploughs, threshing machines and stoves. After careful investigation I find that the American binder is sold for $15 more here than is the Canadian, the American farm wagon for $10 more than the Canadian wagon, dealers having both kinds in their warehouses. And they state that they sell two American for every one Canadian wagon, and at a higher price. One naturally asks why? To any man of experience, the reason must be found in the fact that the people believe they are getting a better article. This is the unanimous opinion of the people, else they would not continue to buy an increasing amount of merchandise, at a higher price, did it not pay them to do so.

How, then, are the Canadian manufacturers to retain our markets? By making better goods. We prefer to buy the home product. In the first place let them copy if necessary, from people who have been making agricultural machinery for a prairie country before we knew anything about prairie. Secondly, let them reduce their profits to the minimum, to compete with these people. they, we think, should be able to compete with the preference they have over the American manufacturer. If they cannot get the trade in this way they could by a high tariff. The question to be solved is, is it worth while shutting out these goods that the people evidently want to level up our manufacturing interests. This the people have to decide.

We may say, we, the retail merchants, would like to have the Legislature of Manitoba protect us by shutting out by a tariff Eastern goods shipped in by Eastern retailers. But we do not think the people would stand it. Nor do we think it would be in the best interest of all the people, any more than would it be to shut out all foreign made goods in manufactured articles.

Did the Canadian to-day make as good an article he would have his market. I again point out, it is not a question of price, but of quality. Some reason must be assigned. This is the obvious one.

In my store I sell German goods, Britsh goods, Swiss goods, and American goods. My patrons demand the selection. Each country can do some things better than another and natural laws govern trade as everything else.

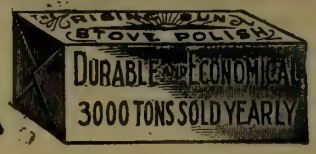
Maybe Canada has not yet learned all about manufacturing. Let us hope she may become increasingly efficient and enjoy more and more of the trade which should belong to her.

H. R. Foulger & Co., Lacombe, Alberta.

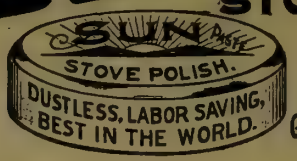
The manufacturers of the States have hitherto secured an equal share, at least, of the business of the West, in the lines in which they had a chance to compete, because, in some cases, they had better goods, and have still, though not to the same extent, and because they were aggressive from the start and advertised more extensively, but mainly because of the inability of the Canadian manufacturers to handle the business, lacking, as they did, the capital, plant, push and men. Eastern manufacturers have had all they could do to fill our orders.

What would have been the state of matters were no goods admitted from the States, and orders to Eastern manufacturers were increased by one hundred per cent.? The progress of the West would have been delayed, which would probably have raised the question if the West was any good after all, instead of being as

RISING SUN STOVE POLISH IN CAKES
WELL KNOWN AND RELIABLE



SUN PASTE STOVE POLISH IN TINS
GUARANTEED TO THE TRADE



Our packages are larger and more attractive in style than any others.
The quality of our goods is superior to anything else on the market.

MORSE BROS., Proprietors, Canton, Mass.

For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

it is, the assured factor that gives the whole Dominion its magnificent potentiality.

The imports of manufactures from the States have been our blessing and salvation, and without them we might have had crops which we could neither harvest nor market.

But with increased railway facilties, and the confidence of capital and men of the East, we shall become less dependent on our neighbors, and may without injury, but rather profit to ourselves, adopt a policy that will elimin ate foreign competition.

But it must not be forgotten than we want good goods, better than we are even yet getting from the East, and that our manufacturers must have adequate capital to push their business against all comers, and have confidence in their country. Our best farm wagons to-day come from the United States, and they command a 20 per cent. higher price than the Canadian article. Other instances could be given. And until our manufacturers realise the fact that we want the best goods at right prices we cannot ask a co-operating policy on the part of our statesmen, to oust our genial neighbor from the market.

Fowler, Murdoff & Breen, Wetaskiwin, Alta.

We buy very little from United States. We do buy some goods from American manufacturers because we find certain lines are better made than we can obtain from Canadian houses. We think that if the Canadian manufacturers' Association would appoint a commission to study American methods of manufacture and styles that some practical results might follow.

It is difficult for a manufacturing constituency of 6,000,000 to complete against a constituency of 80,000,000 people. We think Canadian manufacturers must study every detail of manufacturing so that goods can be produced at lowest cost, highest quality and lowest price would be formidable weapons with which to meet United States competition.

We have not given much consideration to this matter for, as we have said, our purchases are almost entirely from Canadian dealers.

We trust the results of your enquiries may lead to an increase of inter-Dominion trade and that more and more may Canada be for Canadians.

Frank Whelpley, Sinclair, Man.

In the country districts the great need is better transportation and lower rates, and I believe it is necessary for the Eastern houses to cover the ground much more frequently and establish themselves in Winnipeg, which will be the great distributing centre.

They should get better acquainted with this Western country. There is a vast field for business and they must push for commercial success here as well as in the East. All through the wheat belt trade is different from what it is down there, and you must be more or less on the ground to study conditions.

I take it that on equal terms and prompt delivery every merchant would buy Canadian goods. When the Eastern manufacturer realizes what is west of Ontario he will hustle. The Americans have and are making fortunes out of our land while Canadian Capital earns from 4 to 6 per cent. in the East.

My opinion is: Cover the ground as often; sell on equal terms; and Canada for the Canadians will close the bargain every time.

The W. J. Binning Co., Calgary, Alta.

We are not in a position to give any opinion of value on the question asked, but there is one thing that I think the wholesale people in the East should do, and that is to give the Western people an extra 30 days on shipments. The goods are all bought on just the same terms as Eastern merchants and they get their goods in from two to five days, while we get ours in from three to five weeks from the time of shipment. Often goods are purchased 5 per cent. 30 days and the draft is here long before the goods.

The Regina Trading Co., Limited, Regina, N.W.T.

In reply to your letter asking our opinion on what "can be done in order that the manufacturers in the East may secure the business that now goes to manufactures in the United States," we beg to say that in our opinion the quickest and best way to secure that trade is by establishing a distributing station at some point in the West.

This country is rapidly developing, and along with that development is a demand for a better class of goods, than has been used by the pioneers, larger stocks and quicker service. The large Canadian implement firms have recognized this, and are following close on the Americans in the establishment of large Warehouses with complete stocks.

There is not as much sentiment about business in the West as in the East, but on an equal basis, both merchants and farmers will give the Canadian manufacturers the preference.

Some of our **LENTEN SEASON** arrivals :

Barrels Labrador Herrings.
Half-barrels Labrador Herrings.
Half-barrels No. 1 Split Herrings.
Kegs No. 1 Trout.
Kegs No. 1 Herrings.
Boxes Imperial Fish, 24 lb.
Boxes Quail on Toast, 24 lb.
Boxes Cod Steak, 24 lb.
Boxes Duchess Cod, 24 lb.
Boxes Blue Nose Cod, 20/1 lb.
Boxes Acadia Cod, 20/1 lb.
Boxes Halifax Fish Cake, 24/1 lb.
Boxes Shredded Cod, 2-doz. each.
Boxes Smoked Herrings.
Quintals Finnan Haddies, 15 and 30 lb.
Cases B. & S. Cod.
Quintals Hard-Cured Cod.
Mermaid Kippered Herring in Cartoons.
Marshall's Herrings in Shrimp and Anchovy Sauce.

LUCAS, STEELE & BRISTOL, Wholesale Grocers, **Hamilton.**

JUDGE FOR YOURSELF

and you will find that for a **CONDENSED MILK** to take the place of fresh milk

Reindeer Brand

can be absolutely relied on.

W. G. A. LAMBE & CO., Agents.

The connoisseurs of drinks,
Were invited to dine,
And the bill of fare
Did not call for Wine
But for cups that cheer,
Rangnugger Tea,
Bensdorp's Cocoa,
Mecca Coffee,
Were on the bill of fare,
And the guests at the table
Were heard to say,
"What beautiful drinks
Are coming our way."

James Turner & Co.

Branch Canada Grocers, Limited.

HAMILTON, ONT.

you will always be on the "right side of the line" if you sell

Chase & Sanborn's

flavory, high-grade

COFFEES.

Chase & Sanborn,

The Growers and Importers, - - - MONTREAL, P. Q.

Our 1904 models are now ready. Prices, $25 to $650

The Best Are the Cheapest

For twenty years the National Cash Register Company has made the announcement that it could sell a *better* cash register for *less* money than any other concern in the world. We have *never failed* to do this in a single case.

We are the originators of cash registers and have naturally been the target of all other cash register companies. In the face of this competition we did a larger business last year than ever before. This was because our 365,000 users were well satisfied with their "Nationals."

Over two hundred concerns have failed in the cash register business because they could not furnish a cash register without infringing some of our 895 patents.

Some merchants are led to purchase low-grade cash registers by misrepresentation. Later they find they will not give satisfaction. If you are interested in a low-priced machine, don't buy till you see our agent. We guarantee to sell cheaper than anybody else.

FIVE THINGS TO REMEMBER. A "National" takes care of

1. Cash Sales. 2. Credit Sales. 3. Money Received on Account. 4. Money Paid Out. 5. Changing Money.

We employ 1,400 salesmen. If you would like further information, send in attached coupon. Our agent will then call. This puts you under no obligation whatever to buy.

CUT OFF HERE

N. C. R. COMPANY, Dayton, O.

Please have your agent call when next in my vicinity. This puts me under no obligation to buy. I saw your ad in CANADIAN GROCER.

Name_____

Address_____

National Cash Register Company

Dayton, Ohio, U. S. A.

Baker & Skelding, MacLeod, Alta.

In as far as implements go we find the farmers here prefer the American manufactured article for the reason that they build their goods to suit this Western trade, while the Canadian manufacturers have not as yet grasped this most important fact in all products of their goods. Some goods that are suited for this trade and are being pushed by the dealers, are as soon as they are well distributed, raised in price until they cost as much as the American implements to which they are inferior by means of poorer material. For instance a Canadian ploughshare manufactured from Canadian steel is much softer and will not wear more than half as long as one of American manufacture. And yet the dealers are charged as much for the Canadian inferior steel as they pay for the better article, duty added.

It is our wish to sell Canadian goods but the interests of our customers compel us to handle American goods until the Canadian manufacturers get a better grasp of this trade.

Merrick, Anderson & Co., Winnipeg.

As a rule we find the American manufacturers pay more attention to the finish of their goods; also appear to be in closer touch with their customers as to patterns and styles most suitable for the different localities.

After all, however, the great question is one of price, and if past experiences of business depression in Presidential years is confirmed the coming season, it will be necessary, especially on some lines of stoves, to reduce present prices. The question, however, can hardly be answered in general terms, as each line presents special problems of its own.

Smith & Burton, Brandon, Manitoba.

We do not have occasion to use many American goods in our business, but we believe the Canadian manufacturers would do well to keep in view the fact that generally speaking people in the West want the best quality of goods and prompt and careful attention to shipments.

The freight on a poor article is as much as on a good one and people here have not the same facilities for replacing an unsatisfactory article as they have in the East. Even with prompt shipment it is a month from the time an order is sent until the goods are here and anything that can be done to ensure prompt delivery and proper freight charges will be appreciated by Western customers.

Babb & Kirkland, Portage la Prairie, Man.

Replying to your circular letter re the securing of our Western business to the Eastern manufacturers :

1st. In some instances the Eastern manufacturers should reduce prices in order to combat American competition.

2nd. In other cases, better class, and quality of goods should be manufactured to supply the home market, and thus avoid the necessity of the retailer importing.

3rd. In cases where the tariff is really too low, and bears hardly on the Canadian manufacturer, making it impossible for him to meet foreign competition, let the tariff be adjusted so as to afford reasonable protection.

4th. Again in particular cases it might be found workable to make the tariff retaliatory.

5th. Adjust the tariff from time to time to meet new conditions.

Curry Bros., Innisfail, N.W.T.

Induce the Government to regulate the tariff, and the manufacturers to supply equally as good articles at the same prices.

H. S. Price, Boissevain, Man.

I would certainly like to see Canadian manufacturers get a big share of the Western trade, but some of them will have to do different, or they will lose the trade they now hold. I know for a fact that the retailers would strongly indorse placing some lines on the free list, as the goods I have in view are only fit for a Jew trade.

The greatest trouble has been in getting goods of all lines, then again, had it not been for United States goods this past season we would have been in a deplorable state, as our own makers advanced prices to such an extent, that we are making a far better profit by buying United States lines.

If the manufacturers will carry the stocks and not bull the market when they have the chance, I think they can more than hold their own.

PROFIT IN MUNICIPAL STORE.

The first semi-annual report of the manager of the municipal grocery store operated by the City of Keno(ha, Wisconsis, for the support of her dependants, was filed this afternoon and shows the city has received a profit of more than $2000. The report shows that during the six months ten families, with a total of forty-three persons, have received all their food supplies from the store, and for these supplies the city is charged with $448. The expenditure for the same purpose during the last year before the opening of the store was $2,412. The store is the firIt thing of the kind ever known in Wisconsis and is under the direction of Alderman Peter Jacobs.

MUST SHIP IN BRITISH BOTTOMS.

UNLESS some agreement is entered into between the United States and Canada, the practice of carrying Canadian goods in bond to ports in the provinces without regard to the carrying vessel, must come to an end, and a lucrative business of American railroads and American steamships running from Boston will be shut off. This has been established by the recent enforcement by the collector at St. John, N. B., of the Canadian regulation that goods passing to Canada from the United States shall be transported in British registered vessels.

"The case at hand was that of a consignment of stoves from London, Ont., to St. John, by way of Boston, the water transportation being by the Eastern Steamship Company, whose steamers carry the American flag.

"Secretary of United States Treasury Shaw has been asked to make some agreement with Canada whereby the non-enforcement of the regulation may be brought about."

In regard to the above, Col. Gartshore, manager of the McClary Mfg. Company, stated to a representative of the London Advertiser that the shipment of goods which had brought up the interesting point had been made via the Michigan Central Railroad. Some months ago the C. P. R. had increased its freight rates on goods from London to St. John, Nf B., 50 per cent., and the McClary Company, of course, looked to other roads for a cheaper ratt.

The Michigan Central agreed to carry the goods through to Boston, all rail, and then trans-ship them per steamer to St. John. At the latter place the collector of customs held that under the law such goods carried in bond through the United States, could not enter Canada unless carried in British bottoms. At the time the shipment was mad? the McClary Company was not aware of this point in the customs regulation.

The present trouble has been settled and the goods shipped from London have reached St. John all right, but all such shipments from Canada in future must be made in British bottoms from Boston to St. John or from any other point in the United States to Canada.

ADVERTISING CANADA.

An ingenious method of advertising Canada is being eagerly adopted by many grocers and other small traders throughout England. Their wrappers for goods now bear an excellent picture of Canada's arch of the coronation year, with a pithy description of its evidences of Canada's resources.

FISH FISH FISH

Ask our travellers about Fish. They will talk to you. Prices right. Here are some of the lines we offer :

Boneless Fish, boxes, 25-lbs. Quail on Toast, boxes, 24 1-lb. blocks
Pure Cod, boxes, 24-1b. blocks Shredded Cod, cases, 24 1-lb. pkgs.
Labrador Herring, bbls. and half-bbls., etc., etc., etc.

PROMPT SHIPMENT GUARANTEED.

THOS. KINNEAR & CO., Wholesale Grocers, 49 Front St. E., Toronto

In This Cold Weather

Cheese is a favorite diet.

MacLaren's Imperial

is a perfect food.

It is delicious in taste, strengthening in quality and uniform in excellence. Your customers know it by experience and will be pleased to have you recommend it to them. An opal jar in their minds means MacLaren's Imperial, and means therefore perfect satisfaction, because they have found it always the same.

Give Your Customers the Best.

You know, and they know, that an absolute guarantee of excellence is behind

MacLAREN'S IMPERIAL CHEESE.

A. F. MacLaren Imperial Cheese Co., Limited,
Manufacturers and Agents,
Toronto, Ont.

Business Changes

ONTARIO.

THE assets of G. M. Wilkinson & Son, grocers, Kingston, are advertised to be sold by tender.

P. Cameron, general merchant, Dutton, is dead.

O. L. Lee, fish dealer, Morpeth, has sold out to J. O'Brien.

D. P. J. Tobin, general merchant, Lancashire, has assigned to J. A. McLean.

G. Hutchison & Co., general merchants, Collingwood, have sold out to J. H. Hamilton.

J. W. Hunt, general merchant, Dorchester Station, has sold out to McDonald & Beedle.

C. A. Farmer, grocer and confectioner, Perth, has been succeeded in business by N. E. Dodds.

R. Flannagan, grocer and confectioner, Newmarket, has assigned to T. H. Lennox; meeting of creditors advertised for 9th inst.

QUEBEC.

J. Harper, pork packer, Montreal, has registered.

Jos. Bedard & Cie., grocers, St. Tite, have registered.

Wm. Riopel & Co., grocers, Montreal, have registered.

W. D. Riopel, grocer, Montreal, has gone out of business.

The Federal Stock and Grain Co., Montreal, have registered.

H. Lamouche, grocer, Montreal, has assigned to Chartrand & Turgeon.

Heroux & Rivard, grocers, Grand Mere, have dissolved partnership.

V. Paquin, grocer and liquor dealer, Montreal, has registered.

W. McWilliam & Son, confectioners, Quebec, have registered.

Jas. Beaulieu & Co., provision dealers, Montreal, have registered.

Abraham Prince & Co., general merchants, Iberville, have registered.

J. D. Hamel, grocer, Three Rivers, has compromised at 20c. on the dollar.

A. Swindlehurst has been appointed curator to L. Louis, grocer, Montreal.

A. Lalande, proprietor of butter factory, Ste. Placide, has sold out to E. Legault.

L. Carriveau, general merchant, St. Anne de Beaupre, has assigned to V. E. Paradis.

The assets of A.S. Beaune, grocer, Huntingdon, were advertised to be sold 9th inst.

A meeting of creditors of N. Tremblay, general merchant, St. Irenee, in announced.

Demand for the assignment of A. Demers, grocer, Montreal (St. Henry), has been made.

A. Desmarais & Cie., grocers, dry goods and liquor merchants, Vercheres, have registered.

A meeting of creditors of C. Brault, general merchant, La Macaza, was advertised for 9th inst.

The assets of A. G. McBean & Co., hay and grain exporters, Montreal, are advertised to be sold 16th inst.

T. Fournier, general merchant, Cedar Hall, has assigned, and V. E. Paradis been apointed provisional guardian.

The stock of the Central Cigar Store, Montreal has been damaged by fire and water; loss partially covered by insurance.

Girard & Dubois, general merchants, St. Chrysostome, have dissolved partnership. O. Dubois continues in business.

J. A. Renaul, general merchant, St. Ephrem De Tring, has assigned, and V. E. Paradis been appointed provisional guardian.

The stock of S. Hyman, cigar and tobacco dealer, Montreal, has been damaged by smoke and water; loss covered by insurance.

Picher & Poquet, dealers in dairy supplies, Quebec, have dissolved partnership. The business will be continued by E. Picher in his own name.

The premises of J. Cosgrove, McCallum & Lanaise and J. Thompson, general merchants respectively, all of Buckingham, have been destroyed by fire. Loss partially covered by insurance.

NEW BRUNSWICK.

J. W. Brewster, grocer, Moncton, is dead.

NOVA SCOTIA.

A. B. Atkinson, general merchant, Minudie, has made an assignment.

MANITOBA AND N.W.T.

A. J. Patterson, flour and feed dealers, Pilot Mound, have sold out.

P. Anderson, general merchant, Stirling, has assigned to R. S. James.

The Alberta Cigar Co., cigar manufacturers, Calgary, have been incorporated.

Berry & Greenwood, general merchants, Douglas have advertised their business for sale.

Riddell Bros., general merchants, McCreary, have been succeeded in business by P. Riddell.

W. G. McLaren, general merchant, Souris, has sold their Elgin branch to R. E. Sadler.

The stock of the estate of T. E. McGirr, general merchant, Morden, was advertised for sale on 8th inst.

Carruthers Bros., general merchants, Creelman, have advertised their general stock for sale, but continue in the hardware business.

BRITISH COLUMBIA.

C. Lewis, Sr., confectioner, etc., Vancouver, has been succeeded in business by P. Webster.

No lunch is complete without

Upton's Orange Marmalade

A. F. MacLAREN IMPERIAL CHEESE CO., Limited, SELLING AGENTS. TORONTO.

Prompt

SHIPMENT

assured.

WRITE, WIRE OR PHONE

at our expense.

THE

Davidson & Hay,

LIMITED,

Wholesale Grocers,

TORONTO.

DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

BRITISH IMPORTS OF BUTTER AND CHEESE, 1904.

(From The London Times.)

FOR the fifth year in succession the aggregate imports of butter, margarine and cheese into the United Kingdom have undergone an increase both in quantity and in value. In 1903 their total weight amounted to 7,638,091 cwt., and their total value to £30,169,365, this being the first occasion on which their value has exceeded the huge sum of 30 millions sterling. Comparing the figures of 1903 with those for 1898, we find that in the brief space of five years the aggregate imports have increased by 1,188,871 cwt. in quantity and by £6,852,956 in value. It appears, therefore, that during the last five years their value has been increasing at the average rate of £1,370,491 per annum, and there is no evidence to indicate that this rapid expansion has reached its limit.

Save for the slight check in 1898, the expansion in the aggregate totals has been continuous since 1895. In the case of butter, though there were small decreases in the quantities in 1898 and 1900, there has been an uninterrupted advance in values from £14,245,230 in 1895 to £20,798,706 in 1903, or an increase of upwards of 6½ millions sterling in eight years. The following table has been constructed in order to show the quantities and values of the butter we have received from the chief exporting countries in each of the last four years :

Annual Imports of Butter into the United Kingdom, 1900 to 1903.

From	1900. Cwt.	1901. Cwt.	1902. Cwt.	1903. Cwt.
Denmark	1,486,342	1,597,186	1,703,032	1,771,654
Russia	209,738	378,452	490,091	484 328
France	322,048	311,601	414,240	454,088
Australasia	511,535	413,134	238,153	369,213
Holland	282,805	298,912	393,261	343,725
Sweden	196.041	180,212	191,591	212,232
Canada	138,313	215,588	285,765	185,464
U. S. A.	56,046	150,126	54,458	42,405
Germany	36,042	26,983	26,375	12,506
Other countries	139,606	130,696	177,967	185,069
Total	3,378,516	3,702,890	3,974,933	4,060,684
	Per Cent.	Per Cent.	Per Cent.	Per Cent.
Denmark	44.0	43.1	42.8	43.5
Russia	6.2	10.2	12.3	11.8
France	9.5	8.4	10.4	11.1
Australasia	15.1	11.2	6.0	9.1
Holland	8.4	8.1	9.9	8.5
Sweden	5.8	4.9	4.8	5.2
Canada	4.1	5.8	7.2	4.6
U. S. A.	1.6	4.1	1.4	1.4
Germany	1.1	0.7	0.7	0.3
Other countries	4.2	3.5	4.5	4.5
Total	100.0	100.0	100.0	100 0

Russia did not in 1903 quite repeat her exports of the preceding year, but the fact that she maintains the second place on the list is sufficiently significant when it is recalled that before the year 1900 Russia was not specifically enumerated.

Besides our disbursements to Denmark for imported butter in 1903, we paid £2,351,401 to France, £2,190,560 to Russia, £1,718,692 to Holland, £1,245,022 to New Zealand, £1,108,980 to Sweden, £866,249 to Canada, £572,522 to Australia, £190,678 to the United States, £65,165 to Germany, and £916,998 to "other countries." Average values per cwt. work out at about 108s. for Denmark, 102s. for France, 100s. for New Zealand, and 90s. for Russia. It would be interesting to know the exact composition of the Russian article.

Canada's Lead in Cheese.

Of our supplies of cheese from beyond the seas more than two-thirds come from Canada alone. Last year the Dominion shipped to us 1,848,152 cwt., representing 68.6 per cent. of our entire receipts. This, we believe, constitutes "a record." In any case it is a recompense to our Canadian brethren for their efforts to send us a genuine unsophisticated article of the Cheddar type. At one time this trade was mostly in the hands of the United States, but they lost it through the endeavor to foist upon us an abomination in the form of "filled" cheese—that is, cheese made from milk from which the natural fat had been removed and replaced by a cheaper and inferior fat. The authorities in the United States acted wisely in putting an end to this suicidal practice, but the fact remains that for every ton of cheese we get from the United States we now receive five tons from Canada. Our imports from Holland experienced a little revival last year, whilst those from France underwent a very slight decline. Australasia continues to be an uncertain factor; and, indeed, the whole of the 1903 import from that source was supplied exclusively by New Zealand. The total of £7,054,305 which we expended upon imported cheese last year comprised £4,823,090 to Canada, £953,215 to the United States, £706,463 to Holland, £168,071 to New Zealand, £113,495 to France, and £289,971 to "other countries." Subjoined are details of our imports for the last four years.

Annual Imports of Cheese into the United Kingdom, 1900 to 1903.

From	1900. Cwt.	1901. Cwt.	1902. Cwt.	1903. Cwt.
Canada	1,511,872	1,547,739	1,709,565	1,848,152
U. S. A.	680,583	540,102	390,479	360,916
Holland	327,382	315,923	284,020	302,362
Australasia	81,003	79.243	51,882	56,339
France	35,110	26,833	36.801	35,991
Other countries	69,928	76,997	73,465	90,454
Total	2,705,878	2,586,837	2,546,212	2,694,214
	Per Cent.	Per Cent.	Per Cent.	Per Cent.
Canada	55.8	59.8	67.2	68.6
U. S. A.	25.1	20.9	15.3	13.4
Holland	12.0	12.3	11.2	11.2
Australasia	3.2	3.1	2.0	2.1
France	1.3	1.0	1.4	1.3
Other countries	2.6	2.9	2.9	3.4
Total	100.0	100.0	100.0	100.0

Telegraphic Address, "DOMINO," Charlottetown.

The Dominion Parking Company, LIMITED.

Codes Used A.B.C. LIEBERS PRIVATE.

Charlottetown, P.E.I. Canada.

We control the product of

"The Charlottetown Preserving Co."

Pure Fruit Jams, Canned Fruits, etc.

TO THE TRADE

Our travellers are now out with full samples of our new pack Canned Meats, etc. We guarantee the quality equal to any packed on the American Continent. All bright, artistic labels. Let us give you quotations on your season's requirements—it pays to look ahead.

C. C. Corned Beef, 1's, 2's, 6's and 14's, square tins.
Whole Ox Tongues, sizes, 1½'s, 2's and 2½'s.
Prime Roast Beef, sizes, 1's, 2's and 6's.
Prime Roast Mutton, sizes, 1's, 2's and 6's.
Lunch Tongue, size, 1's, 2 doz. to case.
Oxford Sausage, sizes, 1's and ½'s.
Oxford Brawn, sizes, 1's and 2's, square tins.
Compressed Cooked Ham, sizes, 1's and 2's, square tins.
Potted and Deviled Meats, sizes, ½'s and ¼'s.
Chipped Dried Beef, sizes, 1's and ½'s.
Honeycomb Tripe, sizes, 1's and 2's.
Royal Baked Beans, sizes, 1's, 2's and 3's, either plain or with sauce.
Lunch Sausage, size, ½'s, 4 doz. to case.
Vienna Sausage, size, ½'s, 4 doz to case.
Soups, Ox-Tail, size, 2's, 2 doz. to case,
Kidney Stew,
Mutton Broth.

ABOVE ALL PACKED IN KEY-OPENING TINS.

Royal Condensed Mince Meat, 36-12 oz., 36 packages to case.

Home-Made Wet Mince Meat, 2 and 5 lb., fibre packages; 7, 14 and 25 lb. pails, tubs and bbls.

Branches at HALIFAX, SYDNEY and ST. JOHN'S, NFLD.

HAMS

Small
Medium
Large
Pickled, Smoked or Cooked.

We have a very fine stock of these just now and can give your order prompt shipment.

F. W. FEARMAN CO., Limited

PORK PACKERS and LARD REFINERS.

HAMILTON, ONTARIO.

Our English Brawn

Is a Trade Winner, always delicious and appetizing, nothing to equal it in the market.

Put up in Five-Pound Pails, Twelve to the Case.

Order Sample Case.

The Park, Blackwell Co., LIMITED

PORK AND BEEF PACKERS,

TORONTO, ONT.

Matthews' Rose Brand Boiled Ham

is mild and sweet in cure, tender in cutting, faultless in flavour. Fresh every day at **Peterborough, Hull** and **Brantford.**

—Surplus fat, and all bone removed.
—Always shipped by express.
—If our travellers do not see you, write us.

The George Matthews Company, Limited.

Established 1868.

—absolute purity

is guaranteed to your customers in

GILLETT'S Cream Tartar

Every time you make a sale of **Gillett's Cream Tarter** you please your customer and make a friend.

Ask your jobber for it.

E. W. GILLETT COMPANY LIMITED

London, Eng. **TORONTO, ONT.** Chicago, Ill.

We are buyers of

Poultry, Butter AND Eggs.

The best facilities for handling consignments. Up-to-date Cold Storage.

The J. A. McLean Produce Co., Limited

73-75-77 Colborne Street

Telephone Main 2491. **Toronto.**

PROVISION AND DAIRY MARKETS.

Toronto.

Provisions—The situation is dull and quiet this week with values generally depressed. Dressed hogs are lower. It is complained that while dressed hogs were costing but 80 cents more last year, lard is now 2 cents and long clear 1 3-4 cents less than this time last year. The range in prices for beef is slightly lower than last week, notably in hind quarters, which are 25 cents less. The same applies to lamb. We quote:

Long clear bacon, per lb	$ 0 08	$0 08½
Smoked breakfast bacon, per lb	0 12½	0 13
Roll bacon, per lb	0 09½	0 10
Small hams, per lb	0 12½	0 13
Medium hams, per lb	0 12	0 12½
Large hams, per lb	0 11	0 11½
Shoulder hams, per lb	0 09	0 09½
Backs, per lb	0 13	0 13½
Heavy mess pork, per bbl	16 00	16 50
Short cut, per bbl	18 00	18 50
Shoulder mess pork, per bbl	14 00	14 50
Lard, tierces, per lb	0 07¼	0 07½
" tubs "	0 07½	0 07¾
" pails "	0 07¾	0 08
" compounds, per lb	0 07¼	0 07½
Dressed hogs, light weights, per 100 lb		6 00
" " heavy "	5 75	6 00
Plate beef, per 200-lb. bbl		10 50
Beef, hind quarters	6 50	8 75
" front quarters	4 50	5 50
" choice carcases	6 50	7 25
" medium	5 50	6 50
" common	5 50	5 75
Mutton	6 50	7 50
Lamb	8 00	10 00
Veal	6 00	9 00

Butter—There is no change in prices to report this week. Creamery is meeting a fair enquiry with receipts fully equal to demand. Dairy is coming forward in ample quantities, with under grades in too large a proportion. There is accumulation of the latter. We quote:

	Per lb.	
Creamery prints	0 20	0 22
" solids, fresh	0 19	0 20
Dairy rolls, large	0 15	0 16
" prints	0 16	0 17
" in tubs, best	0 15	0 16
Under qualities	0 12	0 14

Cheese—Nothing new has transpired in the cheese situation. There seems to be larger quantities in first hands than was once believed. There is a steady consumptive demand, however, which maintains prices at the present level. We quote:

	Per lb.	
Cheese, large	0 10½	0 10¾
" twins	0 11	0 11¼

Montreal.

The demand for provisions and hog products has been fair, and in most lines prices are steady and unchanged. Pure lard showed some weakness, and sold at 7 to 7 1-2c. Hams and bacon are moving briskly. The market for dressed hogs has been fairly active, though prices are 25c. per 100 lbs. below those of last week, fresh killed abattoir dressed selling at $7 to $7.50, and country dressed at $6.50 to $7 per 100 lbs. Live hogs have been arriving in liberal supplies, and as a result the market declined somewhat. We quote:

Canadian short cut mess pork	$17 50	$18 00
American short cut clear	17 50	18 00
American fat back		18 00
Bacon, Wiltshire, per lb	0 13	0 13½
Extra plate beef, per bbl	11 50	12 00
Lard "Boar's Head" brand, tierce basis		0 07½
Carloads, less		0 00¼
20-lb. tin pails, tierce basis		
Half-bbls., over tierce		0 00¼
50-lb. tubs, "		0 00¼
20-lb. wood pails "		0 00¼
10-lb. tins, "		0 00¼
5-lb. tins, "		0 00¼
3-lb. tins, "		0 01

Wood net, tin gross weight—

	Wood.	Tin.
1 to 25 pails	1 58	1 48
26 to 49 pails	1 55	1 45
50 pails and over	1 53	1 43

Butter—The demand continues active and selected Fall creamery has been quoted at 22c.; Winter made creamery, 20 to 21c. For dairy rolls, the demand is good at 16 1-2 to 17c. Quite a quantity of medium dairy in tubs is on the market at 14 to 15c. The butter authorities are speaking already of the effect of war between Japan and Russia on Canadian butter in the English market. It would certainly give Canadian butter a much more important place in the Old Country than it has heretofore occupied. Prices this week are as follows:

Fancy Winter creamery	0 20	0 21
Summer goods	0 19	0 19½
Dairy rolls	0 16½	0 17
" tubs	0 14	0 16
Finest Fall made		0 22
" fresh prints	0 21	0 22

Cheese—The market is very quiet and there is little doing in a local way. There is still a good gap between holders here and English importers, and it has yet to be demonstrated which side will acknowledge defeat. There was nothing very definite on which to base a price, so we quote the range nominal at 10 1-2 to 11c., but it is understood that a leading concern has been picking up quite a few fair-sized lots held at points in Ontario, the terms of turnover being unknown.

St. John, N.B.

Provisions—In barreled pork the market is rather firmer. It has been very unsettled. Beef is dull and very little moving. Pure lard continues very low. Quite large stocks are held. Refined lard is held firm at about pure lard prices. Hams and bacon, while rather easier are held at quite full figures. In fresh meats, domestic beef is firmer and not so freely offered. Western is unchanged. Lambs are in light supply. Veal is becoming more plentiful and is rather easier. Pork, while so much below last year, seems firmer. Mutton is dull. We quote:

Mess pork, per bbl	$16 00	$18 00
Clear pork "	17 00	18 00
Plate beef "	11 00	12 00
Mess beef "	10 00	11 00
Domestic beef, per lb	0 05	0 06
Western beef "	0 07	0 08
Mutton "	0 05½	0 06
Veal "	0 08	0 09
Lamb "	0 07	0 08
Pork "	0 06½	0 07
Hams "	0 12	0 14
Rolls "	0 10	0 11
Lard, pure, tubs "	0 08	0 08¾
" " pails "	0 08½	0 09

Butter—Supplies of average grade are quite large, prices unchanged. Some good Ontario butter is now being received at reasonable prices. We quote:

Best tub Butter	0 18	0 20
Good dairy tubs	0 16	0 18
Fair "	0 14	0 15

Eggs—Are about out of the market. Some Western stock is, however, about due. Prices high and fancy figures are offered for henery stock. We quote:

Eggs, henery	0 35	0 40
" case stock	0 30	0 32

Cheese—Is in light stock and prices are firm. We quote:

Cheese, per lb	0 12½	0 13

London Provision Markets.

Thomas Nesbitt & Co., in their prices current of January 25th, write:

Weather colder and dull. Business far from active.

Butter—In fair demand at our quotations.

Bacon—Lean selections, quiet but steady. Fat in abundant supply and selllng badly.

Hams—Irish slow. Canadian light weights in more request.

Lard—Trade slow at advanced rates for kegs, etc. Bladdered sells but slowly.

Cheese—Market quiet for best Canadian, medium descriptions selling more freely. New Zealand in fair demand.

Eggs—Supplies short. Market firm but quiet.

Grocers,— Push it!

Sell more of it.

The consumption of Macaroni can be greatly increased.

Suggest it.

Macaroni is a food.

We prepare a better article of Macaroni than the imported artfcle, and we sell it cheaper. Ours is machine handled, and is therefore cleaner. Our Macaroni is very attractively put up.

SEND FOR SAMPLES AND PRICES.

When you send an order give your jobber's name.

NAPOLI MACARONI CO.,
Hayter and Teraulay Sts., **TORONTO, CANADA**

Brooms Brushes Baskets

Butter Ware Butter Paper Butter Tubs

Wooden Ware Willow Ware

Walter Woods & Co.

Hamilton and Winnipeg.

Ph. Richard's Brandies

are the product by distillation of the famous Wines of Charentes, the wine that produces the best and genuine Cognac.

CONNOISSEURS OF COGNAC

unhesitatingly give the preference to

Ph. Richard's Brandies

We are agents for Canada of these justly celebrated Cognacs. Your best trade will be satisfied at all times with the brand

"Ph. Richard"

Write for Prices.

Laporte, Martin & Cie.

Wholesale Grocers, and Wine and Spirit Merchants,

Montreal.

Cent for cent——
Value for value.

"Kolona"

—PURE CEYLON TEA—

has the lead every time.

Its great popularity and large sale is not due to excessive advertising, but to honest value.

You will find that with your discriminating customers who appreciate PURITY and QUALITY, it will sell in preference to all others.

OUR GUARANTEE WITH EVERY PACKAGE.

PACKED IN LEAD PACKAGES ONLY— ½-lbs. and 1-lbs.

BLACK, GREEN AND MIXED— 25, 30, 40, 50, 60 and 80c. lb.

THE EBY, BLAIN CO., LIMITED, Wholesale Grocers, TORONTO.

HENRY WRIGHT IN MONTREAL.

HENRY WRIGHT, of the A. F. MacLaren Imperial Cheese Co., Limited, Toronto, was a visitor to Montreal last week and favored the office of The Canadian Grocer with a friendly call. Mr. Wright, who has lately returned from a business trip to his company's branches in Philadelphia, New York and Boston, stated that he was most thoroughly satisfied with the increase in last year's business. It takes a lot of business to satisfy Mr. Wright, consequently it may be assumed that a very large trade was done in 1903. The prospects for the current year are of the brightest, and with the rearrangement of some essential features of his firm's business and the active campaign laid out he anticipates a still further increase. "It has got to come," said Mr. Wright. "We are extending and developing our trade in every direction. Our plant and warehouse capacity has been enlarged, our advertising department put into thoroughly good shape and it will not be our fault if everybody that eats doesn't know of the excellent quality of our products. The system of demonstrating MacLaren's Imperial Cheese and Canada Cream Cheese adopted by us last August in the United States has been an eye-opener even to myself, sanguine as I felt of the successful results of the innovation."

Mr. Wright is a thorough believer in printers' ink and from the inception of his business has never failed thoroughly and in striking manner to advertise the merits of his goods, or push his various agencies. "Constant dripping will wear away a stone," was the succinct way he expressed himself to the writer, "and constantly keeping our goods before the trade has worn away practically all opposition to a trial of our goods." Mr. Wright has never, as he states, missed a single issue of The Grocer since the day he started in business, "and what's more I never will," and it may be said that his firm's ads. are at all times pithy and striking.

Mr. Wright made his commercial headquarters during his stay in Montreal with Rose & Laflamme, commission and import agents, St. Paul street. Socially he was at home at the Windsor.

INSTALLED IN LARGER QUARTERS

The Canada Brokerage Company, of Toronto, have in deference to the increasing demands of their business, vacated their old premises at 48 Wellington street, east, and sought larger and more commodious quarters. These they found in the fine warehouses formerly occupied by Lumsden Bros., Front street east, opposite the offices of The Canadian Grocer. The new stand of the Canada Brokerage Co. is a particularly central and desirable one, spacious, well lighted and up-to-date in every particular.

BROKERAGE AND COMMISSION OFFICE.

Joshua A. Berry has opened a brokerage and commission merchant business office at 13 Scott street, Toronto. He will pay particular attention to food products. Mr. Berry has been in the agency business in New York for some time and he had, during the South African war, quite a little business in the exportation of Canadian canned goods to that part of the world. What he saw that time has induced him to take up his residence in Canada, as above stated.

TORONTO RETAIL GROCERS "AT HOME."

THE annual "At Home" of the Toronto Retail Grocers' Association, an event that has been looked forward to with a great deal of anticipation, particularly by the younger members of the fraternity, their wives, sisters and friends, came off at the Temple, Thursday evening of last week, with most gratifying success. Drawing near Lent, as it is the dancers seemed determined to make the most of fleeting time and the long programme consisting of sixteen numbers and four extras, was punctuated by many repetitions. The crowd which exceeded that at any previous function given by the association was amply accommodated on the splendid ball room in the Temple. The brilliant lights and decorations lent a gaily festive air which seemed to communicate itself not alone to the fair ladies, but even to veterans, grocers and travellers, who, despite the weight of years disported themselves with all the zest of the youngters.

The "At Home" was formally opened by President F. W. Johnston at about 8.45. He concluded a few brief remarks by introducing Mr. J. C. Wright, a humorous singer, who was very entertaining. Miss Teresa Flanagan, a charming young vocalist, also contributed to the programme of the evening accompanied on the piano by Mr. E. Bowles.

In a comfortable corner in the corridors tables were available for cards and there gathered an interesting group of old cronies, who scorning the frivolities of the dance enjoyed the solace of a good cigar while an occasional shout of "Euchred," followed the hearty chorus of laughter proclaimed the nature of the game that absorbed their interests.

The refreshments were served by Lloyd in the spacious reception room adjoining the ball room. Tables were daintily spread and care was taken that only a limited number were admitted, this avoiding all crowding.

The travellers who never fail to attend the Grocers' "At Home" were there in full force, accompanied by their friends of the fair sex. Among the representatives of wholesale and manufacturing houses present were:

J. F. Smyth, United Factories; H. Howett, P. McIntosh & Son; R. J. McNichol, Blue Ribbon Tea Co.; R. Raymond, Lever Bros; Frank Brittain, Imperial Extract Co.; E. B. Nettelfield, G. J. Manning, C. E. Proctor, Dalton Bros.; J. W. Stokes, G. H. Rennie, T. Kinnear & Co.; H. W. Thorpe, S. McGiffin, T. H. Smith, McWilliam & Everist; Ben. Cope, Gunns, Limited; Len Kemp, J. L. Bowes, J. A. McLean Produce Co.; Mr. Darrell, King, Darrell & Co.; J. Taylor, A. Montgomery, D. Casey, G. S. Grant, F. Maher, Eby, Blain & Co.; Chas. Shields, Fred Ramsey, Davidson & Hay; J. W. Saunders, Geo. Kent, Husband Bros.; Mr. Dawson, Dawson Commission Co.; Ted. Obie, Clemes Bros.; Chas. Kempton, Mr. Murphy, Rutherford & Marshall; S. S. Searle, Douglas & Radcliffe; S. Richardson, T. A. Lytle; J. P. Thompson, E. W. Gillette, W. K. Booth, H. Scully, Mr. Willbee, Canada Biscuit Co.; W. J. Kempthorne, W. H. Martin, Meakins & Sons; Mr. Parks, Todhunter, Mitchell & Co.; E. Hustwith, J. M. White, Fred Grigg, MacLaren's Imperial Cheese Co.; Jas. Mortimer, J. A. Norris, E. James, W. Martin, John Edmonds, Christie Brown Co.; H. E. Smith, D. Mortin & Son; R. Fee, R. Fee; H. E. Trent, Fleishmanns; Alex. Hutchinson, John Taylor; C. E. Ruperts, Taylor, Scott

F. W. Johnston, President Toronto Retail Grocers' Association.

& Co.; F. H. Smith, Smith & Carmichael; F. H. Crowley, Pure Gold Co.; F. W. Sloan; John Sloan & Co.; D. G. Beaton, Nicholson & Brock; R. Maxwell, Perkins, Ince & Co.; M. Muldrew, Lumsden Bros.; N. Y. Cootes, H. P. Eckardt & Co.; J. Weston Co.; H. Tomlin, H. Tomlin; M. Bredin, M. Bredin; F. T. James, F. T. James & Co.; F. E. Robson, Huyler & Co., N.Y.; W. S. May, R. W. Clarke & Co., Montreal; F. Rupert, Howland & Elliott; also representatives of F. W. Humphrey, Robertson Bros., M. Doyle, R. McIndoe, A. Campbell & Co., M. McLaughlin & Co., Salada Tea Co., Red Rose Tea Co., Robinson Mfg. Co., J. J. McLaughlin, Edwardsburg Starch Co., Pugsley, Dingman & Co.; Chas. Wilson; Limited; Warren Bros., Kilgour Bros., Natural Food Co., Gowans, Kent & Co.; Toronto Salt Works, Wilson, Lytle & Badgerow, and others.

The officers in charge of the "At Home" were:

President—F. W. Johnston.
Vice.President—H. Kelly.
Treasurer—J. T. Schoales.
Secretary—E. B. Nettlefield.
Stewards—J. Butcher, T. Clarke, R. B. Snow, B. Panter, F. Thorne, R. W. Davies, D. Bell, H. Kelly.

Notes.

Christie, Brown & Co., and Eby, Blain & Co. had each five representatives present.

It was the biggest crowd ever.

Secretary Nettelfield did his best to be every place at once throughout the evening.

The songs of Miss Flanagan and Mr. Wilson were well received.

The menu was all that could be desired and the service without fault.

A flashlight photo was taken during the evening by Bogart.

THE SALADA-BLUE RIBBON TEA CHALLENGE.

Editor Canadian Grocer: In your last week's issue there appeared an advertisement which was a repetition of a letter, signed by Messrs. G. F. & J. Galt, that appeared in your previous issue. Now sir, the same day this challenge appeared we telegraphed Messrs. Galt that we accepted their challenge, and had deposited our $500 to cover Messrs. Galts' cheque. We accepted that challenge, and do again without any reservation whatsoever, and we put our money up to bind that of Messrs. Galt.

We at once appointed Mr. J. L. Watt to represent us. Mr. William Ince, Sr., having agreed to represent Messrs. Galt. Mr. Watt interviewed Mr. Ince, and they both agreed that Messrs. Clarkson & Cross would be satisfactory to both parties as accountants. Mr. Watt is eager to have the matter gone on with at once. Mr. Ince positively refuses to go on, as per his letter of the 3rd of February, printed on page 37 of this issue, and he says he "declines to be drawn into any correspondence in this matter." What are we to assume? What does conduct of this kind mean? A re-assertion of a challenge, and a positive refusal to proceed, or to allow us to proceed.

We give the parties concerned fair warning that, if necessary, we will take legal steps to compel them to proceed on the lines of their challenge, or to pay over $500 towards the "Muskoka Sanitarium for Consumptives," and, in the meantime, warn you against returning Messrs. Galts' cheque now in your possession.

P. C. LARKIN & CO.

Toronto, Feb. 9, 1904.

EXPANSION.

That's what we are after. We are now in our new warehouse, **No. 9 Front St. East, Toronto,** where we carry full lines of everything.

RICES in the event of war are bound to go higher. We still quote :

RANGOON, - -	3.40.
" No. 1 -	3.60.
PATNA, - -	4.75.
" - -	5.25.

TEAS. The same remarks apply to Greens. We have a nice assortment of Ceylons and Indian Greens.

Just as a snap we offer Belleville Pack, finest quality

STRAWBERRIES, in syrup, -	$1.25.
" preserved, -	1.35.
RASPBERRIES, in syrup, - -	1.25.
DAMSON PLUMS, - -	.85.

It will pay you to keep in touch with us. We are out for business and can quote you right.

CANADA BROKERAGE CO.

Limited

9 Front St. East, Toronto.

PHONES—Main 2282.
" 870.

Mrs. Dooley

is modest as to manner, and her worldly circumstances are only moderate. She has a good thing in

Mrs. Dooley's Laundry Soap

and hopes in time to make it pay her a very nice income.

Just now she is courting the favor of the grocery trade and hopes by gentle means to secure their active co-operation in the sale of her soap.

To this end she will have something to say week by week in The Canadian Grocer.

Price List on Mrs. Dooley's Laundry Soap:

	100 bars	60 bars.
1 Case lots - -	$3.70	
5 " " - - -	3.60	2 15
10 " " - -	3.50	2.10
25 " " - - -	3.40	2.05

FREIGHT PREPAID ON 5 BOX LOTS.

THE
Metropolitan Soap Co.
LIMITED
TORONTO.

Fresh and Cured Fish

Japan Buying Salmon.

THE Japano-Russian War is likely to create an extensive demand for low grade salmon. For some years of late Japan has been taking quantities of these fish but the prospect of war has greatly stimulated the demand. Mr. H. C. H. Cannon, president of the United Canneries of British Columbia, who was in Toronto last week is authority for the statement that one of the companies had recently received an order for 300,000 of that grade called dog salmon direct from the Japanese Government. This was the first order of that kind, and seems to indicate that the Government regards the dog salmon as suitable food for soldiers. War, if it should be declared, will undoubtedly lead to an enormous demand, and with war prices we will also be able to send the cohoes and hump-back varieties, which hitherto have found a market in eastern Canada and the United States. The finest variety sockeye, which we ship to Europe, will probably be too expensive, but I feel sure that in case of war the salmon used on this continent will all advance in price. Already there has been a noticeable stiffening in all grades."

Erect Refrigerating Plant.

Wallace Bros., cannerymen and fish preservers on the Skeena River, have bought out the Nelson saltery at Port Nelson, B.C., mouth of the Naas River.

It is declared to be the intention of the purchasers to erect a refrigerating plant near the saltery, and next season to embark more extensively in the freezing of salmon and halibut for the English market. Wallace Bros. have been operating a refrigerating plant at Claxton for several years past. It has proved extremely successful.

To Make Oysters Fat.

The annual meeting of the Marine Biological Board was held in Ottawa on Saturday last, those present being Prof. Prince, commissioner of fisheries, director; Prof. Ramsay Wright, Toronto University, assistant director; Prof. A. P. Knight, Queen's University, Kingston; Prof. MacBride, McGill University, Montreal. Among the subjects discussed was the work at the biological station at Malpeque, P. E. I., and a scheme for the improvement of the deep-sea fisheries in the Gulf of St. Lawrence.

Prof. Wright reported that very valuable observations on the causes of deterioration in the oyster beds of Prince Edward Island have been made, and a new system of fattening the oysters on lays and on bouchots was being tried, which it is anticipated will materially increase the size and quality of this shell fish. Another meeting will be held next month to map out the coming season's work.

Hatchery for Lake of the Woods.

Executive Agent Fullerton, of the Minnesota State Game and Fish Commission, in his annual report recommends that the State or National Government co-operate with the Government of Canada in establishing a fish hatchery at the Lake of the Woods. Mr. Fullerton says that sturgeon in that lake are caught in large quantities, and that unless somethings is done to restock the lake it will soon be depleted.

Shediac Oysters.

The first shipment of oysters from Shediac Bay, New Brunswick, to Toronto, arrived tne first of last week. The oyster beds of Shediac Bay have hardly been exploited as yet, and for the last ten years have been under the protection of the law. During this time they have been raked only twice, on each of which occasions but three week's fishing was allowed.

The special feature of the Shediac oyster is its large size and fine salty flavor. In 1900 a barrel was sent over to "Royalty" as a gift. Few epicureans throughout the country have had ouportunities of sampling this fine New Brunswick product, but now, however, the trade is to be given a chance to pass its verdict on Canadian-grown oysters.

Hard on Lobster Fishers.

The lobster fishermen on the Nova Scotia Coast are said to be having a hard Winter. The catch has been poor owing to the terrible storms and the bitter cold, and many lives and vessels have been lost.

Winnipeg, February 6, '04.

To the Trade.

All those who read the Salada advertisement that recently appeared in the "Grocer" know that it was intended to convey the idea that the sale of Salada tea was so enormous that the increase alone was greater than the entire tea business of any other firm in Canada.

To permit such a statement to go unchallenged was neither fair to the merchants handling Blue Ribbon Tea or to ourselves. We believe that the quantity of Blue Ribbon Tea sold in Canada exceeds the quantity of Salada Tea sold in Canada and consequently proposed that a comparison be made by a chartered accountant and suggested that Mr. Ince act as referee.

If The Salada Tea Company wish also to compare their increase in Canada and United States (we believe they do a large Green Tea business in U.S.) with our entire business, including The Blue Ribbon Tea Company of Toronto, controlled by us, we are quite willing to accommodate them, and have already mailed a second check for five hundred dollars to Mr. Ince for this purpose.

It now appearing that Mr. Ince is unwilling to act unless the parties agree upon the interpretation of certain clauses in Salada's ingeniously-worded challenge and as this would indefinitely postpone a decision, we have endeavored to state plainly the conditions upon which, according to our understanding, the investigation is to proceed.

If The Salada Company are agreeable, the matter may be taken up by Mr. Clarkson at once.

(Sgd) G. F. & J. GALT.

Highest Standard Quality Domestic

Canned Fruits and Vegetables

At Lower Prices than Common Grades.

SIMCOE LYNN VALLEY BRAND.

	Canners' Net Prices to the Wholesale Trade.	OUR PRICES to the Retail Trade.
3 -lb. Preserved Apples	$ 1.25	$ 1. 10 per doz.
2 -lb. Preserved Grapes	1.26	1. 10 "
2½-lb. Preserved Grapes	1.57½	1.40 "
3 -lb. Yellow Peaches	2.34	2.25 "
2½-lb. Bartlett Pears	1.75½	1.60 "
3 -lb. Bartlett Pears	1.89	1.80 "
Gallon Standard Pears	3. 15	2.75 "
2 -lb. Bahama Sliced Pineapples	2.00	1.90 "
3 -lb. Bahama Whole Pineapples	2.35	2.00 "
2 -lb. Bahama Grated Pineapples	2.25	2. 10 "
2 -lb. Lombard Plums, in Heavy Syrup	1. 17	1.00 "
2½-lb. Lombard Plums, in Heavy Syrup	1.39½	1.25 "
3 -lb. Preserved Rhubarb	1.62	1.50 "
2 -lb. Strawberries, in Heavy Syrup	1.26	1.25 "
2 -lb. Preserved Strawberries	1.44	1.35 "
Gallon Standard Strawberries	4.50	4.00 "
2 -lb. Sliced Sugar Beets	.81	.50 "
2 -lb. Whole Sugar Beets	.81	.50 "
3 -lb. Whole Sugar Beets	.90	.60 "
2 -lb. Select Table Onions	1.25	1.00 "
2 -lb. Select Table Parsnips	.81	.60 "
2 -lb. Select Table Spinach	1.26	1.25 "
3 -lb. Select Table Turnips	.90	.70 "
Log Cabin 2-lb. Succotash	.90	.90 "

HUDON, HEBERT & CIE.,

Wholesale Grocers and Wine Merchants,

MONTREAL.

The Most Liberally Managed Firm in Canada.

CLASSIFIED LIST OF ADVERTISEMENTS.

Ammonia.
Harvey, John G., Todmorden Ont.

Baking Powder.
Capstan Mfg. Co., Toronto.
Eagle Mnfg. Co., Montreal.
Gillett, E. W. Co., Toronto.
Greig Mfg. Co., Montreal.
McLaren, W. D., Montreal.
Snowdon, Forbes & Co., Montreal.

Baskets.
Oakville Basket Co., Oakville, Ont.
Woods, Walter, & Co., Hamilton.

Bird Seed.
Nicholson & Brock, Toronto.

Biscuits, Confectionery, Etc.
Browne & Wells, Toronto.
Canada Biscuit Co., Toronto.
Christie, Brown & Co., Toronto.
Imperial Biscuit Co., Guelph, Ont.
McGregor-Harris Co., Toronto.
Mooney Biscuit & Candy Co., Stratford.
Mott & Co., John P., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.
Stewart, A. J., Toronto.

Blue and Black Lead.
Douglas, J. M. & Co., Montreal.
Oakey, John, & Sons, London, Eng.
Reckitt's—Gilmour Bros., Montreal.

Brooms, Brushes, Etc.
Waterloo Broom and Brush Co., Waterloo, Ont.
Woods, Walter, & Co., Hamilton.

Canned Goods.
Anglo-British Columbia Packing Co., Vancouver, B.C.
Black Bros. & Co., Halifax, N.S.
Burlington Canning Co., Burlington, Ont.
Gardiner & Co., Vancouver, B.C.
Hudon, Hebert & Cie., Montreal.
Tippett, A. P. & Co., Montreal.

Cash Registers.
National Cash Register Co., Dayton, O.

Cheese Cutter
Computing Scale Co. of Canada, Toronto.

Cigars, Tobaccos, Etc.
American Tobacco Co., Montreal.
Empire Tobacco Co., Montreal.
Erie Tobacco Co., Windsor, Ont.
Fortier, J. M., Montreal.
Horrocks, T. J., Toronto.
McAlpin Consumers Tobacco Co., Toronto.
McDougall, D., & Co., Glasgow, Scot.
Payne, J. Bruce, Granby, Que.
Reid, W. B. & Co., Toronto.
Steele, W. H., Co., Toronto.
Tuckett, Geo. E., & Son Co., Hamilton.

Cocoanut.
Davidson & Hay, Toronto.
Greig, Robt., Co., Toronto.

Cocoas and Chocolates.
Cowan Co., Toronto.
Epps, James, Co., London, Eng.
VanHouten's—J. L. Watt & Scott, Toronto

Coffee Clearer.
Lucas, Steele & Bristol, Hamilton.

Coffee Essence.
Bromley's—W. G. Patrick & Co., Toronto.

Commission Merchants and Brokers.
Cameron, Gordon & Co., Winnipeg.
Clark, R. W., & Co., Victoria, B.C.
Davidson & Hay, Toronto.
Dawson Commission Co., Toronto.
Dunn, Wm. H., Montreal and Toronto.
Lambe, W. G. A., & Co., Toronto.
Nicholson, E., Winnipeg.
Patrick, W. G., & Co., Toronto.
Rutherford, Marshall Co., Toronto.
Ryan, Wm., Co., Toronto.
Thomas, J. P., Quebec, P.Q.
Watt, J. L., & Scott, Toronto.

Computing Scales.
Computing Scale Co. of Canada, Toronto.
Wilson, C., & Son, Toronto.

Concentrated Lye.
Gillett, E. W., Co., Toronto.

Condensed Milk and Cream.
Borden's—Wm. H. Dunn, Montreal and Toronto.
St. Charles Condensing Co., Ingersoll.
Truro Condensed Milk & Canning Co., Truro, N.S.

Crockery and Glassware.
Gowans, Kent & Co., Toronto.
Sydenham Glass Co., Wallaceburg, Ont.

Dairy Produce and Provisions
Clark, Wm., Montreal.
Dominion Packing Co., Charlottetown, P.E.I.
Fearman, F. W., Co., Hamilton.
Matthews, Geo. Co., Brantford.
Maclaren, A. F., Imperial Cheese Co., Toronto.
McLean, J. A., Produce Co., Toronto.
Park, Blackwell Co., Toronto.

Educational.
Central Business College, Stratford.

Financial Institutions.
Bank of Commerce, Toronto.
Bank of Toronto, Toronto.
Bradstreet Co.
British-American Assurance Co., Toronco.
Canada Permanent, Toronto.
Confederation Life, Toronto.
London Guarantee and Accident Co., Toronto.
Metropolitan Bank, Toronto.
Western Assurance Co., Toronto.

Fish.
Black Bros. & Co., Halifax.
Chaput, L., Fils & Cie., Montreal.
James, F. T., Co., Toronto.
Johnson, C., Gardiner & Co., Vancouver, B.C.
Kinnear, T. & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
Todd, J. H., & Son, Toronto.
White & Co., Toronto.

Flours and Cereals.
Castle, F. J., Co., Ottawa.
Force Food Co., Buffalo, N.Y.
Greig, Robt., Toronto.
Keen, Robinson & Co., London, Eng.
MacKay, John, Bowmanville, Ont.
McCann, Wm., & Co., Toronto.
McIntosh, P., & Son, Toronto.
Napoli Macaroni Co., Toronto.
Tillson Co., Tillsonburg, Ont,

Foreign Importers.
Kessel, F., & Co., London, Eng.
Whiteley, Muir & Co., Liverpool, Eng.

Fruits—Dried, Green and Nuts.
Balfour & Co., Hamilton.
Canada Brokerage Co., Toronto.
Clemes Bros., Toronto.
Davidson & Hay, Toronto.
Eby, Blain & Co., Toronto.
Gibb, W. A., & Co., Hamilton.
Gillard, W. H., & Co., Hamilton.
Goodwillie's—Rose & Laflamme, Montreal.
Husband Bros. & Co., Toronto.
Kinnear, T., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
McWilliam & Everist, Toronto.
Tippet, A. P., & Co., Montreal.
Walker, Hugh, & Son, Guelph.
White & Co., Toronto.

Gelatine.
Canadian Gelatine Co., Toronto.
Cox, G. & J.

Grocers—Wholesale.
Balfour & Co., Hamilton.
Canada Brokerage Co., Toronto.
Chaput, L., Fils & Cie, Montreal.
Davidson & Hay, Toronto.
Eby, Blain Co., Toronto.
Eckardt, H. P., & Co., Toronto.
Hudon, Hebert & Cie., Montreal.
Laporte, Martin & Cie, Montreal.
Lucas, Steele & Bristol, Hamilton.
Marceau, E. D., Montreal.
Turner, James, & Co., Hamilton.

Grocers' Grinding and Packing Machinery.
Adamson, J. T., & Co., Montreal.
Coles Mfg. Co., Philadelphia, Pa.
Eby, Blain Co., Toronto.

Hides.
Page, C. S., Hyde Park, Vt.

Interior Store Fixtures, Trucks, Etc
Auer Light Co., Montreal.
Dominion Show Case Co., Toronto.

Jams, Jellies, Etc.
Canada Biscuit Co., Toronto.
Greig Mfg. Co., Montreal.
Herron, R., & Co., Montreal.
McGregor-Harris Co., Toronto.
Upton's — A. F. MacLaren Imperial Cheese Co., Toronto.

Macaroni
MacLaren, A. F., Imperial Cheese Co., Toronto.
Napoli Macaroni Co., Toronto.
Tippet, A. P., & Co., Montreal.

Mince Meat
Capstan Mfg. Co., Toronto.
Clark, Wm., Montreal.
Lytle, T. A., Co., Toronto.
Wethey, J. H., St. Catharines.

Mustard.
Colman, J. & J., London, Eng.

Pass Books, Etc.
Allison Coupon Co., Indianapolis, Ind.

Peels.
Batger's—Rose & Laflamme, Montreal.

Pickles, Sauces, Relishes, Etc.
American Coffee & Spice Co., Toronto.
Colson, C. E., & Son, Montreal.
Douglas, J. M., & Co., Montreal.
Ewing, S. H., & Sons, Montreal.
Horton-Cato Mfg. Co., Windsor. Ont.
Laing's, Dr.—W. G. Patrick & Co., Toronto.
Lytle, T. A., Co., Toronto.
Patterson's—Rose & Laflamme, Montreal.
Stretton & Co., Worcester, Eng.

Polishes—Metal.
Oakey, John, & Sons, Montreal.

Polishes—Stove.
Morse Bros., Canton, Mass.
Prescott's.—W. H. Dunn, Montreal and Toronto.

Pottery.
Foster Pottery Co., Hamilton, Ont.

Poultry Food.
Greig, Robert, Co., Toronto.

Refrigerators.
Eureka Refrigerator Co., Toronto.

Salt
Canadian Salt Co., Windsor, Ont.
Patrick, W. G., & Co., Toronto.
Toronto Salt Works, Toronto.

Seed Corn.
Stevens, Fred B., Chatham, Ont.

Shelf Boxes.
Bennett Mfg., Co., Pickering, Ont.

Soap.
Calvert, F. C., & Co., Manchester, Eng.
Metropolitan Soap Co., Toronto.

Soap Powder
Babbitt's. — W. H. Dunn, Montreal and Toronto.

Sodas—All Kinds.
Winn & Holland, Montreal.

Starch.
Brantford Starch Works, Brantford.
Edwardsburg Starch Co., Cardinal, Ont.
St. Lawrence Starch Co., Port Credit.

Steel Shingles.
Metallic Roofing Co., Toronto.

Sugars, Syrups and Molasses.
Canada Biscuit Co., Toronto.
Dominion Molasses Co., Halifax, N.S.
Edwardsburg Starch Co., Cardinal, Ont.
Imperial Maple Syrup—Rose & Laflamme, Montreal.
St. Lawrence Sugar Refining Co., Montreal.

Teas, Coffees, and Spices.
Balfour & Co., Hamilton.
Blue Ribbon Tea Co., Toronto.
Canada Brokerage Co., Toronto.
Ceylon Tea Traders' Ass'n.
Chase & Sanborn, Montreal.
"Commissioner" Tea, London, England.
Davidson & Hay, Toronto.
Eby, Blain Co., Toronto.
Ewing, S. H. & A. S., Montreal.
Ewing, S. H. & Sons, Montreal.
Gillard, W. H., & Co., Hamilton.
Japan Tea Traders' Ass'n.
Lucas, Steele & Bristol, Hamilton.
Marceau, E. D., Montreal.
Pure Gold Mfg. Co., Toronto.
Rutherford, Jas., & Co., Montreal.
Salada Tea Co., Montreal and Toronto.
Turner, James, & Co., Hamilton.
Wood, Thos., & Co., Montreal.

Vinegars.
Grimble & Co., London, Eng.
Hill, Evans & Co., Worcester, Eng.

Warehousing.
Cameron, Gordon & Co., Winnipeg.

Watches.
Ingersoll, Robt. H., & Bro., New York.

Woodenware.
Woods, Walter, & Co., Hamilton.

Wines, Liquors and Beer.
Gloag, Matthew, Perth, Scotland.
Laporte, Martin & Cie., Montreal.

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Gillett, E. W., Co., Toronto.

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Salt—Reduced Prices

Having completed alterations and improvements we are now in a position to fill all orders. Our plant, as reconstructed, is the most modern in existence, and has the largest capacity in the British Empire for the production of high-grade Salt.

The improvements made having enabled us to effect a considerable saving in the cost of manufacture, we have issued new Price Lists, showing very large reductions.

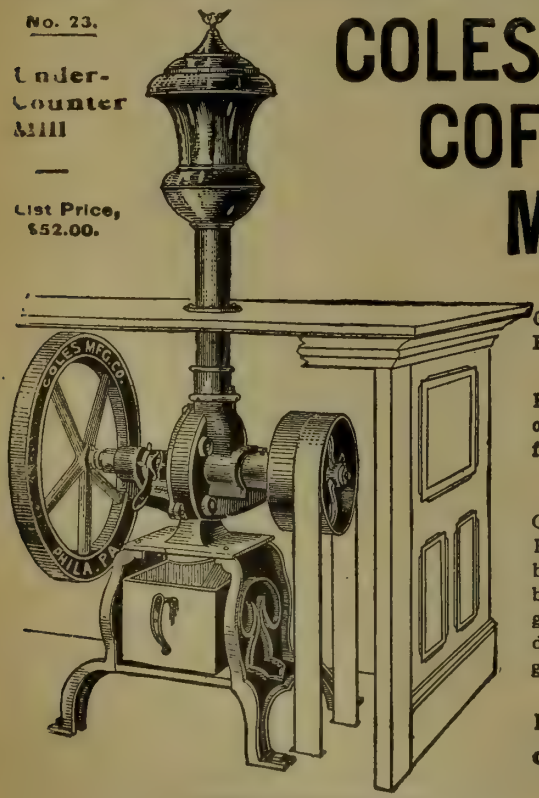
As it is almost impossible to secure cooperage stock we suggest that our customers order ordinary fine Salt in sacks. Write for new Price List.

The Canadian Salt Co., Limited,
Windsor, Ont.

No. 23.

Under-Counter Mill

List Price, $52.00.



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Our mills wil Pulverize with out heating Cof fee.

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear o grinders.

A GREAT LABOR-SAVER.

Our Grinders wear longest.

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BRANTFORD PREPARED CORN STARCH

Is a wholesome article of every-day use. It can be served in so many dainty dishes that it is often used on your customers' tables.

If you supply your trade with Brantford Prepared Corn Starch we know they will enjoy it and thank you for the suggestion. If you have never handled it, send in a trial order to-day.

THE BRANTFORD STARCH WORKS, LIMITED.
BRANTFORD, CANADA.

THE CANADIAN GROCER

President:

JOHN BAYNE MACLEAN,

Montreal.

The MacLean Publishing Co.

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JAPAN TEA AND THE WAR.

THE immediate effect of the outbreak of war between Russia and Japan has been to stimulate buying in Japans. Offers were accepted Monday that were scorned on Saturday. There is a general firmness here and advancing prices in New York and Chicago. The future is causing considerable speculation. The fact that Japans are already very high here is thought by some to preclude the possibility of any considerable further advance, and this might be regarded as conclusive were it not for the fact that Japans occupy a very considerable place in the United States. Speculation is more rife there and considerable advances are not unlikely. It follows, therfore, that there being no duty on Japans entering the United States from Canada any advance across the line must be reflected in our market as holders would find it profitable to sell to American buyers. The extent to which the effect of the war has already been discounted is also a factor which must be considered.

Should Japan be seriously menaced by Russia there is little doubt that the United States markets would witness a very material advance in Japans, but from the opening indications, such an outcome is not at all probable. Looking at the situation from all sides, therefore, it would not appear that conditions warranted any alarming advance in Japan tea at present. Should the war be prolonged and workmen withdrawn from the tea gardens to such an extent as to prevent the proper care of the next crop, that would be another matter.

CABINET HONORS FOR BUSINESS MAN.

SIR WILFRID LAURIER did a popular as well as a judicious thing when he took Mr. Chas. S. Hyman into his Cabinet. Mr. Hyman is the stamp of man we should see more frequently in public. He is a business man, one who has made a success of his private vocation, who is thoroughly in touch wiht the business community of the country, who is accustomed to dealing with large issues and who has the business man's capacity for taking a sane and liberal views of matters brought before his consideration.

As chairman of the Railroad Committee Mr. Hyman did good work in a field requiring exceptional astuteness, and as chairman of the committee for the redistribution of constituencies, he was placed in a position requiring the exercise of the greatest tact, a quality which is said to be absolutely essential for Cabinet Ministers. Mr. Hyman well deserves his appointment. Although without portfolio his practical point of view and business experience will be of very great service to the Government. No doubt he will shortly be given a portfolio. As Minister of Trade and Commerce he should be a success and would undoubtedly impart life to a department which heretofore has by no means been equal to its possibilities. The business world will follow Mr. Hyman's Cabinet career with interest and sympathy.

A POINT ON PACKING BUTTER.

COMPLAINTS are still heard from time to time among the commission men of the careless manner in which butter is forwarded to them. "Pound prints," remarked a prominent provision man to The Grocer, "should always be wrapped in parchment paper. It should be a first-class paper. Poor paper is poor economy. But for large rolls even good paper is not satisfactory and poor paper is abominable. Large rolls should be wrapped in cheese cloth. The grocer should see that this is done in every case. He loses nothing on the cloth which is weighed with the roll, and at the same time the roll is kept neat, clean and in good condition."

Anyone who has ever been in a commission house and seen the employes engaged in removing the battered pieces of paper from delapidated rolls will agree with the remarks of the gentleman above quoted.

In answer to an enquiry as to the loss to which the consignor was subject on account of not packing his butter in a neat and tidy manner as above indicated, the gentleman referred to stated that it was often as much as three cents. It often meant the difference between first-class dairy butter and the nondescript class that is quoted under the name of under qualities.

If to any this seem extravagant he need but go to any commission house and see for himself the miserable condition in which much butter arrives.

TRANSPORTATION PARALYZED.

THE demoralization of the transportation agencies in Western Ontario reached a climax Friday and Saturday of last week when the railroads refused to accept freight, for delivery on some of their lines, and even the express companies broke down and declined to accept parcels for delivery before Sunday or Monday, which usually

would have required but a few hours. Complaints of general freight being delayed are common, instances are reported of consignments despatched over two weeks ago which have not since been heard of. The accumulated snow has left behind an accumulation of freight which is almost as burdensome to the over-worked railroad officials as the snow itself. This week, however, should do much to straighten out matters, and in the last resort let it be remembered that the Winter is nearly over and it has been one of those old-fashioned kind, the disappearance of which we have been accustomed to lament.

ATTENTION TO CHILDREN.

A TORONTO retailer who has won a large measure of success ascribes the close grip he has on his wide constituency to the attention he has paid to the children and the youth of the neighborhood about his store.

He has made a hobby of learning the names of all children who enter his store, of always greeting them with a pleasant smile and of sometimes treating them to a candy or some other favorite substance from his stock. As the children grow up he keeps in touch with them as well as possible, even if they seldom enter his store. Should one of them marry he manifests his interest in the event in some way or other.

He does all this as an investment. Is it worth while? He is confident it is. He states that many of his customers are those who have married and started housekeeping since he started in business and that even when they have moved away from his district he has been able to retain their trade as well as their friendship; and he boasts, and that with evident reason for the claim, that he does more business for the size of his store than any grocer in Toronto. His business does not consist in the trade of the passer-by but of the regular "call-for-order-and-deliver" business which ensures a steady flow of trade at a fair margin of profit.

He is not compelled to be ever scheming to secure some great bargain, some line which he can sell "away below cost" in order to catch trade or hold what he has. Nor does he find it necessary to keep his store open the unreasonable hours which take away all the pleasure of business and which frequently take the energy out of a man. He has found his business a pleasure and a delight as well as a means of weekly adding to the reserve fund of his bank account. His customers are used to him. His hobby of attention to them in past years is rewarded with their habit of regularly waiting to give him their orders.

Here is a method of competition which is singularly effective yet never annoying to a rival merchant in the same line. The vital force of being sunny, of extending the "glad hand" to every customer who enters the store, whether it be a mere toddler with a few cents in a jug for some "winegar" or a serious matron with her household needs, is incalculable. It pleases the customers and never arouses the "other fellow down the street" to any retaliatory action, as does the offering of a reduction of 1c. or so on some staple line.

Above all things, do not neglect a child because of some older person. The golden principle of "first come, first served" applies to all regardless of age, even though sometimes not of sex. Some children are sensitive on this point. And they have right and justice with them in being so.

NEW DEPARTURE IN TRADE REPORTS.

THE GROCER has had occasion from time to time to suggest ways in which the department of Trade and Commerce at Ottawa might serve a more useful purpose than a bureau for the periodical issuance of thick blue-covered books full of dull and more or less undigested and undigestable statistics. On numerous occasions, the last quite recently, we have pointed out the service which was being rendered the business community by the issuance through their department corresponding to that of Trade and Commerce, of weekly reports of Consular agents from all over the world. These reports which bristle with news of interest to the manufacturing and business community have heretofore had no counterpart in our Canadian administrative organization. The Grocer has urged that this was a proper project to be undertaken by the Department of Trade and Commerce. We are glad to know that the Government has at last awakened to the importance of doing something in this matter and the first weekly report containing reports of commercial agents and trade enquiries has been issued by the Department of Trade and Commerce. This first report appropriately deals with butter and cheese. Reports are reproduced of our commercial agents in Trinidad, Jamaica, St. Kitts, Nevis and the Virgin Islands, and give some very valuable information as to the imports of these dairy products, our competitors, size of packages required, tariff duties enforced as well as giving lists of the chief importers of these articles in the various islands named. The first report is most interesting and instructive. A weekly issuance of such reports should foster a healthy interest in export trade and prove a most valuable innovation.

RISE IN SUGAR.

FOLLOWING an advance in New York Canadian refiners added 5 cents per hundred to their sugar quotations at the close of last week. The notable feature of this advance, however, is the fact that it applies but to sugar in barrels and boxes. Sugar in bags has been advanced only 2 1-2 cents per hundred, so that now the difference in favor of sugar in bags over that in barrels or boxes is now 7 1-2 cents. The reason of this is to be found in the higher prices of cooperage stock and general scarcity of barrels. The effect will doubtless be to increase the demand for sugar in bags on the part of those who are in a position to handle the bagged article advantageously. There is already a considerable quantity of sugar thus handled. It will no doubt increase if the present differential is maintained.

OPENED DEPOT IN MONTREAL.

F. C. CALVERT & CO., Manchester, Eng., have recently opened a depot at 307 Dorchester street, Montreal, for the extension of their Canadian business, where a stock will be kept of their various specialties, of carbolic toilet preparations, etc.

Calvert & Co.'s various soaps need no recommendation, but there are one or two other articles which would be of great service to the public and which will have a great sale as they become better known to the Canadian consumer, such as their 10 per cent carbolic soft soap, useful to clear insects from animals, plants, or roses, to remedy greasy heel, mange, and other animal skin ailments, and to destroy contagion, and also useful for house-cleaning.

Another article which should find a ready sale in the grocery store, is Calvert's Carbolic Dog Soap, which retails for 15c. It contains 10 per cent of carbolic acid together with sulphur, and is especially valuable for washing pet animals, being so preapred that it is not dangerous. It destroys parasites, and will prevent most skin diseases and annoyance by insects.

Calvert & Co., whose address is as above given, will be pleased to send grocers a price list, and give any information regarding their manufactures, and supply literature for distribution, in respect of these various useful articles.

CANNED GOODS FACTORY WANTED.

A gentleman from the United States who has recently taken up his residence in Canada is desirous of purchasing a canned goods factory in Canada. He desires a factory that is equipped for putting up canned fruits and vegetables. The Canadian Grocer will be glad to place in communication with him any canner who desires to dispose of his property.

AN ORNAMENTAL HANGER.

The store hanger lately issued by Snowdon, Forbes & Co., Montreal, one of which has been forwarded to The Grocer with the firm's compliments, is one of the most attractive of the season. It represents a large grandfather's clock with two pretty children, one on either side. The pendulum is a package of "Bee" starch with the legend:

"Just ten o'clock the ironing all done,
Mamma used Bee starch, we are ready for fun."

The coloring is a deep red background, mahogany clock and the children in blue. The entire effect is striking and the hanger an ornament to every store. By dropping a post card to Snowdon, Forbes & Co. and mentioning The Canadian Grocer, all subscribers can obtain a hanger by return mail.

PLENTY OF SALT NOW.

A WESTERN Ontario caller at the Toronto office of The Grocer this week was Mr. E. H. Henderson, of the Canadian Salt Co., Windsor, Ont. Mr. Henderson reports that his company have completed the alterations they have been making in their works, and now have a plant of which they are very justly proud. The new building is fireproof and the most modern machinery has been installed for the production of fine table and dairy salt. The process of manufacture is described as a compound double effect vacuum system, giving the Canadian Salt Company a capacity of 16 cars or 1,600 barrels per day. Orders can now be filled without the slightest difficulty, the only trouble now is to get cooperage stock for barrels, and cars from the railroads.

New price lists are being issued which make very considerable reductions in prices of salt.

FOOD FAIR.

The Food Fair at present being held at the S. Carsley Co.'s Limited, departmental store, Montreal, is attracting the attention of consumers. Some of the best known grocery specialty manufacturers are having booths from which are served among others, Bensdorp's Royal Dutch Cocoa, Pure Gold jellies, Borden's Condensed Milk and Evaporated Cream, Chase & Sanborn's Coffees, Kkovah Jellies, Custards and Blanc Mange, Roval Packing Co.'s Jams, Jellies, etc., etc. The attractive manner in which the various goods are arranged and served by the lady demonstrators has advertised these specialties very satisfactorily among the citizens of Montreal. Mr. Foreman, manager of the grocery department, has spared none of his time and energy to make the fair a success.

TRINIDAD COCOA.

According to advices received from Trinidad dated January 14 the supplies of cocoa are coming in more freely and will be plentiful during the next two months, after which a break in deliveries is anticipated. The showery weather of the past few weeks has been of great benefit to the crop generally, but which even under the most favorable circumstances cannot now be expected to reach last year's figures, as the shortage to date amounts to 40,083 bags. It is reported that large forward contracts have to be filled during the current month which is likely to bring about an advance in prices. Exports for the fortnight amount to 8,509 bags, of which 5,130 bags went to the United States, and from October 1 to date shipments amount to 18,741 bags, as compared with 58,824 bags for the corresponding period of last year.

PERSONAL MENTION.

F. Hughes & Co., Montreal, lately appointed selling agents for The Ozo Co., report very satisfactory contracts for their principals goods. Prospects for an extensive business are very bright.

Mr. J. W. Windsor, canned goods packer of Montreal, and president of the Wellington Packing Co., of Wellington, Ont., is in Columbus, Ohio, this week, attending the canners' convention in session there.

Mr. F. J. Castle, of the F. J. Castle Co., Ottawa, is a visitor in Montreal this week. A representative of the Grocer who had the pleasure of meeting him, was informed that business with his firm was good, in fact trade generally is reported as bright in Ottawa.

Mr. Wm. H. Dunn, Montreal, is in Toronto, making the office of the Pure Gold Mfg. Co. his headquarters. He has represented this firm in Montreal for over fifteen years. He reports that the business in Montreal for Pure Gold goods never was better.

Mr. N. N. Munro, representing the Hamilton Coffee and Spice Co., Limited, Hamilton, is doing the Ottawa district. Mr. Munro, who has represented this firm in the Eastern section of Ontario during the past eight years, is an experienced grocery salesman and thoroughly up in all lines of groceries, and in the eternal fitness of things does a good trade.

Mr. W. H. MacLaren, of the Hamilton Coffee and Spice Co., Limited, Hamilton, is at present on his annual tour through Manitoba, Northwest Territories and British Columbia. The business of his company in the above districts is a most extensive one, they having four regular travelling salesmen covering the ground.

RETAILERS — HAS IT OCCURRED TO YOU?

The time for the usual Spring house-cleaning will soon be here, and every housewife in Canada should have a few cans of CONCENTRATED LYE in the house in readiness for it.

Those who have had any experience will naturally want GILLETT'S LYE. If you have any customers who have never used this article when housecleaning—

YOU WILL, OF COURSE, RECOMMEND GILLETT'S LYE.

Don't you think you would sell more Lye if you would make a good DISPLAY IN YOUR STORE?—

GILLETT'S LYE EATS DIRT! but some of your customers don't know it yet—WHY NOT TELL THEM AND GET THEIR TRADE FOR IT? A little effort on the part of the MAN BEHIND THE COUNTER in directing the attention of his customers to the enormous saving of TIME, TROUBLE AND HARD WORK to be effected by the use of this widely-known "Universal Cleanser"—GILLETT'S LYE, will result in largely increased sales of this article, and consequently INCREASED PROFITS.

TRY it this Spring and see how it works.

HOW IS YOUR STOCK OF GILLETT'S LYE? If low, order from us or your Jobber.

E. W. GILLETT COMPANY LIMITED,
TORONTO, ONT.

Made in Canada.

SOCKEYE SALMON

"Sovereign" and "Lynx" Brands

ARE THE CHOICEST IN THE MARKET.

EVERY TIN GUARANTEED.

TO BE HAD OF ALL GROCERS.

"Horse Shoe" SALMON

For 25 years the standard in Canada.

Every can guaranteed.

The quality unexcelled.

It is so thoroughly known among consumers that all grocers should give it prominence.

New Pack is in the hands of the wholesale trade

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

Toronto, Feb. 11, 1904.

Groceries.

THE trade are beginning to feel the effects of the continued severe weather and consequent blockade and interruption to business. There is less of this, however, than might be expected and no serious complaint has been heard as to collections. The railroad service is indeed very bad and instances are reported where goods have been on the road two weeks and not yet delivered. Were retailers themselves reducing their stocks very greatly a greater outcry would be heard. The feeling generally is quite hopeful and trade is said to be, despite discouraging conditions, equal to a year ago. A revival is anticipated shortly. Canned goods are firm and interesting. Coffee developed a remarkable weakness in New York last week and droped from a cent to a cent and a-half for strong grades. The market reflects this slump. Spices are firm execept nutmegs. Syrups and molasses are meeting a fair seasonable demand. Rice is likely to be affected by the war, while tapioca is reported higher. Teas are attracting more attention especially Japans which are affected by the war to some extent. Dried fruits are without feature, with the exception of an increasing demand for prunes. The demand for cured fish is improving. In sugars raws moved up 1.32c. in New York since last writing and American refiners with the exception of Arbuckles advanced sugar in bags 5 cents. Our Canadian refiners followed suit advancing sugar in boxes and barrels 5 cents and in bags 2 1-2 cents.

CANNED GOODS.

The firmness in these lines is well maintained and this week there is no corn offered less than $1.10. Other vegetables are very firm. The report that Japan has purchased large quantities of low grade salmon is looked upon by some as likely to advance the prices of these lines, but no quotable change has transpired. We quote:

Apples, 3's	....	0 90
" gallons	....	2 20
Asparagus	....	3 50
Beets, 2's	....	0 90
Beets, 3's	....	1 00
Blackberries, 2's	1 50	1 70
Beans, 2's	0 85	1 10
Corn, 2's	1 10	1 15
Cherries, red, pitted, 2's	....	2 20
" white	....	2 40
Peas, 2's	0 90	1 40
Pears, 2's	1 45	1 60
" 3's	1 90	2 10
Pineapples, 1½'s	1 50	1 60
" 2's	1 80	2 00
" 3's	2 25	2 40
Peaches, 2's	1 55	1 70
" 3's	2 45	2 60
Plums, green gages, 2's	1 10	1 40
" Lombard	1 00	1 30
" Damson, blue	0 95	1 25
Pumpkins, 3's	....	0 95
" gallon	....	2 50
Rhubarb, 3's	....	1 80
Raspberries, 2's	1 40	1 60
Strawberries, 2's	1 40	1 60
Succotash, 2's	....	1 00
Tomatoes, 3's	....	1 05
Lobster, talls	....	3 35
" 1-lb. flats	3 50	3 70
" ½-lb. flats	1 90	2 00
Mackerel	1 00	1 2
Salmon, sockeye, Fraser	1 65	1 75
" " Northern	1 65	1 75
" " Horseshoe	1 65	1 75
" Cohoes	....	1 15
Chums	1 25	1 35
Sardines, Albert, ¼'s	....	....
" " ½'s	0 24	0 25
" Sportsman ¼'s	....	0 15
" " ½'s	....	0 23
" Portugese ¼'s	0 08	0 10
" P. & C., ¼'s	0 25	0 27
" P. & C., ½'s	0 35	0 38
" Domestic, ¼'s	0 03½	0 04
" " ½'s	0 09	0 11
" Mustard, ½ size, cases 50 tins, per 100	8 00	9 00
Haddies	....	1 00
Kippered herrings, domestic	....	1 00
" imported	1 45	1 55
Herrings in tomato sauce, domestic	1 00	1 10
" " " imported	1 45	1 55

SUGAR.

There has been a large business done in raws for the week under review. Just prior to our going to press last week there was a sale of 25,000 bags Cuba centrifugals loading and for February shipment at 1.31-32c. cost and freight New York, equal to 3 5-16c. duty paid. Immediately following that there were several large transactions at 1.32, advance amounting altogether to 100,000 bags at 2c. cost and freight, equal to 3.35c. duty paid. We also hear of sales of about 20,000 bags San Domingo centrifugals at same duty paid basis as Cubans, though owing to the discrimination of the differential in duty the cost and freight price was 11-32c. less, than paid for the Cubans. It will thus be seen that for the present, at least, the latter are getting the advantage of the full differential in duty allowed them by the treaty. The market maintains its firmness with further occasional sales of Cubans, for shipment on basis of 2c. cost and freight which seems to be the settled value of the article in the market at the present time, although we understand some sales have been made for March shipment at 1.32c. more, say at the equivalent of 3 3-8c. duty paid. European prices have shown some fluctuations for the week, beet sugar advancing 3d. per cwt. in one day to 7s. 11 1-2d. for 88 per cent basis f.o.b. Hamburg, February shipment. The advance is attributed to Paris speculators covering. Since then this gain has been entirely lost, price reacting to 7s. 8 1-4d. and advancing again to 7s. 9d. which remains the nominal quotation as we go to press.

For week ending February 3rd receipts at United States Atlantic ports were 46,228 tons, meltings 29,000 tons and stocks were thereby increased 17,228 tons to a total of 95.555 tons. Combined stocks of United States and Cuba to February 3 were 189,555 tons, or 60,083 tons less than same time last year. There are 155 central factories grinding in Cuba, being 10 less than the corresponding week last year. Combined stocks of Europe and America at latest uneven dates were 3,558,555 tons, being an increase of 131,497 tons over 1903.

American refined has been in fair demand for the week at steady prices, and on Tuesday, 9th inst. all refiners with the exception of Arbuckle advanced sugars packed in 100-lb. bags 5c. per 100 lbs. Our local refined market has followed recent tendency in New York and on Thursday, 4th inst., all sugars in barrels and boxes were advanced 5c. per cwt. and in bags 2 1-2c. per cwt. We amend quotations as follows:

Paris lumps, in 50-lb. boxes	4 73
" in 100-lb. "	4 63
St. Lawrence granulated	4 08
Redpath's granulated	4 08
Acadia granulated	3 98
Berlin granulated	3 98
Off granulated (Dresden), 1902	3 83
Phoenix	3 98
Bright coffee	3 83
Bright yellow	3 78
No. 3 yellow	3 73
No. 2 "	3 53
No. 1 "	3 43

Granulated and yellow, 100-lb. bags, 7½c. less than bbls.

COFFEES.

The feature of the week was the collapse in the bull movement which has controlled the coffee markets since last September. The break is said to have been precipitated by speculators taking profits. As many outsiders have of late come into the market and as these were in many cases holders of cotton, the slump in cotton as well put them in a very weak position. Sugar interests are also said to have been interested in bearing the market with the view of securing cheap coffee. As a result the market has been depressed from a cent to a cent and a-half in New York and is at present writing quite unsettled. Little is held, that is of Rios and Santos in Canada, many considerable lots having been recently disposed of. We reduce quotations as below. We quote:

	Per lb.	
Green Rios, No. 7	....	0 09½
" " No. 6	....	0 09½
" " No. 5	....	0 10
" " No. 4	....	0 10½
" " No. 3	0 10½	0 10½
Mocha	0 21	0 25
Java	0 22	0 35
Santos	0 11	0 13
Plantation Ceylon	0 26	0 35
Porto Rico	0 22	0 25
Guatemala	0 22	0 25
Jamaica	0 15	0 20
Maracaibo	0 16	0 23

SPICES

Enquiry among the trade this week discloses no feature of particular interest. All kinds of spices are holding firm with the exception of nutmegs, which, contrary to recent expectations, have eased off a little. Cable advices from the East report cloves rather firmer. We quote:

	Per lb.			Per lb.	
Peppers, blk	0 18	0 19	Cloves, whole	0 25	0 35
" white	0 23	0 27	Cream of tartar	0 25	0 30
Ginger	0 18	0 25	Allspice	0 14	0 17

We request the attention of every reader of THE GROCER to the following advertisements, correspondence and comments.

$500.00—FIVE HUNDRED DOLLARS.

We believe that OUR INCREASE ALONE in sales of **"SALADA"** Ceylon Tea in the past year over our sales in 1902 was greater than the entire tea business of any other wholesale firm in Canada, in either packet or bulk tea.

If any Firm has a contrary opinion, we are prepared to donate Five Hundred Dollars—$500 00—to any Charitable Institution if we are wrong; the contesting Firm to do the same, if we prove absolutely that our INCREASE ALONE in the past year over the preceding one was greater than **their entire business,** packet or bulk, in 1903. We will allow the contestants to include in their sales Ceylon, India, China and Japan Teas; on our part THE INCREASE IN 1903 OF **"SALADA"** ALONE Results to be published

"SALADA," Toronto and Montreal.

The Challenge Accepted

and Our Money is Up.

We accept the challenge of The Salada Tea Co., as advertised in "The Canadian Grocer" of January 15th.

We have placed in the hands of the publishers of this journal a check for five hundred dollars, payable to the order of Mr Wm. Ince, of Perkins Ince & Co., Toronto. If The Salada Tea Co. prove their claim the five hundred dollars will be donated to any charitable institution they may name If they cannot prove their claim they will donate five hundred dollars to the Winnipeg General Hospital

Merit···sterling merit···has made the sales of

Blue Ribbon
***Ceylon* Tea**

what they are to-day Push the Red Label Brand. Each grocer our agent.

Winnipeg **Toronto** **Vancouver**

Is this not a clear acceptance of the "Salada" challenge, if it is not, WHAT DOES IT MEAN? And if it is, why do they want to argue about it? Why will the "Blue Ribbon Co." through its appointed representative, Mr. Ince, not abide by it, and place it in the hands of the firm of accountants that Mr. Ince plainly stated would be agreeable to them to get at the figures.

There also appeared in the issue of this paper of January 29, page 24, the following challenge from Messrs. G. F. & J. Galt:

THE CANADIAN GROCER,—We note that the last issue of THE CANADIAN GROCER contains an advertisement of Salada Tea Co., of Toronto, in which they offer to donate five hundred dollars to any charitable institution if the increase in the sale of Salada tea during the past year does not equal the entire tea sales of any other firm in Canada.

While deprecating this method of drawing attention to our business, we cannot allow such a statement to go unchallenged. If The Salada Tea Co. really think that there is a greater demand in Canada for their packets than there is for Blue Ribbon Tea, we would be glad to have the sales of Salada and Blue Ribbon for 1903 investigated by a chartered accountant. If his decision is in favor of Salada we will pay all expenses and donate five hundred dollars to any charity The Salada Tea Co. may name. Should the investigation prove that there is a greater sale in Canada (we don't do business in the United States so must exclude that territory) to Blue Ribbon than there is of Salada, The Salada Tea Co. shall pay the expenses of the investigation and donate five hundred dollars to the Winnipeg General Hospital.

W e enclose our cheque for five hundred dollars, drawn in favor of Wm. Ince, of the firm of Perkins, Ince & Co., Toronto, and will be quite satisfied, if agreeable to The Salada Tea Co., to have Mr. Ince arrange details of the investigation. We are also willing that THE CANADIAN GROCER should publish the figures when ascertained. G. F. & J. GALT.

Winnipeg, Jan. 19, 1904.

This is **another** challenge **entirely different** from the one above. This time it is a challenge from Messrs. Galt, Winnipeg, mentioning entirely different matter to be decided. We accepted this challenge and deposited another $500 with THE CANADIAN GROCER. We demand that this also shall be gone on with at once.

The head of the firm of Messrs. Galt being the president of the Blue Ribbon Tea Co., the **SALADA** people wired Messrs. Galt as follows:

G. F. & J. GALT, Winnipeg, Man. Toronto, January 30, 1904.

Note you accept our challenge published GROCER. We also accept challenge contained in your letter published GROCER, and have handed GROCER two cheques five hundred dollars each. Have asked Mr. Watt to confer with Mr. Ince and arrange to proceed at once.

P. C. LARKIN & CO.

And received the following reply:

P. C. LARKIN & Co., Toronto. Winnipeg, Man., Feb. 1, 1904.

Glad you intend to accept our proposition, wiring Ince to-day. G. F. & J. GALT.

We, having on the 26th, asked Mr. J. L. Watt, of Messrs. Watt & Scott, Toronto, and Watt, Scott & Goodacre, of Montreal, to act for us. Mr. Watt wrote to Mr. Wm. Ince, Sr., as follows:

WILLIAM INCE, SR., ESQ., City. February 1, 1904.

Dear Sir,—Referring to the subject of our conversation in my interview with you on Saturday, Messrs. P. C. Larkin & Co. wired Messrs. G. F. & J. Galt that they noted their acceptance by Blue Ribbon Tea of the challenge published by the Salada Tea Co. in CANADIAN GROCER, and that Salada Co. also accepted the challenge published by Messrs. Galt in the last issue of the same paper, and Messrs. Galt have wired Messrs. P. C. Larkin & Co. in reply as follows: "Glad you intend to accept our proposition, wiring Mr. Ince to-day."

In view of the above, and that in my conversation with you I mentioned Messrs. Clarkson & Cross as a firm of accountants in whom both parties would have the utmost confidence to make the investigations, and this name having met with your entire approval, I now ask if you will please authorize this firm to proceed at once with the investigation, of both Salada's challenge accepted by Blue Ribbon, and Salada's acceptance of the challenge made in Messrs. Galts' letter; a copy of THE CANADIAN GROCER containing both challenges to be handed to the accountants with instructions to proceed in each case on the lines indicated in the respective challenges.

A prompt answer will oblige. Yours respectfully, (Signed), J. L. WATT.

You see our representative's only desire **is to go ahead** by placing the matter in the hands of the accountants.

Mr. Ince replied as follows:

J. L. WATT, ESQ., Toronto. Toronto, 2nd February, 1904.

Dear Sir,—I have your favor of yesterday, and in reply beg to say, that I must respectfully decline to take any action whatever in reference to the question of the sales of "Salada" and "Blue Ribbon" Teas, until a definite understanding is come to between the two Companies.

The challenge of The Salada Company reads as follows:—"We believe our increase alone in sales of 'Salada' Ceylon Tea in the past year over our sales in 1902 was GREATER THAN THE ENTIRE TEA BUSINESS of any other wholesale firm in CANADA, IN EITHER PACKET or BULK tea."

This refers, of course, to Salada in Canada only; indeed, "in Canada" is underlined and is a challenge to all the wholesale houses in Canada, and in Canada only, and this is the challenge which it appears to me The Blue Ribbon Company accept. You might ascertain from The Salada Company whether I am correct in my interpretation, and if I am I will submit it to The Blue Ribbon Company, and see whether it accords with their views. Yours very truly, WM. INCE.

But evidently Mr. Ince's instructions are different, and there is an evident desire to open up an argument instead of going ahead with the investigation.

WILLIAM INCE, SENIOR, ESQ., City. February 3, 1904.

Dear Sir,—I am in receipt of your favor of 2nd inst.

The position appears to be that a challenge was published in THE CANADIAN GROCER by The Salada Co. on January 15th and subsequent issues; that on page No. 25 of the last issue of THE GROCER, Blue Ribbon Tea published an announcement of their acceptance of the Salada's published challenge.

As we were agreed that Messrs. Clarkson & Cross were quite acceptable to both companies to conduct the investigation, there appears nothing to be done but to instruct them to proceed, and your declining to do so would constitute a default and The Salada Company would claim the deposit on behalf of certain charitable institutions.

The position appears to be equally simple with regard to Messrs. Galts' challenge published on page No. 24 of the last issue of THE GROCER and which The Salada Co. have accepted, and as we are agreed as to the accountants, there is nothing further to be done but to have your friends (if they have not already done so) deposit another cheque for five hundred dollars against Salada's second cheque and order the investigation to be made. I am, Yours very respectfully, J. L. WATT.

Our representative shows his determination that the matter shall proceed and practically says that there is no excuse on the part of Mr. Ince for not proceeding at once.

J. L. WATT, ESQ., Toronto. Toronto, 3rd February, 1904.

Dear Sir,—I have your favor of yesterday and have nothing to add, further than to inform you that I adhere to the position I have taken. I would remind you, however, that you have no authority whatever from me to engage anyone to conduct an investigation. The position I have taken would not constitute a default as you seem to think.

I would beg to say that I decline to be drawn into a correspondence in this matter. Yours very truly, WM. INCE.

Mr. Ince accepted the position as Messrs. Galts' representative, **continues their representative,** but declines to act, and prevents our representative, Mr. Watt, from engaging anyone to conduct the investigation.

WHAT DOES IT MEAN?

SALADA TEA CO.

Special Announcement!

McGREGOR'S MARMALADE

"ABSOLUTELY PURE."

A staple article in all first-class grocery stores will in future be made by McGregor-Harris Co., Ltd., under the personal supervision of Mr. McGregor, the originator. For sale by all leading wholesale grocers and fruit merchants.

PRICES—Doolittle Quarts, $3.25; pound jars, $1.50; tumblers, $1.00 per doz. F.O.B. Toronto; Quaker Marmalade, $1.70 per doz.

McGregor - Harris Co., Limited

33 Pearl St., TORONTO.

TOBLER'S SWISS MILK CHOCOLATE

is delicious. Try it.

BROWNE & WELLS, Limited, TORONTO

CANADIAN AGENTS.

FISH AND OYSTERS

WHOLESALE.

The F. T. JAMES CO., Limited

76 Colborne Street, TORONTO.

Butter Eggs

Poultry Game

CORRESPONDENCE SOLICITED.

The Wm. Ryan Co., ... Limited.

70 and 72 Front St. E., Toronto.

BUTTER and EGGS

—WE ARE—

BUYERS and SELLERS

Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

Rutherford, Marshall & Co.

Wholesale Produce Merchants,

TORONTO.

SYRUPS AND MOLASSES.

The demand for syrups, especially in small packages, is very good. A scarcity of pails is complained of by producers, especially since the Cane factory was burned out. One firm has had a car of pails stuck in a snow drift for two weeks. There is a fair ordinary demand for molasses for cooking purposes. A small concession is made in Barbadoes. This is a line which occupies but a small place in the trade here. We quote:

Syrups—		
Dark	....	....
Medium	0 30	0 32
Bright	0 35	0 37
Corn syrup, bbl., per lb.	....	0 02½
" ½ bbls., "	....	0 02⅝
" kegs "	....	0 03
" 3 gal. pails, each	....	1 30
" 2 gal. " "	....	0 90
" 2-lb. tins (in 2 doz. case) per case	....	1 90
" 5-lb. " (in 1 ") "	....	2 35
" 10-lb. " (in ½ ") "	....	2 25
" 20-lb. " (in ¼ ") "	....	2 10
Molasses—		
New Orleans, medium	0 25	0 30
" " ½ bbls	0 27	0 32
" open kettle	0 45	0 50
Barbadoes	0 42½	0 50
Porto Rico	0 38	0 42
Maple syrup—		
Imperial qts	....	0 27½
1-gal. cans	0 95	1 00
5-gal. cans, per gal	....	1 00
Barrels, per gal	....	0 75
5-gal. Imp. brand, per can	....	4 50
1-gal. " per case	....	5 10
½-gal. " "	....	5 60
Qts. " "	....	6 00

RICE AND TAPIOCA.

The war between Russia and Japan is looked upon as likely to affect the price of rice, not alone Japan but other grades as well. The extent to which it will be affected, however, will depend largely upon the fortune of the war and the probability of it extending over any length of time. Tapioca is higher, and although no change is made, our quotations may be considered firm. We quote:

	Per lb.			Per lb.	
Rice, stand. B	....	0 03¾	Sago	0 03½	0 04
Patna	0 05	0 05½	Tapioca	0 03	0 03¾
Japan	0 06	0 07	Carolina rice	....	0 10

TEAS.

The only notable change in the tea situation this week is the freer disposition to purchase Japans since the outbreak of the war. Bids on teas that could not be had last week were freely given Monday and actual sales made on this basis. The war, it is thought, would have no great effect on Japans in Canada for some months to come but for the fact that all Japan teas held in Canada are available for the U. S. market, and advances which have and will take place in Chicago and New York will be reflected here, although we may continue to sell on a lower basis by at least the amount of freight between here and American points, there being no duty. No change is reportable in Ceylons and Indians except that buying is a little more general. We quote:

Congou—half-chests, Kaisow, Moning, Paking	0 12	0 60
caddies, Paking, Kaisow	0 19	0 50
Indian—Darjeelings	0 35	0 55
Assam Pekoes	0 20	0 40
Pekoe Souchongs	0 19	0 25
Ceylon—Broken Pekoes	0 36	0 42
Pekoes	0 27	0 30
Pekoe Souchong	0 17	0 35
China Greens—Gunpowder, cases, extra first	0 42	0 50
" half-chests, ordinary firsts	0 22	0 28
Young Hyson, cases, sifted, extra firsts	0 42	0 50
" cases, small leaf, firsts	0 35	0 40
" half-chests, ordinary firsts	0 28	0 38
" " seconds	....	0 23
" " thirds	0 16	0 18
" " common	....	0 15
Pingsueys—Young Hyson, ½-chests, firsts	0 28	0 32
seconds	0 18	0 19
half-boxes, firsts	0 28	0 32
Japan—¼ chests, finests May pickings	0 38	0 40
Choice	0 33	0 37
Finest	0 30	0 32
Fine	0 27	0 30
Good medium	0 25	0 28
Medium	0 21	0 23
Good common	....	0 20
Common	....	0 19

Foreign Dried Fruits.

There is little change locally to be reported as to dried fruits. There is a little better demand for prunes, but not yet what should be at this time of year. A cable on Monday from Patras reports that the currant market is holding about firm, with very narrow fluctuations, the actual price for export being 3d. lower than a week ago, owing to a more favorable rate of exchange. Shelled walnuts continue to rise. E. M. Dadelsyen & Co.'s report received Monday by Watt & Scott states that the high prices are very largely due to speculative buying, one firm in the last fortnight having taken some 7,000 cases and were still buying. E. M. Dadelyen & Co. report that there is still considerable stock in producers' hands and it is a mere question as to whether the large demand that undoubtedly exists from America will sustain the present high prices till the advent of the new crop. Other reports, and particularly one from the firm doing the buying previously referred to, state positively that Chaberts will soon be exhausted. We quote:

CURRANTS.

	Per lb.			Per lb.	
Fine Filiatras	0 04½	up	Vostizzas	0 07	0 08
Patras	0 06	0 06½			

RAISINS.

	Per lb.	
Valencia, fine off-stalk	0 06½	0 07
" selected	0 07	0 09
" selected layers	0 08	0 09½
Sultana	0 06½	0 10
Californian seeded, 12-oz	0 08½	0 09
" 1-lb. boxes	0 10½	0 11
" unseeded, 2-crown	....	0 07½
" " 3-crown	0 08	0 08½
" " 4-crown	0 09	0 10

DATES.

	Per lb.			Per lb.	
Hallowees	0 04½	0 05	Fards	0 07½	0 09½
Sairs	0 04½	0 04¾			

PRUNES.

	Per lb.			Per lb.	
100-110s	0 04	0 04½	60-70s	0 06¾	0 07
90-100s	0 05	0 05½	50-60s	0 07	0 07½
80-90s	0 05½	0 05¾	40-50s	0 07¾	0 08
70-80s	0 06	0 06¼	30-40s	0 08¼	0 08½

CANDIED PEELS.

	Per lb.			Per lb.	
Lemon	0 10	0 12½	Citron	0 15	0 18
Orange	0 11	0 13			

FIGS.

	Per lb.			Per lb.	
Tapnets	....	0 03¾	Elemes	0 09	0 20
Naturals	0 06½	0 09½			

APRICOTS.

	Per lb.	
Californian evaporated	0 10½	0 15

PEACHES.

	Per lb.	
Californian evaporated	0 08	0 12

Cured Fish.

There is a good movement in Labrador herring and a general improvement in demand for most lines of cured fish. Prices are unchanged from last quotations. We quote:

Herring, No. 1, Labrador, in bbls	6 25	6 50
" " ½-bbls	3 25	2 50
" split shore, ½-bbls	2 75	3 00
Large dried cod in quintals	6 00	6 50
Skinned cod, in 100-lb. cases	5 50	6 00
Cod steak, 1-lb. blocks	....	0 06½
Boneless fish, 1-lb. blocks	....	0 05½
" " 25-lb. boxes, per lb	....	0 04½
Scaled herring, per box	0 16	0 18

Country Produce.

EGGS.

Receipts of new laid continue to be very small and are not a feature in the market. Thirty-five cents is freely paid by commission men. Selected cold storage have been moved up 2 cents to 34, while cold storage ordinary and pickled are on a uniform basis of 32. There is talk of a 35 cent rate all round, and is not unlikely before things become better, which from the present outlook cannot be much before ten days or two weeks. The market is practically bare. This is a year in twenty, one dealer remarked. There are plenty of retailers in the city who have not an egg in their store. We quote:

Eggs, strictly new laid, per doz	0 35	0 40
" selected, cold storage, per doz	....	0 34
" cold storage per doz	....	0 32
" pickled, per doz	....	0 32

WHITE BEANS.

The bean market continues steady but quiet. No changes in last week's prices are reported. Our quotations are:

Beans, mixed, per bush	....	1 35
" prime, "	1 25	1 35
" handpicked, per bush	....	1 60
" Lima, per lb	0 05½	0 06½

HONEY.

Honey continues flat. The demand is good, but there is an over-supply on the market which precludes the possibility of higher prices being realized before the Winter is over. We quote:

Honey, extracted clover, per lb	0 06½	0 07½
" sections, per doz	1 50	2 25

POULTRY.

Receipts are very light in these lines. Turkeys are a little firmer, otherwise prices are unchanged. We quote:

Chickens, live per lb	0 09	0 10
Old hens " "	0 05	0 06
Chickens, dressed, per lb	0 10	0 12
Old hens, " "	0 06	0 07
Turkeys, " "	0 14	0 15

Fish.

The fish market is becoming more lively. Stocks are good, and the demand is improving as Lent approaches. Oysters show a tendency to advance in price. Our quotations are as follows:

Whitefish, frozen, per lb	....	0 09
Trout, frozen, per lb	....	0 09
Herrings, fresh, per lb	....	0 07
British-Columbian salmon, frozen, per lb	....	0 12
Halibut, frozen, per lb	....	0 12
Perch, per lb	....	0 06
Mackerel, frozen, per lb	....	0 10
Haddock, per lb	....	0 06
Cod, per lb	....	0 08
Tullibees, per lb	....	0 06
Gold eyes "	0 04½	0 05
Fresh-water herring, frozen, per lb	....	0 04½
Sea herring, per 100	2 00	2 25
Finnan haddies, per lb	....	0 08
Bloaters, mild cured, per box	....	1 25
Oysters, standard, per small pail	....	4 60
" selects " "	....	5 25

Green Fruits.

So long as the extreme cold and poor transportation facilities continue the fruit trade will remain dull. Oranges are plentiful, and stocks are of first-class quality. California navels are easier in price. There are fewer Florida oranges to be seen on the market than last week. Jamaica oranges are becoming more scarce. Lemons are scarce and a little firmer in price; frost damaged stocks are being slowly used up. Japanese tangarines are firmer. Almeria grapes are scarce and firmer in price. Demand for California grape-fruit is not so great as for Bahama grown. Cranberries are easier. Bananas are firmer. Our quotations are:

Florida oranges, per box	3 00	3 25
Florida tangarines, in straps	5 00	5 50
" " in ½-straps	2 50	2 25
Japan " per bundle (2 boxes)	....	1 25
" " per box	....	0 65
California navels, per box	2 50	3 00
Mexican oranges, "	2 00	2 25
Seville oranges, bitter, chests	....	5 00
Bitter oranges, Palermo, 200 and 240 boxes, per box	....	3 00
Jamaica oranges, per bbl	....	3 75
Messina lemons, new, per box	2 25	2 75
Messina lemons, frosted stock, per box	1 50	2 00
Valencia oranges, 714 case	....	4 50
" " 420 case	4 00	4 25
Bahama grape fruit, per box	....	5 00
Bahama grape fruit, per crate	....	5 00
California grape fruit, per box	....	3 50
Florida pineapples, per crate	4 75	5 00
Bananas, large bunches	1 50	2 50
" small bunches	1 00	1 25
Apples, per bbl	1 50	3 00
Almeria grapes, per keg	6 75	7 50
Florida tomatoes, per crate	4 50	5 00
Tomatoes, green house, per lb	....	0 25
Cranberries, Jersey, per bbl	....	8 00
" Budd's longkeepers	9 25	9 50
Limes, per case	....	1 25
Limes, in ½-straps	....	2 25

Vegetables.

The demand for roots and vegetables of every variety is brisk, but supplies are hard to obtain. Vegetable marrows and butter squash are out of the market. A stray package or two of sweet potatoes have appearaed on the market. Canadian celery is almost impossible to obtain; California stock is becoming more plentiful. Hubbard squash are scarce and have doubled in price. Rhubarb is 25c. easier. Spanish onions are 50c. firmer. Leeks are 10c. firmer. Our quotations are:

Cabbage, per doz	0 40	0 75
" red, per doz	0 40	0 75
Potatoes, per bag	1 00	1 10
Potatoes, per bag, car lots	0 80	0 90
Sweet potatoes, per bbl	....	5 00
Onions per basket	....	0 50
Onions white, per bag	1 50	2 00
Onions, red, per bag	1 40	1 50
Spanish onions, per crate	....	1 25
Spanish (Valencia) onions, large cases	....	3 50
Bunch lettuce, per doz. bunches	0 30	0 40
Radishes, per doz. bunches	....	0 50
Mushrooms, per lb.	0 65	0 75
Mint, per doz bunches	....	0 30
Parsley, " "	....	0 20
Sage, per doz	....	0 10
Savoury, per doz	....	0 10
Beets, per bush	....	0 50
Carrots, per bag	....	0 65
Parsnips, per bag	....	0 75
Artichokes, per bush	....	0 75
Vegetable marrows, per doz	0 40	0 75
Hubbard squash, per doz	2 00	2 50
Yellow turnips, per bag	....	0 35
White turnips, per bag	....	0 50
Oyster plants, per doz	0 20	0 30
Leeks, per doz	....	0 40
Celery, per doz	0 40	0 75
California celery, large case	....	4 25
" " small case	....	2 00
Rhubarb, per doz	....	1 25
" per bundle	....	0 15
Green onions, per doz	....	0 15

Seeds.

On account of the impassable state of the country roads, and the railway tie-up resulting from the recent snow-storms, deliveries are uncertain, and the market quiet. Last week's quotations remain unchanged. Fancy seed is scarce and brings a higher price than the varieties quoted below. Our quotations are:

Red clover, per bush	5 50	6 00
Alsike "	4 75	5 75
Timothy, per "	1 15	1 75
" flail threshed	....	2 00

Grain, Flour and Breakfast Foods.

GRAIN.

Manitoba and Ontario wheat are higher this week, partly on account of the war excitement and partly because the heavy storms have demoralized traffic. Manitoba No. 1 hard is 1½c. firmer. No. 1 and No. 2 Northern are each 2½c. firmer. Red wheat has advanced 3c, and white wheat the same. Barley is 2c. firmer. Oats are ½c. firmer. Buckwheat has advanced 2c. We quote:

Manitoba wheat, No. 1 hard, per bush, Toronto	0 93½	0 98
" " Northern No. 1 "	0 96½	0 97
Manitoba wheat, " No. 2 "	0 93½	0 92
Red, per bushel, on track Toronto	0 90	0 90½
White " " "	0 90	0 90½
Barley " " "	0 47	0 50
Oats " " "	0 35	0 35½
Peas " " "	0 68	0 69
Buckwheat " " "	....	0 54
Rye, per bushel, " " "	0 56	0 57

FLOUR.

The flour market continues active with last week's quotations unchanged. Many millers complain of scarcity of grain, which is accounted for by the fact that farmers are holding wheat expecting to realize higher prices. Our quotations are:

Ontario patents, per bbl	3 95	4 15
Hungarian patents "	4 55	4 65
Manitoba bakers' "	4 60	4 75
Straight roller, "	4 30	4 45

BREAKFAST FOODS.

The demand for breakfast foods is particularly good this week, no change in last week's quotation prices being reported. We quote:

Oatmeal, standard and granulated, carlots, on track, per bbl	4 70
Rolled oats, standard, carlots, per bbl., in bags	4 10
" " " " in wood	4 35
" " " " for broken lots	4 50
Rolled wheat, per 100-lb. bbl	2 50
Cornmeal	3 50
Split peas	4 75
Pot barley in bags	3 75
" in wood	4 00
Swiss food, per case	2 88
Aunt Sally's Pancake Flour, per case	2 00

Hides, Skins and Wool.

Trade is fairly brisk this week with no special feature to note and prices unchanged from last week's quotations. We quote:

HIDES.

No. 1 green, per lb	....	0 07½
" 2 " "	....	0 06½
" 1 " steers, per lb	....	0 08
" 2 " " "	....	0 07
Cured, per lb	....	0 08½

CALFSKINS.

Veal skins, No. 1, 6 to 14 lb. inclusive	....	0 09
" " " 2 " " "	....	0 07
" " " 1 15 to 20 lb "	....	0 08
" " " 2 " "	....	0 06
Deacons (dairies), each	0 60	0 70
Lamb and sheep skins	....	0 90

WOOL.

Unwashed wool, per lb	0 09	0 10
Fleece wool, "	0 17	0 18
Pulled wools, super, per lb	0 19	0 22
" " extra "	0 23	0 24
Tallow, per lb	0 04½	0 05

QUEBEC MARKETS.

Montreal, February 11, 1904.

Groceries.

BUSINESS in general groceries has continued to be quite satisfactory, when it is considered that the state of the country roads is still such as greatly to delay deliveries of goods. The travellers, too, are much hampered in their work, and may of them are only covering half their regular routes. The most interesting feature of the market during the week has been the advance in sugar, and the change in the prices of barrels and bags, the latter being now proportionately cheaper.

In spite, however, of the bad storms

and extremely cold weather trade is about up to that of last year in the matter of buying for future delivery. Orders for Spring delivery are fully as satisfactory as last year.

With the approach of the Lenten season, the fish market has begun to display much more activity than during the previous weeks, and there is at present quite a satisfactory trade doing, particularly in green cod. Green fruits form one of the quietest lines, and foreign dried fruits are not active either.

In dairy products and provisions there has not been a very brisk trade, though all things considered it has at least come up to expectations.

Teas have sold well, showing some improvement over the weeks previous. Japans especially have been in demand. Coffee and spices have not been especially active. The former is lower in New York, but no change has been made here. Spices are firm though quiet. Quotations on lobsters are included in our markets this week, and opening prices are as high on the average as the closing prices of last year, with but little probability so far as can be judged at this date of their being much lower.

SUGAR.

Refined sugar in barrels has advanced 5c. The advance in bags amounts to only 2 1-2c., in order to promote the sales of sugar in this form. The market has gathered strength in sympathy with conditions on the foreign markets for the raw article. This makes a difference of 7 1-2c. between barrels and bags instead of 5c. as formerly, granulated in barrels being quoted at $4. This week, and in bags at $3.92 1-2. Prices this week are as follows:

Granulated, bbls.	$4 00
" ½-bbls	4 15
" bags	3 92½
Paris lump, boxes and bbls	4 55
" " ½-boxes and ½-bbls	4 65
Extra ground, bbls	4 40
" " 50-lb. boxes	4 60
" " 25-lb. boxes	4 70
Powdered, bbls	4 20
" 50-lb. boxes	4 40
Domino lumps, boxes and bbls	4 45
" " ½-boxes and ½-bbls	4 55
Phoenix	3 90
Cream	3 75
Bright coffee	3 75
" yellow	3 75
No. 3 yellow	3 65
No. 2 "	3 50
No. 1 " bbls	3 30 3 35
No. 1 " bags	3 27½ 3 32½
Raw Trinidad	3 10
Trinidad crystals	3 15 3 20

SYRUPS AND MOLASSES.

There has been no quotable change during the week in either of the above. There is a fair demand at the reduction of a week ago, and the market is easy. There is a fairly good demand for corn syrups. We quote:

Barbadoes, in puncheons, old	0 35
" new	0 38
" in barrels	0 40½
" in half-barrels	0 41½
New Orleans	0 22 0 35
Antigua	0 37
Porto Rico	0 45 0 48
Corn syrups, bbls	0 02¾
" ½-bbls	0 02½ 0 03
" ¼-bbls	0 03
" 38½-lb. pails	1 30
" 25-lb. pails	0 90
Bbls., per 100 lb	2 75
½-bbls. "	2 75
Kegs "	3 00
Cases, 2-lb. tins, 2 doz. per case	1 90
" 5-lb. " 1 doz. "	2 35
" 10-lb. " ½ doz. "	2 25
" 20-lb. " ¼ doz. "	2 10

TEA.

Reports gathered on the street this week indicate much better business being done in all grades of teas. There have been several very large lines turned over and brokers report the demand in Japan trading has been somewhat more active, whether this is attributable to the situation in the East is not made apparent. In Ceylon and Indian greens it is reported that some of the samples to hand during the last few weeks are not up to the standard, and the opinion is expressed that unless the same attention is paid to these teas now that there was when they were first introduced, that buyers will be chary in handling them. It is claimed that the liquoring qualities is not what it should be, and the light flaky style is also condemned. The London market is reported inactive, although prices are held firm. We quote as follows:

Good to medium Japans	0 17½ 0 20
Fine to choice Japans	0 23 0 26
Ceylon greens	0 14½ 0 18
Indian greens	0 16 0 19
Japan style China congoes	0 08 0 10
Pealeaf Gunpowder	0 21½ 0 23
Common "	0 12½ 0 15
Ceylon blacks	0 14 0 18
Indian "	0 11½ 0 20

COFFEE.

New York reports are for much lower prices, the bear movement instituted by the sugar trust seems to have forced prices down from a cent to one and a-half on the lower grades. The mild grades are still unappreciably affected locally. The drop has had no noticeable results, the feeling being that prices will continue strong and the market firm. We quote as follows:

Good cucutas	0 10 0 10½
Choice "	0 11½ 0 12½
Jamaica coffee	0 09 0 11
Java	0 17½ 0 22

SPICES.

The general position continues fairly strong. Peppers are keeping steady, and cloves stiff. Ginger and cassia are about the same, local dealers say business is on the quiet side generally. We quote:

Nutmegs, per lb., as to size	0 40 0 60
Penang mace, per lb., as to quality	0 70 1 00
Pimento, ground	0 18 0 20
Cloves	0 20 0 25
Pepper, ground, black (according to grade)	0 18 0 24
" " white	0 27 0 29
Ginger, whole Cochin	0 17 0 19
" " Japan	0 13 0 14
" " Jamaica	0 12 0 18
" " African	0 12 0 13
Ginger, ground Japan	0 15
" " Cochin	0 19 0 20
" " Jamaica	0 18 0 20
" " African	0 13 0 14
Cassin	0 0 16

RICE AND TAPIOCA.

The demand for rice is still good at former prices. The market remains firm. In tapioca there is some business doing, though the volume is small. Prices are as follows:

B rice, in bags	3 40
" ½-bags	3 40
" ¼-bags	3 50
" pockets	3 50
In 10-lb bag lots an allowance of 10c. is made.	
CC rice, in bags	3 30
" ½-bags	3 30
" ¼-bags	3 40
" pockets	3 40
Imported Patna rice, in bags	4 62½
" " in ½-bags	4 75
" " in ¼-bags	4 87½
In the open territory prices are about 10c. less	

"MOUNT ROYAL" FANCY RICES.

Mandarin Patna	4 25
Imp. Glace Patna	4 25
Polished Patna	3 62½
Indian Bright	3 60
Java Caroline	3 50
Lustre	3 75
Tapioca, medium pearl	0 02½ 0 03
" seed pearl	0 03 0 03
" flake	4 00
Imported Italian	0 09
Fancy Head Carolina	0 10

NUTS

There has been no further advance in peanuts since that reported last week but the tone of the market is still strong and a good trade is doing under the quotations below. No change in prices has been made in other lines, and we again quote:

Grenoble walnuts	0 11
Marbots	09
Tarragona almonds	0 11
Filberts	0 07½ 0 07
Brazils	0 12
Pecans	0 10 0 12
Peanuts	0 06½ 0 10

LOBSTERS.

The prices for new pack have opened up, and are fully as high as the closing prices of last year, and there are no indications that lower prices may be expected. So far as can be ascertained, in all the markets, including United States, England, as well as on the Continent, stocks of lobsters are very well cleared out. In Canada there are practically none held, which leaves an open field for new pack, and it is almost certain with these large markets to supply prices cannot get lower. Brokers' quotations for new goods are as follows:

Flats, ½-lb., cases 8 doz	14 50 15 50
" 1-lb., " 4 "	14 00 15 00
" Talls " 4 "	12 00 13 00

All F. O. B. coast.

From the present prospects in reports to hand, it is almost probable that outside prices will be easily obtained.

CANNED GOODS.

The situation this week in canned goods is unchanged. The demand for corn continues, enquiries from Western and other points are steady, the price, $1.05 and no sellers. Other lines of canned goods unchanged, only about the usual business of this season being done. We quote as follows:

Tomatoes	1 05
Corn	1 05 1 10
Peas	0 87½ 1 40
String beans	0 82½ 0 85
Strawberries, preserved	1 40 1 60
Succotash	1 00
Blueberries	1 10
Raspberries	1 40
Lawtenberries, 2s	1 50
Raspberries, black	1 35
Gooseberries	1 55
Pears, 2s	1 45 1 60
" 3s	2 10
Peaches, 2s	1 55 1 67½
" 3s	2 40 2 60
Plums, Lombard 2s	1 30
" Green Gage, 2s	1 40
Cherries, red pitted, 2s	2 20
Baked beans, 3s	0 90
3-lb. apples	0 90
Gallon apples	2 20
2-lb sliced pineapples	2 00 2 10
Grated pineapples	2 40
Singapore whole pineapples	2 40
Pumpkins, per doz	0 95
Spinach	1 00
Sugar beets	0 90 1 40
Salmon, pink	0 90 1 00
" spring	1 40
" Rivers Inlet red sockeye	1 50
" Fraser River red sockeye	1 50 1 70
Lobsters, talls	3 45
" 1-lb. flats	4 00
" ½-lb. flats	2 25
Canadian Sardines, ¼s	3 65 4 00

Foreign Dried Fruits.

The demand for some lines of dried fruits is quite satisfactory, while Val-

AT YOUR SERVICE

WITH THREE LEADERS.

I have the pleasure to announce that I will personally attend to the sale in Ontario of the following well-known specialties:

ENAMELINE STOVE POLISH PASTE AND LIQUID

B. T. BABBITT'S SOAP POWDER "1776" AND "BEST" SOAP

BORDEN'S EAGLE BRAND MILK AND PEERLESS CREAM

Toronto —— *WM. H DUNN* —— *Montreal*

RETURNED

Enameline Paste you know.

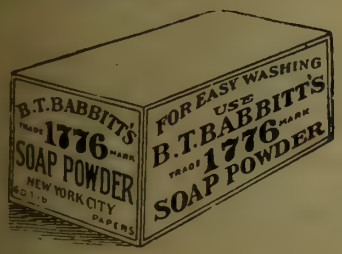
It has stood the test of time, and has a larger sale than **all other Stove Polishes COMBINED.**

Enameline Liquid. Some people prefer this form. It is the largest package for 10c. on the market, and the best value.

Note particularly Enameline Liquid is **absolutely safe** to use. **It is fire-proof.**

NO DRYING UP. NO WASTE. NO RUST.
NO ODOR. NO DUST.

It is guaranteed by the manufacturers, **money back** if not satisfactory.



You want the best value your money will purchase. Then why buy cheap, trashy washing compounds that will drive your customers to your competitors, when you can secure an **old reliable Soap Powder** such as **BABBITT'S** which not only pleases your customers but will draw new trade to your store.

Buy Borden's Eagle Brand Milk.

It is to our mutual interest that you should do so. We will both be the losers if you continue to experiment with other brands.

We want your trade; your customers want **Borden's Eagle Brand Condensed Milk** and **Borden's Peerless Brand Cream.**

SELLING REPRESENTATIVES:

Wm. H. Dunn, Montreal and Toronto. *Scott, Bathgate & Co., Winnipeg.*
Shallcross, Macauley & Co., Victoria and Vancouver.
Erb & Rankin, Halifax. *W. S. Clawson & Co., St. John, N.B.*

encia and Sultana raisins continue quiet, and California and Malaga raisins are selling moderately well. Prunes are also active. We quote:

VALENCIA RAISINS.

New, finest off-stalk, per lb	0 06	0 06½
Selected, per lb.	....	0 07
Layers "	0 07½	0 07½

FIGS.

Comadres, per tapnet	1 00	1 10
Elemes, per box, new	....	0 90

DATES.

Dates, Hallowees, per lb	0 03½	0 04

CALIFORNIAN EVAPORATED FRUITS.

Apricots, per lb	....	0 12½
Peaches "	....	0 09½
Pears "	....	0 12½

MALAGA RAISINS.

London Layers	1 75	1 90
"Connoisseur Clusters"	....	2 00
"Royal Buckingham Clusters," ½-boxes	....	1 00
"Excelsior Windsor Clusters"	....	4 25
" " ¼s	....	1 25

CALIFORNIAN RAISINS.

Loose muscatels, per lb.	0 07½	0 08
" " seeded, in 1-lb. packages	....	0 10½
" " in 12-oz. packages	....	0 08

PRUNES.

	Per lb.	Per lb.
30-40s	....	0 09
40-50s	....	0 08
50-60s	....	0 07½
60-70s	....	0 06½
70-80s	....	0 06
80-90s	....	0 05½
90-100s	....	0 05
Oregon Prunes (Italian style) 40-50s	....	0 08
" " " 50-60s	....	0 07½
Oregon prunes (French style), 60-70s	....	0 06½
" " " 90-100s	....	0 04½
" " " 100-120s	....	0 04

CURRANTS.

Fine Filiatras, per lb. in cases	0 04½	0 05
" " cleaned	0 05	0 05½
" " in 1-lb. cartons	00 6	0 06½
Finest Vostizzas "	0 06½	0 07½
Amalias "	....	0 05½

SULTANA RAISINS.

Sultana raisins, per lb.	0 06½	0 08
" " 1-lb. carton	....	0 09

Green Fruits.

The green fruit trade is quiet and the market for most lines is easy. Valencia oranges of the better quality are selling this week for $4, for 420's, an average of 50c. over last week's prices. Spanish onions are also 50c. higher. French onions are on the market selling at $2.75 for 110-lb. cases. We quote:

Cranberries	8 00	9 00
Cocoanuts, per bag of 100	....	4 00
Canadian apples, in bbls.	2 00	3 25
Pineapples, 24 to case	....	5 00
" 30 to case	....	4 50
Bananas	2 25	2 50
Valencias oranges 714's	....	4 50
" " 420's	....	4 00
Sweet potatoes, per bbl	5 50	6 00
Spanish onions, cases	....	2 75
French onions, 110-lb. cases	....	2 75
New Messina lemons 300's	....	2 75
" " " 360's	....	2 50
Florida oranges, per box	....	4 50
California navels	2 50	3 00
Florida tomatoes, per crate	....	5 00
California celery	....	5 00

Fish.

The volume of business in fish of most seasonable kinds is quite large, and is still on the increase. There is a good demand for green cod, which is selling at an advance of from 25 to 50c. per 200 lbs. Boneless cod is also higher by 1-2c. per pound block. Herrings are plenty and prices easy. There is, however, no change as yet. No. 1 large cod is 25c higher. Canadian kippered herring are quoted at an advance of 10c. per dozen. British Columbia salmon are considerably higher than last week, and are now selling at $16 and $9 per barrel and half barrel respectively. We now quote:

Frozen herring, medium, per 100 fish	1 40	1 50
Large Halifax sea herring	1 60	1 70
Bloaters, Yarmouth	....	1 00
Haddies	....	0 06½
Smoked herring, per box	....	0 15
Fresh haddock, per lb.	0 03½	0 04
Dore, per lb., frozen, fancy Winter	0 06½	0 07
Pike, " round	0 04½	0 04½
Halibut, frozen, per lb.	0 08½	0 09
Gaspe salmon, frozen, per lb	....	0 14
Frozen B.C. salmon, per lb	0 08½	0 09
Smelts	....	0 07
Steak cod	....	0 04½
Fresh cod, market	0 03	0 03½
No. 1 Herring, Labrador, per bbl	5 00	5 25
" " half bbl	2 75	3 00
No. 1 Holland herring, per half bbl	....	6 50
No. 1 Scotch herring, " "	....	6 50
" " per keg	....	0 95
Holland herring, per keg	0 65	0 75
No. 1 green codfish, new, per 200 lb.	....	6 75
No. 2 green cod, bbls. 200	....	5 00
No. 1 green haddock, bbls. 200	....	5 50
No. 1 large green codfish, new, per 200 lb.	....	7 00
Green pollock, bbls. 200	....	4 00
Salt eels, bbls. 200 lb	....	0 6½
Mackerel, per lb	....	0 12
Boneless cod, 1 and 2-lb. blocks, per lb.	....	0 06½
" fish, " " "	....	0 05
" " loose, in 25 lb. boxes	....	0 04½
Boneless fish, in crates, 12 5-lb. boxes	....	0 05
Skinless cod, cases 100 lb.	....	4 75
Dried codfish, new, per 100-lb. bundles	....	5 00
B. C. salmon, per bbl	....	16 00
B. C. Salmon, ½-bbl.	....	9 00
Marshall's kippered herring, per doz.	....	1 40
Canadian kippered, per doz.	....	1 00
Canadian ½ sardines, per 100	3 75	4 00
Canned cove oysters, No. 1 size, per doz.	....	1 30
Canned cove oysters, No. 2 size, per doz	....	2 25
Shell oysters, No. 1 Malpecques	6 00	8 00
" " " common	3 00	4 00
Standard bulk oysters, per gal	....	1 50
Selects	....	1 70
Qualla salmon, frozen, cases	0 07	0 07½
Choice round trout	0 06½	0 07
Whitefish	0 6	0 7½

Vegetables.

The demand this week has been rather more satisfactory than for the previous few weeks, and with comparatively small receipts prices are well maintained. Early Rose potatoes are 2c. higher. We quote:

Cabbage, per doz.	0 30	0 45
" red, per doz.	....	0 45
Cucumbers, per doz.	....	0 18
Onions, per basket	0 50	0 70
Cauliflower, per dozen	1 00	1 50
Carrots, per basket	0 40	0 50
Parsnips, per bunch	....	0 15
Green corn, per dozen	0 10	0 15
Lettuce, per dozen	0 25	0 35
Celery	0 25	0 35
Parsley, per doz.	....	0 10
Radishes, per doz.	0 15	0 25
Pumpkins, per doz.	0 60	1 35
Potatoe Chili	0 60	0 62
" Early Rose	0 63	0 65
" Beauty of Hebron	....	0 63

Country Produce.

EGGS.

The market is practically bare of pickled stock, and a few days more will wind up the Fall egg. Quotations, pickled eggs, 30c; selected Fall fresh eggs, 33c. and new laid eggs, 38 to 40c. This is an advance of 2c. in pickled and new laid, and an advance of 3c. in selects. We quote:

Strictly new laid	0 38	0 40
Selects	....	0 33
Pickled	....	0 30

BEANS.

There is little doing in beans, and the market is just as last quoted, viz.:

No. 1 hand-picked, carlots	....	1 75
Choice prime, per bushel	1 55	1 60
" carlots	1 45	1 50
Ordinary (off grade), per bush	1 35	1 40

HONEY.

The market is steady under a fair demand. Comb honey is reported scarce. Our quotations are:

Strained, white	0 09	0 10
Clover and basswood	....	0 08½
Buckwheat	0 07	0 08
Comb honey	0 13	0 13½

MAPLE PRODUCTS.

Trade is very quiet, and prices unchanged. We quote:

Maple syrup, in wood, per lb.	0 05½	0 06
Maple syrup, in large tins	0 70	0 75
Pure sugar, per lb.	0 07	0 07½
Pure Beauce sugar, per lb.	0 08½	0 09

EVAPORATED APPLES.

The market is quiet and easier at 5 1-4 to 5 3-4c. in carlots and 6 to 6 1-4c. for smaller. We quote:

New, in carlots	0 05½	0 05¾
New, in small lots	0 06	0 06¼

Flour and Feed.

FLOUR.

In addition to the advance of 15c. last week all flours have gone up another 5 per cent. The feeling is strong, and prices show an upward tendency on all grades. We quote as follows:

Manitoba spring wheat patents	4 90	5 00
" strong bakers'	4 60	4 70
Winter wheat patents	4 35	4 50
Straight rollers	4 00	4 10
Extra	3 35	3 50
Straight rollers, bags	1 90	1 95
Extra, in bags	1 50	1 60

FEED.

The feed market is active and prices are firm. Ontario shorts are $1 to $1.50 higher. Supplies are not large. We quote:

Ontario bran, in bulk	17 50	18 00
" shorts	20 00	20 50
Manitoba bran, in bags	....	19 00
" shorts	....	20 00
Moullie	24 00	28 00

BARLEY.

There is only a small amount of business doing in barley. Prices are as follows:

No. 2 barley	....	0 43½
No. 3 "	....	0 41½
No. 3 Extra	....	0 42½

ROLLED OATS.

There is a fair trade doing in a jobbing way and the market is steady. We quote:

Rolled oats, in bbls.	4 55	4 60
" " in bags	2 15	2 20

Baled Hay.

The market is firmer this week, and with light receipts, prices are tending higher. There has been no quotable change as yet, and prices are as follows:

No. 1 timothy	9 50	10 00
No. 2 timothy, choice	8 00	9 00
No. 2 timothy, ordinary	8 00	8 25
Clover	7 00	7 50
Clover, mixed	7 50	8 00

Ashes.

There is only a light demand. Prices are firm, as follows:

First pots, per cwt.	6 00	6 10
Seconds	5 60	5 65
Pearls, per 100 lb.	7 00	7 25

Hides.

The only quotable change occurs in calfskins, No. 1 now being quoted at an advance of 1c. The market is quiet. We quote

No. 1 beef hides	....	0 08
No. 2 "	....	0 07
No. 3 "	....	0 06
Lambskins	0 70	0 75
No. 1 calfskins	0 09	0 11

"Condor" Japan and Black Tea, Baking Powder, Mustard, Vinegar.

Madam Huot's Coffee

The Gem of all Coffees.

"Nectar" Black Tea, in lead packets and fancy tins only.

—IT IS WAR—

Consequently we can expect a general advance not only on Japan Teas, but on all sorts. It is time yet to anticipate your wants. **I have not advanced my prices.**

COME NOW! DON'T DELAY!

Japan Teas from	16½ to 45c.
Japan Dust Siftings and Fannings from	6 to 11½c.
China Green Teas from	14 to 45c.
China Black Teas from	12 to 45c.
Ceylon and Indian Black from	15 to 50c.
Ceylon and Indian Green from	15½ to 22½c.

Just in This Week:

100 Half Chests Ceylon Green Hyson No. 1, fancy finished leaf at - 18c.

56 Half Chests Ceylon Green Hyson, fancy finished leaf at - - 17c.

BOTH EXTRA FINE LIQUORS.

72 Catties Imperial Gunpowder Tea, well rolled leaf, good liquor at 21½c.

89 Catties Choice Pinhead Gunpowder Tea, fine, small, evenly made leaf, choice Ping Suey liquor at - - - - 30c.

A Job:

24 Chests Ceylon Green, finished leaf Hyson, splendid liquor at - 15½c.

ASK FOR SAMPLES, IT PAYS.

Specialty of high-class goods in Teas, Coffees, Spices and Vinegars.

"Old Crow" Baking Powder, Mustard, Vinegar, Black Tea.

E. D. MARCEAU

281-285 ST. PAUL STREET

MONTREAL

"EMD" Baking Powder, Vinegar, Spices, Coffee

—the best tribute
that can be paid to
Table Jelly is
purity,
flavor,
clearness,
delicacy and
healthfulness.

"RED CROSS" **Jelly**
has all these
and one more.

It holds your trade.

WRITE FOR PARTICULARS.

R. HERRON & CO.
MONTREAL.

F. C. CALVERT & CO.
Manchester, England,

whose specialties have been awarded more than 100 Medals and Diplomas for superior excellence in competition with other manufacturers

Calvert's Carbolic Preparations include Disinfectants, Dentifrices, Soaps and other toilet specialties, which are well known, reliable articles, finding a ready sale in England, the colonies and many foreign countries. The Soaps are probably of most interest to grocers and full particulars and prices of the various qualities, suitable for the Canadian market, in addition to the two enumerated below, are given in price list mailed free on request.

Calvert's 20 per cent. Carbolic Soap affords protection against mosquitos and other insects, and is also refreshing to use. Each tablet is packed in a metal box. Retail price, 30 cents a tablet.

Calvert's No. 5 Carbolic Soap is a good soap for all ordinary purposes, retailing at the low price of 5 cents a tablet.

F. C. C. & Co. ensure the quality and efficiency of their soaps by guaranteeing definite percentages of carbolic acid.

have now opened a wholesale depot for the further extension of their Canadian trade, at

807 Dorchester St., Montreal.

W. T. LEACH, Representative.

Price Lists, etc., mailed on application.

LENT LENT LENT

If your head is not working well, don't eat so much meat.

TRY FISH FOR A CHANGE.

We offer a nice assortment

GREEN CODFISH, No. 1 Medium,
GREEN COD, Large. GREEN COD, Draft.

Trout, in Kegs, Labrador Salmon, in barrels and ½ barrels. Fresh Haddock,
Skinless Cod, 100-lb. cases, Boneless Codfish, blocks 1 and 2 lbs., Boneless Fish, 25-lbs. and 5-lb. boxes.

"QUAIL ON TOAST," "SHREDDED COD,"

Labrador Herrings, barrels and ½-barrels. Scotia Herrings, barrels and ½-barrels.

QUALITY GUARANTEED. PRICES RIGHT.

Quickest Shippers. Send us your order.

L. CHAPUT, FILS & CIE,

WHOLESALE GROCERS AND IMPORTERS **MONTREAL.**

NEW BRUNSWICK MARKETS.

Office of The Canadian Grocer,
St. John, N.B., Feb. 6, 1904.

WE have made a record during the first month of the year, both for cold weather and for snow. Business is very quiet. The weather has caused it to be even more quiet than usual at this season, particularly in the country districts. There is to be an election here shortly to fill the vacancy caused by the retiring of the Hon. A. G. Blair. This causes some interest. It is a question if there would be any opposition as there will so shortly be a general election, but for the strong feeling here against the Grand Trunk Pacific bill. Not that our people are opposed to another transcontinental railway, but they fear Grand Trunk means Portland, Maine, for a Winter port. This with some other features not approved creates quite an opposition to the present plan. The Hon. Geo. E. Foster last week addressed a large meeting on the Chamberlain scheme. A resolution was unanimously adopted supporting Mr. Chamberlain's position. In markets the lack of business causes lack of news. There is a general feeling of strength. Cloves, pimento and cream of tartar are firm. Hops are very firm.

Oil—In burning oil the high prices are continued. Sales are not so large as the season advances. Lubricating oils are being pushed and free sales are reported. Prices are firm. In paint oils, linseeds continue low. Turpentine, which has ruled quite high, has again advanced. Fish oil is firm.

Salt—The high freights charged this season by the Winter port steamers causes prices to be firmly held at full figures. Demand is somewhat quiet, stocks are large. At this season there is little interest in fine salt.

Canned Goods—Prices are firmly held. Sales are not large. There is a fair stock of tomatoes held on which holders look for a good profit. Corn is also very firm. Salmon are quite a full stock. In fruits there is a fair sale. Gallon apples are rather dull. Oysters are very firm. In domestic fish, haddies are very scarce. Clams and scallops, which have an increasing sale are in very light supply. Sardines and kippered herring are a fair stock.

Green Fruit—Dealers have to be contented with light business, though heated cards enable some outside business to be done. Apples are unchanged in price. In oranges more California stock is seen. Quality is good. Valencias are quite freely bought. Lemons keep low. Grapes are dull. Cranberries are firm, and sales light.

Dried Fruit—Owing to large sales before Christmas, little business is expected at this season, and dealers are not disappointed. In all lines of raisins good stocks are held. The market in loose raisins is rather firmer, as the California association which it was though might reduce prices this month advise there will be no change at least till June, and perhaps not then. Currants are unchanged. Dates are low. Figs are out of season, also peels. Evaporated apples are rather higher. There is little sale for dried. Good onions are higher. In peanuts there is continued steady advance.

Sugar—Market is quite firm. The sale is for granulated. Business is, however, rather quiet. Canadian beet sugar has been offered here during the past week. This will complicate the situation, meaning more competition for the guild.

Molasses—The situation is unchanged. Business is rather quiet. Buyers are afraid and are not in the market for round lots. Some new Barbadoes was received this week. This is earlier than usual. There is quite a stock of old goods here, particularly of Porto Rico. The position is such, however, that prices will not force sales.

Fish—There is a fair supply of frozen cod and haddock. In frozen herring, while receipts are not large they are better than for some few years. Shipments of finnan haddies have been large. Supplies are, however, likely to fall off. Lobsters are a fair catch. In dry fish, pickled and smoked herrings, the market is firm, particularly for smoked herring.

Flour, Feed and Meal—In flour there is a fair sale. The market is very firm. Oats are firm at rather higher prices. The high price of oatmeal is maintained, but buyers are backward. Feed is dull. Cornmeal is unchanged. Beans are quite firm, with quite a few primes held. Yellow eyes have a steady sale. Barley is firm. Peas are scarce and high. Blue peas are about out of the market. Dealers are already pushing for seed business.

There can be no Controversy
regarding the merit of
CLARK'S
Pork and Beans in Chili Sauce.
Buyers everywhere proclaim their high quality and wonderful selling possibilities.

CAPSTAN BRAND
Pure Baking Powder.
Put up in ¼-lb., ½-lb., 14-oz., 1-lb. and 5-lb. Tins.
Guaranteed to give perfect satisfaction.
If our travellers do not reach you, write for quotations.
The Capstan Mfg. Co., Toronto, Ont., Can.

EPPS'S
GRATEFUL.
COMFORTING.
IN ¼-LB. LABELLED TINS. 14-LB. BOXES.
Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.
In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg

THE MOST NUTRITIOUS.
COCOA

NOVA SCOTIA MARKETS.

Halifax, Feb. 8, 1904.

WEATHER conditions have improved somewhat, which has made it easier to secure trade. Business is quiet and not much activity is expected until navigation at the shore ports open, which is usually after the middle of March. The talk of the week has been the railway accident on Tuesday, when the Montreal fast express left the rails and rolled down a 28 foot embankment, injuring more or less seriously all on board, and killing two persons, viz., Conductor Duncan and Mrs. John Glassey. There are few travellers in Nova Scotia, commercial or otherwise, who do not feel deeply the death of Conductor "Bob" Duncan. He had been on the I. C. R. for 47 years, and was known and liked by all. Mrs. Glassey was the wife of John Glassey of the firm of Kelley & Glassey, wholesale wine and spirit merchants, Halifax.

* * *

There has been a great deal of complaint lately from retailers regarding the quality of the beans shipped them by wholesale houses. This, of course, is due to the fact that the bean crop of 1903 was a poor quality, a large proportion being discolored by rain and not drying out as white as usual, thus making the beans appear worse than they really are for practical uses. One local dealer states that it is now impossible to get any primes which have not an undue proportion of dark colored beans, and he says this is illustrated by the fact that the difference in price between prime and handpicked beans is now 47 to 50 cents, whereas the difference in normal seasons is not over 15 cents.

* * *

Manitoba flours were advanced 15 cents per barrel last week and there was a further advance of 15 cents per 100 lbs. on oatmeal. At the present mill prices it is claimed that oatmeal should be jobbing at $5.00 or fully one cent a pound over last month's prices. At this season of the year the consumption is heavy but there is a feeling in the trade that millers are pushing the prices too high for their own interests, as there is a distinct increase in the popularity of package breakfast foods, and this will be stimulated by the increase in the cost of oatmeal. Cornmeal is now lower than it was in December, notwithstanding that corn in outside markets now costs five cents a bushel more than in December. The temporary local weakness in cornmeal is the result of the failure of a milling firm in the western part of this province. This firm had on hand considerable corn which passed into the control of a bank and was sold for what it would bring in the interests of the creditors. The weakness in cornmeal thus occasioned has now about passed away and prices will shortly be again advanced on a level with market conditions elsewhere.

* * *

There has been a local scarcity of matches of late, but supplies are now ample for requirements. Owing to the destruction of the factory from which a number of Canadian manufacturers obtained their splints, they were unable to produce the usual quantities, and for a time jobbers had difficulty in securing their supplies. This condition has now passed away and no further difficulty is anticipated.

* * *

Smoked herring promises to be very scarce for the balance of the season. The quantities held in stock by dealers here and at St. John are much smaller than usual, and it is believed there are very few more to come forward.

MANITOBA MARKETS.

Winnipeg, Feb. 6th, 1904.

TRADE is slow due somewhat to the extreme cold weather and to the time of year. The weeks preceding the annual bonspiel are always dull and not more so this year than usual. The annual bonspiel opens here on the 10th and everything points to a more than usually successful gathering. During the week the majority of travellers have come in off the road and will remain in the city until after the bonspiel is over.

Flour—The flour market has been active and prices have advanced 10 cents per sack for all territory west from Fort William to the Coast. This makes the price $2.55 for No. 1 patent in 98 lb. sacks, $2.40 for No. 2 and $2.05 for No. 3.

Sugars—The advance in sugar prices in the east has not yet been reflected in the market here which are steady and unchanged.

Coffee—The prices here are firm and have advanced during the week, but there seems some difference in opinion among the houses, some quoting 10 to 10½ for No. 5 Rio and others as high as 11½c. The sales at this time of the year are not specially heavy.

Dried and Evaporated Fruits—Steady trade is being done but prices have not changed for over two weeks and are likely to remain steady unless some unforseen contingency should arise.

Canned Goods—All canned vegetables are moving steadily at the prices quoted last week. Peas and corn are particularly firm.

Green Fruit—The movement has been very slight for the week and will probably be light until the weather is milder. Prices are steady and unchanged. The staple lines offered just now are apples and oranges—oranges, $3.25 to $4 a case; fancy California lemons, $5; apples, Spies, $4, and other varieties, $3.50; Malaga grapes, $8; bananas, by express, $4 per bunch; California celery, 90c. per dozen. The car of this celery mentioned last week arrived and is of fine quality.

Vegetables—The movement of vegetables has necessarily been light and potatoes have held very firm. Farmers' loads are worth 75c., and retail potatoes are $1.00 per bushel. This price will decline as soon as the weather is mild enough to admit of opening supplies at country points and bringing car lots.

Cured Meats—Market is steady with a good demand and prices unchanged. It is thought in the event of war sending up the American market that prices here will go higher. At present quotations are: hams 13½c., shoulders 9c., bacon bellies 13½c., backs 11½c., spiced rolls 11c., dry salt long clear 9c., smoked long clear 11c.

Eggs—The supplies have not increased and new laid eggs are almost impossible to get. Dealers offer 22c. for fresh gathered.

Butter—Receipts have been very light all week. Good fresh table butter in bricks is worth 21 to 22c., and tubs 17 to 18c. There is a good deal of very ordinary stock to be bought, and this brings about 12c. to 14c. for tubs of better grade. The demand is for a first-class article, and there is very little offering.

Notes.

Bank clearings for the week have been very good, showing an increase of 20 per cent. over last year and 5 per cent. over last week.

The Winnipeg option market is now in full swing and trading very lively. The new departure seems to have caught on and the members of the clearing house have gone further and established a call board, which is also very popular.

Mr. Lloyd T. Mewburn, a member of the firm of James Turner & Co., of the Canada Grocers, Limited, was in Winnipeg on his way to Calgary, where he will establish himself as manager of the company's new branch at that point. This makes the eleventh branch they have in operation. Mr. Mewburn, in speaking to a reporter concerning the opening, said that the business done in the West during 1903 was large, and so much ahead of preceding years that the company had decided to build a warehouse in the West and had selected Calgary as a point that would provide, by its central position, an admirable distributing point. The firm will still carry on a business in the West from Hamilton, where their headquarters are, and none of their travellers will be taken off the road. The opening of a Western branch, however, gives them a Western stand, that is, a home here, "and it is a peculiar thing," said Mr. Mewburn, "that we have found that sellers prefer to dispose of their goods to Western houses every time in preference to Eastern houses."

WILLIAM FISCHER DEAD.

THE death occurred, on Monday last at his late residence, Ontario St., Toronto, of Wm. Fischer, for the past thirty years a traveller and the oldest active member of the Commercial Travellers' Association of Canada. Born in Muhlhausen, Saxony, Prussia, Germany, on August 10, 1828, he served in the German army under Emperon Wilhelm I. He came to New York in 1846, and later in the year settled in Waterloo, Ontario, where he conducted a general store for over twenty years, and was a J. P. The last thirty years of his life was spent as a traveller for many years with the Pure Gold Mfg. Co., and afterwards with the Toronto Coffee and Spice Co. He married Miss Margaret Davidson, Aberdeen, Scotland, who predeceased him in 1885. He is survived by one son, Wm. G. Fischer, wholesale leather merchant, and two daughters, the Misses Margaret and Elizabeth. He was connected with Westminster Presbyterian church. The funeral took place Tuesday afternoon.

A FIREPROOF ROOF

AND SECURE AGAINST LIGHTNING.

What everyone wants, and what you can have—at moderate cost—by using

Eastlake Steel Shingles

GALVANIZED OR PAINTED.

The most widely-used shingles in the Dominion for all kinds of buildings.

Quickly and easily applied by any handy man. Can't leak, and most durably economical.

Up-to-date builders praise them enthusiastically.

THE

Metallic Roofing Co., Limited

TORONTO, MONTREAL, WINNIPEG.

To Butchers and Hide Buyers!

We wish to purchase your Hides, Calfskins, Sheep Pelts, Tallow and Bones.
We advance money if desired. We pay spot cash.
We pay the freights. We pay full market values.
We want agents in every Canadian village this spring to buy CALFSKINS for us. We furnish the money; we pay all Customs charges, entry fees, freight, etc. For particulars address C. S. PAGE, Hyde Park, Vt. U.S.A.

The Dollars You're After

will come to you without much trouble if you will watch the dollars you already have, and spend them wisely.

The book entitled **One Hundred Good Ads.** for a grocery store shows you how to get the most value out of money spent in advertising. It is full of suggestions for writing catchy up-to-date ads. It costs only one dollar. Address,

The Canadian Grocer

TORONTO OFFICE: 10 Front St. East.

BROCK'S BIRD SEED.

IS PERFECTION. IT PAYS TO SELL.

SAMPLES FREE.

NICHOLSON & BROCK, TORONTO

THE MONTREAL RETAIL GROCERS' ASSOCIATION.

THE regular monthly meeting of the Montreal Retail Grocers' Association was held February 3rd, at the Mounment National, with a large number of members present and President M. Chartrand in the chair. After the reading of the minutes, it was decided to postpone the meeting until February 10th, at which meeting important matters affecting the association will be brought forward and discussed.

The association passed a resolution of condolence on the death of ex-Ald. J. B. Connaughton, one of the founders and members of the association, and the secretary, J. B. Beaudry was authorized to transmit the resolution to the bereaved family, expressed in the following words:

"The Montreal Grocers' Association feels deeply moved at the loss of one of its members, and founders, ex-Ald. J. B. Connaughton, so much so that it has adjourned its meeting out of respect for the good work and the many favors done the association by its ex-president. The family has the sympathy of all the grocers of Montreal, and more particularly of the association of which he was an honored member."

WINNIPEG BOARD OF TRADE.

THE annual meeting of the Winnipeg Board of Trade was held last week and the reports of the year and the president's address were both documents containing much that was of interest to Western readers, but these matters will appear in full in the daily and weekly papers of the province.

The officers elected for the year are:

President—H. W. Hutchinson, manager of the Fair Child Company, Limited.

Vice-President—A. L. Johnson, manager of the Ames-Holden Company.

Treasurer—Andrew Strang, of A. Strang & Company.

Secretary—C. N. Bell.

Members of Council for 1904—G. F. Carruthers, John Russell, F. L. Patton, G. D. Wood, J. B. Pearsse, H. S. Evans, Hugh Sutherland, F. W. Drewry, D. E. Sprague, D. W. Bole, A. R. Hargraft, J. W. Dafoe, Wm. Georgeson, Wm. Whyte, H. M. Belcher, G. F. Bryan.

The retiring president, G. R. Crowe, manager of the Northern Elevator Company, tendered a banquet to the members of the Board and some 200 sat down to the feast.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postages, etc.

SITUATIONS WANTED.

MAN with good business experience desires position 1st April in town or city in shipping department or any position of trust; strictly sober. Box 95, CANADIAN GROCER, Toronto. (7)

A YOUNG MAN, employed in a grocery store seven years, wants permanent situation with good house. Could give best references. Apply Box 213 CANADIAN GROCER, Montreal. (7)

SITUATIONS VACANT.

WANTED FOR MONTREAL—Experienced business man of good address and education, with a thorough knowledge of the grocery and provision trade; good opening for a bright man. Address S, care CANADIAN GROCER, Montreal. (8)

FOR SALE.

SNAP for a party with a few thousand dollars; plant, stock in trade and good will of an established manufacturing and important business with a large and profitable connection. Apply at once to Box 98 CANADIAN GROCER, Toronto. (7)

GROCERY and Crockery Business—In the best town in Southern Manitoba (population 1,700); stock turned six times last year; stock and fixtures about $3,000; property to be sold with business; four cosey living rooms over store; a snap to right man. Apply to Box 856 Morden, Man. (10)

TRAVELLER WANTED.

A LONG established Montreal wholesale dry goods house, desires to secure the services of an experienced commercial traveller on a commission basis to extend their connection in the Maritime Provinces. Only one trunk need be carried, and a liberal rate of commission allowed. Position will be vacant about April 1. Application may be addressed to "Maritime," Box 99, DRY GOODS REVIEW, Montreal. (7)

PARTNER WANTED.

PROSPEROUS wholesale house would admit additional partners with capital. Rare chance for right party. Apply Box 100, CANADIAN GROCER, Toronto. (7)

Perth Whiskey de Luxe

Wanted buying agents in Canade, to push the sale of Matthew Gloag's Liqueur Scotch Whisky, "Grouse" Brand, twenty-two shillings and sixpence per case of twelve bottles, freight paid to Canadian Port, less 2½% for cash against Bill of Lading.

MATTHEW GLOAG

Established over a Century. **Perth, Scotland**

Only Those Who Use
VAN HOUTEN'S COCOA

KNOW HOW ***GOOD*** IT IS TO ***DRINK***
AND HOW ***ECONOMICAL*** IT IS IN ***USE***

BEST AND GOES FARTHEST

Dominion Agents { J. L. WATT & SCOTT, - - TORONTO
WATT, SCOTT & GOODACRE - MONTREAL

ADOLPHE E. SMYLIE, President — HENRY ROWLEY, Vice-Pres't — H. W. PETHERBRIDGE, Sec'y and Treasurer

NATIONAL LICORICE CO.

Successors to
YOUNG & SMYLIE
BROOKLYN, N. Y.
S. V. & F. P. SCUDDER
BROOKLYN, N. Y.
MELLOR & RITTENHOUSE CO.
CAMDEN, N. J.
H. W. PETHERBRIDGE
BROOKLYN, N. Y.
DOMINION LICORICE & NOVELTY CO.
TORONTO, CAN.

Y. & S., SCUDDER, and M. & R. Brands of PURE STICK LICORICE, Acme Licorice Pellets, M. & R. Wafers in bags, Licorice Lozenges, and a full line of Licorice Specialties, including the celebrated soft licorice lines sold under the Company's brands as follows: THE FLEXIBLE LICORICE, THE PLIABLE LICORICE, THE ELASTIC LICORICE.

OFFICE—106 JOHN ST.
106-116 John St., 227-237 Plymouth St., } Brooklyn, N.Y.
Illustrated Catalogue on request.

STEWART'S FINE CHOCOLATES

NOTE THESE:

Maple Walnut Pudding
Delicious.

Molasses Kisses

Menthol Lozenges
A new thing and good.

Easter Novelties

A. J. STEWART, Limited
Makers, TORONTO.

You can save money
by asking for our sample when open to buy—
TRY US.

Teas and Coffees

We have a large stock of all kinds always on hand

CEYLON GREEN SIFTINGS, - -	from 5c. up.	CONGOUS, - - - - - - - -	from 10c. up.
JAPAN FANNINGS, - - - - - -	" 6½c. up.	JAPANS, - - - - - - - - -	" 15c. up.
CEYLON AND INDIAN GREENS, -	" 12½c. up.	CEYLON AND INDIAN BLACKS,	" 14c. up.

James Rutherford & Co.
IMPORTERS
27 St. Sacrament St. MONTREAL.

BISCUITS AND CONFECTIONERY

A DEPARTMENT FOR RETAILERS.

Sell High-Grade Goods.

A GOOD many grocers selling confectionery content themselves with handling lines that have no distinctive character, and of indifferent quality. No reputation can be built up on goods of this class. The way to establish reputation, a reputation which will attract trade, is to handle superior goods. In the confectionery department it will be found to pay to carry a fair range of chocolates and bonbons of first-class quality. The necessary investment is small and the gains both immediate and continuous are worth having and sure. The gospel of high-grade goods cannot be too diligently preached.

MOONEY BISCUIT AND CANDY CO.

THE Home of Perfection Cream Sodas is how the Mooney Biscuit and Candy Company, of Stratford, describe their fine and commodious plant. On visiting this model factory, one is struck with the scrupulous cleanliness displayed throughout the various departments and the sanitary conveniences such as commend themselves to every lover of comfort and health. The factory is a large building of white brick, and is five stories in height, 196 feet long and 70 feet wide, and is lighted with its own electric light plant which supplies three hundred lights. From the artesian well pumped by their own engine is supplied the purest and best water and in every respect every labor and money-saving device known to the manufacturing business has been acquired.

Mr. Mooney, who is president and manager of the company, prides himself on the fact that no one ounce of other than creamery butter has entered the factory since beginning business five months ago. To this fact doubtless there is due in a large measure the gratifying reputation these goods have already attained, in the Canadian market. Perfection Cream Sodas and the large variety of sweet biscuits put up by the Mooney Co. have in this short time become in many parts of Canada a very welcome and appreciated article.

Besides biscuits this company make a great variety of Candies such as chocolates, creams, bon-bons, gross goods and many other lines too numerous to mention. It might be said, however, that "Avon chocolates with the name on every drop" would appear to have impressed themselves on the public taste. The greatest possible care is taken in the manufacture of these to see that nothing enters into their make up which might mar the ideal set before it by the company, of producing the choicest chocolates manufactured in Canada. If this ideal is followed, as it doubtless will be, the Mooney Biscuit and Candy Company should be a substantial success and an important addition to the manufacturing interests of Canada.

Factory of The Mooney Biscuit and Candy Co., Stratford, Ont.

Confectionery Notes.

A. J. Stewart, Limited, Toronto, are putting up a Menthol lozenge that is commended as being excellent for bronchial troubles. Menthol preparations are not new, but a menthol lozenge is a decidedly new thing.

A SATISFACTORY TRIP.

MR. W. H. TROOP, of Messrs. Black Bros. & Co., Halifax, N. S., passed through Montreal this week on his way home from a business trip extending as far west as Winnipeg. Mr. Troop reported most encouragingly as to business, and is of the opinion that the pioneer work so far done in the direction of calling the attention of the trade and the consumers to the excellent qualities of Nova Scotian "Sea Fruit," and particularly his company's brands of prepared fish, "Halifax," "Bluenose" and "Acadia," will result in increased demand for fish generally. Mr. Troop's opinion of Winnipeg was most flattering to the rising giant of the West, the well laid out streets, the splendid business blocks, and the general air of activity prevailing, struck him as a particularly encouraging feature presaging future greatness.

Mr. Troop expressed himself as highly pleased with the reception he received from the trade genrally, Quebec, Ontario and Manitoba merchants alike according him hearing and attention. "I may say that the introduction through the columns of The Canadian Grocer facilitated my work very materially, and I do not hesitate to say that it was the means of securing more than one order for my company. I was able to trace direct results through your columns, and having been somewhat sceptical on the point of the order-producing power of advertisements, it will be a compliment to you to say that I have been disillusionized."

Mr. Troop made his business headquarters during his stay in Montreal in the offices of A. H. Brittain & Co., Board of Trade, his company's Quebec and Ontario representatives.

A COLD STORAGE CALENDAR.

Cold Storage and Ice Trades Review has issued a very handsome ittle calendar and memorandum book bound in soft red leather and lettered in gold. It contains a great deal of condensed information relative to cold storage and is altogether a very creditable little booklet.

PURE GOLD TALK.

No. 4.

And now we come to Extracts. How often has the grocery trade wished it had never seen or heard of this or that extract. Fine bottles and fine names and fine assertions can't make the extract good. The man who makes a good extract is worthy of high rewards. It takes character perhaps more than anything else to make strictly good, honest, wholesome Extracts. The temptations are so many and the risk of discovery so small.

But the public will find out, and later on the grocer, if the extracts are poor.

PURE GOLD EXTRACTS stand out like a beacon light. Suspicion is never attached to them. They are honest, and they are value. There are other good extracts, and we are glad of it. We can't hope to have everybody's extract account. The grocer who has doubt, who has bought his experience not once but several times, can never go astray if he pins his faith on

PURE GOLD GOODS.

Send for price list of PURE GOLD lines.

THE
Pure Gold Mfg. Co.
LIMITED
Toronto.

MEETING TORONTO RETAIL GROCERS.

THE regular monthly meeting of the Toronto Retail Grocers' Association was held on the evening of February 8th at St. George's Hall, the president, F. W. Johnson, in the chair

The "At Home" committee in charge of the recent annual reception given under the auspices of the association reported that this year's function was the most successful and the most largely attended of any in the history of the association. To the caterers, R. J. Lloyd & Company, great credit was due. Not a single complaint having been heard.

It was moved by Mr. Panter, seconded by Mr. Boyd, that the association ask Mr. Blain, of Eby, Blain & Co., wholesale grocers, Toronto, to come and address the members of the association on "Things of Interest to the Grocery Trade" at their next regular meeting.

The association decided to take advantage of the offer of Geo. Weston, of the Model Bakery Company, Toronto, to show them through the factory when in full operation at night. The date has been fixed for February 19, and any grocer wishing to join the members of the association on this occasion may do so by notifying the secretary, E. B. Nettlefield, at 35 Amelia street. It is expected that a large number of grocers will avail themselves of this invitation to visit one of the largest bakeries in Toronto and that many in the trade outside the association will respond to the friendly overtures of its members.

It was moved by Mr. Davies, seconded by Mr. Panter, that the association congratulate Mr. Laporte, wholesale grocer, Montreal, on his election to the mayorate of the Canadian metropolis for 1904.

Finally the asociation decided to present Mr. Bell, their president for 1903, with a small token in recognition of the excellent service rendered by him to the association during the past year.

HANDSOME CALENDAR.

Subscribers of The Canadian Grocer who desire to have one of the handsome calendars issued by Canadian houses should drop a post card to W. P. Downey, 26 St. Peter street, Montreal, manufacturers of White Dove Cocoanut and Grocers' Specialties. The lithographed ship under full sail, "Homeward Bound," is a beautiful piece of work. When writing for calendar kindly mention The Grocer.

Since You Insist

we may just as well be frank about it.

We want your business.

This is one sole reason for talking with you.

We have the goods you ought to have whether you want them or not.

We say that

Perfection Cream Sodas

are the best in this country.

We are not saying anything about what other people make.

It takes us all our time looking after our own business.

What are you going to do about it?

We sell direct.

THE **Mooney Biscuit & Candy Company,**
LIMITED,
Stratford, - Canada.

O! Gel-O

"The New Dessert. Yes Madam we have it. It jells quicker and firmer than any other kind. We have it in 8 flavors. Try it? Thank you, Madam."

Grocers, have we your order? Cases hold 4 or 12 dozen. Gel-O is a gelatine powder, 4-oz. package. Send sample order for 4-dozen case.

THE CANADIAN GELATINE CO.
528-530 Front St. W.,
TORONTO, CANADA.

MOTT'S DIAMOND CHOCOLATE
JOHN P. MOTT & Co HALIFAX, N.S. ESTABLISHED 1844
IS THE BEST.

For Sale Everywhere.

—:o:—

ASK FOR

MOTT'S.

COWAN'S

Perfection Cocoa (Maple Leaf Label). **Royal Navy Chocolate, Queen's Dessert Chocolate, Chocolate Cream Bars, Cowan's Cake Icings,** Chocolate, Pink, Lemon Color and White

Cowan's Swiss Milk Chocolate, Famous Blend Coffee, etc., etc.

Are the standard goods for purity and excellence.

Manufacturers

THE COWAN CO., Limited - - TORONTO

Marmalade Wafers.

A nice biscuit at this season. Try a box with your next order.

THE CANADA BISCUIT CO., LIMITED

King St. West and Bathurst St. Cars pass our Works.

King and Bathurst Streets, TORONTO.

ON TOP . .

Not on the top shelf of your store, but "ON TOP" in the estimation of your customers.

IT PAYS YOU

to handle

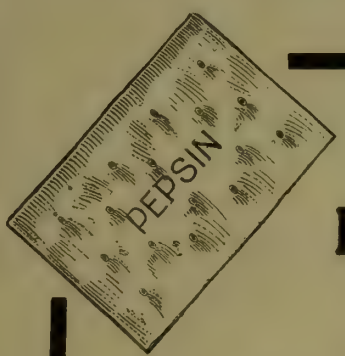
Eagle Baking Powder

It pays your customers. If it pays them it pays you. Try a sample case through your jobber, if he has not got it, write us direct. See prices in current market quotations.

Eagle Manufacturing Co.

MONTREAL

AGENTS WANTED IN EVERY CITY WHERE NOT REPRESENTED.



3 Strong Reasons--3

Why You Should Stock "Pepsin" Brand Sodas.

1st. "Pepsin" sodas are put up in unique handsome packages that catch the eye and induce the first sale.

2nd. "Pepsin" Sodas are deliciously light and crisp with a flavor peculiar to themselves, that pleases the taste and promotes further sales.

3rd. "Pepsin" Sodas are better than other brands, and the increased profits, though small on each package, yet accumulated—they tell a very pleasant tale at stock-taking.

"PEPSIN" PRICES:

"Imperial" Sodas,	in Jumbo Tins,	-	6c. net per lb.
"Pepsin"	" 3-lb.	" -	25c. " " Box.
"Pepsin"	" 3-lb. Pasteboard Boxes,		20c. " " "
"Pepsin"	" 1-lb.	" "	7½c. " " "

Freight prepaid in quantities of 200-lbs. within a radius of 200 miles.

Imperial Biscuit Co., Limited

Guelph.

McWILLIAM
Mc. AND E.
EVERIST

'Phone Main 645 - TORONTO

KEEP YOUR

EYE

ON THE MERCURY.

We are—we expect it to go up one of these days—when it does, prices will also go up. If you have us Book your Orders while prices are low (that's now), we will ship at first opportunity. We think you will see that this is advisable and advantageous for you for two reasons, at least:

1st—You get your goods at the low prices.
2nd—You will have them when the demand is brisk.

TO BRIGHTEN BUSINESS

ORANGES

California Navels, "Clown" Brand; Extra Fancy Stock; in carload lots or less; all sizes.

Write for quotations.

GRAPE FRUIT

Fancy Florida Stock; 64—80's.

Write for prices.

TANGERINES

Japanese Stock. Special to clearth is week 60c. a bundle—2 boxes in a bundle.

LAYER RAISINS

Few special lines for quick clearing, at greatly reduced prices.

CLEMES BROS.
Toronto.

GREEN FRUITS

British Columbia Fruit.

SOME interesting facts regarding the fruit industry in the Prairie Province were brought out at the recent meeting of the British Columbia Fruit Growers' Association. The growing commercial importance of the industry is evidenced by the increased shipments by freight and express, as the following figures show: There were carried by the C.P.R. during 1902, 1,469 tons of fruit, while in 1903, 1,987 1-2 tons were carried; an increase of 35 per cent. The Dominion Express Co. carried in 1897, 70 tons of fruit; in 1901, 378 tons, in 1902 483 tons; in 1903 over 676 tons. The establishment of a fruit cannery in New Westminster is assured, which will employ 40 to 50 hands during the season. This will give growers a market for their surplus fruit.

At the present time British Columbia fruit practically rules the markets as far east as Calgary. The markets of the Northwest, though vast and valuable, are very scattered; Winnipeg is the great wholesale centre, and is of such importance that it enters into the calculations of fruit growers all over the continent, consequently the competition there is keen. Orders are being received from Australia, Hawaii, China and Japan, and efforts were made last Fall to get a foothold in Britain. On October 16th last Messrs. Stirling & Pitcairn, of Kelowna, shipped the first carload of British Columbia apples, consisting of Spies, Baldwins, Ontarios and Canada Reds to the British market. They arrived in Glasgow on November 9th, in first-class condition and were sold at an average price of about 6s. per box, while Eastern Canada apples were selling in the same place at about one dollar per barrel less, figuring three and one-half boxes to the barrel. However, when the extra freight charges to Montreal were deducted, the net returns were hardly satisfactory. Enquiries are now being received from other firms who saw the British Columbia fruit and learned that it gave first-class satisfaction, so that it is thought that if more and larger shipments were sent forward, better prices would be realized. Concessions in the way of freight rates will have to be obtained, if this export trade is to be developed.

Apples for Cider.

An English cider-maker says large quantities of Canadian apples have been used in cider-making. "Canadian apples," he says, "are not distinctively cider varieties; the fruit is carelessly and loosely packed, so that some is damaged in transit. Cider made from Canadian apples lacks the distinctive characteristics that mark English fruit, but when blended with the latter it makes an excellent mixture."

Black Currants Wanted.

Reporting to the department of trade and commerce, Mr. Harrison Watson, curator of the Canadian section of the Imperial Institute in London, calls attention to the growing demand in the mother country for fruits. Fresh fruit is preferred, but when this is not available, it will be taken in the form of pulp. He says Canadians have shipped raspberries to the Old Country, but they have not yielded a profit owing to the fact that when they were sent over they have not commanded good return. Mr. Watson suggests that Canadian exporters of fruit should devote themselves to black currants. Not only is this variety used by manufacturers, he [illegible] but it is required for cordials, essences and similar purposes. Some 17,000 tons of black currents are used by the British jam manufacturers yearly, much of which large supply is imported.

Pack Apples in Boxes.

THE London (England) Fruitgrower and Fruiterer reports that the apple trade remains in a firm state, and that market prices for the best kinds have risen from 6d. to 2s. a barrel. With regard to the packing, they say:

"We notice now, however, that in sorting over a barrel for best trade work there are a very large proportion that have to go on one side for cheap sale. It is not because these fruits are actually bad, but the barrel bruises have penetrated quite half through some of the fruits. It does seem a pity that the packers in Canada and the United States should persist in putting this fine fruit

into barrels at all. We regard them as being quite as worthy of a box as are the Albermarles. The same holds good of the best Blenheims. We have seen superb Nova Scotian packings of this fruit in barrels this season that have had quite half the fruit they contained spoiled, in so far as best dessert was concerned, by the barrel bruise. It would have been quite easy to have obtained double the money for the same bulk of fruit had it been in boxes. There is much spot among some of the Greenings again this year, and it really looks as if spraying was as much neglected by some growers on the other side as on this. Golden Russets are good, and the best samples fetch as much as 22s. the barrel.

"During the past week 22,645 barrels of apples have entered the London market from various Canadian sources."

Florida Orange Industry.

ORANGE growers say that $500 an acre is the lowest sum for which wild land can be converted into a bearing orange grove. This looks formidable to a man with little or no capital, when he considers that he must have at least ten acres of trees to give him eventually a respectable income. But the outlay is spread over eight or ten years, and if the grove maker is an able-bodied man he can put in his own labor for a large share of it. Besides only a small part of the expenses comes at the beginning. Doubtless this is why so many poor men have gone into orange growing and have done so well at it. When a grove is in full bearing it is worth $500 and upward for acre, according to circumstances, and a grove may be so productive and so well kept as to sell for $2,500 an acre, but that is a fancy price, and the purchaser must be some Northern capitalist. The stranger of small means who arrives in Florida intending to go into the orange business, usually finds that he must go from 3 to 5 miles back from the railroad for his land.

Three times in the first year the grower must give each tree his food of one pound of fertilizer. Four or five times he must hoe around the trees, and five times in the Spring he must run the cultivator all over the grove; and after letting the grass grow throughout the Summer, he must plough it under in the Fall. This is the routine for the first year. At the end of ten years the grower has spent almost exactly $2,000 in money in the making of his ten acre grove, and has done in the neighborhood of $3,000 worth of work upon it. As a money producer it should give the grower $800 a year profit irrespective of his own labors.

NAVEL ORANGES

Extra Fancy, well colored, Sweet Navels, the best value we have had yet to offer:

96s, 112s, 150s, 176-200s, $2.75 box.
216s, - - - 2.60 "
250s and 288s, - 2.35 "

BITTER ORANGES for Marmalade.

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Selling best goods obtainable at lowest possible prices.
Thats's how we hold our trade. Quality tells. Try us.

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Dried Fruit

cleaned and renovated by the latest improved machinery and appliances.

GUARANTEED TO GIVE SATISFACTION.

J. T. ADAMSON & CO.
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MONTREAL.
Tel. Main 778.

The **DAWSON** Commission Co., Limited

FRUIT, PRODUCE AND COMMISSION MERCHANTS.

Cor. Market and Colborne Streets. TORONTO

TWO SNAPS.

Fancy Navel Oranges, all sizes, $3.00 bx.
Messina Lemons, 300's, 360's, $2.25 to 2.50 "
Fresh Sea Herring, in barrels and casks.
ORDER QUICK.

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BRIGHT DRIED APPLES.
HIGHEST MARKET PRICES.

The W. A. GIBB CO.

5 and 7 Market St., HAMILTON

Germany's Apple Exports.

U. S. Counsul Frank H. Mason writes that official statistics show that in 1900, Germany imported 124,874 tons of fresh apples; in 1901, 118,233 tons; and in 1902, 112,635 tons—of which the United States supplied 1,760 tons, 1,972 tons, and 5,835 tons, respectively. This year the American contribution will far surpass that of any previous season, but it will be after all only a small fraction—probably not more than 8 or 10 per cent.—of the aggregate apple imports of Germany. There is, therefore, and will always be, abundant room for expansion in this branch of American exports to Germany. Not for a generation to come, if ever, can the native-grown supply be expanded and improved to meet the steadily growing demand. The advantages of superior quality and generally lower price, the heritages of a fertile soil and genial climate, will be permanently in favor of the American fruit. If the trade is vigorously pushed and judiciously managed, the tendency of our fresh-fruit exports will be to replace more and more the vast quantities of apples that are now imported from Switzerland, Austria, Holland and Italy.

FLOUR AND CEREAL FOODS

War and Wheat Prices.

THE sudden outbreak of war in the Orient after such a length of time spent in diplomatic skirmishing, has not had the effect on wheat that the advent of war is usually expected to have. Wheat has indeed advanced both in Canada and Chicago since last week, but there are conditions which explain this apart from the war, notably the impassible state of the roads and the blockade on the railways. Indeed there are those who maintain that unless the war assumes a much more threatening aspect than at present, any effect it might have has already been discounted in present prices. Japan is not a wheat consuming or producing country and the same is true of Corea the scene of hostilties There is of course the possibility of Russia forbidding the exportation of wheat, but this is unlikely. Russia is in need of cash as much almost as of foodstuffs and the prohibition of the exportation of wheat would deprive her of a very much needed source of cash.

Of course a prolonged war or one which threatened to involve Britain would undoubtedly cause wheat to go up with a bound.

Wheat is firm from other causes than the war, how much the war will effect future fluctuations is as yet problematical.

From whatever cause, however, the Canadian farmers are profiting handsomely.

Russian Crop of Winter Cereals in 1903.

ACCORDING to figures just published by the Russian statistical bureau, writes Ethelbert Watts, U. S. Consul-General, St. Petersburg, Russia, the combined yield of winter wheat and rye in 1903 amounted to 1,064,226,280 bushels, showing an average increase of 83,355,394 bushels for the last five years, but a decrease of 35,392,343 bushels as compared with the yield of 1902. The net amount, after deduction of the quantity necessary for sowing, is 875,930,916 bushels, which makes 6.94 bushels per person, against 7.35 bushels for 1902. The total yield of winter rye amounts to 857,819,042 bushels and winter wheat 204,407,238 bushels, which makes an average of 5.56 bushels of rye and 1.39 bushels of wheat per person, against 5.76 bushels and 1.59 bushels, respectively, in 1902. The crop of rye is classified as follows: The best yield was in the Volga provinces, which amounted to 175.6 per cent. as compared with the average yield during the last five years; the Steppe provinces, 165.6 per cent.; the Siberian provinces, 144.4 per cent.; and the new Russian provinces, 127.3 per cent. The yield was bad in the lake and industrial provinces, amounting to 59.8 per cent. and 83.9 per cent., respectively, of the average yield for the last five years. The best yield of winter wheat was in the Ural provinces, amounting to 185.9 per cent.; the Volga provinces, 176.4 per cent.; and the new Russian provinces, 141.3 per cent. The yield was bad in the lake provinces, being 60.4 per cent. and in the industrial provinces, 81.4 per cent., of the average yield for the last five years. The yield of straw is estimated at 48,139,572 tons, which makes 80.5 per cent. of rye straw and 81.5 per cent. of wheat straw per 2.7 acres. The yield of hay was 16,370,070 tons, or 0.63 ton per acre, from meadows overflowed with water, and 39,813,651 tons, 0.56 ton per acre, from meadows not overflowed with water.

United States Bonding Laws.

A despatch from Washington says that Representative Stevens has introduced his much-talked-of bill for the improvement of trade with Canada. The bill provides that when wheat is imported into the United States to be ground in bonded mills and then exported as flour, the bran and other by-products may be withdrawn for domestic consumption after the payment of such duties as would have accrued had these by-products been imported direct. Treasury agents are to appraise the duties.

Mr. Stevens believes that the United States must first have a way to increase trade with Canada by trade concessions, the Dominion also to make concessions. He believes that American farmers have nothing to fear from his bill and that no competition will result under its provisions that will work them injury. On the other hand, this bill, if enacted, may lead to free lumber, which would be of inestimable benefit to farming communities.

The Latest Cereal Story.

THE refreshing part of a story which the New York Times recounts is not the stupidity of man in his domestic aspect. The particular man concerned is an actor whose wife—an actress—is an earnest advocate of the theory that food should fit the consumer rather than the reverse. Consequently there are periods when milk flows incessantly through the household menu. Again it is hot water, and at other times nuts, fruits and grains alone are relied upon to nourish genius to its finest flower.

Once, in the grain age, the wife was called away to a rehearsal that was likely to last well into the afternoon.

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Wm. McCann Milling Co.

MILLERS AND GRAIN DEALERS

192 King Street East TORONTO.

John MacKay

Limited

Successors to John MacKay, deceased

ESTABLISHED 1854.

POT and PEARL BARLEY (by patent process), *SPLIT PEAS, BUCKWHEAT FLOUR, Etc., CHOP* of all kinds BY CAR LOAD.

Caledonia Mills, BOWMANVILLE, ONT.

Correspondence solicited.

Merit is a good thing, but known merit is better. In Tillson's pan-dried Oats you get the very best Canadian Oats, milled to perfection, and advertised so as to bring its merits before your customers in a forceful manner.

We have made it easy for you to sell Tillson's Oats.

Tillson's Pan-dried Oats

The Tillson Company Limited, Tillsonburg, Ontario.

A Pointer

The excitement caused by war and rumors of war has an immediate effect on the wheat markets of the world. The Ontario farmer appreciates this like all others as it means greatly enhanced prices for his grain. The natural effect is that the cost of all wheat products must inevitably be advanced, and it is not at all likely that prices will react for a long time to come. The point is that this is a good time to buy **Flaked Wheat.** We are still quoting favorable figures on our well known "**White Swan**" **Brand,** and invite enquiries for round lots. It will pay you well.

THE ROBT. GREIG CO., LIMITED
White Swan Mills
TORONTO

She told her husband that he would have to get his own luncheon, and he cheerfully consented to do it.

"I had a fine meal on your new cereal," he said, when she returned.

"What do you mean?" she inquired. "I haven't any new cereal in the house."

"Why, that nutty sort of stuff you left on the dining-room table."

The wife sat down suddenly. "You've eaten up my window-garden!" she wailed. "All my petunia, nasturtium and pansy seeds!"

State Ownership Demanded.

The Manitoba Grain Growers' convention in session at Winnipeg last week passed resolutions recommending the immediate construction of a railroad to Hudson Bay and also affirmed its belief in government construction, ownership and operation of railroads as the ultimate solution of the transportation question in Canada.

Unsound Flour.

A WRITER in a journal devoted to the baking trade states that any wheat that is harvested under unfavorable circumstances, such as excessive moisture, must produce unsound flour. This flour would not necessarily be classed as unfit for consumption, but it will not make a first-class loaf.

Flour made from wheat thus garnered must be poor in gluten and will contain an excess of moisture. Not only will the flour make poor bread, but the quantity of loaves per barrel will be less than with a dry flour with a high percentage of gluten.

There is another feature about soft flours; they may contain a good percentage of gluten, yet return a very indifferent loaf. In this case the gluten is soft and rotten. Good gluten is always very tough and elastic; hence it has the property of holding the carbonic acid gas in suspension until it fully distends the dough, either in the doughing or in the baking stage. Conversely, the poor gluten breaks and allows the gas to escape.

Flours that have a low percentage of gluten usually contain a high psrcentage of soluble proteids in a considerably active diastasic state. The effect of an excessive quantity of diastase in the flour is to cause the fermentation to break down, as it were, during the doughing stage.

It is not unusual for a baker to have a dough that feels strong and molds well fail in the oven. The verdict is that the "dough did not spring in the oven," but the cause is very seldom sought for. This is one of the peculiarities of flour that is poor in gluten or that contains poor gluten. But the usual feature—and one by which weak flour is easily recognized—is the softening or slackening of doughs after they are mixed. Flour that contains an excess of moisture will also contain an excess of bacteria, which will mature the doughs before the usual stage and thus cause sour bread.—American Miller.

Winnipeg Grain Exchange.

The sixteenth annual meeting of the Winnipeg Grain and Produce Exchange was held in the Board of Trade building of that city last week. In the absence of the president, F. Phillips, Vice-President A. R. Hargraft occupied the chair. The president's report gave a very lucid summary of the year's work, and indicated the work which was yet confronting the exchange. The council's report shows that the membership roll now contains the names of 230 active and 22 associate members. The number of new memberships purchased from the exchange during the year was 20, and the number of transfers of seats 25.

The election of officers resulted as follows :

President—A. R. Hargraft.

Vice-President—John Love.

Secretary-Treasurer—C. N. Bell.

Council—A. B. Ellis, W. H. McWilliams, W. D. McBean, W. W. McMillan, G. R. Crowe, Capel Tilt, Thos. Thompson, W. A. Black, W. L. Parrish, C. A. Young, H. N. Baird.

Arbitration committee—C. A. Young, S. P. Clarke, W. J. Bettingen, Jas. Hodd, J. C. Gage, S. Spink and A. Reid.

Committee on Appeals—T. L. Morton, F. O. Fowler, T. H. Hatchford, Bruce McBean, T. H. Metcalf, H. H. Wineals and J. G. McHugh.

Have Secured New Premises.

THE McCANN MILLING CO., Toronto, who recently leased the premises formerly occupied by the Toronto Carpet Co., Esplanade street, expect that their mill when fitted up will be one of the most up-to-date in the country. New machinery has been ordered and will be in position by the first of April. The McCann Milling Co. will manufacture a full line of breakfast cereals, split peas, gold dust, etc., The capacity of their mill is 200 barrels per day. The premises are favorably situated both for water and railway transportation the lake front being right at their door, while two railway sidings will give connection with the main line of the G. T. R. and C. P. R. The premises consist of two buildings which are four stories high. One is 50x105. The other 60x70.

Bounty on Wheat.

The Standard, London, understands that the British government and Joseph Chamberlain are considering a suggestion which has been made that, instead of a duty on foreign wheat, a bounty should be given on wheat grown in Great Britain and the colonies, as a proposal less objectionable than a protective tax.

Manitoba Grain Growers.

The Manitoba Grain Growers' Association, in session at Brandon last week, elected the following officers :

Hon. President—W. J. Scallion, Virden.
President—Wm. Ryan, Boissevain.
Vice-President—H. C. Henders, Culross.
Directors—Donald McEuan, Brandon ; W. G. Ryan, Carberry ; W. A. Robinson, Elva ; D. W. McQuaig, Portage la Prairie ; H. A. Fraser, Hamiota ; Thomas Freme, Lenora.

Cereal Notes.

The Halifax grain elevator is reported to be working full swing.

Wheat reached the dollar mark in the sample room of the Chicago Board of Trade last week.

A despatch says the grain elevators in the harbor of Baltimore have not been destroyed by fire. They are across the river.

The Journal de St. Petersburg says the Ministry of Commerce officially denies the reports that the government intends to prohibit the exportation of Russian grain.

Western Ontario mills have been seriously inconvenienced of late by the blockade on the railroads, it being impossible in many instances to secure delivery of shipments of wheat stalled in some snow banks along the road.

The annual meeting of the Winnipeg Grain and Produce Exchange Clearing Association will be held in the board room of the Winnipeg Grain and Produce Exchange, at 3 p. m., Monday, March 7th, 1904, for the election of directors and the transaction of general business.

A CORRECTION.

In a recent number of The Grocer a typographical error made it appear that the authorized capital of S. J. Major, Limited, Ottawa, was $20,000 instead of $200,000, as it really is. Although empowered by their charter to carry on a retail business the firm have no intention whatever of departing from the strictly wholesale grocery and liquor business which they have heretofore carried on.

The Worm Will Turn

Are you getting pretty thoroughly wearied of the Breakfast Food Squabble? The grocery trade and the public are not quite so much interested in the poetry and pictures of breakfast food makers. They are coming back to the staple foods that have endured.

SWISS FOOD

stands out by itself in this strife. It is a wheat food and pays the grocer to sell and the consumer to purchase. Sell SWISS FOOD. It wears.

P. McIntosh & Son

MILLERS and MANUFACTURERS,

TORONTO.

"Force-thoughts"

BY SUNNY JIM

I.

I HAVE added a new word to the language—"Force-thought." It's the quality which marks the members of "The 'Force' Society."

¶Force-thought is something like forethought, only it begins sooner and goes further.

Force-thought is the kind of thinking that when put into action accomplishes things—makes them easier.

It is the sort of thinking that nets a profit to the thinker.

¶It recognizes that in order to think for profit—to think hard and clearly with one's mind—one must begin with one's body and eat the sort of food that nourishes the body without burdening the stomach and supplies the brain with the food it needs to think with.

¶The one food which best helps clear, concentrated thinking is "FORCE."

The first principle of Force-thought therefore is eating "FORCE."

But there's more to it.

Be Sunny!

Yours truly,

Sunny Jim

BUFFALO, U.S.A.

I still have some celluloid buttons bearing my photograph and my motto,

"BE SUNNY."

They are nearly 1¼ inches in diameter and are attractively prepared with a patent stick pin on the back. They can be worn by man, woman or child, and they will be mighty glad to get them. They are sent upon request of any grocer. You ought to see my book, "The Gentle Art of Using Force" Free for the asking

$AVE $AFELY

"Safety is the first consideration, and the matter of interest earnings is of second or even third importance."

Depositors who make absolute safety the first consideration are attracted by the exceptional strength of the Canada Permanent Mortgage Corporation, Toronto Street, Toronto. It has the third largest paid-up capital of all Canada's strong financial institutions.

Money

CAN BE SAVED BY MEANS OF AN ENDOWMENT POLICY.

YOU CAN ONLY SECURE SUCH A POLICY WHILE YOU ARE IN GOOD HEALTH.

Pamphlets and Full Particulars regarding the New Accumulation Endowment Policy sent on application.

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THE TORONTO GENERAL TRUSTS CORPORATION

takes every precaution to prevent loss. No investment is made without the approval of the Executive Committee. All investments are registered in the Corporation's books in the names of the Estates to which they belong, and are kept separate and apart from the assets of the Corporation.

The entire resources of the Corporation are responsible for the faithful performance of Trusts administered by it.

CAPITAL, - - - $1,000,000
RESERVE FUND, - - 290,000

Your Bank Account

Will receive every care if kept at

The Bank of Toronto.

Head Office: - TORONTO.

Paid-up Capital $2,950,000.00
Reserve Fund $3,150,000.00
Total Assets (over) $24,000,000.00
Incorporated 1855.

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SAVINGS ACCOUNTS receive interest every six months.

THE CANADIAN BANK OF COMMERCE.

Paid-up Capital, - - $8,700,000
Rest, - - - - $3,000,000

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The offices of this Bank number 106, distributed as follows:

LONDON, ENG., 60 Lombard St., E.C., S. Cameron Alexander, Manager.
NEW YORK, N.Y., 16 Exchange Place, Wm. Gray and H. B. Walker, Agent

101 Branches throughout Canada, including the following:

MONTREAL, F. H. Mathewson, Manager
HALIFAX, H. N. Wallace, Manager.
WINNIPEG, John Aird, Manager.
ST. JOHN, N.B., J. G. Taylor, Manager.
DAWSON, D. A. Cameron, Manager.
TORONTO, John C. Kemp, Manager.
VANCOUVER, Wm. Murray, Manager.
OTTAWA, Robert Gill, Manager.
VICTORIA, Geo. Gillespie, Manager.
HAMILTON, D. B. Dewar, Manager.

5 Branches in the United States, including the principal cities of the Pacific Coast:

SAN FRANCISCO, CAL., Arch. Kains, Manager.
SKAGWAY, ALASKA, H. M. Lay, Manager.
SEATTLE, WASHINGTON, G. V. Holt, Manager.
PORTLAND, OREGON, E. A. Wyld, Manager.

A General Banking Business Transacted.
Foreign Exchange Bought and Sold.

The distribution of its Canadian branches covering all the principal cities and towns throughout the Dominion, its own offices in England and the United States, and its correspondents in all parts of the world, enable The Canadian Bank of Commerce to offer unexcelled facilities to merchants, manufacturers and exporters for the transaction o their business.

CAPITAL PAID UP, - - $1,000,000.
RESERVE FUND, - - 1,000,000.

The Metropolitan Bank

HEAD OFFICE, - - TORONTO.

REV. R. H. WARDEN, D.D., President. S. J. MOORE, Vice-President
W. D. ROSS, -:- GENERAL MANAGER.

A GENERAL BANKING BUSINESS TRANSACTED.
Drafts Bought and Sold. Letters of Credit Issued.

SAVINGS BANK DEPARTMENT
at all Branches.
Interest at highest current rates added twice a year.

FINANCE AND INSURANCE

MONEY is in excellent demand now in Canada. The activity in many lines of manufacture, the opening up of new stores throughout the West and in New Ontario, called into being by the increased settlement of the country and the liberal purchases of goods for the Spring trade, are all absorbing large sums of money, and rates are being well maintained. Higher rates of interest are being obtained on real estate loans than a year ago. The banks and other financial institutions are in the best position they have occupied in years.

• • •

A sure sign of the growing security and stability of the money market is the fact that since the first of January, 1904, railroad and other corporations in high credit, needing large amounts of additional capital, either for the purpose of extending their operations or making up for inadequate working capital, have experienced no serious difficulty in obtaining the necessary assistance from bankers. It marks a significant change in the attitude of financiers throughout the country from that of the Summer and Autumn of 1903 when the so-called undigested securities gave such a chill to the investing public. It also goes to show that an unimpaired condition of credit, where corporations of the highest grade are concerned, will lead to an equal degree of readiness on the part of investors to take on favorable terms the obligations of railroad companies. Where the calls on the money market are for the purpose of financing deals, combinations and new acquisitions, instead of on capital account, the public who have recently learned a bitter lesson in the school of experience will be prompt to detect the difference between them and the legitimate requirements for new capital with which to provide for additional facilities, new equipment, etc., and will undoubtedly be lead to exercise a certain degree of conservatism and hesitancy.

• • •

The professional man may be in the enjoyment of a good income, but is not often successful in accumulating an estate. Wholly absorbed in his profession he has little opportunity to study methods of money-making, or to master the problems of finance and investment. To such men life insurance is peculiarly adapted. They require little capital in their business. It is generally merely a question whether they will spend their entire income, or save a part of it. In the latter case, life insurance presents the most available plan. A portion of the income thus applied, provides for the family in case of the death of the insured, and guarantees a competence for his old age.—Life Insurance Independent.

• • •

The Bank of Britsh North America, Toronto, is again occupying its old premises at the corner of Yonge and Wellington streets, which have been entirely remodelled. Improvements to the extent of $60,000 have been made in its building, the upper floors of which have been handsomely fitted up as up-to-date business offices, the second flat for the new Toronto clearing house, with the ground floor is occupied exclusively by the Bank of British North America. The prevailing tone in the banking offices proper is buff. Wainscoting counters and pillars are of onyx and Italian marble. High arched ceilings lend an air of spaciousness to the interior which for quiet elegance is not to be surpassed by anything in the city. The general manager, Mr. Inglis, says business has never been more promising than at the present time. His own bank has reason to be more than satisfied, and it is gradually enlarging its staff to keep pace with the increasing demands of business.

STEALING INSURANCE.

IT is claimed that at least 30 or 40 per cent. of all claims at fires of $10,000 or less in New York are fraudulent and that the fire insurance companies have been cheated out of millions this year. Authorities are investigating this alleged systematic swindling and have already brought to light some of the inner workings of the system. Not only are prominent merchants implicated, but members of the fire patrol of the various insurance companies, city officials and public adjusters as well. One adjuster recently convicted confesses that of 300 cases adjusted by him only two were not fraudulent.

Such adjustors will take contracts to adjust a fire loss on any terms. Then they will endeavor to prevail upon their client to pad his loss, generally by bribing the member of the fire patrol left by the insurance company to watch the property. They will pay him to wet or to destroy goods on the premises where the fire has occurred. Or they will pay him to move goods from a floor where no damage has been done to that where the fire has actually been, or to put labels of more expensive goods on the damaged packages.

Another frequent form of swindling is where the merchant goes to wholesale dealers after a fire and obtains receipted bills for goods that never have been delivered. Altrations are thus made in the books to suit the demands of the occasion or else the books are destroyed. The insurance companies have apparently been connived at from all quarters, now it looks as if the connivers would have to pay for their folly.

WHY THE BANKS PREFER THE MERCHANT.

DURING 1903 Canadian banks granted the demands of merchants, manufacturers, farmers, and the general public in loans amounting to $63,516,473 more than those of 1902. During the same period call loans or loans on stock collateral decreased $12,849,301. At intervals through the year brokers tried to borrow largely from the banks but were politely turned down. On the other hand the class of borrowers first mentioned seems to have had no difficulty in obtaining all the funds

it needed. Brokers naturally enough are beginning to suspect that the merchants have been given an undue preference.

The question arises, why have the banks preferred the merchant to the broker? In deciding to whom he will end a banker is influenced among other things by the considerations of profit, the desire to have the trade and commerce of the country run along smoothly and evenly, by the wish to give reasonable assistance to the devlopment of natural resources, but chiefly perhaps by motives of self-interest, he wishes to advance his own bank, to solidify and strengthen its hold on profitable business of a permanent kind.

With reference to profit, the rates on call loans in Canada rule now at 5 1-2 per cent. but fall to 5 per cent. and lower at certain seasons. On the other hand, mercantile loans are now yielding 5 1-2 and 6 per cent. for the best accounts. A banker dreads being loaded up with funds during a long period of slack demand, whnn clll loans even at 4 per cent. go a-begging. It is no time to secure desirable mercantile connections; every bank is looking for them. Now, however, when money is tight and most of the banks carrying all the business they can stand, is the opportunity for the large banks to make good connections with an eye to the future. Such accounts will go far to secure the desired employment for funds through periods of inactivity; the growing time in Canada is bound to affect the wealthiest and most enterprising firms for years to come and they more than any others will require addtiional credit if they are to urn the current of commercial and industrial expansion to their own profit.

Again it may be in the best interests of trade and commerce if a judicious restraint is imposed upon the customers of the broker; no great harm is done if Jones, the head clery in an industrial establishment is prevented from taking a fly in "Canadian Pacific" or "Twins," because the banks are not lending freely on stocks; real injury might follow if Brown, the manufacturer, was refused an advance to enable him to get in his raw material.

The most obvious reason, however, for the present attitude of Canadian bankers is the vast contraction of values in stocks. They can hardly be blamed if in the interests of their stock holders they use the opportunity of establishing lucrative connections with desirable business concerns, rather than to neglect these and make loans to broking houses on the uncertain security of the speculative market which will be thrown back on their hands just as soon as money works easier.

AN EXCEPTION.

ONE of the Toronto dailies recently referred to the fact that directors of Canadian banks are comparatively small holders of the stock in the institutions represented by them. That such is not the case in the Canada Permanent Mortgage Corporation is vouched for by the president, who says in his annual address that the Toronto directors represent among themselves, their individual holdings and that of their respective families, and as trustees for others, over $1,200,000 of the company's stock, or one-fifth of the total stock, and besides, are holders of bonds and debentures of the company or on deposit receipt to the extent of about $500,000.

BANKING AND INSURANCE NOTES.

THE Canadian Bank of Commerce has opened a new branch of their bank at Moose Jaw, Assa. Mr. R. A. Rumsey has been moved from Innisfail, Alta., to take charge and Mr. H. M. Stewart has been appointed manager of the branch at Innisfail in place of Mr. Rumsey. This new branch of the bank increases the number of its branches in Canada to 101 and in Canada and the United States to 106.

The Bank of Toronto has opened branches at Omemee, Oil Springs and at the corner of Queen street east and Bolton avenue, Toronto.

The annual meeting of the shareholders and directors of the Canada Permanent Mortgage Corporation was held on February 6, 1904, for the reception of the financial statement and report of the directors for the past year, for the election of directors, and for the transaction of other business.

At the annual meeting of the Bank of Toronto, held on 13th of January, the report presented showed the profits for the year to be $424,200.36 to which is added the amount brought forward from last year, $93,128.07, and the premimum on new stock issued, $454,430, making a total of $971,758.43. From this sum, after the payment of two dividends of five per cent. each, and sundry appropriations, the sum of $554,430 was transferred to rest account, making that account now $3,154,430, or $200,000 in excess of the paid-up capital. The report also stated that eight new branches had been opened during the year.

WESTERN ASSURANCE COMPANY. Incorporated 1851
FIRE AND MARINE
Head Office Toronto, Ont.
Capital - $2,000,000.00
Assets, over - - 3,333,000.00
Annual Income - 3,536,000.00
HON. GEO. A. COX, President.
J. J. KENNY, Vice-President and Man. Director.
C. C. FOSTER, Secretary.

BRITISH AMERICA ASSURANCE COMP'Y
FIRE AND MARINE.
Incorporated 1833
CASH CAPITAL, $1,000,000.00.
TOTAL ASSETS, $1,864,730.13.
LOSSES PAID SINCE ORGANIZATION, $22,527,817.57.
HEAD OFFICE, - BRITISH AMERICA BUILDING, Cor. Front and Scott Sts., Toronto.
GEO. A. COX, President. J. J. KENNY, Vice-President.
P. H. SIMS, Secretary.

DELICIOUS FRESH FRUIT FLAVOR.

GOOD SELLERS AND RELIABLE.

GOODWILLIE'S GLASS-CANNED FRUITS.

PLACE A TRIAL ORDER WITH YOUR JOBBER.

Agents: ROSE & LAFLAMME, Montreal.

BATGER'S

English Marmalades are

GOOD

TO EAT.
ON ANY OCCASION.
AT ALL TIMES.
FOR EVERYBODY.
SELLERS.

PLACE AN ORDER WITH YOUR JOBBER.

Agents:
ROSE & LAFLAMME.
MONTREAL.

"KKOVAH"
RECD
SUPERIOR TO ALL
Jellies
FLAVORED WITH RIPE FRUIT JUICES ONLY.
M & C

"KKOVAH"
Jellies (all flavors)

"KKOVAH"
Custard Powders

"KKOVAH"
Blanc Mange Powders
Etc., Etc.

"NEVER-DRIP-A-DROP" Tea Strainer—The most ingenious strainer ever invented. Keeps all tea leaves or coffee grounds out of the cup. Positively never drips-a-drop. Fits any tea pot. **We are agents for the grocery trade.**

THE GREIG MANUFACTURING CO.

MONTREAL. LIMITED

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR RETAIL MERCHANTS.

Make Department Attractive.

FROM information gleaned from travellers and wholesalers the tobacco department is every day becoming a more important part of the average grocery store.

The day when a few caddies of chewing and smoking, more or less indifferently kept, and stored away in an obscure corner behind the counter, is past. Tobacco is an article which even more than the average line must be displayed, and the more attractively the better. The grocer can do well by taking a leaf out of the book of the most successful cigar and tobacco stores. In some of our larger cities they are fitted up luxuriously. The floor, the counter, the shelves—all are kept scrupulously neat and clean. Goods are displayed in show cases or on glass shielded shelves, in such a way that the dark brown beauties the cigar smoker loves display themselves to the best effect without being allowed to deteriorate in quality. The business done by these smokers' clubs, as they might be termed, warrants the expense.

The average dealer is not expected to go to such lengths in making his tobacco department attractive, but a bright man can, with the expense of a show case or two, evolve a tobacco department that will be at once a credit and a silent but most effective salesman.

It pays to make this department attractive. Smokers are more critical than may be imagined.

Didn't Sell a Pipe.

CHARLES J. HOLTON, the leading tobacconist of Detroit, tells the following good story on himself: "In Detroit there is a school for the cure of stammering. One of the instructions given to the pupil after he has passed the preliminary stage of keeping absolutely silence for two or three days, is to speak slowly, and keep a finger moving as he talks. One day a man came into my store, put up his finger, and began to move it, as he did so slowly saying: 'I— want— to— look— at— a— pipe.' I showed him a dozen or so, to all of which he had some objection, which he would explain to me in his slow, deliberate way of talking, meantime keeping his finger moving according to the regulations of the school. Finally, after I had wasted an hour on him he said: 'I— am— a— member— of— the— school— for— cure— of— stammering.— The— proprietor— sends— us— out— to talk— with— the— merchants— for— experience.— I— don't— want— to— buy— a— pipe—' It is needless to remark that the next fellow that came in to give me the finger act was informed that I was busy just at that time, and could not wait upon him."

Frost Effects Tobacco.

THE general conditions of the weather this winter has been such that all of the Tobacco sections have suffered for want of "stripping" or "case" weather, says a prominent Tobacco man in Wisconsin to the Cigar and Tobacco Journal. We all looked for the annual January thaw to afford us the necessary relief, but not getting it, the better class of goods are slowly but surely deteriorating day after day. Every time the Tobacco freezes out it loses some of the oil and gum which is so necessary to carry it safely through the "sweat." And again being deprived of these essential qualities, loses that tendency to feel soft and pliable to the touch with very little casing, thereby deceiving the grower, as to its real condition and causing him to get it in too "high" case, and then we will have a repetition of the unpleasant experiences of both growers and dealers in delivering and packing the 1900 crop. Said crop was an example whereby the best crop the State has ever produced was greatly injured and in some cases practically destroyed by the very conditions of which we speak.

Old Chum

CUT PLUG
SMOKING
TOBACCO

satisfies the most exacting customers.

Sold By All Leading Wholesale Houses.

CURRENCY

Plug Chewing Tobacco

is a

Quick Seller.

Handled by all Leading Wholesale Houses.

GOOD CIGARS

PHAROAH

(10-center.)

Not here to-day and gone to-morrow.

Has been here for many years, and has excellent prospects for the future.

A cigar worthy.

Grocers selling cigars,

buy Pharaoh for best trade.

A cigar that doesn't wear out.

A
"Money-back"
Cigar.

Our Standing Offer:

—

1,000 Cigars, assorted as you direct. Money back for any unsold stock at the end of 3 months.

PEBBLE

(5-center.)

For 5-cent trade Pebble is the very best value on the market.

It saves the grocer the necessity of carrying a higgledy-piggledy cigar stock.

Few cigar smokers who are not perfectly satisfied with Pebble.

Also a
"Money-back"
Cigar.

J. Bruce Payne, Limited, Mnfs., **Granby, Que.**

The Burden of Worry is

removed concerning what is an out-and-out good Tobacco when one learns to know the virtues of **T & B.** We suggest the 10-cent size as being the most satisfactory.

GEO. E. TUCKETT & SON CO., Limited
HAMILTON, CANADA.

IF WE WERE YOU

we would certainly order some of the Pipe Bargains we are offering just now. Just after stock-taking is a good time to buy. A grocer can sell pipes easily, and make big margins on a small investment.

W. B. REID & CO.
Wholesale Tobacconist,
58 Yonge St., Toronto

QUEEN'S NAVY

CHEWING TOBACCO

Makes money for the grocer by giving satisfaction to the chewer.

The Erie Tobacco Company
WINDSOR, ONTARIO.

HORROCKS'

RONTO

5c. CIGAR

The best that money can produce.
Manufactured by

T. J. Horrocks,
Wholesale Tobacconist
Wellington St. East, TORONTO

The Chamberlain Cigar

The **best value** in Canada! Sold the **world** over! It will help your **trade tremendously!** Order a sample lot to-day!

SAVE THE BANDS AND RETURN THEM TO

J. M. FORTIER, Limited,
MONTREAL.

MANUFACTURERS OF
Cigarettes and Cut Tobaccos

Our Message

to the grocery trade is the worthiness of

McAlpin's Tobaccos.

They are good to sell, for they lead to a greater consumption of Tobacco. This is a fact. Contemplate our growth.

McAlpin Consumers Tobacco Co., Limited, Toronto.

Our Tobaccos:

SMOKING—

TONKA,
SOLID COMFORT,
PINCHIN'S
HAND MADE.

CHEWING—

BRITISH NAVY,
KING'S NAVY,
BEAVER,
APRICOT.

STRICTLY UNION MADE.

Twenty-one Million Pipes.

MR. GREIG, representing D. McDougall & Co., clay tobacco pipe manufacturers, has left the city on the Clyde for his Spring trip to Canada and the United States and will soon be fraternizing with the trade in this country. The output of D. McDougall & Co. for 1903 reached the immense aggregate of 21,000,000 pipes. Some idea of what a large quantity this means may be gathered from the information that if these pipes were laid in a single row they would extend 3,500 miles, and to fill them only once would require nearly 200,000 pounds of tobacco. The smoker may rest assured henceforth that D. McDougall & Co. are doing their utmost to see that he will never want a quiet smoke for lack of a pipe.

In Praise of Tobacco.

Of all the good things man has found
Scattered upon this planet round,
Tobacco surely holds its ground—
A weed delicious.
No other green leaf yields so much
Delight; no flavor has fragrance such;
No plant its virtue with a touch
Of something vicious.

A pipeful after breakfast, when
I read the morning paper; then
At luncheon one small whiff again—
A tube of tissue.
And after dinner a cigar;
An easy chair beside the jar
Wherein the good Havanas are,
Too close to miss you.

Life is at best a journey brief,
And Time pursues us like a thief;
But if one cultivates the Leaf,
There is no hurry.
A friend, it cheers one on the way
And helps to lengthen out the day,
And keeps the hair from turning gray
With care and worry.

Virginia, Turkish or Perique—
A puff of incense and a streak
Of smoke that almost seems to speak
In sweet aroma!
And may the good Tobacco last
So long as we to life hold fast,
Till Death, the old iconoclast,
Brings his diploma!

Blue and Gray Smoke.

Smokers often wonder why the smoke which issues from the burning end of a cigar is of a light blue, while that which is blown out of the mouth is grayish white or sometimes as white as a Summer cloud. Various explanations have been given of the difference, but the most probable is the fact that the smoke which issues at the burning end is the result of more perfect combustion and therefore contains less of the oils, carbons and other products than that which is drawn through the cigar.

A Difference.

Before the two were married
She couldn't stand a pipe;
She rather liked a good cigar,
A fragrant ten cent snipe.
When they had settled down to bliss
She changed her point of view;
Now she was helping spend the cash
She thought a pipe would do.

Largest Warehouse in the World.

What is described as being the largest Tobacco warehouse in the world is located at Liverpool. It occupies one block 725 feet long and 165 feet wide. The height from the level of the road, excluding that of the vault, is 124 feet 10 inches. The total accomodation of the twelve floors of the building and the quay floors is 58,200 packages. In addition to this warehouse are two older warehouses, which occupy the north and south quays of the same dock, the tendency being to concentrate the storage of Tobacco in one location.

Cuban Exports During 1903.

Cuban exports of Leaf Tobacco from the island of Cuba during 1903 to the port of New York were 144,504 bales, and 43,515 bales to Tampa, making a total of 188,019 bales.

Desires to Establish Regie.

The Federal Labor Party of Australia, one of the strong parties of that country, and which holds the balance of power between the two great parties, has announced a forecast of its future policy. One of the purposes of the party is to induce the Government to take over the Tobacco industry, and from the profits realized to obtain the nucleus of an old-age pension fund, which would expand automatically as the consumption increased.

Tobacco Notes.

The Cigar Makers' International Union has $750,000 in the treasuries of its subordinate unions.

Theives at Kingsville broke into Jasper Sons' warehouse and stole about $100 worth of raw leaf tobacco.

The Chamberlain cigar of J. M. Fortier, Montreal, is making satisfactory gains in the Northwest, notably in the cities of Vancouver and Winnipeg.

The Silent Drummer

and Price List is in Press and will be mailed about 16th February. If you do not receive it by February 18th, write and we will mail one to you at once.

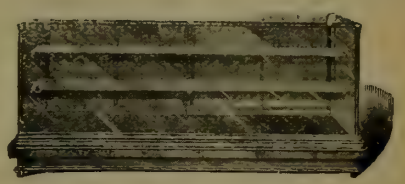
THE
W. H. STEELE CO.,
LIMITED
Wholesale Tobacconists,
40 SCOTT ST., TORONTO.

Should be in the mouth of every smoker. What? a

McDougall Scotch Clay Pipe

Be sure and ask for it, and see that you get it.

D. McDougall & Co., Glasgow. Scotland.



Our "Coronation."

This case with its ALL GLASS Top (no wood above the glass) is THE VERY FINEST display case in the world to-day. We are making TWENTY of this style of case to ONE of ANY OTHER, and are receiving orders from ALL parts of the Dominion for this MAGNIFICENT case. It is fitted with the very best British Plate Glass THROUGHOUT, including the mirrors in the doors and the shelves, in short, it is the MOST EXQUISITE and most UP-TO-DATE floor case on the market anywhere in the world to-day.

A large number of Grocers throughout the Dominion are now handling cigars as a special branch and ARE doing WELL with them. Are YOU right in line with these progressive and wide-awake men? If not, YOU OUGHT TO BE. If you desire to fall in the ranks by taking up this GOOD PAYING side-line you cannot do better than consult us about the very best and most modern display cases made especially for that line of business. In order to make a good display of, and to keep your cigars right it is necessary to have a first-class case of OUR manufacture. We turn out nothing but the very best goods, and our prices ARE REASONABLE for such goods.

Dominion Show Case Co.
53 Richmond St. East, - - TORONTO.

Horrocks, the cigar manufacturer, says: "The sales of the 'Ronto' cigar in January were heavier than in any preceding month, and justifies the care and expense we are taking with this popular cigar."

The McAipin Consumers Tobacco Co. have recently made some very heavy shipments to the Northwest provinces, and with their steadily increasing eastern trade have had all they could attend to during the entire season.

The W. H. Steel Co., 40 Scott St., Toronto, ask the attention of the grocery trade to their new edition of the "Silent Drummer" which will be issued next week. Profusely illustrated this standard catalogue of all kinds of smokers' goods should be in the hands of every retailer in Canada. Send the firm a postal card and receive a copy free.

MANUFACTURERS' AGENTS AND BROKERS.

TORONTO.

W. G. PATRICK & CO.,

AGENTS AND IMPORTERS.

29 Melinda St., - TORONTO

W. G. A. LAMBE & CO.

TORONTO.

Grocery Brokers and Agents.

Established 1885.

WEST LORNE.

BEANS.

Hand-Picked Beans a specialty. Can ship in Jute Bags, Cotton Bags, or Barrels, to suit customers. Good broker wanted to represent me.

J. G. McKILLOP, - West Lorne, Ont.

QUEBEC, P.Q

J. P. THOMAS

GENERAL AGENT AND COMMISSION MERCHANT,

25 ST. PETER STREET,

QUEBEC.

To Manufacturers' Agents

THE CANADIAN GROCER has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a Special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

Address, BUSINESS MANAGER,
CANADIAN GROCER,
Montreal and Toronto.

VANCOUVER, B.C.

C. Gardiner Johnson & Co.,

VANCOUVER, B. C.

Importers of...

Skinner's Queensland Turtle Soup.

Sole Agents for Canada.

Supply C.P.R. Company's Cars, Steamers and Hotels, and leading Clubs of Canada.

VICTORIA, B.C.

R. W. CLARK & CO.

Japanese, Chinese and Australian Brokers,

VICTORIA, B. C.

Represented in the Orient by Mr. A. R. Tufts, with headquarters at Kobe.

Manufacturers and shippers requiring representation in the Orient are invited to correspond with us.
Our facilities for doing business are second to none.

WINNIPEG.

IF YOU HAVE ANYTHING TO SELL
WRITE CAMERON GORDON & Co.
WHOLESALE COMMISSION AGENTS
WINNIPEG MANITOBA

EASTERN MANUFACTURERS

—AND—

SHIPPERS.

All EYES are turned on

MANITOBA AND THE WEST.

I

Represent some of the leading houses in

CANADA and the U.S.

INCREASE YOUR TRADE. WRITE ME.

E. NICHOLSON, - WINNIPEG,

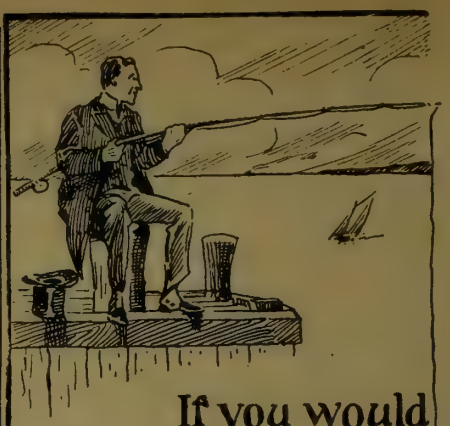
Wholesale Commission Merchant and Broker

LONDON, ENG.

TEA.

AGENTS REQUIRED in Canada and United States to sell and obtain wholesale orders for Ceylon Black and Green Teas on commission. Apply,

"COMMISSIONER,"
CANADIAN GROCER,
109 Fleet Street E.C. London, Eng.



If you would catch fish, you must cast your line.

—and cast it where there are fish.

Good fishermen go where fish are plentiful—use the right kind of bait—and make many a good haul.

Shrewd advertisers use THE CANADIAN GROCER because plenty grocers of read it—they use the right kind of bait and make many a good haul of new customers.

Suppose the fish don't bite at fust,
What be yew goin' tur dew?
Chuck down yewr pole, throw out yewr bait,
An' say yewr fishin's threw?
Uv course yew haint; yew're goin' tur fish,
An' fish an' fish an' wait
Until yew've ketched yewr basket full,
An' used up all yewr bait.

Our Department of Advertising Service provides good bait—for those who desire it—without any extra charge.

If you would have more business cast your line to grocers in THE CANADIAN GROCER.

Dollar fish are biting.

Catch?

The Canadian Grocer,

10 Front St. E. Toronto. 232 McGill St. Montreal

Department of Advertising Service

"ACME" TABLE SALT

Ask your wholesale grocer for it. Put up in 24 3-lb. cartoons in a case, and in 50-lb. box.

TORONTO SALT WORKS, Toronto, Ont.

Harvey's Ammonia.

Gives the Wholesale Grocer over 38 per cent. profit. Always full strength. Put up in quart and pint sizes—also Dry Powdered Ammo., the strong kind.

JOHN G. HARVEY,
Manufacturing Chemist, Todmorden, Ont.

You know all about the quality of

Keen's Mustard and Keen's Oxford Blue

Ever handle our

ROBINSON'S PATENT BARLEY?

It is a perfect food for infants and invalids, put up in 1-lb. and ½-lb. tins.

You will find it on a par with our other products and it is rapidly growing in popular favor.

KEEN, ROBINSON & CO., Limited

LONDON, ENGLAND.

Current Market Quotations for Proprietary Articles

February 11, 1904.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes	$4 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 3 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ¼ " "	14 00

W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4 doz.	10c.	$0 85
3 doz.	4-oz.	1 20
3 doz.	6-oz.	1 75
1 doz.	12-oz.	3 50
2 doz.	12-oz.	3 45
3 doz.	12-oz.	3 40
2 doz.	16-oz.	4 45
3 doz.	16-oz.	4 35
1 doz.	2½lb.	10 40
1 doz.	5lb.	19 50

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

JERSEY CREAM BAKING POWDER.

ze, 5 doz. in case	$0 40
" 4 " "	0 75
" 3 " "	1 25
" 2 " "	2 25

OCEAN MILLS.

	Per doz.
Ocean Baking Powder, ¼ lb., 4 doz.	$ 45
Ocean Baking Powder, ½ lb. 5 doz.	90
Ocean Baking Powder, 1 lb., 3 doz.	1 25
Ocean Borax, ¼-lb. packages, 4 doz.	40
Ocean Cornstarch, 40 pks. in a case	78

Freight paid, 5 p.c. 30 days.

ROYAL BAKING POWDER CO.

Sizes.	Per Doz.
Royal—Dime	$ 1 00
" ¼ lb.	1 60
" 6 oz.	2 25
" ½ lb.	2 90
" 12 oz.	4 50
" 1 lb.	5 75
" 3 lb.	15 50
" 5 lb.	25 50

Sizes.	Per Doz.
Cleveland's—Dime	$ 1 00
" ¼ lb.	1 50
" 6 oz.	2 20
" ½ lb.	2 80
" 12 oz.	4 25
" 1 lb.	5 50
" 3 lb.	15 00
" 5 lb.	25 00

"VIENNA" BAKING POWDER.

	Per doz.
1-lb tins, 4 doz in box	$2 25
½-lb tins, 4 doz in box	1 25
¼-lb tins, 4 doz in box	75

BEE BAKING POWDER.

1-lb. tins, cases 4 doz, per doz. ... $2 25

EAGLE BAKING POWDER

	Per doz.
Cases of 48-5c. tins	$0 45
" 48-10c. tins	0 75
" 24-25c. tins	2 25

Blacking.

HENRI JONAS & CO.

Jonas'	Per gross $9 00
Froments	" 7 50
Military dressing	" 24 00

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ¼ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes, according to size	0 02 0 10

J. M. DOUGLAS & CO.—Laundry Blues.

"Blueol"—10-lb. boxes containing 50 pkgs., 4 squares each.....per lb. 15c

"Sapphire"—14-lb. boxes, ¼-lb. pkgs. per lb. 12½

"Union"—14-lb. boxes, assorted, 1 & ¼-lb. pkgs. per lb. 10

Black Lead.

Reckitt's, per box $1 15

Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz.; or ¼ gross, 4 oz.

JAMES' DOME BLACK LEAD.

	Per gross
6a size	$2 40
2a size	2 50

Borax.

"Bee" brand, 5 oz., cases, 40 pkgs.	1 40
" " 10 oz., cases, 48 "	3 25
" " 16 oz., cases, 48 "	4 25

EAGLE BORAX.

	Per doz.
Cases of 5-doz. 5c. packages	$0 40
" 5-doz. 10c. "	0 85

Freight prepaid on 25 case lots and upwards, to any railway station in Ontario and Quebec.

Brooms.

UNITED FACTORIES, LIMITED.

	doz. net.
Boeckh's Bamboo Handles, A, 4 strings	$4 70
" " " B, 4 "	4 40
" " " C, 3 strings	4 10
" " " D, 3 "	3 85
" " " F, 3 "	3 55
" " " G, 3 "	3 20
" " " I, 3 "	2 85

Canned Goods.

HENRI JONAS & CO.

Mushrooms, Rionel	$15 50
" 1st choice Dutheil	18 50
" " Lenoir	19 50
Per case, 100 tins.	
French Peas, Delory's—	
Moyen's No. 2	$9 00
" No. 1	10 50
½ Fins	12 50
Fins	14 00
Tres fins	15 00
Extra fins	16 50
Sur extra fins	18 00
French Sardines—	
½ Rolland	9 50 10 00
¼ Delory	10 50
¼ Club Alpins	2

FRED. MAGEE

	Per doz
Smelts in spices, in ½-lb round tins	0 90 $1 00
" mustard, in ½-lb oval "	0 95 $1 05
" Tomato, in ½-lb. " "	0 95 $1 00

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag	0 18½
Quaker Oats, 2-lb. pkgs., per case	3 00
Tillson's Oats, 2-lb. pkgs., per case	00

We solicit your orders for Spring Trade, for

Lea & Perrins' Sauce.

Prices and Terms on application.

J. M. DOUGLAS & CO., Canadian Agents, - MONTREAL.

ESTABLISHED 1857.

"Best in the World."

HILL, EVANS & CO'S (WORCESTER, ENG.)

PURE ENGLISH

MALT VINEGAR Delicate in Flavor and Aroma. Splendid keeping properties.

ROBERT WATERS' QUININE WINE

Quinine in a palatable form—50 years' reputation.

Export Agents:
Robt. Crooks & Co., Botolph House, Eastcheap, London, Eng.

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Hygienic, 1-lb. tins ..... per doz.	$6 75
" ½-lb. tins ..... "	3 50
" ¼-lb. tins ..... "	2 00
" fancy tins..... "	0 85
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50
Perfection, ½-lb. tins, per doz..	2 40
Cocoa Essence, sweet, ½-lb. tins, per doz.	
Chocolate—	per lb
Queen's Dessert, ¼'s and ½'s.....	$0 40
" 6's.....	0 42
Mexican Vanilla, ¼'s and ½'s.....	0 35
Royal Navy Rock, " "	0 30
Diamond, " "	0 25
" 8's	0 28

FRY'S.

Chocolate—	per lb
Caraccas, ¼'s, 6-lb. boxes.....	$0 42
Vanilla, ¼'s	0 42
"Gold Medal," sweet, ¼'s, 6-lb. boxes	0 29
Pure, unsweetened, ¼'s, 6-lb. boxes	0 42
Fry's "Diamond," ¼'s, 14-lb. boxes	0 24
Fry's "Monogram," ⅛'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ¼'s, 1 doz. in box	2 40
" ½'s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ¼'s, 14-lb. boxes	....
" ½'s, 12-lb. boxes	....
Epp Cocoa, case of 14 lb., per lb.....	0 35
S ller quantities.....	0 37½

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

¼ lb. tins, 4⅛ doz. to case ....per doz..	$ 90
½ " " ¼ " " .... "	2 40
½ " " 2 " " .... "	4 75
1 " " 1 " " .... "	9 00

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.

	Per lb
Mott's Broma.....	$0 30
Mott's Prepared Cocoa, ¼s and ½-boxes	0 28
Mott's Breakfast Cocoa, ¼s in boxes..	0 40
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caracas Chocolate.....	0 40
Mott's Diamond Chocolate.....	0 23
Mott's Navy Chocolate, ½s in boxes...	0 27
Mott's Cocoa Nibbs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross.....	1 00
Mott's Confectionery Chocolate	0 21 0 32
Mott's Sweet Chocolate Liquors	0 20 0 36

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate; 12-lb. boxes	$0 38
Vanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes.....	0 27
Breakfast cocoa, ¼, ½, 1 and 5-lb tins	0 43
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 35
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5's, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 56

Condensed Milk.

Anchor " brand, cases 4 doz., per case	$5 00
" evap. cream, cp. 4d. "	4 65

Borden's Condensed Milk Co.

Eagle" brand....	$1 65
Gold Seal" brand	1 30
Peerless" brand evaporated cream..	1 02

"Reindeer" Brand
Case (4 doz) $5.60

Coffee.

"Bee" brand, 1 lb. tins, cases, 30 tins	9 00
" " 2 lb. tins, cases, 15 tins	8 70

THE EBY, BLAIN CO., LIMITED.

	Per lb.
In bulk—	
Club House.....	0 32
Royal Java.....	0 31
Royal Java and Mocha	0 31
Nectar	0 30
Empress.....	0 28
Duchess.....	0 26
Ambrosia.....	0 25
Fancy Bourbon.....	0 20
High Grade package goods—	
Gold Medal, 2-lb. tins.....	0 30
Gold Medal, 1-lb. tins.....	0 31
Kin Hee, 1-lb. tins.....	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars.....	0 30
English Breakfast, ground only 1-lb. tins.....	0 18

JAMES TURNER & CO.

	Per lb.
Mec a.....	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio.....	0 12½

E. D. MARCEAU, Montreal.

	Per lb.
"Old Crow" Java.....	$0 22½
" Mocha.....	0 22½
"Condor" Java	0 27½
" Mocha	0 27½
15-year-old Mandheling Java and hand-picked Mocha.....	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case.....	0 20
Madam Huot's coffee, 1-lb. tins.....	0 31
" " 2-lb. tins.....	0 30
100 lb. delivered in Ontario and Quebec.	
Rio No. 1.....	0 11

WILLISON'S TURKEY COFFEE.

	Per lb.
1-lb tins, 48-lb cases.....	30

S. H. & A. S. EWING'S.

	Per lb.
Mocha and Java coffee, in 1-lb tins, 30-lb cases.....	32
Mocha and Java coffee, in 2-lb tins, 30-lb cases.....	29

Cheese.

Imperial—Large size jars....per doz.	$8 25
Medium size jars ..... "	4 50
Small size jars..... "	2 40
Individual size jars ..... "	1 00
Imperial holder—Large size "	18 00
Medium size ..... "	15 00
Small size ..... "	12 00
Roquefort—Large size ..... "	2 40
Small size..... "	1 40

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c.

Allison's Coupon Pass Book.

$1 00 to 3 00 books 3	cents each
5 00 books.....4	"
10 00 " 5½	"
15 00 " 6½	"
20 00 " 7½	"
25 00 " 8	"
50 00 " 12	"

Cane's Clothes Pins.

UNITED FACTORIES, LIMITED.

Clothes pins, (full count), 5 gross in case, per case.....	$0 62
4 doz. packages (12 to a case).....	0 75
6 doz. packages (12 to a case).....	0 95

Cleaner.

	Per doz.
4-oz. cans	$ 0.90
6-oz. "	1.35
10-oz. "	1.85
Quart "	3.75
Gallon "	10.00

Wholesale Agents
The Davidson & Hay, Limited, Toronto.

RECKITT'S BLUE and ZEBRA PASTE {Always give your Customers Satisfaction.

—during **Lent** your customers will use more **Syrup** than usual—

—Sell them the **Best.**

"Crown"

brand

Table Syrup

this "Crown" brand Syrup will be a revelation to you if you have never handled it—

Always Ready and Promptly Shipped:

2-lb. tins—cases 2 doz.
5 " " " 1 "
10 " " " ½ "
20 " " " ¼ "

Also in Brls., ⅛-Brls., **Kegs and Pails.**

Freight paid on 5 cases and over to all railway stations East of North Bay.

It is so perfectly clear, clean, healthy and invigorating—it is put up in bright, handsomely labelled and convenient packages.

Look for the "Crown"

EDWARDSBURG STARCH CO'Y, Limited

ESTABLISHED 1858

53 Front St. East, TORONTO, ONT.

Works: CARDINAL, ONT.

164 St. James St., MONTREAL, P.Q.

Extracts.

HENRI JONAS & CO.

	Per gross.
oz London extracts	$ 6 00
2-oz. " " (no corkscrews).	5 50
2-oz. " "	9 00
2-oz. Spruce essence	6 00
2-oz. "	9 00
2-oz. Anchor extracts	12 00
4-oz. " "	21 00
1-oz. " "	36 00
1-lb. " "	70 00
1-oz. flat "	9 00
2-oz. flat bottle extracts	18 00
2-oz. square bottle "	21 00
4-oz " " (corked)	36 00
8-oz. " "	72 00
	Per doz.
8-oz. " glass stop extracts	$3 50
8-oz. " " "	7 00
2½-oz. round quint essence extracts	2 00
4-oz. jockey decanters "	3 50

Food.

	Per doz
Robinson's patent barley ½-lb. tins	$1 25
" " " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " " 1-lb. tins	2 25

Gelatine.

	Per gross.
Knox's No. 1 sparkling	$15 00
	Per doz.
" " " 6 doz., at	$ 1 30
" No. 3 acidulated, at	$ 1 50

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant " "	1 85
Other jams	$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.

Pure Fruit Jams—	
1-lb. glass jars, 2 doz. in case, per doz.	$0 95
2½-lb. tin pail, 2 doz. in crate, per lb.	0 06½
5 and 7-lb. tin pails, 8 and 9 pails to crate, per lb.	0 06
7, 14 and 30-lb. wood pails, "	0 06
Pure Fruit Jellies—	
1-lb. glass jars, 2 doz. in case, per doz.	0 95
7, 14 and 30-lb. wood pails, ...per lb.	0 06
Home Made Jams—	
1-lb. glass jars (16-oz. gem.) 1 doz. in case, per doz.	1 50
5 and 7-lb. tin pails, per lb.	0 09
7, 14 and 30-lb. wood pails.... "	0 09

BRAND & CO.

Brand's calf's foot	$3 50
Real turtle jelly	7 75

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" " 100 sticks	0 73
Dulce large cent sticks, 100 in box	....

Lye (Concentrated).

GILLETT'S PERFUMED.

	Per case.
1 case of 4 doz	$ 3 60
3 cases "	3 50
5 cases or more	3 40

Matches.

UNITED FACTORIES, LIMITED.

	Per case.
Surelight (Parlor)	$3 50
Flashlight (Parlor)	5.75
Kodak (Sulphur)	3 80

Mince Meat.

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., ¼-lb. tins, per doz.	$ 1 40
" ½-lb. tins "	2 50
" 1-lb. tins "	5 00
Durham 4-lb. jar, per jar.	0 75
" 1-lb. jar "	0 25
F.D., ¼-lb. tins, per doz.	0 85
" ½-lb. tins "	1 45

HENRI JONAS & CO.

	Per gross.
Pony size	$ 7 50
Imperial, medium	9 00
Imperial, large	12 00
Tumblers	12 00
Mugs	13 20
Pint jars	18 00
Quart jars	4

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—	
¼-lb. tins, per lb.	$ 0
½-lb. tins "	0 35
1-lb. tins "	0 32½
4-lb. jars, per jar	1 20
1-lb. jars "	0 35
Old Crow," 12-lb. boxes—	
¼-lb. tins, per lb.	0 25
½-lb. tins "	0 23
1-lb. tins "	0 22½
4-lb. jars, per jar	0 70
1-lb. jars "	0 25

Olive Oil.

	Per case
Barton & Guestier's quarts	$ 9 00
" " pints	5 00

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand, 1-lb. glass	$1 50
" " quart gem jars	3 40

T. UPTON & CO.

1-lb. glass jars, 2 doz. case, per doz.	$ 0 95
Home-made, in 1-lb. glass jars "	1 50
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 06

CLEMES BROS.

Pure fruit stock—	
10-oz. glass jars, 2½ doz. case, per doz.	$1 00
16-oz. glass jars, 2 doz. case "	1 50
Quart gems, 1 doz. case "	3 35
In 5-lb. tins, per lb.	09

Pickles.

STEPHENS.

A. P. Tippett & Co., Agents.

Cement stoppers (pints), per doz.	$ 2 30
Corked " "	1 90

Sauces.

BRAND & CO.

Worcester	$1 85
Tomato catsup	2 60
Mayfair relish	2 60
Indian chutney	1 75
Mango "	2 25
A 1	1 70 2 60 3 15

Soda.

COW BRAND.

Case of 1-lb. containing 60 pkgs., per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. (containing 96 pegs.), per box, $3 00.

EMPIRE

"EMPIRE" BRAND.

Brunner, Mond & Co.

Case 120 ½-lb. pkts. (60 lb.), per case, $2 70.

Case 96 10-oz. pkts. (60 lb.), per case, $2 80.

"MAGIC" BRAND.

	Per case.
No. 1, cases, 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " { 30 1-lb. " / 60 ½-lb. " }	2 75
No. 5 Magic soda---cases 100---10-oz. pkgs.	
1 case	2 85
5 cases	2 75

"BEE" BRAND

"Bee" brand, 8 oz., cases, 120 pkgs.	Per
" " 10 oz., cases, 96 pkgs.	case
" " 16 oz., cases, 60 pkgs.	$2 75

Has stood the test of every climate.

HIGHEST AWARD

Wherever demonstrated, including the following Dominion, State, and International Exhibitions

Industrial Exhibition	-	Toronto, Canada	-	1903
Provincial Exhibition	-	Halifax, N. S.	-	1903
Provincial Exhibition	-	Victoria, B. C.	-	1902
Pan-American Exposition		Buffalo, N. Y..	-	1901
Paris Exposition	-	Paris, France	-	1900
Trans. Miss. Exhibition	-	Omaha, Neb.	-	1898
World's Fair	-	Chicago, Ill.	-	1893

The products of **THE ST. CHARLES CONDENSING CO.** are famous the world over for HIGH QUALITY, ABSOLUTE PURITY, and ADAPTABILITY for all the purposes of fresh milk.

Home Office and Address:

St. CHARLES, ILL., U.S.A.

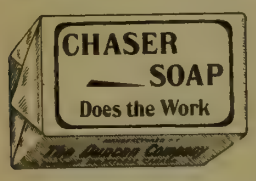
Correspondence and trade orders solicited.

FACTORIES: Ingersoll, Ontario, Canada, St. Charles, and Chenning, Ill.

Soap.

A. P. TIPPET & CO., Agents.

Maypole soap, colors	per gross	$10 20
" " black	"	15 30
Oriole soap	"	10 20
Gloriola soap	"	12 00
Straw hat polish	"	10 20



CHASER SOAP.

1 case	$2 40
5 cases	2 30
10 cases	2 20
20 cases	2 10

5 per cent. 10 days or 60 days acceptance.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. cartor	$ 0 06
No. 1 " " 3-lb. "	0 06
Canada laundry	0 05
Silver gloss, 6-lb. draw-lid boxes.	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05½
Benson's enamel....per box 1 25 to	2 50
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 06¾
Canada Pure Corn	0 05¼
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps	0 08½
"Bee" brand, cases, 64 packages	5 00

BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 05
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 06
Barrels, 200 lb.	0 05½
Kegs, 100 lb.	0 05¼
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 45 cartons, per case	3 40
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 05½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 06¾
Crystal Maise Corn Starch -	
1-lb. packages, boxes 40 lb.	0 06¾

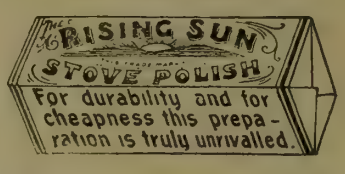
ST. LAWRENCE STARCH CO., LIMITED.
Ontario and Quebec.

Culinary Starches—	
St. Lawrence corn starch, 40 lb	0 06¾
Durham corn starch, 40 lb	0 05¼
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 06
" 3-lb. cartons, 36 lb.	0 06
" 200-lb. bbl.	0 05½
" 100-lb. kegs	0 05½
Canada Laundry, 40 to 46 lb.	0 05
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 05½

OCEAN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$8 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

	Per case
Enamelled tins, 2 doz. in case	$2 40
Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 90
5 " 1 " "	2 35
10 " ½ " "	2 25
20 " ¼ " "	2 10

(10 and 20 lb. tins have wire handles.)

Teas.

SALADA CEYLON.

	Wholesale.	Retail.
Brown Label, 1's	$0 20	$0 25
" ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60

Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c	$0 19
" " ½-lb. " "	0 20
Blue Label, retail at 30c	0 22
Green Label " 40c	0 28
Red Label, " 50c	0 35
Orange Label, " 60c	0 42
Gold Label, " 80c	0 55

Cases, each 60 1-lb.	$0 35
" " 60 ½-lb. } 30 1-lb. }	0 35
" " 120 ½-lb.	0 36

LUDELLA CEYLON, 1's AND ½'S PKGS.

Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

"CROWN" BRAND.

	Wholesale.	Retail.
Red Label, 1-lb. and ½s	$ 0 35	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½s	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—	
"Condor" I 40-lb. boxes	$0 42
" II 40-lb. boxes	0 40
" III 80-lb. "	0 37
EMD AAA Japan, 40 lb "at	0 35
" AA " 40 "	0 32½
Blue Jay, basket fired Japan, 70 lbs.,	0 30
"Condor" IV 80-lb. "	0 43
" V 80-lb. "	0 30
" XXXX 80-lb. boxes	0 25
" XXXX 30-lb. "	0 26
" XXX 80-lb. "	0 22½
" XXX 30-lb. "	0 23½
" XX 80-lb. "	0 20
" XX 30-lb. "	0 21
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 30

Black Teas—"Nectar" in lead packets

Green Label	retails 0 26 at 0 20
Chocolate Label	" 0 35 at 0 25
Blue Label	" 0 50 at 0 36
Maroon Label	" 0 60 at 0 45
Fancy tins—Chocolate, 1-lb	0 32½
" " —Blue, 1-lb	0 42½
" " —Maroon, 1-lb	0 50
" " —Maroon, 1-lb	1 50

"Condor" Ceylon black tea in lead packets

Green Label, ⅛s, ¼s and ½s, 60-lb. cases retail	0 25 at 0 20
Grey Label, ⅛s, ¼s and ½s, 60-lb. cases retail	0 30 at 0 23
Yellow Label, ⅛s and ¼s, 60-lb. cases retail	0 35 at 0 26
Blue Label, ⅛s, ¼s and ½s, 50-lb. cases retail	0 40 at 0 30
Red Label, ⅛s, ¼s and ½s, 50-lb. cases retail	0 50 at 0 34
White Label, ⅛s, ¼s and ½s, 50-lb. cases retail	0 60 at 0 40

Black Teas—"Old Crow" blend—

Bronzed tins of 10, 25, 50 and 80-lb.

No. 1	per lb.	0 35
No. 2	"	0 30
No. 3	"	0 25
No. 4	"	0 20
No. 5	"	0 17½

LIPTON'S TEA (in packages).

Color of Label.	1 lbs & ½ lbs. per lb.	Sold for ¼ lbs. per lb.	per lb.
Ceylon-India, Ex. ch'st A Yellow	45	47	70
" B Red	40	42	60
" No. 1 C Pink	35	37	50
" 2 C Orange	28		40
" 3 C L. Blue	22		30
" 4 C L. Green	20		

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 3½s, 5s. and 10s.	$0 39
" Amber, 8s. and 3s.	0 60
Chewing—Stag, bars, 10½oz.	0 43
" Bobs, 5½s. and 11s	0 44
" " 10½ oz. bars, 6s.	0 44
" Currency, 12 oz. bars, 12s.	0 47
" " 6½s. and 12's.	0 47
" Old Fox, narrow, 12s.	0 47
" Snowshoe, 14½oz b'rs, sp'c'd 6½	0 51
" Pay Roll, 7s and 6½s.	0 52
" Fair Play, 8s. and 13s.	0 53

Vinegars.

E. D. MARCEAU, Montreal. Per gal.

EMD, pure distilled, highest quality.	$0 30
Condor, pure distilled	0 25
Old Crow	0 20

Special prices to buyers of large quantities

GRIMBLE'S MALT.

Bulk, ¼-casks, 25 gals	$5 45	$10 95
" casks, 60 "	10 25	22 40
Bottles, cases, 3 doz.	3 25	4 40

Washing Powder.

FAIRBANK'S GOLD DUST.

Five cases assorted—	
24 25c. packages	$4 65
100 10c. "	7 80
100 5c. "	3 90

Freight prepaid.

Cane's Woodenware.

UNITED FACTORIES, LIMITED.

	Per doz.
Washboards, Victor	$1 35
" Crown	1 45
" Improved Globe	1 60
" Standard Globe	1 70
" Original Solid Globe	2 00
" Superior Sld. Bk. Globe	2 15
" Jubilee	2 10
" Pony	0 95
Diamond King (glass)	3 10
Tubs, No. 0	10 50
" " 1	8 50
" " 2	7 50
" " 3	6 50
Pails, No. 1, 2 hoops	1 75
" " "	1 90

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case	$1 00
Gillett's cream yeast, 3 doz.	1 00
Jersey cream yeast cake, 3 doz. 5c.	1 00
Victoria " " 3 doz. 5c.	1 00
" " " 3 doz. 10c.	1 80

BRUNNER, MOND & CO.'S

SODAS

Bicarb
Sal
Concentrated Sal
Caustic

EVERYWHERE KNOWN TO BE THE BEST.

WINN & HOLLAND, Sole Agents for Canada, MONTREAL.

We have recently taken up the manufacture and sale of the

Templeton Cheese Knife

It is the greatest device for merchants retailing cheese. "Soon pays for itself," is the testimony of everyone who has used the machine for the past year.

KEEPS CHEESE FRESH
SAVES FROM WASTE

EASY TO OPERATE
PLEASES EVERY CUSTOMER

Sold on easy terms.

Write us for particulars.

The Computing Scale Co. of Canada, Limited, - 164 King St. West, Toronto.

COX'S GELATINE

ALWAYS TRUSTWORTHY

Established 1725.

Agents for Canada:
C. E. COLSON & SON, Montreal.
D. MASSON & CO., Montreal.
ARTHUR P. TIPPET & CO.,
Toronto, St. John, N.B., and Montreal.

THE PEOPLE OF

JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.

BASKETS

We make them in all shapes and sizes. We have

Patent Strawboard Berry Box
Grain and Root Baskets,
Clothes Baskets,
Butcher Baskets,

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE . . .

Oakville Basket Co.

Oakville, Ont.

You are Interested in Something.

Why not get the best items that are printed on the subject.

We read and clip thousands of newspapers every week — therefore we can equip you **speedily** and **economically** for a debate, speech, lecture, essay or anything else requiring up-to-date information and more of it than your competitors are likely to get.

Terms—100 Clippings,	$ 5.00
200 "	12.00
500 "	22.00
1,000 "	40.00

Send for our Booklet which fully explains the scope of the clipping industry.

We have also lists of firms in every branch of trade in the Dominion, the professions, club members, society, etc., and we are prepared to address and mail circulars or letters to these at any time.

CANADIAN PRESS CLIPPING BUREAU,

232 McGill Street, MONTREAL, QUE.
Telephone Main 1255.

10 Front St. E., Toronto. Telephone Main 2701.

Is Honest Goods and just the Thing on Which to Make or Extend a Business.

McLAREN'S

COOK'S FRIEND BAKING POWDER.

The Best Grocers make a point of Keeping it always in Stock.

STAPLES

FOR

SPRING SORTING.

SPECIAL LINES.

WRITE FOR PARTICULARS.

GOWANS, KENT & CO.,

16 Front St., East, - TORONTO.

"Perfectly clean from our kitchen to your customer's."

To see what is right and not to do it, is bad business.

Your customers want

Wethey's Mince Meat

because they know it is pure and wholesome. It is good business for you to supply it.

"One Try Satisfies."

J. H. Wethey, Limited
ST. CATHARINES, ONT.

Crosse & Blackwell, Limited

Pickles, Sauces, Jams and Preserved Provisions.

C. E. COLSON & SON, AGENTS. MONTREAL

CHAS. F. CLARK, President. CHAS. L. B CKWITH, Secretary.

...ESTABLISHED 1849...

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Capital and Surplus, $1,500,000. Offices Throughout the Civilized World.

Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information, no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

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OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery 6d. and 1s. Canisters.

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KNIFE POLISH

JOHN OAKEY & SONS, LIMITED

MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

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Agent:

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CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 29.

VOL. XVIII. MONTREAL AND TORONTO, FEBRUARY 19, 1904. NO. 8.

PUBLISHED EVERY FRIDAY

THE CANADIAN GROCER AND GENERAL STOREKEEPER

CIRCULATES IN EVERY PROVINCE

The Old Reliable Laundry Blue

Whiter than snow, Linen, when

KEEN'S OXFORD BLUE

has been used in the Laundry.

Made by the proprietors of Keen's Mustard.

MALTA

A Coffee-Flavored, Sugar-Coated Biscuit

MALTA

MALTA

A Good Thing for Your Trade

MALTA

THE DOMINION MOLASSES CO. LIMITED.

HALIFAX, N.S.

These are our Brands and they are the best in the market. Every puncheon of our molasses is **guaranteed** to give perfect satisfaction. When you want molasses send to us for samples and prices. We have all kinds, in puncheons, tierces and barrels.

The Dominion Molasses Co.,

Limited

HALIFAX - - - - NOVA SCOTIA

THE AUER GAS LAMP

"Turns night-time into day-time"

NEW MODELS. LOWER PRICES.

We offer you the best made lamp on the market, built scientifically.

We offer you a lamp that will light your store for half the cost of kerosene.

We offer you a lamp that is safer than a coal oil one.

We offer you a lamp which you can sell at a good profit.

No. 25
100 Candle Power.

Do you want the Agency for it?

THEN WRITE FOR
OUR CATALOGUE AND DISCOUNTS.

EVERY LAMP GUARANTEED.

AUER LIGHT CO., 1682 NOTRE DAME ST., MONTREAL.

JUST WHAT YOU WANT

TIME AND LABOR SAVER

The "ENTERPRISE" ELECTRIC

RAPID GRINDING AND PULVERIZING **Mill**

Will be furnished for Direct or Alternating Current to suit all conditions

25 to 50 lbs. of Coffee

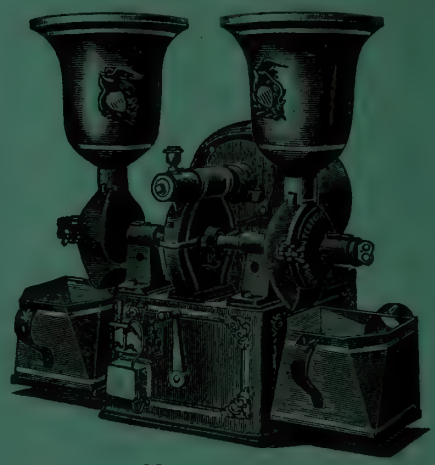
CAN BE GROUND FOR **ONE CENT**

One Grocer says: It has almost doubled our Coffee Trade, I consider it a Good Investment and Advertisement.

DESCRIPTIVE CATALOGUE ALSO TESTIMONIAL PAMPHLET MAILED FREE

The Enterprise Mfg. Co. of Pa., PHILADELPHIA, PA. U. S. A.

GRANULATOR PULVERIZER



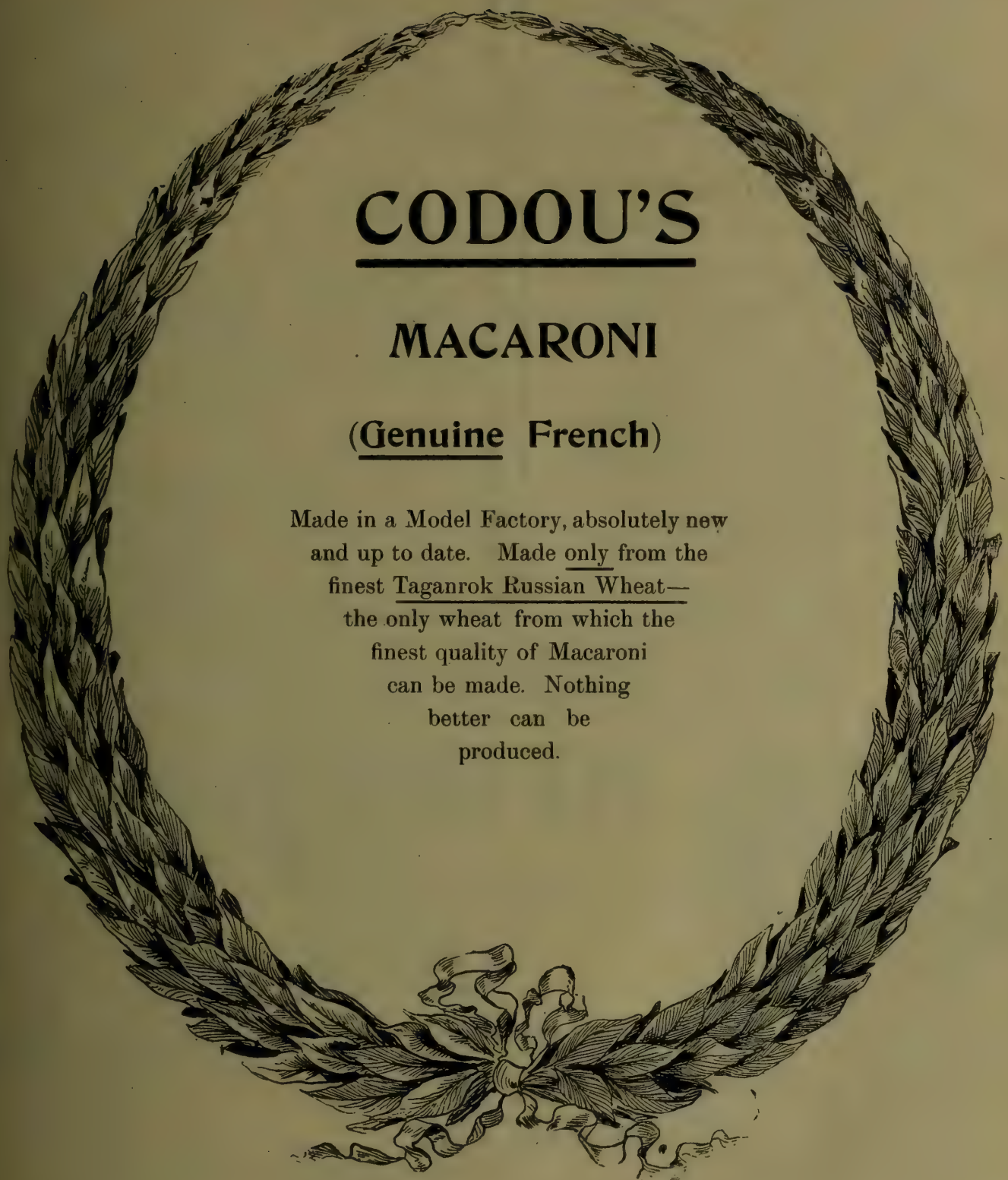
No. 08712

Height 31 inches; Width 32 inches;
Length 25 inches; Weight 320 pounds

PRICE ON APPLICATION

Grinding Capacity
Granulating, 2 pounds per minute
Pulverizing, ½ pound per minute

Capacity of Iron Hoppers, 6 lbs. of Coffee
Capacity of Nickel-Plated Hoppers, 7½ lbs. "



CODOU'S

MACARONI

(Genuine French)

Made in a Model Factory, absolutely new and up to date. Made only from the finest Taganrok Russian Wheat—the only wheat from which the finest quality of Macaroni can be made. Nothing better can be produced.

ARTHUR P. TIPPET & CO., Agents,

8 Place Royale,
Montreal.

20½ Front Street E.,
Toronto.

Messrs. Grimble & Co.
LIMITED

Specially request the trade to consider quality when placing their orders for

VINEGARS

NOTE OUR GRADES.—Orleans No. 16, and Nos. 16, 18 and 24 malt, concentrated and distilled.

All inquiries addressed to their Canadian agent, Mr. I. S. Wotherspoon, 204 Board of Trade Building, Montreal, will receive prompt attention.

I. S. WOTHERSPOON,
204 Board of Trade Building,
MONTREAL, P. Q.

Sterling Brand Catsups
are popular.

This brand of Catsup is popular because it is good. Advertising and pushing will sell poor Catsups but they won't satisfy the consumer. Our Catsup is of that pleasing, appetizing flavor that more than satisfies the epicure.

The T. A. LYTLE COMPANY, Limited
Makers of High-Grade Pickles and Catsups,
124-128 Richmond St. West, TORONTO.

Pure, Delicious, Best.

are the THREE TERMS that correctly describe

HIGHEST AWARD, LONDON, 1893.

STRETTON'S
(PRIZE MEDAL)
Worcestershire SAUCE

Our Special Cheap Line, the "**PURE**" Worcester, is the best and cheapest on the market. Ask your Wholesale House to send you on a case with your next order.

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E. Nicholson, Winnipeg. L. H. Millen, Hamilton.
Messrs. Clawson & Co., St. John, N.B.
Messrs. Wm. Tuffts & Son, Vancouver, B.C.
Mr. H. H. Stimpson, Halifax, N.S.

Sole Manufacturers

Stretton & Co., Limited, WORCESTER, ENGLAND.

GOOD COFFEE.

If there is one line in particular that a grocer carries, that should be good, it's COFFEE. Nothing goes farther amongst a merchant's customers than a reputation for GOOD COFFEE. It means increased trade. You can gain this reputation by handling

S. H. & A. S. Ewing High-Grade Coffees

S. H. & A. S. EWING

ESTABLISHED 1845

The Montreal Coffee and Spice Steam Mills.

Paid For Itself.

C. WILSON & SON, Limited, Scale Manufacturers,
TORONTO. HAMILTON, MAR. 19th, 1903.

DEAR SIRS:—

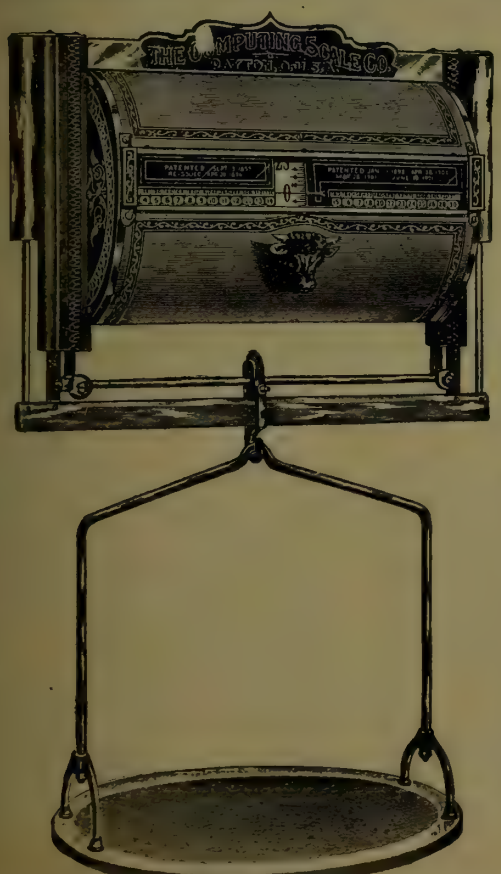
I have used your **BALL-BEARING COMPUTING SCALE** for several years now and I believe it has paid for itself a good many times over during that period. Most of my profits went to my customers in overweights in the past. Now I have a little left for myself.

Yours truly, ———

One of a hundred similar testimonials secured by us. Let us put you on the same road to prosperity. Catalogue free for the asking.

C. WILSON & SON, Limited, **TORONTO.**

A MONEY SAVER.



SOON PAYS FOR ITSELF.

The Computing Scale Co. of Canada, Limited
104 KING WEST, TORONTO, CAN.

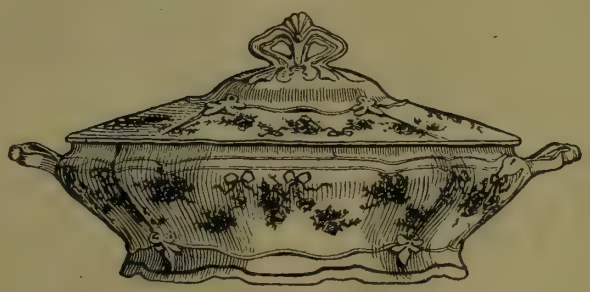
Chinaware

Open stock patterns in

Finest Quality German

and

Haviland French



"Rosegarland"

A fine quality open stock pattern in German China.

WRITE FOR PRICE LIST.

NERLICH & CO.,

146-8 Front St., West, TORONTO

MONTREAL, 301 St.James St.,

SOCKEYE **SALMON**

"Sovereign" and "Lynx"

Brands

ARE THE CHOICEST IN THE MARKET.

EVERY TIN GUARANTEED.

TO BE HAD OF ALL GROCERS.

The Australasian Grocer

The Organ of the Grocery, Provision and kindred Trades of the Antipodes.

Subscription $2.50 per Ann.

post free to any part of the world.
A handsome Diary is presented free to annual subscribers.

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CANADIAN AND AMERICAN ENQUIRIES will receive prompt attention if addressed to the LONDON OFFICE, 42 CANNON STREET, E.C.

Specimen Copies Free on Application.

—"everyone to his taste"

but the taste
for

JAPAN TEAS

once acquired,
can never be satisfied by the
teas of any other country.

Why ?

Because there is a freshness, a flavor, an aroma, and a delicious healthfulness about them, possessed by

no other Teas in the world.

How is Your Coffee Trade?

Good, Eh!!

Then you must sell our famous **CLUB COFFEE**

——Put up in 1-lb. and 2-lb. Tins.——

A POPULAR BLEND.

Manufactured only by

S. H. EWING & SONS

96 KING ST., MONTREAL,

Telephone Bell Main 65.
" Merchants 522.

Toronto Branch, 29 Front St. West

TELEPHONE MAIN 2059

Telephone orders receive prompt attention.

THE

MOST PROFITABLE to the GROCER

and

MOST SATISFACTORY to the LAUNDRESS

is Cold Water **STARCH IVORINE**

ASK TRAVELLERS THE PRICE

THE ST. LAWRENCE STARCH CO., Limited, - PORT CREDIT, ONT.

TEA ROSE DRIPS

Some one said of Lord Byron

that he "awoke one morning to find himself famous." The speaker overlooked, however, the years of patient striving that preceded fame.

The thousands of dealers throughout Canada who sell Tea Rose Drips are mightily pleased with its good selling quality, and they wonder perhaps why its equal is never obtainable.

This selling quality is like Byron's morning of fame—the result of continuous effort on the part of the makers to produce an article of uniform high quality.

ROSE & LAFLAMME, Agents,

MONTREAL.

PATERSON'S CAMP COFFEE ESSENCE

is an article often wanted in a hurry, it is wise to keep it in stock.

ROSE & LAFLAMME,
Agents, Montreal.

War

with all its attendant horrors, has not, even in the remotest degree, disturbed the serenity of Ceylon's Happy Isle.

There PEACE hovers over an industrious people, busily engaged in producing the finest tea in the world.

If you would have PEACE with your customers, deserve and secure their confidence. Sell only

Ceylon Teas

BLACK OR GREEN,
THEY ARE UNEXCELLED.

Ceylon Teas
will make you friends.

Ceylon Teas
will make you rich.

WANT TO SELL OUT ?

Try a condensed advertisement in THE CANADIAN GROCER. We only charge two cents per word each insertion, and we reach all the grocerymen in Canada. All orders for these advertisements MUST BE accompanied by remittance, and when replies are directed to our care, four cents must be added for use of box.

THE CANADIAN GROCER,
MONTREAL. TORONTO.

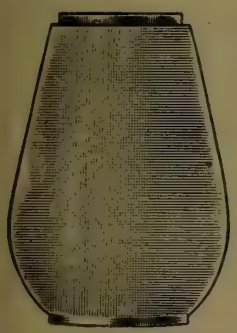
Use Live Bait.

R-O-Y-A-L
S-A-L-A-D D-R-E-S-S-I-N-G

Catches Trade
and Holds all it catches.
Let your customers know you recommend the BEST.
It will make you money.
ROYAL SALAD DRESSING is making new friends every day.

The Horton-Cato Mfg. Co.,
DETROIT, MICH., - WINDSOR, ONT.

ARE YOU USING OUR



Cold Blast or Jubilee Globes

Aetna or Quaker Flint Chimneys?

Give them a Trial.

THE SYDENHAM GLASS CO.
OF WALLACEBURG, LIMITED.

A Two Cent Mistake

Don't amount to much in any business, but the striking point is that a clerk is just as liable to make a mistake of $2.00 as he is of two cents, and a few mistakes like this would pay for enough of Allison's Coupon Books to last a year or more. With these books mistakes are impossible.

IF A MAN WANTS CREDIT

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. **NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING.** There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.
C. O. BEAUCHEMIN & FILS, MONTREAL.
ALLISON COUPON CO., Manufacturers,
Indianapolis, Indiana.

$3.00 for $1.00

That's what it means. Tomatoes prepared by "The Burlington Way," with Skins, Seeds and Fibre all removed, makes a can equal to 3 cans of ordinary Tomatoes. Excellent for Soup. Sell Tomato Pulp.

$1.00 per doz. f.o.b. Burlington.

The Burlington Canning Co.
Limited
BURLINGTON, ONT.

Do you use . . FOSTER'S POTS?

STRONG DURABLE LIGHT

POROUS AND CHEAP

THOSE WHO DO WILL HAVE NO OTHER.
A post card brings price list and all particulars.

The FOSTER POTTERY CO.
HAMILTON, ONT. Limited

Want Ads.

In this paper cost 2 cents per word first insertion, 1 cent per word subsequent insertions. Contractions count as one word, but five figures (such as $1,000) may pass as one word. Cash remittance to cover cost **must in all cases** accompany orders, otherwise we cannot insert the advertisement. When replies come in our care 5 cents additional must be included for forwarding same. Many large business deals have been brought about through advertisements of 20 or 30 words. Clerks can be secured, articles sold and exchanged, at small expenditure.

MacLEAN PUBLISHING CO., Limited
Montreal and Toronto.

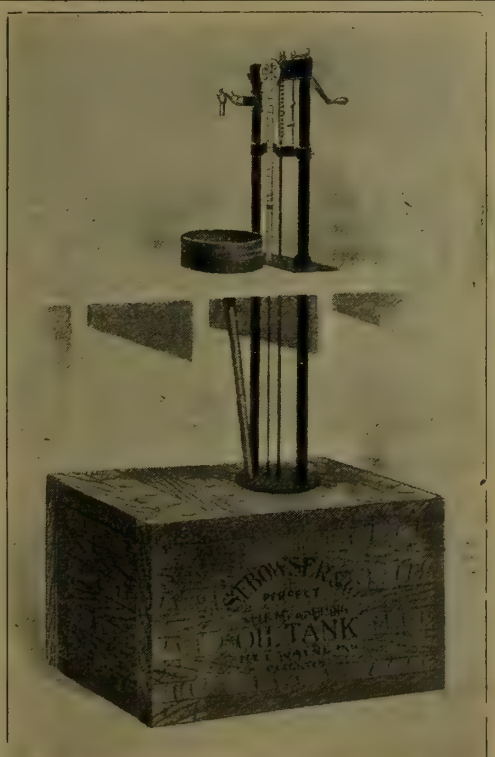
You needn't worry about your parcels when they are wrapped in our brown or manilla

Wrapping Papers

because they will arrive at their destination in a respectable condition. Full count, full weight in in every order we send out.

CANADA PAPER CO.
Limited
Toronto Montreal and Windsor Mills, Que.

Waste Means Loss of Profits



BASEMENT OUTFIT.

THAT'S WHY THERE'S SO LITTLE PROFIT IN HANDLING **OIL** OR **GASOLINE** IN THE **OLD** WAY.

STOP THE WASTE

CAUSED BY EVAPORATION AND LOSS FROM LEAKY BARRELS AND DIRTY "SLOPPY" MEASURES BY INSTALLING AN IMPROVED

BOWSER 3 MEASURE
--SELF-- MEASURING OIL TANK

It's the New Way

It pumps a gallon, half gallon or quart directly into the customer's can without use of measure or funnel

No Waste of Oil
No Loss of Time or Labor
No Dirty Oil-soaked Floors

We shall be glad to explain more fully.

ASK FOR CATALOGUE "B." IT'S FREE.

S. F. BOWSER & CO., FORT WAYNE, INDIANA.

ACADIA PURE CODFISH.

This is the brand to push during the Lenten Season. It is guaranteed to be a pure Nova Scotia Cod, nothing more nor less. It is selected from the very choicest parts of the fish, and is absolutely sure to be liked by those who eat it. It is cleaned and packed with the utmost care, and its appearance will at once commend it to consumers. If you have not tried a sample lot, please do so at once. It is sold in 20-lb. cases of 1-lb. wrapped tablets, and in 2-lb. wooden boxes, 12 boxes to the crate.

All Wholesale Grocers Sell It.

BLACK BROS. & CO.

LIMITED

HALIFAX, N. S.

A. H. BRITTAIN & CO., Selling Agents,
Board of Trade Building, MONTREAL.

SNOW BLOCKADES

are in the air and delays in shipping of daily occurrence.

DOME BLACK LEAD

is not a heavy article but it is well to keep your stock well sorted and order a little ahead of requirements.

W. G. A. LAMBE & CO., Canadian Agents.

LIPTON'S TEAS

HAVE THE LARGEST SALE IN THE WORLD.

Over 53,000,000 Packets were sold during 1902

SOLD ONLY IN AIR-TIGHT CANS, NEVER IN LEAD PACKETS.

LIPTON'S TEAS are far more popular in Canada than any other teas carried by the grocer. The only teas in Canada offered to the grocer direct from the tea gardens—packed by the grower.

AGENTS IN MONTREAL—**Laporte, Martin & Cie., and all wholesale grocers.**

AGENTS IN TORONTO—**Canada Grocers, Limited, and all wholesale grocers**

THOMAS J. LIPTON, 39 Pearl Street, New York City.

A Message by the Little Bird

As to Sauces—There is one sauce among the many that possesses the faults of none and the good points of all. It is **Dr. Laing's Cream Sauce.**

And About Coffees—A coffee extract is not exactly a coffee substitute. For afternoon teas, for emergency needs, for the sick room, we commend **Bromley's Coffee Essences.** They are unexcelled.

On the Question of Salt—**Cerebos Salt** is in a class by itself. It does not rank with ordinary table salts. The Royal Household of England uses **Cerebos Salt.**

FOR GROCERY SPECIALTIES OF THE HIGHEST QUALITY, COMMUNICATE WITH US. CORRESPONDENCE SOLICITED.

Sole Agents for Canada **W. G. PATRICK & CO.,** MERCHANTS, 29 MELINDA STREET, **Toronto.**

AURORA CORN SYRUP

A Pure Golden Syrup Made from Golden Grain. **A Great Spread for Daily Bread.**

Better in flavor and purity than any other.
Good for everybody. **A pleasaant surprise to all.**

2-lb. tins, cases, each 24 tins, $1 90 per case.
5 " " " 12 " 2.35 "
10 " " " 6 " 2.25 "
20 " " " 3 " 2.10 "

Freight paid on 5-case lots. Price subject to change without notice.

Ask our travellers about our Pure Maple Syrup.

W. H. GILLARD & CO., Wholesale Grocers, - HAMILTON.

Branch CANADA GROCERS LIMITED.

Prestige

WOOD'S BOSTON COFFEES — THOMAS WOOD & CO. IMPORTERS AND ROASTERS BOSTON, MASS. PURITY, UNIFORMITY AND EXCELLENCE GUARANTEED.

Means everything in business.
It is not a little thing to be overlooked or lightly treated.
The publie is serious in all that effects the pocket, and demands the best.
Goods of established reputation have the selling power.
They require neither apology nor excuse.
WOOD'S COFFEES have the prestige and the worth.
They bring trade to the Grocer and retain it.

Canadian Factory and Salesroom,

No. 428 St. Paul St., MONTREAL.

WOOD'S BOSTON COFFEES — THOMAS WOOD & CO. IMPORTERS AND ROASTERS BOSTON, MASS. PURITY, UNIFORMITY AND EXCELLENCE GUARANTEED.

Keep your eye on "BLUEOL"

COMPETITION!

Full particulars on full page in issues of FEBRUARY 5, MARCH 4, MARCH 25 and APRIL 29.

J. M. DOUGLAS & CO.,

Established 1857 **Manufacturers, MONTREAL.**

TARTAN BRAND

has established a reputation for itself with the consumer, "that is the reason the distributing trade asks for Tartan Brand," which stands for **quality always.**

Ask your grocer for Tartan Brand.

Guaranteed by

BALFOUR & COMPANY, Branch Canada Grocers, Limited, **HAMILTON.**

Canadian Trade with Japan and China

Conditions to be Met by Canadians Seeking to Establish Trade Relations in the Orient, Graphically Described by a Canadian Business Man now in Shanghai.

READERS of The Grocer will remember an extremely interesting letter in our Fall special issue from Mr. Andrew R. Tufts, formerly of St. Marys, Ontario, laterly of Vancouver, B. C., and now representing a number of Canadian firms in China and Japan, dealing with Canadian trade openings in the Orient.

The Grocer has been favored with another letter from Mr. Tufts, which is of equal interest both as throwing out valuable hints to business men who wish to cultivate these Asiatic markets and as affording an illuminating insight into the life of a people of whom we are unfortunately but too ignorant. It is to be hoped that the disadvantage Canada labors under owing to the lack of a commercial treaty with Japan will soon

Mr. King Chong and Mr. A. R. Tufts, guests at a Chinese Mandarines' Marriage Feast, Chu-San, China. Decorations in rear are over entrance to the Courtyard, which was the Banqueting Hall.

be made right. The Hon. Mr. Fisher must know the whole circumstances, the business world will look to him to see that Canada is placed on the most favored basis in our trade relations with the Island Empire of the Pacific.

Mr. Tuft's letter, which has arrived at a particularly interesting juncture, in view of the outbreak of the war, is as follows :

Shanghai Club, Shanghai,
January 15, 1904.

Colonel J. B. MacLean,
The Canadian Grocer :

Dear Sir : In the interests of Canadian manufacturers exporting to the Orient, I would suggest they protect their brands by registration, even though they think imitation or infringement unlikely.

The following instances will illustrate this necessity :

The representative of an Italian firm, manufacturers of a Vermuth which possesses a world-wide reputation, discovered in a Hong Kong cafe recently that the contents of a bottle served him which bore his firm's trade-mark, etc., was not genuine. Calling upon the wholesale dealer who had supplied the brand he was surprised to learn that it was imported from Japan. Carefully examining label, color of the glass, capsule, the name burnt in the cork, etc., he found all details exactly comparing with his samples, except the quality of the liquor.

He bought a case of the Japanese article and took it with him to Japan, and arriving in the city where the imitation article was manufactured, instituted legal proceedings against the manufacturers. Though his able counsel made out a strong case for the Italian firm, and expected to obtain heavy damages and an injunction, they found the Japanese judges did not rule lor them; but furthermore ordered that the Italian manufacturers pay a penalty of 20,000 yen (or $10,000 gold) for infringing the trade mark of the Japanese firm, which had been previously registered. The matter is now being taken up diplomatically, I understand, but so far the Japanese have the law on their side.

A European firm representing a California Wine Company, in Yokahama, ordered some $350 worth of bottle labels for a new brand they were bottling in that city, and in the interval of waiting for their labels to be delivered some enterprising native firm registered the trade-mark, then in the printer's hands, and when the foreign firm filled its first orders they were served with an injunction restraining them from using the brand or labels they had themselves designed.

Owing to Canada not having signed the Japanese commercial treaty we are debarred from registering brands, except through British residents or in the names of Japanese. The application of the Japanese conventional tariff to many lines which Canada could otherwise sell to Japan, is a matter calling for the attention of Canadian business men. I am told by well informed Japanese that no country which has refused to sign their commercial treaty will ever again be invited to do so. But I trust that in the interests of Canadian commerce the Hon. Mr. Fisher's visit to Japan, during the International Exhibition, will have been the means of securing for Canada the advantages of the treaty of 1894, though the two years during which the stipulations of the treaty might have been applicable to the colonies or foreign possessions of Great Britain have elapsed. This treaty did not take effect until 5 years after its ratification, i. e., until 1899.

In consequence of the new government insurance regulations, one million dollars gold having to be deposited with Japan, I understand the Manufacturers' Life and the Sun Life of Canada, together with all the other great life insurance companies doing business in Japan (except one, the New York Life) will cease to issue new policies in that country after 31st inst.

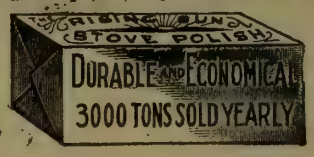
I am sometimes asked by Canadian manufacturers of food products, "Should we print labels in Japanese or Chinese for our export brands ?" For the benefit of those whom it may interest I would say no. If it be a worthy article, put on "made in Canada," even if you have to leave off your city and street number to do so. But please, oh please, enclose or provide directions in Japanese or Chinese for the use of an article little known to the Orient. If the foreign language appears on the lab-

Mr. King Chong's hong (store) and staff Chu-San, China. Mr. Chong on the right end of the front row, was the first Chinese Wholesaler to handle Canadian Flour in China.

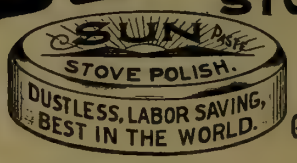
el itself, it will be suspected that it is of native manufacture and treated accordingly.

Last week a wealthy Chinese merchant who has bought largely from me, invited me to take a trip with him in his steamer to his home town, Chu-San, about 150 miles from Shanghai. It is quite unusual for a Chinaman who lives in a Europeanized sea port to refer to his native city, they do not wish to be identified with it among European business men. Consequently I felt honored by this invitation. I was advised by a foreigner to take my own "chow" or I would have only Chinese food, etc. I bought an assortment of tinned goods, bread, butter, etc., which my "boy" packed up with cutlery, plates, etc., borrowed from the hotel, and delivered at the steamer. I found, when Mr. King Chong and I reached the wharf in our rickshaws, that it was a huge pass-

RISING SUN STOVE POLISH IN CAKES
WELL KNOWN AND RELIABLE



SUN PASTE STOVE POLISH IN TINS
GUARANTEED TO THE TRADE



Our packages are larger and more attractive in style than any others.
The quality of our goods is superior to anything else on the market.

MORSE BROS., Proprietors, Canton, Mass.

For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

enger steamer plying on the coast. It was owned entirely by my customer. It was crowded with passengers. Many wealthy men among the cabin passengers were introduced to me, and I was given an entire stateroom. I felt ashamed for bringing foreign "chow" on board that boat. I had already told Mr. King Chong I had done so, and he had turned my packages over to the cooks to prepare for my meals for three days.

When we got clear of the san-pans and other small boats in the river—we crushed one up against a wharf, its passengers scrambling ashore in fright and abusing the poor coolie who poled it, but who nevertheless stayed by his craft till the last piece of luggage was thrown out—we steamed majestically down to the mouth and shoved a heavy old Chinese junk out of our course to the terror of yours truly and the Chinese crews and passengers.

The dinner table was nicely served and when my special supplies were brought on I felt that I had to invite my new acquaintances to partake of them. But for those three days I was at each meal surprised by at least one of the dishes served. I supposed they were Chinese courses. What my friends thought they were, they were too polite to say.

A MYSTERIOUS MENU

The soup I called in my ignorance "Bird's nest soup," and pretended I liked it. When we had a foreign tasting fritter I supposed it to be some Chinese bean paste, or perhaps a fried oyster, so I said to myself I'll be a "Dowieite" and not eat the scavengers of the ocean. The jelly glace was not so bad, for I ate the jelly from around the sides of the Oriental fruit it held, as soon as I tasted the dry mealy morsel. I devoted more attention to the rice-curry, but the following day perceived that even Chinese rice-curry might be improved on by a careful Canadian housewife.

I had often wished for some home-like breakfast food in this country where oatmeal is served without salt. Well, I had a breakfast food that would make the fortune of an undertaker, if he could get enough people to use it. After the first day I was the only one at the table—the Chinese gentlemen were eating with chop sticks in the captain's cabin, European meals were at a discount with them.

When I returned to Shanghai, the cabin boy brought to me the remainder of the tins, etc., I had provided so needlessly for my comfort and health. I opened the package to distribute to the servants, and found some two dozen empty sample packets of Gillett's Royal Yeast Cake. The room boy at my hotel had wrapped them up with my provisions thinking they were good to eat. So they are, when properly done up in flour and baked. But, oh! George McFarlane! Why did you not put Chinese directions in those yeast cake samples?

CHINESE HOSPITALITY

At Chu-San, which is where the English first landed 64 years ago, a fortified walled city, now with no European population, I was splendidly entertained by Mr King Chong, who is styled the "Emperor of Chu-San." He took me to his friends' houses, to two Chinese marriage festivals, which reminded me of the stories in the Arabian Nights, where I sat at the upper table with officials and guests of honor and wore my Chinese hat with a red stone in the top of it. The bride, gorgeously attired, with thousands of dollars worth of jewellery and embroidered robes, and a head-dress of marvellous fashion, and feet small enough to go into a 5 o'clock tea cup, was introduced to me. But I doubt if she ever saw me, for Chinese brides are so modest they never raise their eyes from the ground.

Then my friend provided in his magnificent house a foreign dinner, inviting his chief friends. That tin course dinner, with its handsome china, brilliant cut glass, English cutlery, modern lamps, magnificent Oriental furniture, the delicacy of the viands; five richly dressed gentlemen in silk Chinese clothes lined with expensive furs, wearing their round caps at table, one having a pea cock's feather trailing from the mandarine button, each man with left hand finger nails several inches long and encased in gold thimbles; the whispering of the three wives, women servants and children who were gazing at us from behind the silk curtains of the doorways, made a scene I am not likely to forget. When I consider how I was situated, the only European in an immense walled pagan Chinese city, being entertained as hospitably and as lavishly as I had ever been by Canadian customers; and that, too, by a Chinese merchant who desired to do honor to the representative of the Canadian firm he was trading with, forgetting that England had landed, and fought and buried her dead a stone's throw from his home side, I was both proud of the merchant who was wise enough to profit by England's commercialism and of the country which could batter down a stranger's door and then step inside, eat and drink with him and sell him her country's goods.

Yours sincerely,
ANDREW R. TUFTS.

P. S.—I enclose you a snap-shot of Mr. King Chong and self taken in Chu-San, and one of his "Hong" or offices with his staff.

OFF FOR BERMUDA.

Albert Allard, of Provost & Allard, wholesale grocers, Ottawa, leaves on the 22nd inst. for his first holiday in six years. Mr. Allard has chosen a West Indian trip for his outing, and will during the six weeks of his absence visit the principal islands, going as far as Demerara. A keen observer, Mr. Allard will no doubt bring back with him an intimate knowledge of many of the West Indian lines handled by the grocery trade in Canada, and the experience and knowledge gained will be put to practical use in his company's business. The Grocer wishes him a "bon voyage" and safe return.

SHERRY WINE IN SPAIN.

The production of sherry wine in Spain writes M. M. Price, U. S. commercial agent, Jeres de la Frontera, Spain, is confined to the district of Jeres. Since 1890 the vintage has decreased so enormously that unless the new vineyards planted with American vines in the last few years shall be a success in the growth of grapes, the existence of this great industry is near its end. In 1890 there were produced 6,000,000 gallons in the district of Jeres. The vintage has fallen off from year to year, until the product of 1903 only amounted to 445,848 gallons.

Some of our **LENTEN SEASON** arrivals :

Barrels Labrador Herrings.
Half-barrels Labrador Herrings.
Half-barrels No. 1 Split Herrings.
Kegs No. 1 Trout.
Kegs No. 1 Herrings.
Boxes Imperial Fish, 24 lb.
Boxes Quail on Toast, 24 lb.
Boxes Cod Steak, 24 lb.
Boxes Duchess Cod, 24 lb.
Boxes Blue Nose Cod, 20/1 lb.
Boxes Acadia Cod, 20/1 lb.
Boxes Halifax Fish Cake, 24/1 lb.
Boxes Shredded Cod, 2-doz. each.
Boxes Smoked Herrings.
Quintals Finnan Haddies, 15 and 30 lb.
Cases B. & S. Cod.
Quintals Hard-Cured Cod.

Mermaid Kippered Herring in Cartoons.
Marshall's Herrings in Shrimp and Anchovy Sauce.

LUCAS, STEELE & BRISTOL, Wholesale Grocers, **Hamilton.**

The connoisseurs of drinks,
Were invited to dine,
And the bill of fare
Did not call for Wine
But for cups that cheer,
Rangnugger Tea,
Bensdorp's Cocoa,
Mecca Coffee,
Were on the bill of fare,
And the guests at the table
Were heard to say,
"What beautiful drinks
Are coming our way."

James Turner & Co.

Branch Canada Grocers, Limited.

HAMILTON, ONT.

The Most Critical

are pleased with

Reindeer Brand

Condensed Milk.

W. G. A. LAMBE & CO., Agents.

CANADIAN HONEY AND THE BRITISH MARKET.

By Mr. W. W. Moore, Chief Markets Division Department of Agriculture, Ottawa.

FOR the benefit of your readers interested in the production and sale of honey, I venture to submit herewith a few facts relative to the honey trade in Great Britain, with special reference to the position of Canadian honey in that market.

In the calendar year 1902 Great Britain imported honey to the value of £27,126 sterling, of which Canada supplied £316 worth. In 1901 the British imports were valued at £43,138, in which Canada participated to the extent of only £222. The British West Indies, Chili, and the United States were the chief sources of supply; but I do not know of any good reason why Canadian honey should not successfully compete with those countries if an export trade along proper lines were initiated from Canada.

In the census year 1901, there was produced in Canada 3,569,567 pounds of honey, of which Ontario and Quebec produced 3,456,743 pounds, leaving 112,824 pounds from the rest of Canada. Last year Ontario produced a good crop of honey; but I understand that large quantities are still in the hands of the producers, for want of a remunerative market.

I have had some correspondence with a number of our honey producers, and they do not appear enamoured with the methods of doing business as practiced by British commission firms, claiming that the expenses charged in the returns eliminate any chance of profit to the shippers.

Not long ago I wrote the agents of the Department of Agriculture in Great Britain, asking them to investigate the possibilities of the British markets for our honey, and to inform me as fully as possible regarding the way in which our competitors conduct their export trade, the kind of packages most in demand for extracted honey, whether the foreign honey is handled by commission firm or not, and the difficulties that appear to stand in the way of developing a Canadian trade. Following are replies that I have received :

From Mr. A. W. Grindley, Liverpool.

In reply to your letter of January 7th, with reference to the export trade in honey, I have gone into the matter carefully, but there is little to be added to the report which I sent you August 22nd, 1903.

The greatest difficulty appears to be in getting the Canadian exporters and British importers to agree. Canadian shippers wish to sell outright, as they claim that the expenses charged by British commission firms eliminate all profits. The British importer objects to buying goods in Canada by sample, as it has been found that the bulk when shipped has not been up to sample.

The most satisfactory way would be for the Canadian honey shippers to have a representative in Great Britain. He could then effect sales by sample, and when the goods were delivered ; if not up to sample, disputes could be settled on the spot.

Californian honey is chiefly sold through New York houses who have long established connections with British importers. South American honey is chiefly sold through representatives in Great Britain. West Indian (British) honey has in the past been sold through a representative sent to Great Britain by the Association of Bee Keepers.

The lack of uniformity in quality of Canadian honey is what the trade here object to. White clover honey is well liked, but the trade object to buckwheat or basswood honey. Californian honey is more uniform, being chiefly sage. There is only a very limited demand for honey in the comb. Choice white clover honey (strained) should be shipped in well-made tins holding 56 lbs. net. Place two tins (1 cwt. net) together in a strongly made crate in order to prevent the tins being damaged during transportation.

I do not know of any journal which regularly publishes quotations on honey. Prices are quoted in daily papers when sales are made.

From Mr. John Brown, Glasgow.

With reference to the export trade in honey I have obtained the following particulars which, though perhaps meagre, may be of some little use to the Department. The kind of package most in demand for extracted honey is the 56-lb. tin (with screw stopper), protected by sparred wooden case. Most of this is handled by commission houses who prefer to buy outright if color and quality is right. The difficulties in the way of developing a trade in Canadian honey seem to be the fact that it sets very quickly and gets tallowy in color ; some of it also has a pungent, strong flavor, which is very objectionable. It would take much better if in a more liquid form and free from any strong taste. As one man described it to me, what is wanted is "a grainy honey with a sparkle in it." This same man informs me that Jamaica honey has come very much to the front during the last year, it being cheap and good, present price being 21s. to 23s. He considers it will prove a keen competitor in the future with Californian honey, the present price of which is 30s. to 32s. 5d.

As regards the way the export trade is conducted with other countries, this is entirely a matter of arrangement; the trade is a small one and the market very narrow.

I can hear of no paper giving quotations for honey, although sales of same are sometimes published in The Public Ledger, London.

From Mr. Thos. F. Davis, London.

The Canadian honey imported here is practically nil, the imports being chiefly from California, Jamaica, France, and some from New Zealand ; the price varying according to quality—the whiter the honey the more money it will fetch. Honey from California and Jamaica is chiefly shipped in tins of 28, 50 and 56 lbs. It is chiefly sold through brokers on commission, but merchants also buy direct.

The names of reliable British firms who handle honey on commission can be obtained from Mr. Moore, also the names of a few firms who are prepared to buy Canadian honey outright, provided the quality is guaranteed to be regular and up to sample.

Business Changes

ONTARIO.

F. X. LAFRAMBOISE & Co., general merchants, South Indian, have assigned. Meeting of creditors 19th inst.

W. Barrett, potato dealer, Toronto, is dead.

W. Bradley, grocer and crockery dealer, Listowel, has sold out.

Mrs. W. A. Hart, confectioner, Essex, has assigned to W. M. Church.

The Keewatin Flour Mills Co., Keewatin, have been incorporated.

H. A. Setterington, general merchant, Olinda, has sold out to W. N. Ames.

A. Meehan, of A. Meehan & Son, general merchants, Pembroke, is dead.

Smith & Van Allan, feed dealers, Cornwall, have sold out to Filton & Graham.

The premises of Bate & Co., grocers and liquor dealers, Ottawa, have been damaged by fire.

The premises of the estate of J. Harrison, miller, Parkhill, have been damaged by explosion.

A meeting of creditors of W. C. Curtis, general merchant, Sombra, was announced for 16th inst.

A meeting of creditors of Sanderson & Mitchell, general merchants, Wroxeter, is announced for 22nd inst.

E. Beardsley, general merchant, Moorefield and Darnoch, has assigned to E. R. C. Clarkson, Toronto.

The American Cereal Co., Peterboro, have had their plant destroyed by fire; loss partially covered by insurance.

J. B. Martyn, grocer, hardware merchant and proprietor of a livery, Bowmanville, has sold out his livery business to W. J. Knight.

QUEBEC.

J. Poisson & Co., grocers, Gentilly, have sold out.

M. Desilets, grocer, Grand Mere, has compromised.

W. Smith, tobacconist, etc., Montreal, has registered.

H. Deslauriers, grocer and dry goods merchant, Lachine, is dead.

G. S. Walsh, general merchant, Stanbridge East, has sold out.

The assets of A. S. Beaune, grocer, Huntingdon, have been sold.

Demers & Gingras, grocers, Levis, have dissolved partnership.

J. Allan, confectioner, Montreal, is offering his business for sale.

R. C. Ducharme, grocer and grain dealer, Magog, has assigned.

O. Varin, grocer, Hull, has compromised at 40c. on the dollar cash.

THE OLD RELIABLE

Absolutely Pure

THERE IS NO SUBSTITUTE

All grocers should carry a full stock of ROYAL BAKING POWDER. It always gives the greatest satisfaction to customers, and in the end yields the larger profit to the dealer.

TEAS

We are offering exceptional value in all grades of Tea—

INDIA **HYSON**

CEYLON **JAPAN**

Our lines of Green Ceylon (Japan Style) surpass anything hitherto offered.

Communicate with us or see our travellers before buying. It will pay you.

THOS. KINNEAR & CO., Wholesale Grocers. **49 Front St. E., Toronto**

We don't advertise MacLaren's Imperial and MacLaren's Roquefort to convince you of their merit. We don't need to, for you know them already as the best in the market.

So does your customer.

We advertise them so that you won't forget to keep them always in stock. It is for your sake as well as for our own. Don't be fooled by "just as good" cheeses. Your customer will know the difference.

A. F. MacLAREN IMPERIAL CHEESE CO., Limited,
Manufacturers and Agents,
TORONTO, ONT.

H. A. Riopelle, general merchant, Ville Marie, has made an assignment.

The assets of E. Roy, grocer, Quebec, were advertised to be sold 15th inst.

D. J. Presseau, tobacconist, confectioner, etc., Montreal, has registered.

The assets of A. Forgues, grocer, Pointe A Pic, are advertised to be sold.

The assets of C. Brault, general merchant, La Mocaza, are advertised to be sold.

The assets of F. X. Braesard, general merchant, Amqui, were advertised to be sold 12th inst.

W. Woolley, confectioner, Montreal, who registered recently, has since compromised.

A. Demers, grocer, Montreal, (St. Henry), has assigned; meeting of creditors 15th inst.

P. Turcotte, grocer, Quebec, was advertised to be sold out by bailiff's sale 15th inst.

N. Blinet, grocer and liquor dealer, Quebec, is offering to compromise at 50c. on the dollar.

Genin, Trudeau & Cie., wholesale importers of tobacco sundries, Montreal, have registered.

A meeting to appoint a curator for M. J. Sirois, general merchant, Cacouna, was called for 11th inst.

The assets of Rabinowitz Bros., general merchants, St. Guillaume D'Upton, are advertised to be sold.

F. A. Thompson & Co., general merchants, Buckingham, have compromised at 40c. on the dollar.

Sieyes, Genin & Co., wholesale importers of tobacco sundries, Montreal, have dissolved partnership.

The assets of B. Beaulieu, general merchant, St. Helene (Kamouraska Co.) were advertised to be sold 18th inst.

N. Tremblay, general merchant, St. Irenee, has assigned; V. E. Paradis has been appointed provisional guardian.

H. Drouin, general merchant, Beauce Junction, has assigned, and A. Lemieux has been appointed provisional guardian.

A meeting to appoint a curator for J. A. Renault, general merchant, St. Eprem De Tring, was called for 16th inst.

The premises of L. L. Manning, general merchant, Johnville have been destroyed by fire, loss partially covered by insurance.

Lecker Bros., general merchants, New Carlisle, have assigned. Lefaivre & Taschereau have been appointed provisional guardians.

The premises of J. E. Lefebvre, tea merchant, and of E. Quenneville, tobacconist, both of Valleyfield, have been destroyed by fire.

Upton's

HOME-MADE JAMS

AND

ORANGE MARMALADE

ARE GUARANTEED FINEST QUALITY.

EACH JAR HOLDS A FULL POUND.

A. F. MacLAREN IMPERIAL CHEESE CO., Limited, SELLING AGENTS. TORONTO.

J. Parent & Co., general merchants, Rimouski, have assigned; Lefaivre & Taschereau have been appointed provisional guardians.

A meeting of creditors of J. R. Dube, general merchant, Becancour, was announced for 11th inst. Mr. Dube is offering to compromise at 10c. on the dollar.

Demand of the assignment of the New York Canning and Pickle Manufacturing Company, Montreal, has been made. The demand is being contested and contestation of the demand of assignment has been filed.

NEW BRUNSWICK.

J. L. Saunders, general merchant, Florenceville, is dead.

R. Young, general merchant and fish dealer, Caroquet, is dead.

MANITOBA AND N.W.T.

W. & M. Olsen, grocers, Strathcona, have assigned.

The Alberta Mercantile Co., general merchants, Calgary, have been incorporated.

H. Finesilver, general merchant, Grunthal, has sold out to Madore & L'Leureux.

A. R. Friesen, general merchant, Steinbach, has been granted an extension.

C. M. Coote, general merchant, Napinka, has been succeeded by Coote & Kaiser.

R. C. Heatherington, confectioner and fruit dealer, Souris, is offering to compromise.

A meeting of creditors of J. Buckwold & Co., general merchants, Dauphin, has been held.

The premises of J. L. Stewart, general merchant, Prince Albert, have been damaged by fire.

Chance & Rose, grocers and dealers in agricultural implements, Raymond, have dissolved partnership.

The G. F. Bryon Mfg. Co., manufacturers of cigars and brooms, Winnipeg, have been incorporated.

Revillon Freres, general merchants, furriers, etc., Edmonton, are opening a branch store at Athabaska Landing.

McLachlan & McCombs, general merchants, Rothwell, have dissolved partnership. P. R. McLachlan continues in business.

BRITISH COLUMBIA.

The Burrard Inlet Canning Co., Vancouver, N., have assigned to H. A. Jones.

Hewton Bros., bakers and confectioners, Vancouver, have sold their bakery to W. D. Muir.

The M. & D. Cigar Company, Vancouver, have dissolved. R. A. Dodd retires from business.

L. Carosella, grocer, liquor dealer, etc., Fernie, has sold his stock to the Frites-Wood Company.

H. Waller, of Waller & Partridge, general merchants, Cumberland, is contemplating the sale of his firm interest to R. Napier.

The business of B. Wilson & Co., commission merchants, etc., Victoria, has been taken over by the B. C. Cold Storage Company.

The chattel mortgagee of G. B. Batho & Co., general merchants, Ferguson, is in possession of their premises. Their assignment is reported.

TEAS

No better values obtainable than our travellers can show you

THE

Davidson & Hay,

LIMITED,

Wholesale Grocers,

TORONTO.

DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

Leeds Wants Our Cheese.

MR. J. B. JACKSON, Canadian Commercial Agent at Leeds, writes the Department of Trade and Commerce as follows :

There is a good market here for Canadian cheese, a very large quantity being shipped to Leeds either direct or bought at Liverpool from general commission houses there who import from Canada, and it is spoken of in the highest terms, except that this year on account of the small stocks in hand last Spring, the cheese was sent here much too new, and it would be very much better in the long run for the Canadian producer and for the Canadian commission merchant, if the cheese was at least a month old before it left the factory, and a regulation to that effect would, I think, be desirable. The men who understand the business here say that the Canadian cheese would be very much improved and would bring a much higher price if it were not so solid, but more open in the grain. They say it is much too close. If this can be rectified by the Canadian makers it would be a great advantage.

As far as I have been able to learn, there are no Canadian cheese shipped here put up in pots or jars such as the Paragon or Imperial cheese in Canada, the only substitute being cream cheese, put up in small parcels in paper. There should be a very large trade done in Leeds and in the surrounding cities in cheese such as I have named if it be put up in neat jars or pots.

Butter and Cheese in West Indies.

THE first weekly report of the Trade and Commerce Department, Ottawa, just come to hand, gives some very interesting information as to the Canadian butter and cheese trade in the British West Indies.

Canada seems to have but a small share of the trade in these articles in Trinidad. The demand there, however, is chiefly for cheap grades, which should be put up in 66 or 33 lb. firkins. The better class trade is largely in Danish butter put up in 1 lb. tins, selling at from 32c. to 36c. per lb. as against 28c. to 30c. for Canadian. A specific duty of 2 cents per lb. is charged on importations of butter and cheese.

Canadian butter and cheese are both favorably received in Jamaica, the difficulty being in inducing Canadian factories to comply with the market's requirements.

Cheese should be packed in single, strong boxes of from 20 to 30 lbs. each. Also 4 in a box of about 9 lbs. each and of the highest grade. Butter, in tight kegs of about 30 lbs., and in tins of ½, 1, 5, 10 and 25 lbs. each (100 lbs. to the case). Both dairy and creamery description are in demand; they both, however, must be of high grade.

A uniform duty of (2d.) two pence per lb., equal 4 cents, is levied on all imports of butter and cheese; oleomargarine and what is known as American potatoe cheese, being similarly dealt with.

At St. Kitts, Nevis, and Virgin Islands, Canadian butter aod cheese are steadily growing in favor. For table use the chief competition lies with the Danish and Lombardy brands, put up in ½ lb. and 1 lb. tins, but the imports of these have considerably decreased since the introduction of Canadian. Little or no table butter is imported from the United States, but a large quantity of oleomargarine comes here, and this being cheap, is extensively used for cooking purposes, and with the poorer classes it takes the place of butter altogether. Butter in iron-hooped wooden kegs of 30 to 36 lbs., and in tins of 1 lb. each; and cheese in boxes of about 30 lbs., find most ready sale. Kegs and boxes with butter and cheese being too frail to stand the rough handling in shipping, these should be packed in wooden outer cases, to contain about 120 to 130 lbs.

The new tariff ordinance has come into operation and fixes the duty on butter at $2.40 per 100 lbs., and on cheese at two cents per lb.

New Brunswick Dairymen.

The annual meeting of the Farmers' and Dairymen's Association of New Brunswick will be held this year at Fredericton on the 22nd, 23rd and 24th March. Among the speakers will be his honor the lieutenant governor, Hon. L. P. Farris, F. W. Hodson, Dominion live stock commissioner; W. S. Sparks of Canterbury, England; W. A. Mackinnon, chief fruit division, Ottawa; George H. Clark, chief seed division, Ottawa, and other prominent agriculturists. Programmes and all information may be obtained on application to the secretary, Thos. A. Peters, Fredericton, N. B.

Delivery of Butter to Railway Stations.

EVERY precaution should be taken to see that butter is delivered to the stations at such an hour as to make the closest possible connection with the refrigerator cars, urges a bulletin just issued from the Department of Agriculture. An hour's exposure to the heat of a warm summer day means positive injury to the butter and shortens its life. It would be better to have all the butter carried to the station by contract, so that some man would have a properly equipped wagon with a cover for protection against sun and rain. It would be possible to insist on having such a wagon always clean. The manager would have authority and control over a contractor, but he has very little over the independent patron, who takes the load when it suits his convenience, very olten in an unsuitable wagon, dumps it down at the station without any consideration except that of getting rid of it as quickly as possible. The cost of hauling the butter to the station should be considered a part of the operating expenses in all creameries.

Western Ontario Dairymen.

The directors of the Dairymen's Association of Western Ontario met at the Windsor hotel, Stratford, on Saturday last, with the following present : J. N. Paget, president; Robert Johnston, A. F. MacLaren, M. P., I. W. Steinhoff, T. Ballantyne, W. K. McLeod, John Brodie, W. A. Bothwell, John McQuaker, George Hately, secretary. The secretary was re-appointed and an executive committee to act as a committee on instructions named as follows : The president, Thos. Ballantyne, Jr., I. W. Steinhoff, Robt. Johnston and W. K. McLeod. A committee to look after the dairy exhibition to be held in Toronto next January was elected as follows : W. Steinhoff, W. A. Bothwell, John McQuaker and President Paget. Arrangements are nearly completed for the formation of cheese factories into groups of seven, each group under one inspector, and one inspector over all. The Summer creameries will also be looked after by two instructors, as last year.

Telegraphic Address, "DOMINO," Charlottetown.

The Dominion Packing Company, LIMITED.

Codes Used A.B.C. LIEBERS PRIVATE.

Charlottetown, P.E.I. Canada

We control the product of

"The Charlottetown Preserving Co."

Pure Fruit Jams, Canned Fruits, etc.

TO THE TRADE

Our travellers are now out with full samples of our new pack Canned Meats, etc. We guarantee the quality equal to any packed on the American Continent. All bright, artistic labels. Let us give you quotations on your season's requirements—it pays to look ahead.

C. C. Corned Beef, 1's, 2's, 6's and 14's, square tins.
Whole Ox Tongues, sizes, 1½'s, 2's and 2½'s.
Prime Roast Beef, sizes, 1's, 2's and 6's.
Prime Roast Mutton, sizes, 1's, 2's and 6's.
Lunch Tongue, size, 1's, 2 doz. to case.
Oxford Sausage, sizes, 1's and ½'s.
Oxford Brawn, sizes, 1's and 2's, square tins.
Compressed Cooked Ham, sizes, 1's and 2's, square tins.
Potted and Deviled Meats, sizes, ½'s and ¼'s.
Chipped Dried Beef, sizes, 1's and ½'s.
Honeycomb Tripe, sizes, 1's and 2's.
Royal Baked Beans, sizes, 1's, 2's and 3's, either plain or with sauce.
Lunch Sausage, size, ½'s, 4 doz. to case.
Vienna Sausage, size, ½'s, 4 doz to case.
Soups, Ox-Tail, size, 2's, 2 doz. to case
Kidney Stew,
Mutton Broth.

ABOVE ALL PACKED IN KEY-OPENING TINS.

Royal Condensed Mince Meat, 36-12 oz., 36 packages to case.

Home-Made Wet Mince Meat, 2 and 5 lb., fibre packages; 7, 14 and 25 lb. pails, tubs and bbls.

Branches at HALIFAX, SYDNEY and ST. JOHN'S, NFLD.

HAMS

Small
Medium
Large
Pickled, Smoked or Cooked.

We have a very fine stock of these just now and can give your order prompt shipment.

F. W. FEARMAN CO., Limited

PORK PACKERS and LARD REFINERS.

HAMILTON, ONTARIO.

Our Hams and .. Breakfast Bacon

are Sugar-Cured, Full-Flavored, Delicious and Appetising.

Just the quality your trade demands.
Prepared from selected Pea-Fed Hogs only.

WE ARE BOOKING EASTER TRADE REQUIREMENTS.

Order now to avoid disappointment.

The Park, Blackwell Co., LIMITED

PORK AND BEEF PACKERS,

TORONTO, ONT.

Matthews' Rose Brand Boiled Ham

is mild and sweet in cure, tender in cutting, faultless in flavour. Fresh every day at **Peterborough, Hull** and **Brantford.**

—Surplus fat, and all bone removed.
—Always shipped by express.
—If our travellers do not see you, write us.

The George Matthews Company, Limited.

Established 1868.

We are buyers of

Poultry, Butter AND Eggs.

The best facilities for handling consignments. Up to-date Cold Storage.

The J. A. McLean Produce Co., Limited

73-75-77 Colborne Street

Telephone Main 2491. Toronto.

PROVISION AND DAIRY MARKETS.

Toronto.

Provisions—Local provision men report some improvement in the situation this week although the severe weather interferes very greatly both with receipts and deliveries. Smoked and cured meats are firm at prices given last week which we repeat unchanged. Lard which is excessively low, selling for much less say the packers than it can be made for at present prices of dressed hogs, has been advanced 1-4 cent all round. Heretofore retailers have been buying only from hand to mouth, fearing as usual to enter a weak market. Dressed hogs are worth a little more locally because they have not been received. There is, however, no difference outside. In fresh meats prices remain unchanged with the exception of a wider range in mutton. We quote:

Long clear bacon, per lb	$ 0 08	$0 08½
Smoked breakfast bacon, per lb	0 12½	0 13
Roll bacon, per lb	0 09½	0 10
Small hams, per lb	0 12½	0 13
Medium hams, per lb	0 12	0 12½
Large hams, per lb	0 11	0 11½
Shoulder hams, per lb	0 09	0 09½
Backs, per lb	0 13	0 13½
Heavy mess pork, per bbl	16 00	16 50
Short cut, per bbl	18 00	18 50
Shoulder mess pork, per bbl	14 00	14 50
Lard, tierces, per lb	0 07½	0 07¾
" tubs "	0 07¾	0 08
" pails "	0 08	0 08¼
" compounds, per lb	0 07½	0 07¾
Dressed hogs, light weights, per 100 lb	6 00	6 25
" " heavy " "	5 75	6 00
Plate beef, per 200-lb. bbl	....	10 50
Beef, hind quarters	6 50	8 75
" front quarters	4 50	5 50
" choice carcases	6 50	7 25
" medium	5 50	6 50
" common	5 50	5 75
Mutton	6 50	9 00
Lamb	8 00	10 00
Veal	6 00	9 00

Butter—The butter market is unchanged, the large receipts which were beginning to be received a short time ago have been curtailed, but it is expected that with a change in the weather a great deal of butter will be received. Creamery printes are not coming in in large quantities. Dairy is a little better, but much of it is not of the best quality. There is too much butter of under qualities, but all stocks have been reduced during this cold snap. We quote:

	Per lb.	
Creamery prints	0 20	0 22
" solids, fresh	0 19	0 20
Dairy rolls, large	0 15	0 16
" prints	0 16	0 17
" in tubs, best	0 15	0 16
Under qualities	0 12	0 14

Cheese—There is no change to report in the cheese market. A fair seasonable demand continues to be met at prices which have prevailed for some time. We quote:

	Per lb.	
Cheese, large	0 10½	0 10¾
" twins	0 11	0 11¼

St. John, N.B.

Provisions—As is natural the war has made prices firmer in these lines. Pork is quoted about one dollar higher, though the local market does not yet show the full advance. Beef, though higher, is as yet little changed. In pure lard several packers have withdrawn prices. It is felt at present prices this is particularly good stock. In fresh meat prices are unchanged. Beef is rather more freely offered. Lamb is firm and supply limited. Mutton is dull at low figures. Veal is freely offered and sells freely at even figures. Pork is held firmer.

Mess pork, per bbl	$17 00	$19 00
Clear pork "	18 00	20 00
Plate beef "	11 00	12 00
Mess beef "	10 00	11 00
Domestic beef, per lb	0 05	0 06
Western beef "	0 07	0 08
Mutton "	0 05½	0 06
Veal "	0 08	0 09
Lamb "	0 07	0 08
Pork "	0 06½	0 07
Hams "	0 12	0 14
Rolls "	0 10	0 11
Lard, pure, tubs "	0 08	0 08¾
" " pails "	0 08½	0 09

Butter—Some Western creamery and best dairy stock is offered. Supply of poorer grades quite large.

Best tub Butter	0 18	0 20
Good dairy tubs	0 16	0 18
Fair "	0 14	0 15

Eggs—Very high prices still rule. In case goods the market is being supplied with Western stock.

Eggs, henery	0 40	0 45
" case stock	0 30	0 35

Cheese—Stocks are light and prices firm.

Cheese, per lb.	0 12½	0 13

Montreal.

For Montreal dairy and provision markets this week see general Quebec markets.

London Provision Markets.

Thomas Nesbitt & Co. report as follows in their prices current dated London, February 1st:

Weather finer after much rain. Business generally unsatisfactory.

Butter—Supplies of colonial are still heavy. Market fairly good.

Bacon—Slow trade, and heavy arrivals cause general reductions in values.

Hams—Irish quiet. Canadian, etc., dull.

Lard—In slow demand.

Eggs—Supplies moderate. Marked steady.

Cheese—Meets with only a quiet sale.

Provision Notes.

The Victoria B. C. Creamery Association will build a new factory. It will be entirely of brick with an iron roof, and will then be fire proof.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

A Wide-awake Grocer

will promote the sale of lines that do not interfere with the sale of other lines.

He will promote the sale of Macaroni, and in particular of

NAPOLI MACARONI.

Napoli Macaroni is put up in a thoroughly modern style,—in attractive white packages. The old, time-worn blue package is a back number. Napoli Macaroni is better made and cleaner than the imported article.

SEND FOR SAMPLES AND PRICES.

When ordering, give your wholesaler's name.

NAPOLI MACARONI CO.,
Hayter and Teraulay Sts., **TORONTO, CANADA**

Seed Corn

All Field Varieties

Write or wire us for prices.

ALSO

HAND-PICKED and PRIME

BEANS

Fred. B. Stevens & Co.
CHATHAM, ONT.

Brooms
Brushes
Baskets

Butter Ware
Butter Paper
Butter Tubs

Wooden Ware
Willow Ware

Walter Woods & Co.

Hamilton and Winnipeg.

REPRESENTATIVE MEN OF AFFAIRS

MR. H. MONTAGU ALLAN.

A TYPE of the Old Country business man, of the Old Country squire, in fact, is Mr. H. Montagu Allan, the eldest living son of the late Sir Hugh Allan, and to-day one of the chiefs of the great Allan Line of Steamships.

Mr. Allan is the type of man who would have succeeded in business if he had been started in the world without a dollar. His life has been one of constant activity and work, yet with all he has scarcely been in the public eye until the last year or two, when his influence has been more in evidence in big financial and industrial concerns, and quite recently when he was urged to run for the Presidency of the Board of Trade. His love of fair play prevented his opposing Mr. Drummond, who rightly earned the place.

Mr. H. Montagu Allan, Montreal, of the Allan Line of Steamships.

A glance at the man himself would see a tall, erect, full-chested man usually modestly dressed. Considerably less than half a century of years, more than half of them filled with active efforts toward higher ends, have printed their mark on a broad, well-shaped head, have stamped it with reflectiveness, but kept its serenity. The rest of the face might be owned by an English lad—smooth, rosy, as if its owner had never had a care, never lost a night's sleep, or a day's enjoyment.

Mr. Allan inherited position from his father, but he never has for a moment traded upon the position in which he was born. He was educated partly in England and Scotland, and at Bishop's College, Montreal, in fact the larger portion of his life has been spent in Montreal, where he resides to-day in one of the most beautiful ancestral residences that we have in this new country. "Ravenscrag" is the name of the old Allan home, and has been for nearly a century the centre of magnificent social and intellectual gatherings. Royalty has, on many occasions, been entertained here. It is so unpretentious as a family house that one seldom sees anything in the public press regarding the doings of this home.

Mr. Allan, notwithstanding the man-made conditions that opened life easily for him, entered into work early under the keen tuition of capable managers of the Allan Line, where he built up a strong knowledge of the steamship business. He has never neglected the smallest detail of his business, and while he has capable heads in each department, he is said to be in complete control of all transportation matters.

The world of politics has never held any fancy for Mr. Allan, although many inducements have been made for him to enter the turmoil. He has other tastes. Notwithstanding the multiplicity of business calls upon him, he finds time to be president of the Merchants' Bank of Canada, president of the Canada Paper Co., director of several large milling, metal and other industrial companies, and a devoted worker for charity; he is also an enthusiastic sportsman and a great lover of music and art. At one time he was treasurer of the Board of Trade during 1891-2. He has frequently held the highest honors the Hunt Club could bestow upon him, and is a great lover of fine horses and dogs.

In addition to this, his conservatory is one of the most beautiful in Montreal. He is possessed of a very retiring disposition, yet is a brilliant conversationalist when the subject interests him, and his extensive travels abroad enliven his companionship, which only a select few enjoy. In the business community he is esteemed for his judgment, open-handed generosity and unassuming character at all times. Mr. Allan is a representative Canadian business man, but merges all the English solidity with the nervous vitality of the modern West.

C. D. C.

TORONTO GROCERY CLERKS.

AT the last regular meeting of the Grocery Clerks' Benefit Association, of Toronto, held on Tuesday, Feb. 9th, in the Temple building, the following officers were elected for the ensuing year :

President—R. Helstrope.
Vice-President—E. Matthews.
Corresponding Secretary—M. J. H. Anderson.
Recording Secretary—W. Bail.
Treasurer—R. H. Hudson.

There were a large number present, and after all the business was transacted the association was entertained by about 30 gramaphone selections. A pleasant evening was spent. All grocery clerks are invited to come into the association.

FISH

LENT IS AGAIN WITH US...

and for the wide-awake merchant this means largely increased fish sales, with their corresponding profits.

LET US HELP YOU TO GET YOUR SHARE.

HOW IS YOUR STOCK ?

Our stock is all new and of the finest quality. Our prices are right.
WE GUARANTEE EVERY PACKAGE WE SHIP.

CODFISH

PURE COD STEAKS — 1 lb. blocks.
"BLUENOSE" COD — 1 and 2-lb. blocks.
"HALIFAX" PURE — 1-lb. pkgs., 3-lb. wood boxes
BONELESS FISH — Bulk, 6-lb. blocks.
SKINLESS COD — 100-lb. cases.

HERRINGS

SCALED—Bundles 5 boxes.
LABRADOR—bbls. and half bbls.

TROUT

PRIME No. 1—Fall caught.
Special Price — f.o.b. Midland, Ont.

CANNED FISH

CLAMS, HADDIE, HERRINGS,
LOBSTERS, MACKEREL, SHRIMPS.

THE EBY, BLAIN CO., LIMITED, Wholesale Grocers, TORONTO.

CAREER OF SIR THOMAS LIPTON.

FROM the time when he was ten years old and earning sixty cents a week as an errand boy in Glasgow, Sir Thomas Lipton has fought his way to success by tireless energy, working, as he says, "twenty-five hours a day."

His school days ending at ten, he continued his education at night school. At sixteen he took steerage passage to America, and landed in New York with but a few shillings. He wandered South, worked on a plantation in South Carolina, drove a street car in New Orleans, took orders for crayon portraits, and after two years returned to Glasgow with only a few dollars, but much experience and wisdom. His poor father had saved four hundred dollars and loaned it to Thomas to start him in a little bacon and provision store. The bulk of the capital was put into advertising, and two of his father's finest hogs he scraped and scrubbed and polished till they shone. Then he harnessed them to a little red wagon on which was painted "Go to Lipton's,' and had them driven through town.

The little business grew rapidly, one store after another was added, until to-day he has over five hundred and twenty stores all over the world and employs over ten thousand people. He is the largest individual land-owner in Ceylon, pays more money in duty than any other firm in the Empire, has cocoa, tea and coffee plantations, fruit farms in Kent, bakeries in Glasgow, canning factories in Liverpool, kills thousands of hogs a day in his Chicago packing house, and handles every variety of food product except beef.

Lipton's recipe for success, "Work hard, deal honestly, be enterprising, exercise careful judgment, and advertise freely," condenses the business biography of this prince of business men, who has carried the same creed into his yachting.

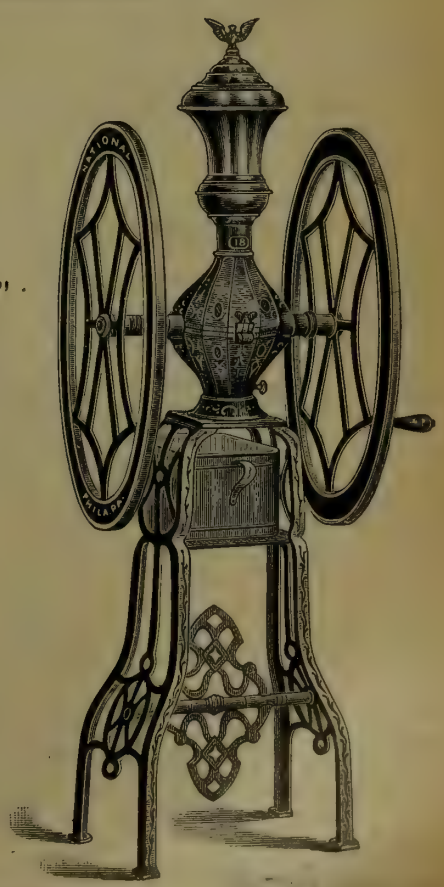
Needs only to be seen to be appreciated—

THE "National"

No. 18.

SOLD ONLY IN CANADA BY

THE EBY, BLAIN CO. LIMITED, Wholesale Grocers, TORONTO.



DEPARTMENT OF ADVERTISING SUGGESTION AND CRITICISM

NOTE—Herein are discussed the principles and practice of advertising. Subscribers are invited to send Mr. Kirkwood specimens of their newspaper and other advertising, for the purpose of review in this department. Address care of Department of Advertising, THE CANADIAN GROCER.

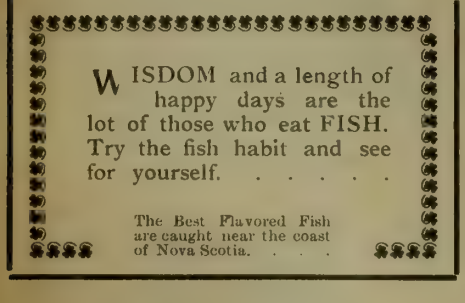
Edited by
John C. Kirkwood,
TORONTO.

Silent Salesmen.

A CORRESPONDENT sends me some samples of advertising cards put out by Black & Co., Halifax, whose advertisement to the trade is running in "The Grocer." My correspondent says: "These cards struck me as being very fine. The wording is to the

point, not too much of it, and of such a character as to make the readers think.

"These cards, it will be noticed, have no advertising or brand of any description and are apparently sent out in a sort of missionary way in the interest of fish trade generally. The small memorandum at the foot, 'The best flavored fish are caught near the coast of Nova Scotia,' seems to be intended to draw attention to Nova Scotia fish as against New Brunswick and Prince Edward


WISDOM and a length of happy days are the lot of those who eat FISH. Try the fish habit and see for yourself. . . . . .
The Best Flavored Fish are caught near the coast of Nova Scotia. . . .

Island. The large colored card (reproduced by us herewith in half-tone) gives the brand and as the cards are distributed to retail merchants for display in the stores and go together, the advertisement of course will be drawn to the brand. If these cards were placed, for example, in a merchant's window, nine out of every ten passers-by would stop to read them.

"I may state that in my rounds among the trade I have run across these cards in stores all over, and you can readily understand what a lot of advertising Black & Co. get in this way."

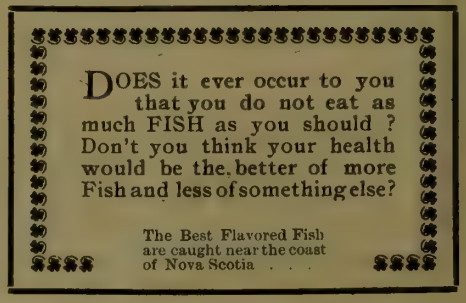
I am sure the readers of this department will appreciate the above estimate of an example of advertising somewhat out of the ordinary. My correspondent reveals himself to be a close student of advertising, with a fine judgment, and further contributions from him will be gladly welcomed.

It is unnecessary for me to take up these cards sent out by Black & Co., for additional review, except to add that I quite agree with the comment already made. They constitute good advertising and it is to be hoped that the retail grocery trade everywhere will give them prominent display. Cured fish as an article of grocery merchandise is not "pushed" over-much, and there is provided in this circumstance an opportunity for adding to sales,—sales which carry with them a very nice profit.

Display cards such as are herewith illustrated are particularly good for the manufacturer and packer, and in one form and other are much used. It is their adaptation to the retailer's use that interests me at this time, and accordingly I wish to devote the remainder of this week's article to a consideration of store cards for the retailer.

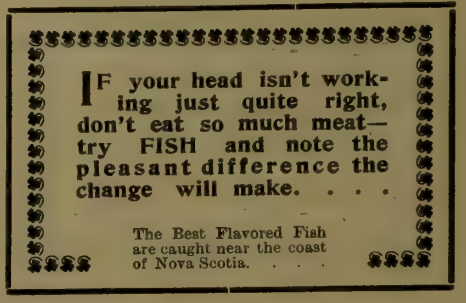
The written or printed card conveys its message with a directness and conviction not attained by the spoken word. It leaves a distinct impression because of its brevity, an impression that endures. These silent appeals for more business are received by the buyer with no resentment, such as might result from a salesman's over-solicitious attentions. They do not fret the customer; indeed, they are almost sure to interest him. These mute suggestions influence the mind, create desire, lead to decision, and are a selling force of first-class value. Their display in the windows, on the counters, on the shelves, on tables or stands, is a continual appeal for business, an appeal that meets with a profitable response.

John Wanamaker, according to an article in the Advertising World, is called the pioneer of the extensive use of show cards as adopted to modern methods of business. He says they save talking, and at the same time are the most effective salesmen. No one gets tired of their talk, as they talk only when asked.


DOES it ever occur to you that you do not eat as much FISH as you should? Don't you think your health would be the better of more Fish and less of something else?
The Best Flavored Fish are caught near the coast of Nova Scotia . . .

Another leading merchant declares that show card advertising is the cheapest and most profitable advertising the retail merchant can do. These cards take the place of salesmen in so much as they inform the public of the price of the goods they accompany.

The writing and preparation of show cards for use by retailers has developed into a distinct business. There are firms in Toronto, in Montreal, and other Canadian cities, that make card-writing and card-illustration their peculiar


IF your head isn't working just quite right, don't eat so much meat—try FISH and note the pleasant difference the change will make. . . .
The Best Flavored Fish are caught near the coast of Nova Scotia. . . .

work. If any grocer prefers cards more elaborately prepared than he can execute himself, they can be procured, and at no exorbitant cost. The editor of this department will be glad to furnish upon application the names of firms and individuals who do this class of work.

IF YOU spent a year of your life in growing tulips, you would know more about tulips than most gardeners. If you spent a dozen years you would be a tulip specialist; if you spent a quarter of a century you would be horticulturally famous. Now we have spent all these periods combined in growing and testing coffee. One year made us know Coffee, twelve years more made us Coffee specialists, a quarter of a century added to that produced

Chase & Sanborn's Seal Brand.

TRY IT.

Chase & Sanborn,

The Growers and Importers, - - - MONTREAL, P. Q.

Take a Look

AT THE LIST OF GOODS WE PACK

then **Try them.**

We are packers of the well-known

"Brunswick" brand of

FISH

SARDINES

In Oil - ¼s.
" Mustard ¼s.
" Tomato ¼s.
" Mustard ¾s.

Finnan Haddies,
Boneless Fish.

HERRINGS

In Tomatoe Sauce
Kippered

Clams,
Scallops,
Clam Chowder,
Boneless Codfish.

We offer in season :— FRESH FROZEN HERRING and CODFISH.
If open for any of these order promptly as the season is short.

Canned Goods are guaranteed.
For full information, prices, etc., address,

Connors Bros., Limited,

PACKERS OF SEA FOODS, BLACK'S HARBOUR, N.B.

AN OPPORTUNITY

MANUFACTURERS
We Want Business

Canned Goods, Evaporated Apples, Chops, Waste, Butter, Cheese, Bacon and Lard.

Our business is getting you business.

Let's talk it over.

Dominion Brokerage Co.

43 SCOTT STREET.

Give Us Your Offerings. TORONTO.

CONNECTIONS : New York, London, Liverpool, Cape Town, South Africa

Mrs. Dooley

is young, perhaps handsome, but that doesn't enter into the business in hand. She has started on a business career to earn her living and a little extra. Her discovery was

Mrs. Dooley's Laundry Soap

----a Soap that is as good as any other and a little better, for it contains borax, a great cleanser. Mrs. Dooley is no Carrie Nation smasher; she goes about her business quietly. The grocery trade are beginning to take a very great interest in her work.

Price List on Mrs. Dooley's Laundry Soap:

	100 bars	60 bars.
1 Case lots - -	$3.70	
5 " " - - -	3 60	2 15
10 " " - -	3.50	2.10
25 " " - - -	3.40	2 05

FREIGHT PREPAID ON 5 BOX LOTS.

THE
Metropolitan Soap Co.
LIMITED
TORONTO.

Fresh and Cured Fish

Difficulties of Oystermen.

THE Virginia oystermen continue to obtain stock, notwithstanding the difficulties encountered, remarks the Fishing Gazette. The Choptank river is closed to both scrapers and dredgers, but dredging on the ice has been carried on with good results. A hole is cut in the ice large enough to admit of the dredge being let down through it. Then a trench about four inches across is cut for a distance of some 50 or 60 yards, and by means of this the dredge is drawn to the edge of the ditch, where a second hole is cut, and it is drawn, with the oysters, to the surface. Four men work together, and from 75 to 100 are thus engaged. The work is done on the tongers' grounds, where oysters are fairly plentiful, and this fact, coupled with the high prices prevailing, makes the work remunerative, as much so as tonging would probably be. The men thus engaged can average $3 a day each, but it is hard-earned money.

From all points come the same story of adverse conditions. The Long Island oystermen are great sufferers. The recent drop of the mercury has frozen the Great South Bay for the fourth time this winter. The oystermen are again idle, and are suffering severe losses by the continued cold weather. A number of dealers report that anchor frosts have touched their beds, and they would not be able to get at them if the bay opened.

Fishstuffs in Trinidad.

GORDON GRANT & CO., Port of Spain, Trinidad, in their commercial review of January 28th, thus report on the condition of fishstuffs: Our market is quiet and the liberal receipts since the beginning of the year are moving off but slowly. There have been no recent direct arrivals, but regular supplies continue to come forward via New York and Halifax and the steamers Ocamo and Grenada are now landing some 350 casks of various descriptions. Stocks of prime well cured N. S. cod are moderate and for such quotations to-day ranged between $23.00 to $24.00 casks small, $25.00 to $26.00 medium, $27.00 to $28.00 large and $5.50 to $5.75 boxes, and $20.00 casks scalefish. With moderate arrivals these rates should be maintained, as although demand is light at present, our Lenten season is approaching when consumption is invariably at its best. There is some enquiry for Newfoundland cure. We are now offering 50 casks prime large "Gooderidge's" ex S. S. Grenada. Good split herring and pickled salmon are saleable.

Fishermen's Supplies Free.

Mr. C. E. Kaulback, Conservative M. P. for Lunenburg, N. S., is reported as favoring a revision of the tariff placing on the free list cotton duck for sails, rope, all cordage, nets, lines, twines, chains, hawsers, in fact all articles used by fishermen engaged in fishing.

Scotch Fishery Trust.

Mr. Van Laun, London, who is promoting the Scotch Fishery Trust, recently had special meetings in Aberdeen with representatives of the various trawling companies, says the Scottish Trader. He proposes to amalgamate 50 of the modern trawling companies in Scotland, whereby a saving of £20,000 annually will be effected in working costs. Mr. Laun emphasizes the point that if fish is of a good quality the market in England is unlimited. The trust has already had the offer of an important curing business in Scotland, and would erect its own preserving factories for packing and tinning fish.

Missed a Chance.

A Newfoundland schooner nearing Oporto, fish laden to that port, was forced to several times alter her course consequent on the vagaries of a huge balloon which was drifting wildly about in the vicinity. The chagrin of the skipper was great when, on making port, he found a standard reward of £20,000 was offering for the recovery of the derelict and its occupants.

Russian Sturgeon.

A striking feature incident to the New Year festivities in Russia, is the advent into St. Petersburg of the wild Cossack warriors of the Ural mountains with offerings of frozen sturgeon and caviar from the Volga, and also the epicurean relish prepared from the egg of the sterlet. The mammoth frozen fish and shining round tin boxes are presented individually to the Czar and distinguished people at the capital.

TO THE TRADE.

We are pleased to state that an arrangement has at length been come to for a comparison of the Blue Ribbon and Salada sales for 1903 as appears by the following:

Winnipeg, February 6, 1904.

TO THE TRADE.

All those who read the Salada advertisement that recently appeared in THE GROCER know that it was intended to convey the idea that the sale of Salada tea was so enormous that the increase alone was greater than the entire tea business of any other firm in Canada.

To permit such a statement to go unchallenged was neither fair to the merchants handling Blue Ribbon Tea or to ourselves. We believe that the quantity of Blue Ribbon Tea sold in Canada exceeds the quantity of Salada Tea sold in Canada,and consequently proposed that a comparison be made by a chartered accountant, and suggested that Mr. Ince act as referee.

If the Salada Tea Company wish also to compare their increase in Canada and United States (we believe they do a large Green Tea business in U.S.) with our entire business, including The Blue Ribbon Tea Company of Toronto, controlled by us, we are quite willing to accommodate them, and have already mailed a second check for five hundred dollars to Mr. Ince for this purpose.

It now appears that Mr. Ince is unwilling to act unless the parties agree upon the interpretation of certain clauses in Salada's ingeniously-worded challenge, and as this would indefinitely postpone a decision, we have endeavored to state plainly the conditions upon which, according to our understanding, the investigation is to proceed.

If The Salada Company are agreeable, the matter may be taken up by Mr. Clarkson at once.

(Sgd.) G. F. & J. GALT.

February 13, 1904.

Messrs. G. F. & J. Galt, Winnipeg.

In your letter dated February 6 in this week's GROCER you state you believe the quantity of Blue Ribbon sold in Canada in 1903 exceeds quantity of Salada sold in Canada 1903. If this is a challenge from you and you will submit matter to Clarkson & Cross for investigation we accept, losing party to forfeit five hundred dollars and all expenses. We await reply by wire.

(Sgd.) P. C. LARKIN & CO.

February 15, 1904.

Messrs. P. C. Larkin & Co., Toronto.

Our proposition perfectly clear. The question is whether quantity of Blue Ribbon Tea sold for consumption in Canada during 1903 exceeded quantity of Salada sold for consumption in Canada during the same period.

(Sgd.) G. F. & J. GALT.

The terms of the competition being clearly and definitely set forth, there is no reason why Messrs. Clarkson & Cross should not enter upon their duties at once. Our deposit of $500 is in the hands of Mr. Ince, with whom The Salada Company may either lodge their deposit, or both deposits may be handed over to Messrs. Clarkson & Cross. It is understood that the party losing shall pay the expenses of the investigation and donate the amount of his deposit to any charity the other may name.

(Sgd.) G. F. & J. GALT.

SAVE 25% on your HOUSE PAINTING.

If the grocers who intend painting their residences next Spring will follow the directions given below and wash the buildings with a solution of ***GOLD DUST*** Washing Powder, they will use one-third less paint than if they merely attempted to brush the dust off the house without washing it.

DIRECTIONS.

Dissolve one-quarter pound of **GOLD DUST** in a pint of water, then add the solution to 4 gallons of hot water; apply with a stiff brush, and follow with use of a hose. The stronger the hose is turned on the quicker and more effectual the work will be.

The use of less paint can be accounted for by the fact that after washing the house with **GOLD DUST** it leaves a smooth surface, so that the same quantity of paint will go fully one-fourth further. Furthermore, it leaves no layer of dirt between the paint and the woodwork, and, as a consequence, the paint will wear longer.

We have letters from several of our customers who used this method, and after washing their houses with **GOLD DUST** they were so well pleased with the appearance of them that they concluded not to paint them at all.

Retail grocers will do well to call this matter to the attention of their customers, as $3.00 worth of **GOLD DUST** Washing Powder will make the house look as well as the expenditure of $100.00 in re-painting it would.

Any grocer may experiment with a 5c. package of **GOLD DUST** by emptying the contents into 8 gallons of hot water, which should convince him that it will pay him to continue.

GOLD DUST can be used for any kind of outdoor work that needs renovating.

THE N. K. FAIRBANK COMPANY,

Wellington and Ann Sts., MONTREAL, QUE.

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No. 23.

Under-Counter Mill

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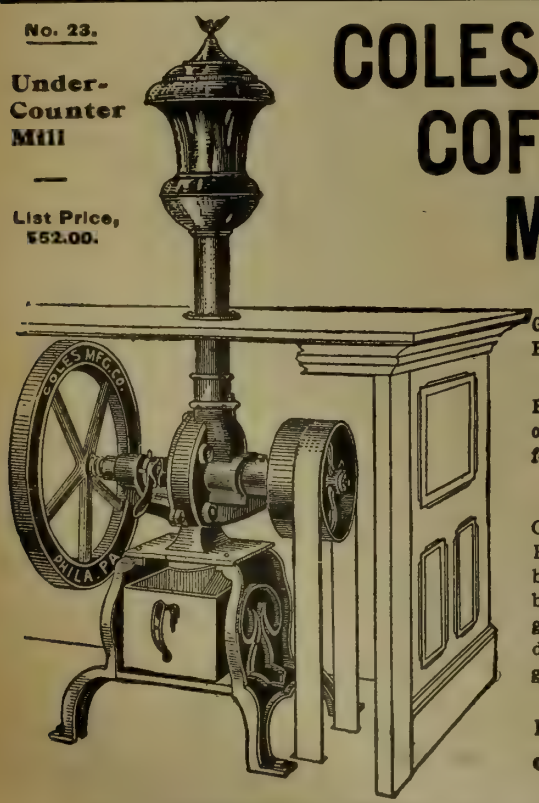
List Price, $52.00.



COLES COFFEE MILLS

None better for Granulating or Pulverizing.

Our mills will Pulverize without heating Coffee.

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders.

A GREAT LABOR-SAVER.

Our Grinders wear longest.

Agents { TODHUNTER, MITCHELL & CO., Toronto.
DEARBORN & CO., St. John, N.B.
FORBES BROS., Montreal.
GORMAN, ECKERT & CO., London, Ont.

COLES MANUFACTURING CO., PHILADELPHIA

It is a mighty big advantage to have your customers satisfied. You can always have them that way if you supply them with

Lilly White Gloss Starch.

It is a strong, white, pure starch. Put up in attractive packets. Try a sample order.

THE BRANTFORD STARCH WORKS, LIMITED.

BRANTFORD, CANADA.

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Jenkins & Hardy, Toronto.
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Merson, Geo. O., Toronto.
Williamson, T. G., Toronto.

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Harvey, John G., Todmorden Ont.

Baking Powder.
Capstan Mfg. Co., Toronto.
Eagle Mnfg. Co., Montreal.
Gillett, E. W. Co., Toronto.
Royal Baking Powder Co., New York.
McLaren, W. D., Montreal.

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Cameron, D. O., Toronto.
Hamilton, J. C., Toronto.
Tupper, Phippen & Tupper, Winnipeg.
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Nicholson & Brook, Toronto.

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Canada Biscuit Co., Toronto.
Christie, Brown & Co., Toronto.
Lowney, Walter M., Co., Boston, Mass.
McGregor-Harris Co., Toronto.
Mooney Biscuit & Candy Co., Stratford.
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National Licorice Co., Brooklyn, N.Y.

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Burlington Canning Co., Burlington, Ont.
Gardiner & Co., Vancouver, B.C.
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Empire Tobacco Co., Montreal.
Erie Tobacco Co., Windsor, Ont.
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Horrocks, T. J., Toronto.
McAlpin Consumers Tobacco Co., Toronto.
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Steele, W. H., Co., Toronto.
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Greig, Robt., Co., Toronto.

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Lucas, Steele & Bristol, Hamilton.

Coffee Essence.
Bromley's—W. G. Patrick & Co., Toronto.

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Davidson & Hay, Toronto.
Dawson Commission Co., Toronto.
Dominion Brokerage Co., Toronto.
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Lambe, W. G. A., & Co., Toronto.
Nicholson, E., Winnipeg.
Patrick, W. G., & Co., Toronto.
Rutherford, Marshall Co., Toronto.
Ryan, Wm., Co., Toronto.
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Watt, J. L., & Scott, Toronto.

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Computing Scale Co. of Canada, Toronto.
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Gillett, E. W., Co., Toronto.

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Dominion Packing Co., Charlottetown, P.E.I.
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Matthews, Geo. Co., Brantford.
Maclaren, A. F., Imperial Cheese Co., Toronto.
McLean, J. A., Produce Co., Toronto.
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Canadian Corr. College, Toronto.
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Lucas, Steele & Bristol, Hamilton.
White & Co., Toronto.

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Castle, F. J., Co., Ottawa.
Greig, Robt., Toronto.
MacKay, John, Bowmanville, Ont.
McCann, Wm., & Co., Toronto.
Napoli Macaroni Co., Toronto.
Tillson Co., Tillsonburg, Ont,

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Davidson & Hay, Toronto.
Eby, Blain & Co., Toronto.
Gibb, W. A., & Co., Hamilton.
Gillard, W. H., & Co., Hamilton.
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Husband Bros. & Co., Toronto.
Kinnear, T., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
McWilliam & Everist, Toronto.
Tippet, A. P., & Co., Montreal.
Walker, Hugh, & Son, Guelph.
White & Co., Toronto.

Gelatine.
Canadian Gelatine Co., Toronto.
Cox, G. & J.

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Kinnear, T., & Co., Toronto.
Laporte, Martin & Cie., Montreal.
Lucas, Steele & Bristol, Hamilton
Simpson, R. & J. H., Co., Guelph.
Turner, James, & Co., Hamilton.

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Coles Mfg. Co., Philadelphia, Pa.
Eby, Blain Co., Toronto.
Enterprise Mfg. Co., Philadelphia, Pa.
Grocers' Engineering Co., London, Eng.

Hides.
Page, C. S., Hyde Park, Vt.

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Auer Light Co., Montreal.
Dominion Show Case Co., Toronto.
Slingsby, H. C., Montreal.

Jams, Jellies, Etc.
Canada Biscuit Co., Toronto.
Greig Mfg. Co., Montreal.
McGregor-Harris Co., Toronto.
Pure Gold Mfg. Co., Toronto.
Southwell's—Frank Magor & Co., Montreal.
Upton's — A. F. MacLaren Imperial Cheese Co., Toronto.

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Briggs Ledger System Co., Toronto.
Weese, G. A., & Son, Toronto.

Macaroni
MacLaren, A. F., Imperial Cheese Co., Toronto.
Napoli Macaroni Co., Toronto.
Tippet, A. P., & Co., Montreal.

Mince Meat
Capstan Mfg. Co., Toronto.
Clark, Wm., Montreal.
Lytle, T. A., Co., Toronto.
Wethey, J. H., St. Catharines.

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Bowser, S. F., & Co., Fort Wayne, Ind.

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Batger's—Rose & Laflamme, Montreal.

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Batty & Co., London, Eng.
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Ewing, S. H., & Sons, Montreal.
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Lytle, T. A., Co., Toronto.
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Stretton & Co., Worcester, Eng.

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Oakey, John, & Sons, Montreal

Polishes—Stove.
Morse Bros., Canton, Mass.
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Foster Pottery Co., Hamilton, Ont.

Poultry Food.
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Safes.
Ford & Featherstone, Hamilton.
Taylor, J. & J., Toronto.

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Patrick, W. G., & Co., Toronto.
Toronto Salt Works, Toronto.

Seed Corn.
Stevens, Fred B., Chatham, Ont.

Soap.
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Metropolitan Soap Co., Toronto.

Soap Powder.
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Winn & Holland, Montreal.

Soda—Baking.
Dwight, John, & Co., Toronto.

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Brantford Starch Works, Brantford.
Edwardsburg Starch Co., Cardinal, Ont.
St. Lawrence Starch Co., Port Credit.

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Metallic Roofing Co., Toronto.

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Canada Biscuit Co., Toronto.
Dominion Molasses Co., Halifax, N.S.
Edwardsburg Starch Co., Cardinal, Ont.
Tea Rose Drips — Rose & Laflamme, Montreal.

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Chase & Sanborn, Montreal.
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Eby, Blain Co., Toronto.
Ewing, S. H. & A. S., Montreal.
Ewing, S. H. & Sons, Montreal.
Gillard, W. H., & Co., Hamilton.
Japan Tea Traders' Ass'n.
Kinnear, T., & Co., Toronto.
Lipton, Thomas J., New York.
Lucas, Steele & Bristol, Hamilton.
Pure Gold Mfg. Co., Toronto.
Rutherford, Jas., & Co., Montreal.
Salada Tea Co., Montreal and Toronto.
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Turner, James, & Co., Hamilton.
Warren Bros. & Co., Toronto.
Wood, Thos., & Co., Montreal.

Telephones.
Bell Telephone Co. of Canada.

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Cameron, Gordon & Co., Winnipeg.

Washing Compound.
Fairbanks, N. K., Co., Montreal.

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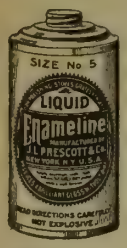

WHEN YOU BUY . . .

Paste, Cake or Liquid

ENAMELINE

STOVE POLISH

you assume no risk. The manufacturers create the demand and guarantee the goods.

Every can bears the following inscription :—

"ENAMELINE is warranted. Any of these goods found not giving perfect satisfaction may be returned to the dealer from whom it is purchased, who is authorized to refund the purchase price; we agree to redeem the same."

J. L. PRESCOTT & Co.

BORDEN'S

Eagle Brand

Condensed Milk

For nearly fifty years the world's favorite.

HAS NO EQUAL.

Manufactured by the originators of Condensed Milk.

Our factory in Canada is situated in the heart of Canada's richest dairies.

Borden's Condensed Milk Co.

A Sure Winner!

A DOZEN LEADERS

I handle, as agent, the following Food Products. They are among the most reliable articles in the grocery line.

LIBBY McNEILL & LIBBY'S CANNED MEATS,
INGERSOLL "BEAVER" BRAND HAM AND BACON,
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MILLER'S ROYAL PARAGON CHEESE,
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GILLARD'S DELICIOUS PICKLES,
ALART & McGUIRE'S FINE OLIVES.

WM. H. DUNN,

AGENT,

MONTREAL.

THE CANADIAN GROCER

President:
JOHN BAYNE MACLEAN,
Montreal.

The MacLean Publishing Co.
Limited

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, North-West Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

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VANCOUVER, B.C. - Geo. S. B. Perry.

Subscription, Canada and United States, $2.00.
Great Britain and elsewhere - - 12s

Published every Friday.

Cable Address { Adscript, London. Adscript, Canada.

A HINT FOR THE DULL DAYS.

A GROCER in an Eastern Ontario town is turning the dull days to good advantage. Being ambitious and realizing the limitations of business in a comparatively small place, particularly when bad roads were reducing to a minimum the country trade, he resolved some weeks ago to exert himself to secure a wider share of attention and trade than might be won in the ordinary course of business.

Remembering the success in his store of a demonstration of jellies by the travelling representative of a manufacturer some time before, he decided to give demonstrations himself twice a week. Tuesday and Friday afternoons, from 3 to 5 o'clock, were the chosen hours.

The first day he served a somewhat varied menu, including a brand of jelly, some canned fruit and some package cheese and biscuits. Since then he has devoted attention to various goods in his store. Recognizing the danger of giving a bad impression unless the goods were most skilfully served, he secured the assistance of a young lady in the town who knew both how to prepare and to serve the various dishes. She was not expected to solicit orders for the goods but in the natural course of events she was asked many questions by the ladies who came to test the foods prepared for them. Her accurate knowledge of the goods and of how to prepare them proved of great value, proving that there is nothing so effective in forwarding the sale of any article as a personal testimonial or recommendation.

The effect of these "At Homes," for such was the dignified name given to the demonstrations, has been interesting. In the first place they brought many people to his store who had never been there before. They also induced some of his regular customers to buy lines they had never heretofore thought of. Apart from these two valuable results the expense was practically offset by the increased business in many lines. A considerable proportion of those who tested the goods opened for them stayed long enough in the store to think of something they wanted and to give an order.

Realizing that the influence of his invitation would be increased greatly, if he added to the attractiveness of his store, the merchant secured a quantity of bunting and some evergreens and while not making a lavish display succeeded in making his store quite attractive. All this took time, so that January and February, instead of being dull months, have been about as busy as in the Fall. And each week has seen a bigger total of business than that of the corresponding week last year.

FLOUR NOT CONTRABAND.

A RUMOR is being given publicity by the daily press to the effect that flour is likely soon to be put on the list as contraband of war, Russia having made application to the powers in this direction.

The rumor is one that will scarcely gain credence in well informed circles. The Russian Government is unlikely to make such a request, and the request, if made, would have not the slightest chance of being granted by either of the two great powers whose rights would be most affected, Great Britain and the United States. Britain's position on this point was made quite clear when in the Franco-Chinese war France attempted to make rice contraband. The whole spirit of modern international law, would be violated by any such action.

The present tendency of the doctrines and practice of international law is toward the fullest recognition of the rights of neutrals and non-combatants, not to be interfered with in so far as this is compatible with the co-ordinate right of the belligerent to bring his best force to bear on his enemy unmolested by any outside power. But this force must be directed against the public forces of the opposing belligerent not against non-combatants.

Neutrals are nominally equally friendly with both belligerents. They retain their right to carry on ordinary trade except in munitions of war, articles directly contributory to warlike operations, or with ports actually and effectively blockaded. Provisions including flour, are not munitions of war, as recognized by international law. To make them so would be an unjustifiable exercise of warfare, in interfering with the legitimate commerce of a neutral country, to strike a blow directed not so much against the regular public forces of the enemy as against the great body of non-combatants, and likely to produce an amount of suffering disproportionate to any military effect it might be expected to have. Were the provisions consigned to the enemy's fleet or to a naval base or a port or city actually beleaguered a different aspect would be given the question, but prima facie flour or provisions are not contraband, and there is little likelihood of Russia declaring them so to be.

In any event should the Japanese maintain the lead they have already secured on the waters of the Pacific, there would be still less likelihood of Russia being able to enforce such a declaration.

TRADE OPENINGS IN AUSTRALIA.

THE second weekly report of Canadian commercial agents abroad, issued by the Department of Trade and Commerce contains some interesting suggestions from Mr. D. H. Ross, the commercial agent for Victoria, South Australia, Western Australia and Tasmania. Mr. Ross reviews the trade conditions in the antipodes and directs attention to the enormous wheat crop which has recently been harvested. He estimates the Australian crop at 73,000,000 bushels, which will leave from 48,000,000 to 40,000,000 bushels available for export. This large wheat crop, the increased exports of dairy produce, the brisk and buoyant state of the wool market and the satisfactory increase in the output of gold combine, in the agent's opinion, to ensure a period of prosperity for the island colony. Australia is in a position to be a good customer.

What can Canadian manufacturers do to increase their business in Australia? To this question the agent devotes some attention and he mentions several lines of manufactures in which he considers that there is an opening for Canadian trade. Among others, he mentions the demand for Canadian cut tobacco which has already made its appearance in Melbourne and which will meet with a better sale when Canadian manufacturers are better acquainted with the class in most demand. The cut tobacco should always be enclosed in air tight packages.

In the agent's opinion, there is a good opening for Canadian made calcium carbide. Acetylene gas is now being used very extensively as an illuminant in small rural towns and country districts, halls, churches, hotels and residences. The demand for calcium carbide is growing rapidly and large quantities are imported from England, Sweden, and the United States. Importers want to be certain of regular supplies and would probably transfer their business if they could receive assurances on that point. This would be a very important factor in securing new business.

The agent further reports that some fair orders have been forwarded recently from Adelaide to Canadian manufacturers. This result, he says, has been obtained by the persistent efforts of the representative of a Toronto exporting concern. That there is a good market in Australia to be developed by Canadian manufacturers seems evident. Australian importers are anxious to increase their purchases in Canada, but as is always the case, seller must seek buyer. A closer mutual acquaintance would undoubtedly result in an increased trade between the two countries.

This latest move of the Department of Trade and Commerce is to be commended. The weekly reports should result in an increased export trade.

KEEPING UP-TO-DATE.

SOME merchants believe they cannot afford to take trips once or twice a year to larger centres; others in practically similar circumstances believe they cannot afford to stay at home.

The difference of opinion is almost absolute and one would almost decide without a second thought that either one classs or the other must be quite in error as to what they can afford. Yet a knowledge of the men and the conditions might lead to the conclusion that both classes are right in their opinion.

To one merchant a visit to a city like New York for instance, would be a waste, should be chargeable to "personal account," while to another such a trip would constitute an investment, and could reasonably be charged against the business because of the returns it would yield in the days to come.

One merchant would have a gay time in the city but would see little else than the "Bowery," Coney Island, etc., while another would have just as good an outing and at the same time would come home full of suggestions and hints for his business. He would have noticed new methods of window dressing, store arrangement and in a score or more of ways would have added to his store of knowledge of his business.

Both these men would be wise to take such a trip once at least, but the former could afford to take it but seldom whereas the latter would get such returns from his first trip that he would soon be in a position to take a trip more frequently than his rival who "drops business when away on a holiday."

MAYOR LAPORTE'S INAUGURAL.

AS might have been expected Montreal's new mayor has wasted no time before initiating an energetic and forward policy for 1904. From his inaugural address on Monday the citizens can readily realize that a business man is now at the helm and that business methods will be pursued throughout the coming year. There appears to be plenty of work for the new administration and Mayor Laporte takes hold with a spirit that presages successs.

Attention was drawn in his inaugural address to the fact that the gas company's contract expires in 1904, and the expediency of learning the views of the company as to renewal in time for the city to protect its interests, was pointed out. Readjustment of the water rates, improvement of the police force, reduction of insurance rates, regulation of electric wires, inspection of public buildings, a Montreal exhibition, inspection of wall posters and pictures were among the things mentioned by the mayor as likely to engage the attention of the new Council.

Under Mayor Laporte's vigorous regime Montreal should experience a prosperous 1904.

CANNED VEGETABLES UP.

SINCE the first of the year The Canadian Grocer has been predicting in its market columns a rise in canned vegetables. The condition of stocks made an advance inevitable so soon as the steady consumptive demand drove the retailers into the market again.

The tone has been decidedly firm all along and anticipating a more vigorous demand shortly the Canners Consolidated have this week issued a new price list that has materially advanced vegetables. Tomatoes are now listed at $1.12 1-2, corn at $1.15, and no peas are in stock at less than $1.05.

The grocer who profited by the intimations made through this paper and secured his requirements before the rise will now be on good terms with himself.

MONTREAL GROCERS' ASSOCIATION.

THE last monthly meeting of the Montreal Retail Grocers' Association was held Wednesday last, 10th inst., at Monument Nationale. A very large number of members was present and great interest was taken in the business of the association. President N. Chartrand was in the chair.

Among the members present were: Messrs. E. Limoges, vice-president, J. A. Maynard, 2nd vice-president, J. A. Beaudry, secretary, Arthur Bastien, treasurer, J. A. Labonte, E. Masse, Jos. Chartier, A. Dionne, L. O. d'Argencourt, T. O. Pigeon, H. Poirier, P. D. Boileau, J. O. Deziel, Arthur Trudeau, E. Guillemette, J. B. Deschamps, J. H. Lamarche, Antoine Chartrand, J. W. Guenette, J. A. Seguin, M. Beauvais, J. Gendron, etc.

It was moved by J. A. Beaudry, seconded by L. O. d'Argencourt, that paragraph 24 of the constitution be amended as follows: The monthly meeting of this association shall be held on the first Wednesday of each month and the officers and directors shall have the right to hold a meeting of the board of management also once a month, and such business and transactions are to be considered legal and binding on the association. The date of this assembly is to be left to the choice of the officers.

The following were accepted as active members of the association: E. Masse, T. S. Michaud, and J. E. Jodoin and J. B. R. Carrignan as auxiliary members.

Proposed by Mr. Labonte, seconded by Mr. L. O. d'Argencourt, that the report of the treasurer be accepted. Adopted.

Proposed by L. O. d'Argencourt, seconded by Mr. Dionne, that two grocers from each section of the city be appointed to call upon grocers in their respective districts to secure early closing once a week, and Wednesday as the day. Adopted.

The following gentlemen have been named in the several districts:

Ward St. Louis—L. O. d'Argencourt and Jos. Chartier.

Ward St. Jacques—J. A. Labonte and A. Brien.

Ward St. Jean Baptiste—J. A. Maynard and Jos. Sanche.

Ward St. Marie—T. S. Michaud and T. O. Pigeon.

Ward Papineau—J. O. Deziel and N. Prevost.

Ward Lafontaine—Arthur Trudeau and A. Gervais.

Ward St. Antoine—E. Masse and M. Beauvais.

Proposed by L. O. d'Argencourt, seconded by E. Masse, as follows: Considering that it is the duty of the Montreal Grocers' Association to prevent the wholesale grocers from selling directly to consumers; be it Resolved: That the president and secretary of this association be instructed to call upon the retail grocers and to engage them to bind themselves not to buy any goods from any wholesaler or jobber who will not be willing to sell their goods to the retail trade only, and to this effect the president and secretary be authorized to make the following agreement for signature by each retail grocer:

"We, the undersigned retail grocers of the City of Montreal, hereby agree not to buy any goods from any wholesaler that will sell directly to the consumer and as a sanction of our agreement we bind ourselves, every one for himself, to pay to the Retail Grocers' Association of Montreal the sum of $100 as penalty every time we break the above mentioned agreement. This agreement to be binding on the undersigned until such time as we are relieved by resolution of the Montreal Retail Grocers' Association to that effect. We, the undersigned retail grocers, hereby bind ourselves to the above."

Proposed by J. A. Labonte, seconded by Mr. E. Masse, that all bills presently on the table be paid. Adopted.

A discussion took place on the question of establishing a bureau of inquiry and collection by the association, and all present backed the subject up favorably.

The next meeting will be held Wednesday, March 2nd.

PERSONAL MENTION.

L. J. Levy, representing the United Factories, was in Ottawa this week. Boeckh's brushes and his company's woodenware interests were closely looked after.

Mr. Archibald J. Rankin, representing S. H. & A. S. Ewing the Montreal coffee and spice manufacturers, was a visitor to the trade in Ottawa during the week. Trade reports are very satisfactory though not as good as might be on account of the general quietness of country trade, the heavy storms and impassable roads making orders to the jobbers light from country merchants.

The death occurred at the home of her daughter in Montreal on Monday last of Mrs. Elie Geoffrion, mother of Mr. L. E. Geoffrion, of the firm of L. Chaput, Fils & Cie. Mrs. Geffrion, who had been ill but a short time was 71 years of age. The funeral was held on Thursday to Varennes, Que. Mr. Geoffrion has the sympathy of the trade in the bereavement that has befallen him.

JAPANESE TEA MERCHANT.

A VISITOR to Montreal during the past week, was Mr. Hikonojo Komada, managing director of the Japan Tea Exporting Co., Limited, Kobe, Japan. Mr. Komada has been visiting this country for the past fifteen years in the interests of his company, and is not a stranger to the tea merchants of Canada. His trip includes visits to his different agencies in the United States and Canada, he being represented in Montreal by Mr. Shaw T. Nishimura, of the Central Japan Tea Traders' Association. His company ships about 40,000 half chests of Japan tea to the American market yearly.

Mr. Komada's visits to the States and Canada are made during the Winter season in order to observe the condition of the market, and to form an opinion as to next year's prospects.

Mr. Hikonojo Komada, Managing Director of The Japan Tea Exporting Co., Kobe, Japan.

In an interview with the representative of The Grocer, on being asked as to the condition of affairs in his country at the present moment, Mr. Komada expressed the opinion that Japan was thoroughly prepared to maintain its rights as against Russia. The whole nation was a unit on this question, and a thoroughly loyal and patriotic feeling prevailed to back up the government in any action it might take to this end.

Mr. Komada left for New York on Thursday, and will probably return to Japan about the end of March. The Grocer has pleasure in presenting a portrait of the distinguished Japanese tea merchant and exporter.

At last we can report progress,

and Messrs. Clarkson & Cross are likely to commence an examination of the books of both firms on the one side, and the **"SALADA"** books on the other, and we hope to be able to report the result to the readers of THE GROCER in a short time.

As to the new challenge issued by Messrs. Galt in last week's GROCER. It reads as follows:

> "If The 'SALADA' Tea Co. wish also to compare **their increase** in Canada "and the United States **with our entire business, including The Blue "Ribbon Tea Co., of Toronto,** we are quite willing to accomodate them and "have already mailed a second cheque for $500.00 to Mr. Ince."

Messrs. Galt are dealing in **wines, liquors, tobaccos, cigars, sugars, coffees, fruits, groceries, bulk** and **packet** teas, and also have some connection with The Blue Ribbon Tea Co. of Toronto, who deal in **bulk** and **packet** teas; and they wish to put the **ENTIRE TRADE** of these **TWO concerns** against **THE INCREASE made by "SALADA" in ONE YEAR ONLY,** and they offer to risk $500.00 on this.

The risk they are taking is evidently tremendous in **THEIR opinion** and is the greatest compliment to the progress made by "SALADA" in 1903.

Thanks, but Tea is the only issue at present.

We will first get through with Messrs. Galt's challenge, and then with our challenge accepted in the GROCER of Jan. 29th, by The Blue Ribbon Tea Co., in a three-quarter page advertisement, and we will then consider the latest offer of Messrs. Galt.

"SALADA," Toronto and Montreal.

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

Toronto, Feb. 18, 1904.

Groceries.

THERE is more complaint heard this week over the weather than heretofore. The congestion in transportation has been most exasperating and extremely inconvenient. But despite all trade keeps up to a fair average and the unanimous opinion seems to be that once the weather moderates a thriving trade will be done. January started off well and the country seems to be in pretty good shape. In some instances complaints have been made as to collections, retailers wanting extension of time, but less than might have been expected. The tone of the trade is decidedly optimistic. Canned goods are of considerable interest this week, the consolidation having advanced corn, peas and tomatoes. Canned meats have also been advanced. Coffee is still unsettled, New York having partially recovered and again reacted since last week. Spices are not showing much of interest this week with the exception of indications of a weakness in pepper. Syrups and molasses are meeting a good demand. Rice and tapioca are in better demand owing to the war. Japan teas are firmer and lower grades higher. Other teas are not much changed. Stocks of Valencia shelled almonds are reported to be very much reduced. Grenobles are also low, and prices correspondingly firm. Prunes are selling well. Sugar shows litttle change since last week. Raws developed an easier feeeling during the week but refined has remained unchanged both in the United States and here.

CANNED GOODS.

As predicted in these columns there has come an advance in canned vegetables. The Canners Consolidated have issued a new list advancing tomatoes to $1.12 1-2, corn to $1.15 and peas to $1.05. In reference to the latter it should be stated that low grade peas are all out of the canners hands and they have therefore none to offer less than above. Wholesalers still have some stocks and they have not been advanced to the limit. It was also intimated recently that canned meats would likely be advanced, this has come about and Clarkes announce the following advances: Corned beef, 1-lbs., per dozen, 5 cents; 2-lbs., 10 cents; 7-lbs, 65 cents; 14-lbs, 65 cents; boiled beef, 1-lbs, 5 cents; 2-lbs., 10 cents; 6-lbs., 30 cents. Deviled chicken and turkey have also beeen advanced 10 cents per dozen. The demand is quite up to the average. We quote:

Apples, 3's	0 90
" gallons	2 20
Asparagus	3 50
Beets, 2's	0 90
Beets, 3's	1 00
Blackberries, 2's	1 50 1 70
Beans, 2's	0 85 1 10
Corn, 2's	1 15
Cherries, red, pitted, 2's	2 20
" white	2 40
Peas, 2's	0 97½ 1 45
Pears, 2's	1 45 1 60
" 3's	1 90 2 10
Pineapples, 1½'s	1 50 1 60
" 2's	1 80 2 00
" 3's	2 25 2 40
Peaches, 2's	1 55 1 70
" 3's	2 45 2 60
Plums, green gages, 2's	1 10 1 40
" Lombard	1 00 1 30
" Damson, blue	0 95 1 25
Pumpkins, 3's	0 95
" gallon	2 50
Rhubarb, 3's	1 80
Raspberries, 2's	1 40 1 60
Strawberries, 2's	1 40 1 60
Succotash, 2's	1 00
Tomatoes, 3's	1 12½
Lobster, talls	3 35
" 1-lb. flats	3 50 3 70
" ½-lb. flats	1 90 2 00
Mackerel	1 00 1 25
Salmon, sockeye, Fraser	1 65 1 75
" " Northern	1 65 1 75
" " Horseshoe	1 65 1 75
" Cohoes	1 15
Chums	1 25 1 35
Sardines, Albert, ¼'s	
" " ½'s	0 24 0 25
" Sportsman ¼'s	0 15
" ½'s	0 23
" Portugese ¼'s	0 08 0 10
" P. & C., ¼'s	0 25 0 27
" P. & C., ½'s	0 35 0 38
" Domestic, ¼'s	0 03½ 0 04
" ½'s	0 09 0 11
" Mustard, ¼ size, cases 50 tins, per 100	8 00 9 00
Haddies	1 00
Kippered herrings, domestic	1 00
" " imported	1 45 1 55
Herrings in tomato sauce, domestic	1 00 1 10
" " " imported	1 45 1 55

SUGAR

A rather easier feeling has developed in the raw market during the past week and at the close the tone is quiet with refiners indifferent buyers of centrifugals on basis of 1 31-32c. for February shipment. At this price there are no sellers and it is doubtful if any sugars can be brought out except for March shipment for which it is believed refiners would pay 2c. c. and f. if any considerable quantity could be secured. We hear of a forced sale of 1,400 bags muscovado sugar on spot at 2 13-16 duty paid landed terms for 89 test, this shading values 1-32 on this grade for the week. This is the only transaction that has transpired this week, business being interfered with by the holiday in American markets on Friday, 12th inst. The immediate outlook is uncertain, though some seem to hold the opinion that the bottom in prices has been touched and that improvement will follow though slowly. For the present refiners have no inclination to anticipate their requirements to any considerable extent, having about a month's supply on hand, and having bought rather freely lately for both February and March shipment. However, their requirements are evidently increasing every week now, meltings for week ending Wednesday, 10th inst. being 30,000 tons, an increase of 1,000 tons over previous week, and of 100,000 tons as compared with the first week of the year. In this respect, this year differs entirely from 1903 when meltings for first week were 31,000 tons and were gradually decreased to about half that amount for week corresponding with week under review. Receipts at United States Atlantic ports for week ending February 10th were 45,872 tons; stocks in all hands 111,337 tons, being 15,848 tons less than corresponding week last year. Combined stocks of United States and Cuba are 223,337 tons, a decrease of 48,630 tons from last year. Combined stocks of Europe and America at latest uneven dates were 3,550,337 tons, being 118,860 tons increase against same period 1903. The number of central factories grinding in Cuba is increased by 7 for the week, say to 162, which is 10 factories more than were operating at same time last year. European advices are rather firmer and we have to record an advance of 2 1-4c. per cwt. for the week, nominal quotations for February beet being 7s. 11 1-4d. basis f.o.b. Hamburg, which is fully 5-16c. above the parity of cane sugars in the New York market. While these conditions prevail United States refiners will remain out of Continental markets, and it is significant to note that there have been no imports from Europe so far, nor are there any sugars afloat from there at present time. There are no changes to note in United States refined and business there is on the hand to mouth basis at present, with some improvement noticeable in consumption. Similar conditions prevail here, the entire list remaining unchanged, and owing to the continuance of the snow blockade, purchasing has been restricted within narrow limits. There has been little new buying between wholesalers and refiners, while deliveries on recent contrasts have been only fair. There are no special indications for the immediate future. We quote:

Paris lumps, in 50-lb. boxes	4 73
" in 100-lb. "	4 63
St. Lawrence granulated	4 08
Redpath's granulated	4 08
Acadia granulated	3 98
Berlin granulated	3 98
Off granulated (Dresden), 1902	3 83
Phoenix	3 98
Bright coffee	3 83
Bright yellow	3 78
No. 3 yellow	3 73
No. 2 "	3 53
No. 1 "	3 43

Granulated and yellow, 100-lb. bags, 7½c. less than bbls.

COFFEES.

The coffee market is still unsteady, by the end of last week there was a rally of 1 cent from the lowest point in the slump, but on Monday there was a further reaction owing to forced liquidation and weakness in Europe. Locally trade is very unsettled and little movements at present time. We quote:

	Per lb.
Green Rios, No. 7	0 09½
" " No. 6	0 09½
" " No. 5	0 10
" " No. 4	0 10½
" " No. 3	0 10½ 0 10½

Mocha	0 21	0 25
Java	0 22	0 35
Santos	0 11	0 13
Plantation Ceylon	0 26	0 35
Porto Rico	0 22	0 25
Guatemala	0 22	0 25
Jamaica	0 15	0 20
Maracaibo	0 16	0 23

SPICES.

A little unsteadiness in pepper is reported from New York owing to holders having been caught on the wrong side of the market with coffee. Cassia is still attracting considerable attention. Other spices are without feature. We quote:

	Per lb.			Per lb.	
Peppers, blk	0 18	0 19	Cloves, whole	0 25	0 35
" white	0 23	0 27	Cream of tartar	0 25	0 30
Ginger	0 18	0 25	Allspice	0 14	0 17

SYRUPS AND MOLASSES.

Both these lines are moving very well, scarcely any molasses is dealt in here evxcept the cheapest bought for price. This is used for cooking. Barbadoes is not a feature. In syrup which is taken for table use there is considerable movement, but confined largely to corn, there being practically no sugar syrup in the market. We quote:

Syrups—		
Dark		
Medium	0 30	0 32
Bright	0 35	0 37
Corn syrup, bbl., per lb		0 02½
" ½ bbls., "		0 02½
" kegs "		0 03
" 3 gal. pails, each		1 30
" 2 gal. " "		0 90
" 2-lb. tins (in 2 doz. case) per case		1 90
" 5-lb. " (in 1 ") "		2 35
" 10-lb. " (in ½ ") "		2 25
" 20-lb. " (in ¼ ") "		2 10
Molasses—		
New Orleans, medium	0 25	0 30
" ½ bbls	0 27	0 32
" open kettle	0 45	0 50
Barbadoes	0 42½	0 50
Porto Rico	0 38	0 42
Maple syrup—		
Imperial qts		0 27½
1-gal. cans	0 95	1 00
5-gal. cans, per gal		1 00
Barrels, per gal		0 75
5-gal. Imp. brand, per can		4 50
1-gal. " per case		5 10
½-gal. " "		5 60
Qts. " "		6 00

RICE AND TAPIOCA.

There is a firm feeling and upward tone to these lines. The volume of trade is good and if the war continues higher prices may be expected. Retailers are reported to be anticipating their requirements. We quote:

	Per lb.			Per lb.	
Rice, stand. B		0 03¾	Sago	0 03½	0 04
Patna	0 05	0 05½	Tapioca	0 03	0 03½
Japan	0 06	0 07	Carolina rice		0 10

TEAS.

There is a firm tone in Japan teas and some speculative business among the wholesale trade. Lower grade Japans are reported a cent higher. There is no particular change in other lines. London reports by mail would indicate a slight weakness but it can not be said to be felt here, if anything the tone is rather firmer. We quote:

Congou—half-chests, Kaisow, Moning, Paking	0 12	0 60
" caddies, Paking, Kaisow	0 19	0 50
Indian—Darjeelings	0 35	0 55
" Assam Pekoes	0 20	0 40
" Pekoe Souchongs	0 19	0 25
Ceylon—Broken Pekoes	0 36	0 42
" Pekoes	0 27	0 30
" Pekoe Souchong	0 17	0 35
China Greens—Gunpowder, cases, extra first	0 42	0 50
" half-chests, ordinary firsts	0 22	0 28
Young Hyson, cases, sifted, extra firsts	0 42	0 50
" cases, small leaf, firsts	0 35	0 40
" half-chests, ordinary firsts	0 28	0 38
" " seconds		0 23
" " thirds	0 16	0 18
" " common		0 15
Pingsueys—Young Hyson, ½-chests, firsts	0 28	0 32
" " seconds	0 18	0 19
" half-boxes, firsts	0 28	0 32
Japan—½ chests, finests May pickings	0 38	0 40
Choice	0 33	0 37
Finest	0 30	0 32
Fine	0 27	0 30
Good medium	0 25	0 28
Medium	0 21	0 23
Good common		0 20
Common		0 19

Foreign Dried Fruits.

Advices of Friday last report an advance of 1s. 6d. on Valencia shelled almonds, also that Grenobles stocks are low, not aggregating 500 bales scattered over France. A mail advice from Denia relating to Valencia raisins is to the effect that stocks there are light. There are small buyers in the market. Growers are firm in their demands at full prices at which Fall importations are invoiced. A good movement is reported for prunes and fair for apricots and peaches. We quote:

CURRANTS.

	Per lb.			Per lb.	
Fine Filiatras	0 04½	up	Vostizzas	0 07	0 08
Patras	0 06	0 06½			

RAISINS.

	Per lb.	
Valencia, fine off-stalk	0 06	0 06½
" selected	0 06¾	0 07
" selected layers	0 07½	0 09
Sultana	0 06½	0 10
Californian seeded, 12-oz	0 08½	0 09
" " 1-lb. boxes	0 10½	0 11
" unseeded, 2-crown		0 07½
" " 3-crown	0 08	0 08¾
" " 4-crown	0 09	0 10

DATES.

	Per lb.			Per lb.	
Hallowees	0 03¾	0 04	Fards	0 08½	0 08¾
Sairs	0 03¼	0 03½			

PRUNES.

	Per lb.			Per lb.	
100-110s	0 04	0 04½	60-70s	0 06¾	0 07
90-100s	0 05	0 05½	50-60s	0 07	0 07½
80-90s	0 05½	0 05¾	40-50s	0 07¾	0 08
70-80s	0 06	0 06¼	30-40s	0 08¼	0 08½

CANDIED PEELS.

	Per lb.			Per lb.	
Lemon	0 10	0 12½	Citron	0 15	0 18
Orange	0 11	0 13			

FIGS.

	Per lb.			Per lb.	
Tapnets		0 03½	Elemes	0 09	0 20
Naturals	0 06½	0 09½			

APRICOTS.

	Per lb.	
Californian evaporated	0 10½	0 15

PEACHES.

	Per lb.	
Californian evaporated	0 08½	0 12

Cured Fish.

There is a very fair volume of business in cured fish. Quotations are reduced in some lines. We quote:

Herring, No. 1, Labrador, in bbls	5 50	5 75
" " " ½-bbls	3 00	2 25
" split shore, ½-bbls	2 75	3 00
Large dried cod in quintals	6 00	6 50
Skinned cod, in 100-lb. cases	5 50	6 00
Cod steak, 1-lb. blocks		0 06¾
Boneless fish, 1-lb. blocks		0 05½
" " 25-lb. boxes, per lb		0 04½
Scaled herring, per box	0 16	0 18

Country Produce.

As predicted the egg famine has arrived. A few odd cases of newly laid are being received but they are scarcely a feature. Cold storage and pickled are practically off the market. What few cases are still in dealers hands are being doled out to established customers and to fill contracts. We continue prices as last week, but these are merely nominal as the whole stock could be sold out above these quotations if holders would let go. The trade are unanimous in hoping for milder weather and fuller receipts, for under present conditions business is paralized. We quote:

EGGS.

Eggs, strictly new laid, per doz	0 35	0 40
" selected, cold storage, per doz		0 34
" cold storage per doz		0 32
" pickled, per doz		0 32

BEANS.

The prospects point to an early easing in the market, white beans being noticeably weaker. One reason for this is undoubtedly the fact that many lumber camps which consume large quantities of beans have closed down on account of stormy weather. There is only slight demand for the export market. Shippers say the Boston markets are dull and continually falling off. There is an over supply if anything in the local market. We quote:

Beans, mixed, per bush		1 35
" prime "	1 50	1 60
" handpicked, per bush	1 65	1 75
" Lima, per lb	0 05½	0 06½

HONEY.

The market continues steady but quiet. Prices have slightly advanced. We quote as follows:

Honey, extracted clover, per lb	0 07	0 07½
" sections, per doz	1 50	2 25

POULTRY.

The market in these lines is featureless, scarcely any receipts coming to hand owing to the severe weather. Demand is fair. We quote:

Chickens, live per lb	0 09	0 10
Old hens " "	0 05	0 06
Chickens, dressed, per lb	0 10	0 13
Old hens, " "	0 06	0 07
Turkeys, " "	0 14	0 15

Fish.

The fish market continues brisk, with last week's prices unchanged. Stocks of frozen white fish are nearly out and owing to the big demand in several other lines, a scarcity in fish is expected before Lent is over. Our quotations are:

Whitefish, frozen, per lb		0 09
Trout, frozen, per lb		0 09
Herrings, fresh, per lb		0 07
British-Columbian salmon, frozen, per lb		0 12
Halibut, frozen, per lb		0 12
Perch, per lb		0 06
Mackerel, frozen, per lb		0 10
Haddock, per lb		0 06
Cod, per lb		0 08
Tullibees, per lb		0 06
Gold eyes	0 04½	0 05
Fresh-water herring, frozen, per lb		0 04½
Sea herring, per 100	2 00	2 25
Finnan haddies, per lb		0 08
Bloaters, mild cured, per box		1 25
Oysters, standard, per small pail		4 60
" selects " "		5 25

Green Fruits.

Owing to the prolonged season of extreme cold weather the trade in green fruit has been greatly curtailed. The local demand is brisk, the principal falling off being in outside distribution. Stocks of California navels are plentiful and excellent quality and easily hold first place as far as popularity is concerned. There is very little demand for Jamaicas and Mexicans both of which are practically out of the market. Stocks of frozen lemons on the market

are considerable. First-class lemons are scarce at the present time, although large stocks are reported to be on the way, they are firmer in price. The local demand for lemons is good and improving steadily. Bananas are scarce. Jersey cranberries are scarce, one or two dealers being out of stock. Pineapples are firmer in price. Stocks of large Valencias were seen this week for the first time. Messina bitter oranges also make their first appearance in the market. Almeria grapes are scarce. Our quotations are:

Florida oranges, per box	3 00	3 25
Florida tangarines, in straps	5 00	5 50
" " in ½-straps	2 50	2 25
Japan " per bundle (2 boxes)	....	1 25
" " per box	....	0 65
California navels, per box	2 50	3 00
Mexican oranges, "	2 00	2 25
Seville oranges, bitter, chests	....	5 00
Seville oranges, bitter, per box	2 50	3 00
Messina oranges, bitter, 106, 200 and 240 boxes, per box	....	2 50
Bitter oranges, Palermo, 200 and 240 boxes, per box	....	3 00
Jamaica oranges, per bbl	....	3 75
Messina lemons, new, per box	2 50	3 00
Messina lemons, frosted stock, per box	1 50	2 00
Valencia oranges, 714 case	....	4 50
" " 420 case	4 00	4 25
Valencias, large, per case	....	5 00
Bahama grape fruit, per box	....	5 00
Bahama grape fruit, per crate	....	5 00
California grape fruit, per box	....	3 50
Florida pineapples, per crate	5 00	5 50
Bananas, large bunches	1 50	2 50
" small bunches	1 00	1 25
Apples, per bbl	1 50	3 00
Almeria grapes, per keg	6 75	7 50
Florida tomatoes, per crate	4 50	5 00
Tomatoes, green house, per lb	0 25	0 30
Cranberries, Jersey, per bbl	8 00	9 00
" Budd's longkeepers	....	9 50
Limes, per case	....	1 25
Limes, In ½-straps	....	2 25

Vegetables.

The demand for roots and vegetables continues brisk with almost every variety becoming scarcer. There is an especially big demand for cabbage and parsnips. Potatoes are scarce and have advanced 10c. in price. Cabbage is 10c. firmer. Onions are 50c. firmer. Mushrooms, beets, carrots and parsnips have advanced in price. Vegetable marrows and Hubbard squash are out of the market, and Canadian celery is almost impossible to obtain. Rhubarb is easier in price and California celery has advanced 75c. Our quotations are:

Cabbage, per doz	0 50	1 00
" red, per doz	0 50	1 00
Potatoes, per bag	1 10	1 25
Potatoes, per bag, car lots	90	1 00
Sweet potatoes, per bbl	....	5 00
Onions per peck	....	0 50
Onions white, per bag	2 00	2 25
Onions, red, per bag	1 50	1 75
Spanish onions, per crate	....	1 25
Spanish (Valencia) onions, large cases	3 50	4 00
Bunch lettuce, per doz. bunches	0 30	0 40
Radishes, per doz. bunches	....	0 50
Mushrooms, per lb.	....	0 75
Mint, per doz bunches	....	0 30
Parsley, " "	....	0 30
Sage, per doz	....	0 10
Savoury, per doz	....	0 10
Beets, per bush	0 50	0 60
Beets, per bag	....	0 75
Carrots, per bag	....	0 85
Parsnips, per bag	....	1 00
Artichokes, per bush	....	0 75
Yellow turnips, per bag	0 35	0 40
White turnips, per bag	....	0 50
Oyster plants, per doz	....	0 30
Leeks, per doz	....	0 40
Celery, per doz	0 40	0 75
California celery, large case	5 00	5 50
" " small case	....	2 40
Rhubarb, per doz	1 00	1 25
" per bundle	....	0 15
Green onions, per doz	....	0 15

Seeds.

The market continues quiet with last week's prices unaltered. Owing to the tie-up of traffic buyers are indifferent. Our quotations are:

Red clover, per bush	5 50	6 00
Alsike "	4 75	5 75
Timothy, per "	1 15	1 75
" flail threshed	....	2 00

Grain, Flour and Breakfast Foods.

GRAIN.

The grain market is brisk and prices continue to climb. The Russo-Japanese war has undoubtedly influenced wheat; it also moves in sympathy with the American market where considerable manipulation is going on. The foreign demand is for Manitoba wheat. No. 2 Northern having already reached export level. Wheat from the Argentine Republic and elsewhere supplies foreign demand for Winter wheat. Manitoba wheat No. 1 hard, is 3 1-2c. firmer; Northern No. 1 is 3c. firmer and Northern No. 2 4 c. firmer. Red and white wheat are 3c. firmer respectively. Oats have advanced 1-2c. and peas 1c. Rye is 1c. firmer. Our quotations are:

Manitoba wheat, No. 1 hard, per bush, Toronto	1 01	1 01½
" " Northern No. 1 " "	0 99½	1 00
" " " No. 2 " "	0 97½	0 98
Red, per bushel, on track Toronto	0 93	0 93½
White " " "	0 93	0 93½
Barley " " "	0 47	0 50
Oats " " "	0 35½	0 36
Peas " " "	0 69	0 70
Buckwheat " " "	....	0 54
Rye, per bushel, " " "	0 57	0 58

FLOUR.

The flour market is firm and there has been an advance of 10c. on last week's prices all around. The future of the flour market will be largely determined by the wheat market with which it moves in sympathy. Some millers complain that grain is difficult to obtain. Our quotations are:

Ontario patents, per bbl	4 05	4 25
Hungarian patents "	4 65	4 75
Manitoba bakers' "	4 70	4 85
Straight roller, "	4 40	4 55

BREAKFAST FOODS.

The demand this week for breakfast foods is brisk, and the prospects for a good Spring season's trade bright. Last week's prices continue unchanged. We quote:

Oatmeal, standard and granulated, carlots, on track, per bbl	4 70
Rolled oats, standard, carlots, per bbl., in bags	4 10
" " " " " in wood	4 35
" " " " " for broken lots	4 50
Rolled wheat, per 100-lb. bbl	2 50
Cornmeal	3 50
Split peas	4 75
Pot barley in bags	3 75
" in wood	4 00
Swiss food, per case	2 88
Aunt Sally's Pancake Flour, per case	2 00

Hides, Skins and Wool.

There is a fair demand for these goods this week. Lamb and sheepskins have risen from 5 to 10c., being now 95c. to $1. No other changes are noted. We quote:

HIDES.

No. 1 green, per lb	0 07½
" 2 " "	0 06½
" 1 " steers, per lb	0 08
" 2 " " "	0 07
Cured, per lb	0 08½

CALFSKINS.

Veal skins, No. 1, 6 to 14 lb. inclusive	....	0 09
" " " 2 " " "	....	0 07
" " " 1 15 to 20 lb "	....	0 08
" " " 2 " "	....	06
Deacons (dairies), each	0 60	0 70
Lamb and sheep skins	0 95	1 00

WOOL.

Unwashed wool, per lb	0 09	0 10
Fleece wool, "	0 17	0 18
Pulled wools, super, per lb	0 19	0 22
" " extra "	0 23	0 24
Tallow, per lb	0 04½	0 05

QUEBEC MARKETS.

Montreal, February 11, 1904.

Groceries.

THE movement in general groceries this week has been satisfactory, although the wholesale trade are doubtless hampered considerably by the continued severity of the weather, and their representatives on the road have the greatest difficulty in visiting some points, even when it is possible to do so. Then, too, there are many orders on hand which cannot be despatched, the railways having refused to accept large lots of freight. Remittances have, as might have been expected, been rather slow, though, all things considered, payments were met as promptly as was possible under the circumstances. Several advances have been made in canned goods, including a rise of 10c. in corn and 7½c. in tomatoes. Jobbers prices of rolled oats are now considerably higher, being $4.85 to $5 in barrels and $2.30 to $2.40 in bags. Cotton twine is up 2c. per lb., the selling price being now 22 to 26c. Japan teas show an advance of from 1 to 2c. and the market is firm and tending higher. There has been a big advance in camphor due to the war, (China being the principal exporter of that commodity). The advance is 10c. per lb. in 1 lb. and ½ lb. blocks, making the present selling price 90c. Barbadoes molasses are 5c. lower. Pure lard is higher by ½c., and pails are now quoted at $1.70. Green codfish is very scarce, but though it is in good demand no advance is quoted. Self-rising flour is 10 to 20c. per dozen higher, according to the size of the package. 3-lb. packages are now worth $1.15 to $1.35, and 6-lb. packages $2.20 to $2.60.

SUGAR.

There is some demand for sugar this week, but as a whole the market is quiet, and no better demand is expected until weather conditions moderate. The price seems fairly steady here at the moment of writing, though a slightly lower quotation was given in New York on Monday on raw sugar. There is at least no quotable change, and prices remain as follows:

Granulated, bbls.	$4 00
" ½-bbls	4 15
" bags	3 92½
Paris lump, boxes and bbls	4 55
" " ½-boxes and ½-bbls	4 65
Extra ground, bbls	4 40
" " 50-lb. boxes	4 60
" " 25-lb. boxes	4 70
Powdered, bbls	4 20
50-lb. boxes	4 40
Domino lumps, boxes and bbls	4 45
" ½-boxes and ½-bbls	4 55
Phoenix	3 90
Cream	3 75
Bright coffee	3 75
" yellow	3 75
No. 3 yellow	3 65
No. 2 "	3 50
No. 1 " bbls	3 30 3 35
No. 1 " bags	3 27½ 3 32½
Raw Trinidad	3 10
Trinidad crystals	3 15 3 20

SYRUPS AND MOLASSES.

Barbadoes molasses are again down 5c. per gallon, making the price now in puncheons 33c. The price has been influenced considerably by the bright prospects for a large crop the coming season, coupled with the fact that owing to the high prices prevailing the consumption has been comparatively small, and indications are that a good deal of the present stocks will be left on the market by the time the new crop arrives. The con-

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TORONTO.

sumption of Barbadoes molasses has been falling off quite materially of late, people taking other goods, syrups, canned goods, etc., in its place. Syrups are at present in good demand at the prices quoted below. It is rumored that the price list of new Barbadoes has been purchased for Montreal account at 17c. first cost, which would equal about 32c. laid down here, cost and freight. We quote as follows :

Barbadoes, in puncheons		0 33
" in barrels		0 35½
" in half-barrels		0 36½
New Orleans	0 22	0 35
Antigua		0 37
Porto Rico	0 45	0 48
Corn syrups, bbls.		0 02¾
" ½-bbls.	0 02¼	0 03
" ¼-bbls.		0 03
" 38½-lb. pails		1 30
" 25-lb. pails		0 90
Bbls., per 100 lb		2 75
½-bbls. "		2 75
Kegs "		3 00
Cases, 2-lb. tins, 2 doz. per case		1 90
" 5-lb. " 1 doz. "		2 35
" 10-lb. " ½ doz. "		2 25
" 20-lb. " ¼ doz. "		2 10

TEA.

The interest this week centres round Japan teas, which are stiffening in price, and are quoted by various houses at 1 to 2c. higher. It seems certain that no Japans of good to medium grades can be had under 18c. Fine to choice kinds are quoted at 24 to 40c. The tea market is very firm all round, influenced already no doubt by the outbreak of war in the Far East. Ceylon and Indian greens are also higher and firm; Ceylon and Indian blacks are about stationary, and appear steady, and gunpowders are a little higher. No doubt the scarcity of Japan teas, should the war be prolonged, will bring on an increased demand for Ceylons and Indians, but it is likely that prices of all kinds of teas will be advanced. Contracts are said to have been placed for early Japans, but whether these can be filled or not, on account of the probable scarcity of labor is doubtful. At any rate, the price would be higher owing to the war freight rates being in force. We quote this week from the lowest to some of the highest grades on the market, instead of, as heretofore, confining prices to those teas most generally used in Canada. Prices are :

Good to medium Japans	0 18	0 20
Fine to choice Japans	0 23	0 26
Ceylon greens	0 16	0 20
Indian greens	0 18	0 20
Japan style China congoes	0 08	0 10
Pealeaf and Pinhead Gunpowders	0 22	0 40
Common "	0 15	0 20
Ceylon blacks	0 14	0 30
Indian "	0 12	0 20

COFFEE.

The market is unsettled for strong grades. Maracaibos are rather firm, but no advance is reported locally this week. Our quotations are as follows :

Good cucutas	0 10	0 10½
Choice "	0 11½	0 12½
Jamaica coffee	0 09	0 11
Java	0 17½	0 22

SPICES.

There is very little doing at present in spices. The market keeps firm, however. Cloves are strong with something of an upward tendency. Ginger is quiet and steady. We quote .

Nutmegs, per lb., as to size	0 40	0 60
Penang mace, per lb., as to quality	0 70	1 00
Pimento, ground	0 18	0 20
Cloves	0 20	0 25
Pepper, ground, black (according to grade)	0 18	0 24
" " white	0 27	0 29
Ginger, whole Cochin	0 17	0 19
" " Japan	0 13	0 14
" " Jamaica	0 12	0 18
" " African	0 12	0 13
Ginger, ground Japan		0 15
" " Cochin	0 19	0 20
" " Jamaica	0 18	0 20
" " African	0 13	0 14
Cassin	0	0 16

RICE AND TAPIOCA.

Tapioca is quoted ½c. higher this week, and still exhibits a tendency upward. There has been an improvement in the demand, and at present a good trade is being done. Rice is unchanged, quiet and steady. We quote :

B rice, in bags	3 40
" ½-bags	3 40
" ¼-bags	3 50
" pockets	3 50
In 10-lb bag lots an allowance of 10c. is made.	
CC rice, in bags	3 30
" ½-bags	3 30
" ¼-bags	3 40
" pockets	3 40
Imported Patna rice, in bags	4 62½
" " in ½-bags	4 75
" " in ¼-bags	4 87½
In the open territory prices are about 10c. less	

"MOUNT ROYAL" FANCY RICES.

Mandarin Patna	4 25
Imp. Glace Patna	4 25
Polished Patna	3 62½
Indian Bright	3 60
Java Caroline	3 50
Lustre	3 75

Tapioca, medium pearl	0 03	0 03¼
" seed pearl	0 03	0 03¼
" flake		4 00
Imported Italian		0 09
Fancy Head Carolina		0 10

NUTS

There is little trade in this line this week. The most important feature is the advance in shelled almonds and shelled walnuts. It is thought that the latter may still go higher. Grenoble walnuts have also advanced slightly. Peanuts are now quoted as high as 12c., and pecans at 10 to 12c.; according to size. We quote :

Grenoble walnuts	0 11	0 12
Marbots		10
Tarragona almonds		0 11
Filberts	0 07½	0 08
Brazils	0 11	0 12
Pecans, as to size	0 10	0 12
Peanuts	0 07½	0 12
Shelled Walnuts	0 21	0 23
" Almonds	0 21	0 25

CANNED GOODS.

Canned corn continues to stiffen day by day, the short crop of last year and steady demand having much reduced stocks. Jobbers have now been advised by the canners that prices have been advanced to $1.15 per dozen, which becomes the price this week. Tomatoes are also higher by 7½c. per dozen, the canners having notified the wholesale trade of this change a few days ago. Stocks on hand with both the jobbers and canners are very light, and may not last, under a fair demand, till the new crop is marketed. The outlook at present is for higher prices. Peas of the best grade are 10c. per dozen higher, and firmly held at that price. As to the low grades reports are to the effect that there are now left in canners hands, and what the jobbers hold may be advanced shortly. Other grades between the lowest and highest have risen in price by 7½ to 10c. per dozen. String beans are 2½ to 5c. higher, and firmer. We now quote :

Tomatoes		1 12½
Corn		1 15
Peas	0 87½	1 50
String beans	0 85	0 90
Strawberries, preserved	1 40	1 60
Succotash		1 00
Blueberries		1 10
Raspberries		1 40
Lawtenberries, 2s		1 50
Raspberries, black		1 35
Gooseberries		1 55
Pears, 2s	1 45	1 60
" 3s		2 10
Peaches, 2s	1 55	1 67½
" 3s	2 40	2 60
Plums, Lombard 2s		1 30
" Green Gage, 2s		1 40
Cherries, red pitted, 2s		2 20
Baked beans, 3s		0 90

2-lb. apples		0 90
Gallon apples		2 20
2-lb sliced pineapples	2 00	2 10
Grated pineapples		2 40
Singapore whole pineapples		2 40
Pumpkins, per doz		0 95
Spinach		1 00
Sugar beets	0 90	1 40
Salmon, pink	0 90	1 00
" spring		1 40
" Rivers Inlet red sockeye		1 50
" Fraser River red sockeye	1 50	1 70
Lobsters, talls		3 45
" 1-lb. flats		4 00
" ½-lb. flats		2 25
Canadian Sardines, ¼s	3 65	4 00

Foreign Dried Fruits.

There have been no notable changes since our last report. Currants and all descriptions of raisins are quiet and likely to be so until better weather conditions prevail. Prunes sell locally quite well at steady prices. Figs and dates are dull. We quote as follows :

VALENCIA RAISINS.

New, finest off-stalk, per lb	0 06	0 06½
Selected, per lb.		0 07
Layers "	0 07½	0 07½

FIGS.

Comadres, per tapnet	1 00	1 10
Elemes, per box, new		0 90

DATES.

Dates, Hallowees, per lb	0 03½	0 04

CALIFORNIAN EVAPORATED FRUITS.

Apricots, per lb.		0 12½
Peaches "		0 09½
Pears "		0 12½

MALAGA RAISINS.

London Layers	1 75	1 90
"Connoisseur Clusters"		2 00
"Royal Buckingham Clusters," ½-boxes		1 00
"Excelsior Windsor Clusters"		4 25
" " ¼s		1 25

CALIFORNIAN RAISINS.

Loose muscatels, per lb.	0 07½	0 08
" " seeded, in 1-lb. packages		0 10½
" " in 12-oz. packages		0 08

PRUNES.

	Per lb.	Per lb.
30-40s		0 09
40-50s		0 08
50-60s		0 07½
60-70s		0 06½
70-80s		0 06
80-90s		0 05½
90-100s		0 05
Oregon Prunes (Italian style) 40-50s		0 08
" " 50-60s		0 07½
Oregon prunes (French style), 60-70s		0 06½
" " 90-100s		0 04½
" " " 100-120s		0 04

CURRANTS.

Fine Filiatras, per lb. in cases	0 04½	0 05
" " cleaned	0 05	0 05½
" " in 1-lb. cartons	00 6	0 06½
Finest Vostizzas "	0 06½	0 07½
Amalias "		0 05½

SULTANA RAISINS.

Sultana raisins, per lb.	0 06½	0 08
" " 1-lb. carton		0 09

Green Fruits.

There is not much movement in this market, but this is what is always expected at the time of year. The city trade is quite up to the average. Canadian apples in barrels are in good demand, and are selling freely at from $2.25 to $3.50, an advance of 25c. over last week's prices. California cauliflower is not on the market, quoted at $4 per case. Spanish onions have again advanced, this week being quoted at $3.00. Florida oranges are 25c. per box higher. We quote :

Cranberries	8 00	9 00
Cocoanuts, per bag of 100		4 00
Canadian apples, in bbls.	2 25	3 50
Pineapples, 24 to case		5 00
" 30 to case		4 50
Bananas	2 25	2 50
Valencias oranges 714's		4 50
" " 420's		4 00
Sweet potatoes, per bbl	5 50	6 00
Spanish onions, cases		3 00
French onions, 110-lb. cases		2 75
New Messina lemons 300's		2 75
" " 360's		2 50
Florida oranges, per box		4 75
California navels	2 50	3 00
Florida tomatoes, per crate		5 00
California celery		5 00
Californian cauliflower, case		4 00

Fish.

The demand for fish of all kinds has been brisk. Prices are tending higher, especially in green cod which are scarce, medium and large being practically out of the market. Salt herring are moving more freely, and in boneless and prepared fish the large volume of business usual at this season is being done. Receipts of haddies are very light. Stocks on hand have been materially reduced and there is almost none on the market at present. Prices tend higher. Owing to an error British Columbia salt salmon was quoted too high last week, the price being $13.50 in barrels and $7.25 in half-barrels, for No. 1 quality of choice red salmon. There are some "dog" salmon on the market, of a whitish color, and these are quoted much lower. Dealers, however, prefer the red. Frozen fish is in active demand. Prices on haddock and pike are slightly higher; other lines are about the same. The period of cold weather has been very welcome to fish dealers. We quote :

Frozen herring, medium, per 100 fish	1 40	1 50
Large Halifax sea herring	1 60	1 70
Bloaters, Yarmouth		1 00
Haddies		0 06½
Smoked herring, per box		0 15
Fresh haddock, per lb.	0 03½	0 04
Dore, per lb., frozen, fancy Winter	0 06½	0 07
Pike, " round	0 04½	0 04½
Halibut, frozen, per lb.	0 08½	0 09
Gaspe salmon, frozen, per lb.		0 14
Frozen B.C. salmon, per lb.	0 08½	0 09
Smelts		0 07
Steak cod		0 04½
Fresh cod, market	0 03	0 03½
No. 1 Herring, Labrador, per bbl.	5 00	5 25
" " half bbl.	2 75	3 00
No. 1 Holland herring, per half bbl.		6 50
No. 1 Scotch herring, " "		6 50
" " per keg		0 95
Holland herring, per keg	0 65	0 75
No. 1 green codfish, new, per 200 lb.		6 75
No. 2 green cod, bbls. 200		5 00
No. 1 green haddock, bbls. 200		5 50
No. 1 large green codfish, new, per 200 lb.		7 00
Green pollock, bbls. 200		4 00
Salt eels, bbls. 200 lb		0 6½
Mackerel, per lb		0 12
Boneless cod, 1 and 2-lb. blocks, per lb.		0 06½
" fish, " " "		0 05
" " loose, in 25 lb. boxes		0 04½
Boneless fish, in crates, 12 5-lb. boxes		0 05
Skinless cod, cases 100 lb.		4 75
Dried codfish, new, per 100-lb. bundles		5 00
B. C. salmon, choice red, per bbl.		13 50
B. C. Salmon, ½-bbl.		7 25
Marshall's kippered herring, per doz.		1 40
Canadian kippered, per doz.		1 00
Canadian ¼ sardines, per 100	3 75	4 00
Canned cove oysters, No. 1 size, per doz.		1 30
Canned cove oysters, No. 2 size, per doz		2 25
Shell oysters, No. 1 Malpecques	6 00	8 00
" " common	3 00	4 00
Standard bulk oysters, per gal.		1 50
Selects		1 70
Qualla salmon, frozen, cases	0 07	0 07½
Choice round trout	0 06½	0 07
Whitefish	0 6	0 7½

Country Produce.

EGGS.

Receipts of new laid eggs are slightly better, and with a continued improvement the price will be affected shortly. Held stock is firmer, and selects are 2 to 3c. higher, while Montreal limed are firm at 30 to 32c. We quote :

New laid	0 38	0 40
Selects	0 35	0 36
Pickled	0 30	0 32

BEANS.

The market is quiet and unchanged. Prices are quoted at $1.45 to $1.50 per bushel in jobbing lots and $1.40 in car lots.

HONEY.

There is no change. The market is quiet and steady. We quote :

Strained, white	0 09	0 10
Clover and basswood		0 08½
Buckwheat	0 07	0 08
Comb honey	0 13	0 13½

MAPLE PRODUCTS.

Trade continues very quiet and the market is without feature. Quotations are :

Maple syrup, in wood, per lb.	0 05½	0 06
Maple syrup, in large tins	0 70	0 75
Pure sugar, per lb.	0 07	0 07½
Pure Beauce sugar, per lb.	0 08½	0 09

EVAPORATED APPLES.

Prices are a shade lower, but there is very little doing. We quote .

New, in carlots	0 05½	0 05½
New, in small lots	0 05½	0 06

Flour and Feed.

FLOUR.

Last week the Lake of the Woods Milling Co. announced an advance of 10c. per barrel on Manitoba flour, bringing their quotations to the same level of the other millers. The strength in the grain markets has had a direct effect on flour, and the feeling is now strong in all grades. We quote :

Manitoba spring wheat patents		5 10
" strong bakers'		4 80
Winter wheat patents	4 65	4 75
Straight rollers	4 25	4 35
Extra	3 60	3 70
Straight rollers, bags	2 00	2 10
Extra, in bags	1 75	1 85

FEED.

The demand for bran is good and prices are on the increase. Leading millers here raised prices on shorts $1 per ton. We quote :

Ontario bran, in bulk		18 00
" shorts		20 00 20 50
Manitoba bran, in bags		19 00 20 00
" shorts		21 00
Mouillie		24 00 28 00

ROLLED OATS.

Prices are somewhat lower this week, but the market is firm, in sympathy with the price of oats. We quote :

Rolled oats, in bbls.		4 45
" " in bags	2 10	2 17½

Baled Hay.

There has been an advance of 50c. in No. 1 and No. 2 timothy and the feeling is firm. Clover hay remains unchanged. We quote :

No. 1 timothy	9 50	10 50
No. 2 timothy, choice	8 50	9 00
Clover	7 00	7 50
Clover, mixed	7 50	8 00

ASHES.

Receipts continue very light, and prices are firm but unchanged. We quote :

First pots, per cwt.	6 00	6 10
Seconds	5 60	5 65
Pearls, per 100 lb.	7 00	7 25

HIDES.

The market is quiet, and there is no quotable change. We quote :

No. 1 beef hides	0 08	0 08½
No. 2 "	0 07	0 07½
No. 3 "	0 06	0 06½
Lambskins		0 75
No. 1 calfskins		0 11

PROVISIONS.

There has not been a great demand for hog products this week, and sales have been made of Canadian and American short cut at 50c. to $1 lower. Bacon is also lower. There is a fair demand for hams and bacon. The jobbing trade here advanced the price of lard ½c., making the price of pails $1.70, with the usual

graduations for other packages. We quote :

Canadian short cut mess pork	$17 00 $17 50
American short cut clear	16 50 17 00
American fat back	17 50
Bacon, Wiltshire, per lb	0 12 0 12½
Extra plate beef, per bbl	11 50 12 00
Lard—"Boar's Head" brand, tierce basis	0 07½
Carloads, less	0 00½
20-lb. tin pails, tierce basis	
Half-bbls., over tierce	0 00½
60-lb. tubs, "	0 00½
20-lb. wood pails "	0 00½
10-lb. tins, "	0 00½
5-lb. tins, "	0 00½
3-lb. tins, "	0 01

Wood net, tin gross weight—

	Wood.	Tin.
1 to 25 pails	1 58	1 48
26 to 49 pails	1 55	1 45
50 pails and over	1 53	1 43
Pure lard, pails		1 70

BUTTER

All things considered stocks of butter are not too large. Prices are steady under a quiet local demand. Some export inquiry is reported and this with the prospect of a better local demand when the Lenten season is in full swing keeps prices steady. As regards the export demand one dealer asked 22c. on Monday for his goods, and, as he said to The Grocer man, "the fellow just smiled at me." The export turnover is said to include some excellent Fall and Winter made. We quote :

Fancy Winter creamery	0 20	0 21
Summer goods	0 19	0 19½
Dairy rolls	0 16½	0 17
" tubs	0 14	0 16
Finest Fall made		0 22
" fresh prints	0 21	0 22

CHEESE.

A few cheese are moving forward for export but it is evidently stock that has been held here, and the price quoted is not at all indicative of the actual state of the market. Holders here are still firm, quoting September make at 11c. and October 10½c. It is merely now a matter of holding off and waiting for buyers or sellers to give in. Possibly English buyers have enough stock to tide them over a time, during which buying there is reported to be of a hand to mouth character. At present stocks in retail hands in the Old Country are much reduced, January having made a big difference in them. Should the present month show as great a depletion of English stocks buyers there may quickly meet Canadian prices.

BRITISH COLUMBIA MARKETS.

Vancouver, Feb. 12, 1904.

WITH the exception of a sligh advance of ¼ per cent in marine insurance, there does not appear to have been any direct influence on trade here by reason of the commencement of belligerent operations in the Orient. The arrival and departure of steamers for China and Japan is scheduled without any change. The Empress of China is the next vessel to leave this port for Yokohama and Hong Kong, her sailing date being the 22nd inst. The steamers of the Blue Funnel line, which come to this coast from England via the Suez, India and China and Japan ports, are continuing. The only difference marked is that the rates of freight have not been quoted for some weeks. Of course all cargo consignments offering in the Old Country, or in the Orient, are still accepted for transportation by these steamers, and the rates are given before the freight is delivered here. It is anticipated that a ten per cent. raise in freight rates will be announced.

So far there has not been any announcement of a great movement in stocks which can be supplied from this coast to Japan. It is well known that during the past few months the anticipation of war has caused the shipment of a great deal of flour from Puget Sound, B. C., and California ports to the Orient. Such quantities are held in store there, in fact, that the price was down and the market in a state of stagnation for some time past.

That there was need for more in case of hostilities is evidenced by the placing of large orders recently for further shipments. These orders were placed direct by the Japanese government. Most of the flour is from Oregon and Washington. One exporter, at Pendleton, Ore., received an order the other day for 17,000 bbls., for immediate shipment, and two or three weeks ago the same dealer shipped 12,000 bbls., both orders having been from the same source, the Japanese Government. From Canada there are likely to be large numbers of Western horses shipped. Some orders for feed, grain and chop, have been placed with local dealers during the past few months, and it is expected that larger orders will be received ere long.

* * *

Discussing the possibilities of trade with the Orient recently, Mr. R. W. Clarke, a wholesale merchant of Victoria, said that last year he had sent a traveller to China and Japan. In June last he had received his first order which totaled $100,000, mainly for staples such as flour, condensed milk, yeast cakes, etc., etc. He is now figuring with a Chinese commission house to supply 250,000 lbs. of butter. Canada is somewhat handicapped in trade with Japan because she is not under the favored nation clauses of the Japanese tariff. As a consequence on many classes of goods, such as soap, condensed milk, hops, hides, etc., the duty collected on Canadian exports to Japan is double that on goods from U. S. or Great Britain. Mr. Clarke has written the Canadian Minister of Trade and Commerce on this subject.

Speaking of the market in the Orient Mr. Clarke says the orders coming to Canada show a steady increase. There is a splendid field if the merchants will go out and canvass it. In Shanghai alone, Mr. Clarke is told by his traveller, there are three firms whose yearly importations of butter total 1,000,000 lbs., most of which is bought in Denmark. Japan imports over 100,000 cases of condensed milk per year already, a trade, which under equitable conditions, Canada could secure. Mr. Clarke instances a Seattle brokerage firm which during 1902 exported to the Orient produce to the value of $1,250,000.

* * *

The price of salmon is likely to be materially affected by the demand created while the Russo-Japanese war is on. In the export of lower grades of salmon, principally dog salmon, the market which has hitherto been trifling because limited to Japanese consumption, has already stiffened as orders have been placed here for 300,000 cases. The Japanese have always purchased the dog salmon, both dried and canned, and last season there was an increase in the quantity packed by various canneries. This will all find ready market now, as the Japanese favor it as a nutritious and cheap article of food. The order referred to comes direct from the Japanese Government. The finer varieties of salmon, sockeye and springs, are not likely to be in much demand, but dog salmon, humpbacks, etc., will be bought for the Japs are great fish eaters. There has always been a good deal of trade in salt salmon from this coast to Japan, since the industry of salting salmon for export began several years ago.

* * *

The wholesale men and jobbers of Nelson are taking steps to have a re-adjustment of freight rates in the Kootenays which they say discriminate against them to such an extent that they are shut out of some of the local points for doing business. A special committee of the wholesale men of the city has been appointed to get together some data and prepare a statement showing what the average rates should be so that Nelson would not be discriminated against as a distributing point. One merchant says he used to sell goods in Fernie where he had a good trade. Owing to the changed rates he was shut out of that town altogether.

The situation in regard to through commodity rates from the east to the coast has not changed, nor has there been any further development in the matter of rates generally, such as are being looked into by the committee of the Vancouver Board of Trade.

* * *

British Columbia hops are getting a good foot-hold in the English market where recent sales were effected at top prices of $50 per cwt. of 112 lbs. In the past, shipments were sent from B. C. via Tacoma by skilled English hop growers from Kent. Indeed, a rural municipality on the lower Fraser is named Kent, partly from the fact that these Englishmen settled there and began hop growing. For some years the hop gardens which were set out were badly neglected and many ran wild, but the past year or so the movement has been back to the hop gardens, and cultivation is extending.

At Chilliwack, Agassiz, Squamish and in the Okanagan district are many acres of hop gardens, all yielding handsome profits. The class of hops grown is in the main excellent.

* * *

It is reported that the condensed milk factory erected at New Westminster three or four years ago and never operated is to be taken over by Mr. Robt. Hill of Elgin, Ill., who has gone East to secure some skilled hands for the place and also to gain from his brother who is in the same industry at Elgin some insight into the business. The factory is situated on the banks of the Fraser river close to the new bridge. It is a separate institution entirely from that at Mission, owned by the Western Condensed Milk Co., which was bought last Fall by the Reindeer people.

* * *

Local market conditions are very steady. The wholesale grocers are pleased with a steady continuance of fairly large orders from White Horse, a trade at this season they were not an-

Cognac "Couturier"

We have secured sole control of this famous brand, and, as its quality is of the highest, it has secured the favor of the trade.

The price is right.

We quote :

COGNAC "COUTURIER"

	PER CASE.		PER CASE.
12s.....qts.	$7.00	24s.....flasks.	$8.00
24s.....pts.	8.00	48s.....½ flasks	9.00
48s.....½ pts.	9.00	180s.....1/15	13.50
Per gallon.....		$3.80 to $4.00	

Cognac "Marion"

Its demand proves its quality. Its popularity is increasing year by year.

Examine the prices :

COGNAC "MARION"

	PER CASE.		PER CASE.
12s.....qts.	$6.00	24s.....flasks.	$7.00
24s.....pts.	7.00	48s.....½ flasks.	8.00
48s.....½ pts.	8.00	180s.....1/15	12.50
Per gallon.....		$3.40 to $3.75	

We are Agents in Canada for both these brands.

LAPORTE, MARTIN & CIE.

WHOLESALE GROCERS, WINE AND SPIRIT MERCHANTS,

MONTREAL, P.Q.

ticipating until it began to come in. It promises to keep up and increase as the open season approaches. Every steamer which has sailed recently has taken out large shipments of staples for White Horse merchants from the wholesale houses here.

* * *

The only market changes noted as a result of the war are the 10c rise per bbl. in flour, in sympathy with eastern increase and a rise of 30c. in the quotations on tapioca and sago. These latter articles are imported chiefly from Singapore, the Blue Funnel steamers bringing the goods. Flour quotation is now $5.60 here.

Cured meats are apparently strong and inclined to rise. The latest reports on lard, which has been cheap, indicate an advance likely before long.

Butter is confined to local creameries for fresh stock, and to rather limited stocks of held goods for the rest. The choice held stock both dairy a creamery is out, there being but little really fine goods yet in hand. Local creameries have held their price down to 30c. to keep out the California goods. On Vancouver Island the creameries are selling at 35c. with the result that they have had some California goods arrive there. At 30c. for local fresh, the California article cannot come in and compete at present figures.

The scarcity of fresh eggs, indeed of egg stocks of any kind, is the real feature of the market this week. Snow and cold weather has shut off the supply, the hens having given up the task of believing it was Spring. The supplies from Oregon and Washington, which are really all that can be got now, are short also. California eggs are scarcer and have gone up sharply in sympathy. A week or so ago they could be laid down for less than 30c. from 'Frisco. Now the best that can be done is 34c. for the next shipments to arrive. Other stocks have been wholesaling this week at 36c. and not to be had at the price.

NOVA SCOTIA MARKETS.

Halifax, Feb. 15, 1904.

BUSINESS has been a little on the quiet side during the last week. The weather improved somewhat and travellers were able to make their trips and secure a number of moderate sized orders, but trade shows the usual mid-Winter conditions and no great activity is expected before next month. There has been a better demand for fish stuffs consequent upon the Lenten season and enquiry has been brisk for certain grades of fish suited to the grocery trade. Flat mackerel are ruling high extras bringing from $10 to $20 a barrel at first hands. The Nova Scotia mackerel are very large this year and therefore there are less to the barrel, a point of some importance to the dealer who buys to sell out by the dozen. Grocery codfish have ruled high and are practically out of the market. Smoked herring also are scarce and the fish market generally presents a strong position.

Flour has been advanced during the last week on the local market, but still the Halifax quotations are lower than are justified by present mill prices. With the high price of wheat and the advanced cost of flour at the mills, one would suppose dealers would be inclined to hold spot stocks in this city at a premium, especially in view of the fact that under the present traffic conditions on the railways it would take a month to get further supplies here from Ontario. The delays in the delivery of freight by the railways lately have been unprecedented. A firm of packers in Pictou had to buy a thousand barrels of flour on this market last week because they could not get supplies from the west that had been en route for some weeks. Cornmeal has advanced slightly since last weeek and is now selling at $2.85. Oatmeal and rolled oats maintain their high position. They have advaned 20 cents since January 1st and are jobbing here at $5.20 per barrel.

* * *

Middlings are steady at $23.50. Bran is higher at $22.50, which is an advance of $1.50 per ton over the January prices. Ontario oats went up about 4 cents since the first of the year. P.E. Island oats are held at 43 cents bagged. Eggs are scarcer than ever and there is no regular market price, as high as 40 cents in some cases having been paid. Butter and cheese are dull and unchanged.

* * *

The provision market has been quiet for the past month or more but hogs have advanced in Chicago and are to-day one cent higher than in November. The opening of the Spring trade and the consequently enlarged buying demand points to higher prices. In fact this is usually the case around Easter when the market for hams and bacon is active. The only present change to note is a decline in hams to 13 1-2 cents.

* * *

There has been a good deal of complaint from the Prince Edward Island and other merchants regarding the Winter mail and passenger service between Prince Edward Island and the mainland. The Government steamers on two occasions have been caught in the ice for three or four days. The transportation of the mails was transferred to the Capes ice boat route, but this was no improvement as the N.B. & P.E. Island Railway became snowbound with ten feet of snow in the highways and the railway tied up the mails were forwarded at intervals by team service. In the meantime the steamers were freed and making trips with fair regularity. It is no doubt very annoying to merchants on the Island to have the mail service interrupted but at the same time it should be remembered that during the present severe weather the Island steamboats have given a much more satisfactory service than a number of railroads in the Province of Ontario.

MANITOBA MARKETS.

Winnipeg, Feb. 13, 1904.

THE bonspiel has been in full swing since Wednesday and good progress has been made in the big events. The attendance is very large there being some 140 rinks in all. Of course the curlers have been too busy so far to do anything but move from rink to rink, indeed the last draw Friday was at midnight and the last game concluded at 3 a. m. Saturday. Next week the visitors will have time to look about them and some buying will be done. It will be Saturday, the 20th, before the 'spiel is really over.

* * *

The war is absorbing the major portion of interest and although it has not materially affected prices so far some advances have taken place and others are contemplated.

Flour—Flour has been advanced 5c. per sack, making the current price for No. 1 patent $2.60.

The latest rumor is to the effect that flour is contraband of war and C. P. R. steamers will not accept shipments of flour for Japan unless Japanese furnish escort for the vessels. This is not confirmed.

Tea—Japan teas have advanced about 2c. per lb., making the scale of prices 20 to 35 against 18 to 32 formerly. This is a small item in this market as the consumption of Japan tea is small.

Rice—Japan rice has advanced ½ and is quoted at 5½ against 5c. previously and is very firm.

Coffee—The decline reported in New York has not been sufficient to materially alter prices here and No. 5 Rio is still quoted at 11c. by some houses and 10½ by others. No. 7 is quoted at 9½ to 10c. There is an active market for coffee at the present time.

Evaporated and Dried Fruits—Apricots have again advanced and the price here is 13c. for choice and 12½c. for standard. Evaporated apples are very firm at 6½ and dried at 6¼. The high price of these fruits is having the usual effect of decreasing consumption and there is a heavy demand for prunes, prices for which range at 4 to 8c., according to size. Raisins are steady at $1.85 for fine off stock and $1.95 for selects and $2.00 for layers.

Canned Goods—The only canned goods that have changed prices this week are salmon which are higher and firmer owing to the demand of the Japanese for large supplies of cheaper grades. The advance at the coast is 25c. per case and the higher grades, the ones principally used here, are higher, though no definite advance is quoted. Canned vegetables are firm and in good demand with tomatoes at $2.65; peas $2.10 to $2.20, and corn $2.40 to $2.50.

Cured Meats—The anticipated advance in cured meats has not come but lard is higher, the 20-lb. pail of lard being quoted at $1.90 against $1.80. Hogs are plentiful just at present and packers are paying 5c. for standard bacon hogs live weight off cars Winnipeg.

Butchers' Cattle—In spite of cold weather the receipts have been ample for the market and the cattle are arriving in good shape. 3 to 3½ off cars Winnipeg are prices offered for good cattle.

Butter—The dairy situation certainly does not improve and the receipts of

JAPAN TEAS.

Anticipating the recent heavy advances in the market we are in the fortunate position of holding a large stock. For the present we will not advance our prices but offer teas of exceptional cup quality at

18½ CENTS.

WARREN BROS. & CO.,

Wholesale Grocers and Tea Blenders,

35 and 37 Front Street East, - TORONTO.

fresh table butter are almost nil. Fancy prices are obtained for the small lots coming in that can be classed as strictly fresh and sweet so that these prices are not fair bases of quotation.

There have been no increases in the egg supply and probably will not be until we get a spell of mild weather. Dealers offer 23 to 24c. for freshly gathered case eggs but the receipts of the week have been limited to a few cases.

New laid eggs retail at 45 to 50c. and are extremely scarce.

Vegetables—Potatoes have advanced 5c. and farmers' loads are quoted at 75c. The retail price is still $1.00 per bushel.

HINTS TO BUYERS.

L. Chaput, Fils & Cie., Montreal, are offering choice Barbadoes molasses, in puncheons, barrels and half barrels. This shipment is imported direct from the islands, and offered at satisfactory prices.

W. H. Gillard & Co. are offering for sale a very fine quality of corn syrup in several sized tins—something decidedly different and better than the ordinary syrup in flavor and merit.

H. P. Eckardt & Co. are selling canned salmon at low prices.

Just received into store by the F. J. Castle Co., Ottawa, Lowney's and Peters' chocolates, Maccormobbies' jams, jellies and marmalades.

W. H. Dunn, Montreal, calls the trade's attention to the string of agencies controlled by him for Montreal. Reference to ad. in another part of this issue will show a list of goods whose qualities have been recognized throughout Canada as in the first rank.

McWilliam & Everist, fruit and commission merchants, Toronto, report the arrival of a car of Valencia onions also a consignment of very fine Messina bitter oranges which they are offering to the trade at record prices.

The Montreal branch of Salada Tea Co. report good sales during the past few weeks and Ceylon greens in increased demand.

L. Chaput, Fils & Cie., Montreal, are offering a large assorted stock of canned fruits, vegetables and fish, at very attractive prices, samples and prices submitted on application.

Provost & Allard, wholesale grocers, Ottawa, are sole agents for Ottawa and district of Dr. J. O. Lambert's cod liver oil and tar syrup, and they report good business in same.

S. J. Major, Ottawa, are offering French shore and Labrador herrings, barrels and half barrels, at close prices. Two carloads are just at hand. Buyers should find them interesting during Lent.

A very good demand for Ceylon green teas is reported by L. Chaput, Fils & Cie., Montreal, who advise arrival lately of about a thousand half chests of Nolanda brand.

Dawson & Co., fruit and commission merchants, Toronto, have received a car of lemons 360's, free of frost and offer the same at a low figure.

The F. J. Castle Co., Ottawa, have received into stock 1,000 30-lb. caddies of Japan tea, a line unobtainable now, which is claimed to be excellent value and offered at interesting prices.

Buyers of Valencia raisins should communicate with H. P. Eckardt & Co.

Armour's "Glenwood Brand" condensed mince meat may be had from H. P. Eckardt & Co.

McWilliam & Everist have just received a shipment of Havana pines. They are particularly fine stock.

The Eby, Blain Co. report, despite the competition of lower priced syrups, a very satisfactory increase in the sales of their "Anchor" brand of pure maple syrup. They have added a new size in quart bottles, which is selling very freely.

A feature with Provost & Allard, Ottawa, is a full stock, all varieties and shapes, of French and Austrian briar pipes, and as they have a very large stock same are offered at specially low prices.

White & Co. sent their representative to Boston this week to look after the arrival and transportation in heated cars of shipments of fruit from Mediteranean ports, thereby landing the goods here in prime condition.

"Wee Macgregor" Breakfast Food sales are increasing with the F. J. Castle Co., Ottawa. Some very large orders have been received from Montreal, Quebec and Halifax during the week.

The Eby, Blain Co. report a large trade in the various lines of "Napoli" macaroni, vermicelli and speghetti.

A carload of Montreal Canning and Preserving Co.'s catsup has just been received into store by S. J. Major, Ottawa. Quarts are offered at 80c. doz., and small pints at 42 1-2c. dozen.

The R. & J. H. Simpson Co., have a snap to offer in 1903 pack standard quality Sultana raisins.

Grocers handling cigars would do well to write the Eby, Blain Co. for the special offer of a handsome cigar cutter given with "Chamberlain" and "La Fayette" cigars.

Very fine quality of American short cut back pork of which a carload just to hand, with S. J. Major, Ottawa, is offered to the trade at tempting prices.

White & Co. received another car Spanish onions also a car marmalade oranges this week.

If interested in hand-picked white beans it will pay you to communicate with the R. & J. H. Simpson Co., wholesale grocers, Guelph, Ontario.

THE GROCER AS OTHERS SEE HIM.

I HAVE a friend up on Walnut street who is about as pleasant a man to spend an evening with as anyone I know, says a writer in the Modern Grocer. He is a genial sort of a soul and he is as good a lawyer as he is clever and entertaining.

I dropped in to smoke with him last week and found a young doctor from over on the avenue in my favorite seat. In some way we got to talking about grocers.

"I am a crank about my food, I suppose," said the lawyer, "and I simply cannot stand for a grocer who is not neat and tidy in his shop. It may be all fancy, for most of the stuff has to be cooked before we eat it, and I suppose that the cooking will sterilize it so that it makes no difference whether it was dirty before cooking or not."

The doctor assured him that this was the case, but added that he too was a trifle particular about the way things looked in the grocery shop.

"Near my flat," said the doctor, "there is a grocer who can have my money any day. He is a nice looking fellow and he seems to have better stuff than the rest of them. Every morning his face shines from close contact with the razor and he is always immaculately fresh and clean in a white duck coat and apron. His green stuff is in a sort of metal bin, over which a fountain sprays all day long, and the stuff looks so green and tempting that one cannot get away from buying. Every clerk is as clean and tidy as the boss, and I'll tell you that I am ready to pay the extra price he sticks on to everything just to have things look so nice and neat."

"I venture that his goods are no cleaner than those of any other grocer in the block," I suggested.

"Maybe not," answered the doctor. "You may be right in that, but when you walk into that market the whole thing strikes you. The woodwork is all in white enamel paint and it is washed often enough to be like a river steamboat. The floor is covered with fresh sawdust with no dirt or scraps about it. In the Summer time folds of white mosquito netting cover the shelving and the canned goods do not remind you of promenades of the ever present house fly. His green stuff is fine and crisp."

"It is crisp on account of the sprinkling," I ventured. "The next door grocer has stuff equally as fresh, and when you get it home a little water will make it as nice as that of your star grocer."

"That may be all right," remarked the lawyer, "but the stuff does not look so nice. Why I quit a grocer a short time ago simply because he did not put up this clean front. His stuff was always good and my housekeeper had gotten to trade with him. One day I walked in myself to do some marketing. The proprietor was smoking a stinking corncob, his coat was greased with escaped particles of butter and lard of many weeks' accumulation, his green stuff looked wilted and the woodwork was capable of producing on vigorous scraping enough dirt to fertilize an acre of ground. The man had several days' growth of beard on his face, and before waiting on me he wiped his hands with a pocket handkerchief which looked as though it belonged to the buggy oiling section of a livery stable. I cut the place out."

"I have always thought that the man who sells us his food ought to be as neat as a bartender," remarked the doctor. "The bartender has to crack ice, wash glasses and do all manner of wet and dirty work and yet in a good place he is always neat as a pin."

"But," I suggested, "the grocer who keeps himself and his clerks immaculate in white duck would have a big laundry bill each week. The profits are not those of the saloon."

"Then increase the prices," remarked the lawyer. "We will pay for appearances, and those who don't want to pay need not go to the grocer who keeps up so nice a front."

"Then white paint, sprinkled green stuff and white duck clothes are essentials to business success for the grocer and market man?" I asked.

"Well, godliness is certainly a virtue," answered the lawyer, "and you know what comes after godliness in the code of morals. I like a grocer who has a front window that is so clean you appreciate that there is nothing to hide."

LEMONS FROZEN.

The extreme cold weather has been particularly hard on imported green fruit. No less than 1,000 boxes of lemons arrived in Toronto during the week of February 8 so badly frostbitten that they were absolutely valueless.

PURE GOLD'S MONTREAL AGENCY

W. H. Dunn, Montreal and eastern agent for the Pure Gold Mfg. Co., Toronto, advises The Grocer that he now carries in stock at 394 St. Paul street, a full assortment of all Pure Gold goods. Through this arrangement the trade will be accommodated and no difficulty experienced in securing prompt delivery and complete supplies of the many grocery sundries manufactured by the Pure Gold Mfg. Co.

APPOINTED AGENT.

J. H. Maiden, Montreal, has been appointed agent for "Mrs. Dooley's Laundry Soap," for the cities of Montreal and Quebec. The merits of this laundry soap are enlarged upon weekly in the advertising columns of The Grocer. The manufacturers are the Metropolitan Soap Co., Toronto.

OTTAWA ITEMS.

C. H. Cochrane & Co., Ottawa, spice, coffees and grocers' sundries, reports trade satisfactory. Mr. Cochrane in an interview with a Grocer representative gives it as his opinion that trade outlook is good, and as far as his firm's business is concerned he anticipates that the increase of last year will be exceeded during the current year. Mr. Cochrane is a thoroughly practical spice and coffee judge and thoroughly posted on the requirements of the trade.

A visit to the office and mills of the High Grade Coffee and Specialty Co., Ottawa, this week by a representative of The Grocer, found them busy with orders. Their plant is modern and every convenience for the careful preparation of their specialties was noted. Mr. Mackenzie, the manager, expressed himself as very much encouraged with the amount of business done so far and the outlook for the future is bright. He reported satisfactory trade from Toronto in which city and district the company is represented by R. J. Laughlin, Princess Theatre Building.

NEW BRUNSWICK MARKETS.

Office of The Canadian Grocer,
St. John, N. B., Feb. 15, 1904.

BUSINESS continues rather quiet except in some of the staple lines, particularly provisions, caused by the higher prices owing to the war. As is no doubt the case all over Canada, sympathy is altogether with the Japs. In fact to a considerable extent it is thought they are fighting England's battle. Naturally flour has shown the quickest response to the present conditions. However, in cornmeal, oatmeal, pork, beef and lard, firmer, if not higher, prices rule. The election which has caused more than usual interest here, will be over before this is published. One thing is evident, our port is receiving more attention than ever before. The government are taking particular interest and it is generally believed that the time is not far distant when St. John will be made a national port. Letters have been received from the promoters of the Grand Trunk Pacific looking to facilities here. There is a mixed opinion however, in regard to these. There continues to be a feeling that Western Canadian importers are not as particular as they should be to have all imports via Canadian ports. This means a great deal to Canadian transport interests.

Oil—In burning oil prices are unchanged. As the season advances there is less demand. Attention is more given to lubricatings, which are firmly held. In this line it is more a question

of quality. Paint oils are also receiving attention. Owing to local conditions linseeds are rather lower than market warrants. Turpentine keeps high. In fish oil prices are firm and stock light.

Salt—The stock of Liverpool coarse salt held is quite large. Prices are firm not only because of cost, but storage charges and carrying expense quickly adds to the price. Fine salt has but a light sale.

Hops—Owing to the high price of Canadian quite a quantity of American pressed hops have been sold. The price of these has lately been advanced. The outlook is for very firm prices. Sales are not large owing to light demand.

Canned Goods—Meats have more attention and the trade have placed quite large orders, the outlook being for higher prices. So far as the wholesale trade is concerned, the demand is for Canadian goods. Corn is very firm. Tomatoes are holding at full figures, but few American have as yet been received. Oysters are very firm, and shipments from Baltimore are very slow coming forward. Salmon are in quite full stock. Fruits are unchanged. Lobsters are high. Clams and finnan haddies are in very light supply. Some domestic sardines and kippered herring are still offered.

Green Fruit—This must needs be a rather quiet business at this season. In apples there is a steady sale but prices remain about as last Fall. Oranges sell freely chiefly Valencias. Jamaicas are still offered. Floridas are high. California stock is not largely sold though prices are low. Lemons have a fair demand at quite easy figures. Bananas meet a very light sale. Some nice cranberries are offered at full figures.

Dried Fruit—Sales are light. Dealers are rather overstocked in Valencias, though quantity held is not particularly large. In seeded there is a wide range of quality. We understand some twelve ounce goods are being sold. In comparing prices this should be remembered. Prunes have improved sale. The high price of apricots means little business. Dates are low. Evaporated apples are firmer. Onions show quite an advance. The higher price of peanuts is leading to lower grades being offered.

Sugar—While prices continue low, there is a general feeling favoring higher values and full stocks are being carried.

Molasses—New Barbadoes is being freely offered. In Porto Rico there is quite a range in price. Quite a large stock of old goods is still held.

Fish—The sale is for fresh fish. Quite a quantity of frozen herring continue to be received. Supplies of cod, haddock and smelt are not heavy. In dry fish prices are firmer. Pickled fish are rather easier. Sales are not large. Smoked herring are in very light supply and higher. Large shipments of finnan haddies continue to go West.

Flour, Feed and Meal—Flour has been the line of particular interest. Late advances of about fifty cents have taken place. Manitobas show firmest market. Dealers have bought freely. Oatmeal and cornmeal are both higher. There is a fair sale for feed. Beans are offered easier than a few weeks ago. It is thought they will at least not go lower. Peas are scarce and high. Barley is firm. In seeds dealers are now booking orders. Prices are lower than last season.

The Finest Preparation of Beans Ever Offered to the Trade.

Clark's Pork and Beans in Chili Sauce.

See the Packages—Bright—handsome—attractive.
See the Goods—Wholesome—cleanly prepared—quick selling.
See the Prices—Absolutely the lowest, quality and quantity considered.

CAPSTAN BRAND
Pure Baking Powder.

Put up in ¼-lb., ½-lb., 14-oz., 1-lb. and 5-lb. Tins.
Guaranteed to give perfect satisfaction.
If our travellers do not reach you, write for quotations.

The Capstan Mfg. Co., Toronto, Ont., Can.

EPPS'S GRATEFUL. COMFORTING.

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.
In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg

THE MOST NUTRITIOUS. COCOA

Genuine Pratts Astral Lamp Oil

Sold in all countries and recognized as the highest grade oil manufactured.
WHOLESALE ONLY
THE QUEEN CITY OIL COMPANY, Limited, - TORONTO, ONT.

James Ewart

MANUFACTURER OF
High-Grade Delivery
WAGONS

Grocer, Baker, Confectionery, Laundry Wagons of every description.
257-9 QUEEN ST. EAST
TORONTO.
Write For Prices. Phone Main 1188

Window and Interior Displays

Timely Hints and Suggestions

A CORNER of the grocery store of Mowat & Wallace, Victoria, B. C., is shown in the illustration, and is a good example of the neatness and pleasing appearance that can be obtained in the arrangement of the grocery stock. Everything seems to have a place, and everything is in its place. The shelves are conveniently divided off as to height and width, and the space between the top of the shelf fixture and the ceiling is carefully filled in such a way as to present no haphazard arrangement.

The counter with a glass front is a form of the silent salesman, and as such has a great value both as a place in which to store stock and in which to display it. This form of counter is rather unusual in a grocery store, although dry goods stores and men's furnishing stores have for some time found it the most satisfactory kind. A good feature is the avoidance of the stacking on counters so commonly seen. Only the ends are here filled, leaving plenty of clear space on which to serve the customer. Seats are too seldom found in any kind of store, and it is very seldom a grocery store has them. Two appear in this small section, showing that the comfort of customers is well considered. A branch of an orange tree, with oranges, is an interesting novelty.

Although nothing perfectly satisfactory has been found to take the place of orange boxes for displaying the goods, such a fixture in a grocery store is greatly needed, as the rough boxes do not add to the appearance. This firm has overcome the difficulty in a small way by using a basket designed for such a service, but still the boxes are in sight. The building up of the space above the shelving with board is a matter of taste, very many preferring a plain, white surface, as more business-like, and as drawing the attention in no way from the goods themselves. In this case much of this space is covered with pictures that go with certain soaps and other articles.

A Corner in the Grocery Store of Mowat & Wallace, Victoria, B. C.

If the whole of Mowat & Wallace's store is on a par with this corner, they exercise great care in their interior arrangement. A photograph of their Christmas window, recently received, shows that the same attention is paid their windows. With a tasty interior and well-dressed windows, a merchant's success is almost assured.

The Popular Goods For Progressive People

suited to all classes of buildings—not to be equalled for practical merit and enduring reliability.

Our Metallic Ceilings and Walls

give the acme of perfection at moderate cost. They please the most aesthetic as well as practical tastes.

Artistically beautiful, almost indestructible, sanitary, easily applied, and countless designs to select among.

It will pay you to use them.

THE

Metallic Roofing Co., Limited

TORONTO, MONTREAL, WINNIPEG.

Butchers, Merchants, and Hide Buyers

Should write to CARROL S. PAGE, HYDE PARK, VT., who wishes to purchase their Hides, Calfskins, Sheep Pelts, Tallow and Bones. He pays spot cash. He pays the freights. He pays full market values. He wishes to arrange with some one in every village, where he has no agent, to sell Poultry Supplies and to pick up for him Hides, Calfskins, Sheep Pelts, and Bones. He furnishes money with which to buy and he keeps his agents thoroughly posted at all times as to market values. Write him for full particulars.

The Dollars You're After

will come to you without much trouble if you will watch the dollars you already have, and spend them wisely.

The book entitled **One Hundred Good Ads.** for a grocery store shows you how to get the most value out of money spent in advertising. It is full of suggestions for writing catchy up-to-date ads. It costs only one dollar. Address,

The Canadian Grocer

TORONTO OFFICE: 10 Front St. East.

A SELLING ARTICLE.

We have had an exceptionally large demand for our bird seed of late, due to two causes.

1 The low price at which we have been able to sell it, notwithstanding the advance. **2. The quality,** which has always been the same.

Samples and full particulars free.

NICHOLSON & BROCK, TORONTO

WALL ST. DOES NOT KNOW ALL.

A FEATURE of the situation in cotton is that a number of Wall street houses that had never before dealt in the staple and were unfamiliar with the machinery of the cotton market, which is altogether different from that of the stock market, went into it because it was the only thing in which the public appeared to be taking any speculative interest. Later they went into coffee for the same reason, knowing even less about the coffee market than they knew about cotton market. They found by experience that trading in these commodity markets is rather a dubious business unless one is prepared to tie up a lot of money. The Wall street confusion in coffee has been greater, perhaps, than that in cotton. Houses found to their great surprise that although their clients could treat coffee purely as a speculation, getting into it and out of it with the same facility as in stocks, the brokers could not, but, on the contrary, that they would be hung up with the commodity long after their clients had got out, and that the transactions tied up money in a way that was simply amazing. Cotton does, too, but the speculative interests in cotton being so much greater than that in coffee, cotton is much the easier to turn over.—New York Sun.

EXPORT APPLE TRADE.

The following estimate of the apples exported from Atlantic ports for the week and season ending February 13th was prepared for THE GROCER by Mr. Fred Barker, apple exporter, Church street, Toronto :

	Liverpool.	London.	Glasgow.	Various.	Total.
Portland	....	3,261	....	....	3,261
New York	4,849	2,718	1,160	9,427	18,154
Boston	14,755	2,088	4,114	....	20,957
Halifax	2,763	4,312	1,437	....	8,512
St. John, N.B.	1,096	....	1,669	....	2,765
Week's total	23,463	12,379	8,380	9,427	53,649
Same week, 1903	20,441	16,900	7,735	195	45,271
Season to date	1,404,961	666,750	419 978	481,399	2,973,088
Last " "	1,234,774	368,024	356,997	200,137	2,159,932

Mr. Barker is in receipt of the following cable from Liverpool re apple market Wednesday 17th inst.

"30,000 bbls. selling ; Canada, Cretic and Canadian selling ; quality very irregular ; market continues active ; Baldwins, 15s. to 22s. ; Ben Davis, 15s. to 21s. ; Spies, 14s. to 22s. ; Russets, 14s. to 22s."

"To have thy choice among
The toys of life's bazaar;
The deuce take them all,
So I have my cigar."

—Tom Hood.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postages, etc.

AGENCIES WANTED.

AGENCIES wanted for Montreal and Province of Quebec by gentleman with established connection—grocers' specialties and sundries Close attention paid to all lines. Box 104, Montreal. (10)

SITUATIONS VACANT

WANTED FOR MONTREAL—Experienced business man of good address and education, with a thorough knowledge of the grocery and provision trade; good opening for a bright man. Address S, care CANADIAN GROCER, Montreal. (8)

GROCERY salesman—To carry paying side lines on liberal commission basis ; specialties with established sale throughout Canada. Apply Box 23, CANADIAN GROCER, Toronto. (f)

ASSISTANT cheesemaker — With or without experiecce. Box 24, CANADIAN GROCER, Toronto. (f)

BISCUIT baker wanted—First-class second hand and sp inter ; state wages, give references. Apply Box 25, CANADIAN GROCER, Toronto. (f)

BUTCHER—First-class shop man. Apply Box 27, CANADIAN GROCER, Toronto. (f)

HEAD miller in 100 to 500 barrel mill ; correspondence solicited. Box 31, CANADIAN GROCER, Toronto. (f)

SITUATIONS WANTED.

AS traveller or salesman in grain, flour or cereals; good references. Box 30, CANADIAN GROCER, Toronto. (f)

BUSINESS CHANCES.

WANTED—Corner store with dwelling ; suitable for grocery ; west end preferred ; rent about $ 0 per month. Box 26, CANADIAN GROCER, Toronto. (f)

FOR SALE.

GROCERY and Crockery Business—In the best town in Southern Manitoba (population 1,700); stock turned six times last year; stock and fixture; about $3,000 ; property to be sold with business ; four cosey living rooms over store ; a snap to right man. Apply to Box 856 Morden, Man. (10)

REFRIGERATOR—Large grocers'; in good repair ; will be sold cheap ; 11 Jarvis street, Toronto. (f)

CANADIAN CORN—Carlots or less ; write or wire for prices to Canadian Flour Mills Co., Limited, Chatham. (f)

PARTNER WANTED.

WANTED—Partner, active or silent, with some capital, to invest in well-established business subject to great expansion ; highest references exchanged ; only acceptable parties need apply. Box 101, CANADIAN GROCER, Montreal. (10)

Only Those Who Use
VAN HOUTEN'S COCOA

KNOW HOW ***GOOD*** IT IS TO ***DRINK***
AND HOW ***ECONOMICAL*** IT IS IN ***USE***

BEST AND GOES FARTHEST

Dominion Agents { J. L. WATT & SCOTT, - - TORONTO
WATT, SCOTT & GOODACRE - MONTREAL

ADOLPHE E. SMYLIE, President — HENRY ROWLEY, Vice-Pres't — H. W. PETHERBRIDGE, Sec'y and Treasurer

NATIONAL LICORICE CO.

Successors to
YOUNG & SMYLIE
BROOKLYN, N. Y.
S. V. & F. P. SCUDDER
BROOKLYN, N. Y.
MELLOR & RITTENHOUSE CO.
CAMDEN, N. J.
H. W. PETHERBRIDGE
BROOKLYN, N. Y.
DOMINION LICORICE & NOVELTY CO.
TORONTO, CAN.

Y. & S., SCUDDER, and M. & R. Brands of PURE STICK LICORICE, Acme Licorice Pellets, M. & R. Wafers in bags, Licorice Lozenges, and a full line of Licorice Specialties, including the celebrated soft licorice lines sold under the Company's brands as follows: THE FLEXIBLE LICORICE, THE PLIABLE LICORICE, THE ELASTIC LICORICE.

OFFICE—106 JOHN ST.
106-116 John St., 227-237 Plymouth St., } Brooklyn, N.Y.
Illustrated Catalogue on request.

Received Highest Award **GOLD MEDAL** Pan-American Exposition

The full flavor, the delicious quality, the absolute **purity** of **Lowney's Cocoa** distinguish it from all others. It is a **natural** product; no "treatment" with alkalies or other chemicals; no flour, starch, ground cocoa shells or coloring matter; nothing but the the nutritive and digestible product of the **choicest** Cocoa Beans. A quick seller and a **profit** maker for dealers.

THE WALTER M. LOWNEY COMPANY, No. 447 COMMERCIAL STREET, BOSTON, MASS.

WE KNOW

our travellers are behind time but it is not their fault.
Kindly mail your order, it will be shipped promptly.

THE CANADA BISCUIT CO., LIMITED

King St. West and Bathurst St. Cars pass our Works. ***King and Bathurst Streets, TORONTO.***

BISCUITS AND CONFECTIONERY

A DEPARTMENT FOR RETAILERS.

A Confectionery Counter.

IN the grocery store of Michie & Co., Toronto, there is a well maintained confectionery department that receives just as much attention as any other part of the store, and has the advantage of a position just inside the door.

The glimpse of this department presented herewith gives some idea of the fittings which help to make it so important. The better class of confectionery is kept in a show case on a glass-fronted counter, thus preventing dust from reaching them and providing a place where a good display can be made. The cheaper kinds are set out in tins on the counter, making them easy of access, an important characteristic in the placing of lines that sell quickly. Candy drops and all small hard varieties are kept in fancy bottles which are tastily arranged around the department. These bottles keep the contents fresh, and occupy little space, or space that would not be of any use for anything else. The monotony of a straigt line of shelving is broken by the mirrors, which occur every ten or twelve feet. In the glass-fronted counters are displayed candle shades, fancy candy boxes and crackers.

The store is a very small one, but has the reputation and appearance of doing a very large business. Its space was valuable. The Grocer representative made it a point to enquire as to the volume of the trade that was being done in this department. The proprietor, who is a particularly shrewd and energetic young man, was enthusiastic over the success of his confectionery department. The goods were so well displayed and of such good quality that they practically sold themselves, the showcase for the chocolates and the the glass-faced tins for the biscuits acting as silent salesmen.

This is an instance of what the Grocer has been contending from time to time that a neat and tasty confectionery department will pay in any store, no matter how crowded for space it may be.

The Confectionery Department in the Grocery Store of Michie & Co., Toronto.

Small But Profitable.

THE GROCER'S young man dropped into a city grocery stand the other evening and the first thing that met his view was a handsome little showcase in which were temptingly displayed a few lines of high grade chocolates, around the base of the showcase and counter high, were arranged tins of fancy biscuits, the goods appearing through the glass fronts.

PURE GOLD TALK.

No. 5.

On the subject of Marmalade and Preserves we have the same enthusiasm that possesses us whenever we get talking on Pure Gold goods.

The Pure Gold guarantee applies to everything bearing the name Pure Gold. That guarantee is—All goods bearing the name Pure Gold are guaranteed as to attractiveness, saleability and quality. If they fail at any point, the goods can be returned, and the price paid for them will be refunded.

Not many goods the grocer sells have a "money-back" agreement. Why?

PURE GOLD MARMALADE AND PRESERVES are made solely from pure fruit and best granulated sugar. No filler of any sort—not even apple juice—is used in their making. Pure Gold Marmalade is purchased, for example by both The Grand Trunk and The Canadian Pacific Railways for use in their dining cars. This, the manufacturers think, is tribute of the highest value.

Why buy foreign made goods when equal or better quality is produced in Canada, and at less price?

We ask—Why?

THE
Pure Gold Mfg. Co.
LIMITED
Toronto.

ENQUIRIES FOR CANADIAN TRADE

The following were among the inquiries relating to Canadian trade received recently at the Canadian Government office in London, Eng.:

1. A firm of flour merchants in Liverpool is desirous of establishing a connection with some first-class Canadian mills able to give large and regular supplies.

2. The agency for a reliable Canadian firm of provision exporters is desired by a London agent with experience of the trade.

3. A London firm having a branch in South Africa is desirous of opening up business with Canadian houses for the export of goods to South Africa.

4. Inquiry is made for names of Canadian furniture manufacturers in a position to export office furniture, roll-top desks, chairs, etc., for English and Scotch markets.

5. A London agent with a knowledge of the hardware, novelty and woodenware trades, is seeking a few good Canadian agencies for the United Kingdom.

6. A German firm is desirous of entering into correspondence with a good Canadian house with a view to importing Canadian products, more especially fruit (apples, applechop and evaporated apples).

—

The following were among the inquiries received at the Canadian Section of the Imperial Institute, London, S.W.

7. The manufacturers of gelatine oil suitable for lubricating and harness purposes, and also veterinary use, is desirous of introducing the oil into Canada and invites correspondence from firms interested.

8. A Manchester house asks to be placed into communication with Canadian producers of fruit pulps.

9. A firm manufacturing paints, oils, colors, varnishes and greases, wishes to do business in Canada and is prepared to appoint suitable Canadian resident agent.

10. An import and export house, more especially interested in chemicals, oils, drysalteries, wishes to hear from Canadian firms seeking either buying or selling agents in the United Kingdom.

11. A gentleman possessing a connection in South America would like to get into touch with Canadian manufacturers of cotton goods of all kinds who may wish to endeavor to develop trade. He is about to return to South America. Good references.

[The names of those making inquiries may be obtained from the Editor of THE CANADIAN GROCER.]

WRITE FOR ONE OF THESE.

A very handsome and useful souvenir is being given out by Mr. J. Hewitt, agent for the Natural Food Company, 32 Church street, Toronto, in the form of a black Morocco bound card and ticket holder. The holder is just the proper size to be kept in the vest pocket and bears on the inside in letters of gold Mr. Hewitt's compliments. Subscribers of The Canadian Grocer may get one of these very novel and acceptable souvenirs by writing Mr. Hewitt and mentioning The Canadian Grocer.

A Good Factory Good Work-People Good Material—

we might have said "best" instead of "good"—

contribute to making

Perfection Cream Sodas

the foremost for quality, crispness and flavor of any made in America.

What we want is that all Canada should know what we know.

You will know if you will but send us an order.

3-lb. Cards or Tins.

THE **Mooney Biscuit & Candy Company,**
LIMITED,
Stratford, - Canada.

The Best is not too good

for your Customers.

The Price is Interesting.

You can save money
by asking for our sample when open to buy—
TRY US.

Teas and Coffees

We have a large stock of all kinds always on hand.

CEYLON GREEN SIFTINGS, - -	from 5c. up.	CONGOUS, - - - - - - - -	from 10c. up.
JAPAN FANNINGS, - - - - - -	" 6½c. up.	JAPANS, - - - - - - - - -	" 15c. up.
CEYLON AND INDIAN GREENS, -	" 12½c. up.	CEYLON AND INDIAN BLACKS,	" 14c. up.

James Rutherford & Co.
IMPORTERS
27 St. Sacrament St. MONTREAL.

O! Gel-O

"The New Dessert. Yes Madam we have it. It jells quicker and firmer than any other kind. We have it in 8 flavors. Try it? Thank you, Madam."

Grocers, have we your order? Cases hold 4 or 12 dozen. Gel-O is a gelatine powder, 4-oz. package. Send sample order for 4-dozen case.

THE CANADIAN GELATINE CO.
528-530 Front St. W.,
TORONTO, CANADA.

COWAN'S

Perfection Cocoa (Maple Leaf Label). **Royal Navy Chocolate, Queen's Dessert Chocolate, Chocolate Cream Bars, Cowan's Cake Icings,** Chocolate, Pink, Lemon Color and White

Cowan's Swiss Milk Chocolate, Famous Blend Coffee, etc., etc.

Are the standard goods for purity and excellence.

Manufacturers
THE COWAN CO., Limited - - TORONTO

ATTRACTIVENESS AND MERIT.

An attractive package helps the sale of an article, but back of this the article must have merit.

Eagle Baking Powder

has both attractiveness and merit. A splendidly colored label, and a quality of powder that will hold your present trade and create new, such as

"EAGLE" BRAND.

Eagle Manufacturing Co.
MONTREAL.

EGGS IN PLENTY ..if.. Pratt's Poultry Food is regularly used.

Thousands of . . merchants all . . over Canada are making money . by making this fact known.

Ask for our illustrated booklet on the subject.

THE ROBERT GREIG CO.
Limited
White Swan Mills
TORONTO

McWILLIAM
Mc. AND E.
EVERIST

'Phone Main 645 - TORONTO

WE
HANDLE
"A No. I"
FRUIT.

Have us fill an
Order for you.
Our Prices are away down.

The
DAWSON Commission Co., Limited
FRUIT, PRODUCE AND
COMMISSION MERCHANTS.
Cor. Market and Colborne Streets. TORONTO

WE BUY
BRIGHT DRIED APPLES.
HIGHEST MARKET PRICES.
The W. A. GIBB CO.
5 and 7 Market St., HAMILTON

TWO SNAPS.
Fancy Navel Oranges, all sizes, $3.00 bx.
Messina Lemons, 300's, 360's, $2.25 to 2.50 "
Fresh Sea Herring, in barrels and casks.
ORDER QUICK.
HUSBAND Bros. & Co.
Wholesale Fruit and Commission Merchants.
82 Colborne St., TORONTO
Phones—Main 54, Main 3428.

GREEN FRUITS

The Outlook.

THE green fruit trade has been hit rather hard by the extreme weather and congestion of transportation. It has been unsafe to attempt to send fruit far from the centres of distribution and consequently trade has suffered accordingly. However, the demand locally has been particularly good and the fine quality of the fruit this year, oranges especially, has stimulated demand wherever it has been possible to place the goods. Pineapples are also beginning to arrive in greater volume and when the weather eventually moderates, and that must be soon now, there should be a decided impetus given to the fruit trade. The outside stocks must be pretty low by this time and numerous country orders may soon be expected.

In confirmation of this view may be quoted the New York Journal of Commerce, which in its issue of Tuesday says: Weather conditions, locally at least, were decidedly more favorable than for a week past and were promptly taken advantage of by the distributing trade to replenish badly depleted stocks. The result was an active movement, particularly in oranges, both Florida and California fruit going out freely. It was still too cold in the interior to risk shipments to any distance, particularly as the cold wave was reported to be advancing from the West. The California orange sale was the largest for the season by ten cars, the total quantity sold being 53 cars. There was an active demand for the good fruit, especially the large sizes, and better prices were realized on this, though about the same general average as recent sales was maintained by reason of the lower prices brought by the poorer stock. There were no developments in the lemon market apart from the increased demand. Prices were unchanged pending the result of the sale of the Monzibello's cargo, which is scheduled for to-day. Cocoanuts are in good demand, particularly from the confectionery trade, and with stocks well concentrated the market is firm. In the balance of the list there were no special features and no price changes.

The sugar beet industries in Ontario received $74,997 in bounties from the Provincial Government last year.

Britain's Fruit Bill.

THE orange shipments to Britain in 1903 were immense. They exceeded 6,000,000 cwts., valued at over two and a quarter millions sterling. Huge quantities of these fruits reach Glasgow each year. Spain is the largest sender, and the exports to the United Kingdom last year exceeded 500,000 cwts. Turkey and Italy come second and third respectively, although far behind Spain. An important feature of the orange trade of 1903 was the arrival of large quantities of choice Florida and Jamaica fruits. Onions are included in the list, because they are dealt with by the wholesale trade under the title of "green fruits." In 1903 the onion imports surpassed all previous records. They were 8,266,913 cwts., valued at £1,007,408. There was paid more than a million pounds sterling for onions last year. Ten years ago the imports were about half what they are to-day. The Spanish shippers send the bulk of these "green fruits." Three countries consign to British ports over a million bushels annually. They are: Spain, with 3,050,000; Holland, with 1,500,000; and Egypt, with 1,200,000.

Apricots and peaches were imported to the extent of 9,575 cwts.; cherries, 110,192; currants, 76,419; and gooseberries, 34,312 cwts. The first two show a decline compared with the arrivals of previous years, but gooseberries and currants were consigned in increased quantities. The largest imports of gooseberries arrive from Holland, and London obtains a fair share of them. A few come from Belgium, while the earliest supplies of all are the French, shipped when green as "first fruits." The strawberry arrivals were short, and below the average. Their total weight was only 32,644 cwts. They come from France and Holland. The French fruit made a poor show in the markets in 1903. Tomatoes were imported in larger quantities than ever last year. The total was 1,065,502 cwts., valued at £916,277. It was over 250,000 cwts. in excess of 1902. Ten years ago tomatoes were not considered sufficiently important to be tabulated separately. The bulk of the fruit arrives from Spain and the Canaries, both sending us about 250,000 cwts. France contributes 100,000 cwts. The Channel Islands send 135,000 cwts. The import tomato trade of Britain has again taken a new lease of life.

Strawberries to be Plentiful.

THE prospect for a liberal yield of strawberries the coming season is said to be good. Last year was notably bad, probably the worst in some localities in a long time, and many growers closed the season discouraged and decided they wouldn't undertake to grow them again. Reflection convinced them, however, that where their fields were already planted it would be folly to uproot them. Consequently acreage will be substantially the same as it was last year. In some localities it will be larger, because others will grow them for the first time.

According to estimates made by large handlers, about 12,000,000 boxes are received in New York in a year. It is impossible to estimate accurately because they are put up in different form and different sizes, but the receipts are probably not far from that figure. The loss on berries is very large, which accounts for some of the millions of boxes, and consumption during the season is also very large. Formerly it was not unusual for 75 to 100 cars a day to come to New York, but since the Californians introduced the plan of sending cars to all shipping points, New York receipts have decreased and now they rarely go over 50 cars a day. The largest receipts in any one day last season were 70 cars.

All the Southern states are producing berries now. Georgia, Virginia, the Carolinas, Tennessee, Delaware, Maryland, and many Northern states, including New York and New Jersey, both of which ship large quantities annually. Much depends upon the season regarding quality.

German Imports of Fresh Fruits.

United States Consul B. H. Warner, of Leipzig, Germany, under date of December 19, 1903, reports the following statistics on German imports of green or fresh fruits during the past four years:

Description.	1899.	1900.	1901.	1902.
Apples	$3,762,780	$1,893,670	$3,862,026	$3,155,642
Pears	805,630	815,150	1,099,560	1,158,108
Peaches plums apricots, etc.	3,179,918	963,662	845,376	1,210,468
Oranges, figs, lemons, etc.	3,056,872	3,328,430	3,299,394	3,390,786
Grapes	2,549,694	1,735,734	2 103,206	3,039,498
Total	$13,354,894	$8,738,646	$11,209,562	$11,954,502

The consul states that American apples, pears, oranges, etc., should be sold in Germany in large quantities, and that in subsequent reports in the near future he will deal with some of the reasons why they are not.

The Watermelon.

If 95 per cent. of the watermelon is actually water, says the Kansas City Star, what concentrated excellence must be crowded into that remaining five per cent.; what rare elixir must be wrought out in that fractional ingredient by the alchemy of the golden sunshine; what a marvelous laboratory, indeed, must be folded up within the compass of the watermelon, for the extraction of sweetness and ambrosia from the soil. Tender as the human heart chastened by sacred sorrow or sanctified by the power of unselfish love, is the rosy, melting core of the watermelon, incarnadined by all of the passion with which nature warms and enriches the material world.

TRADE WITH JAMAICA.

Canada's commercial agent in Jamaica writes to the department at Ottawa under date of Jan. 26, stating that within the next three or four months there is expected to be a marked revival of trade, on account of banana shipments. The effects of the hurricane of August last were severely felt. The report says that with the ratification of the United States Cuban reciprocity treaty, everything pointed to Canada being the marketing zone for British West Indies sugar, at least for the immediate future. The Dominion, however, cannot take the whole output, but most of it will go to Dominion centres. He is more firmly convinced than ever of the remunerative business that would follow closer trade relations between Canada and Jamaica. The sentiment in favor of Canadian products is strong on the island. The tourist traffic is good.

TRICK UNDER WATER.

IT looks very strange to see a man go under water with a lighted cigar in his mouth, smoke calmly at the bottom, and come to the surface with the cigar burning as nicely as if he were smoking in his easy chair, remarks an expert swimmer. Apparently he defies all natural laws, but of course he doesn't.

It is a simple trick, but it requires practice. Just as I throw myself backward to go down, I flip the cigar end for end with my tongue and upper lip, and get the lighted end in my mouth, closing my lips water tight around it. A little slippery elm juice gargled before going in prevents any accidental burning of the mouth. Going slowly down backward, I lie at full length on the bottom of the tank, and blow smoke through the cut end of the cigar. Just as I reach the surface again, another flip reverses the cigar, and there I am smoking calmly. The reversing is done so that nobody notices it.

Spanish Onions **Marmalade Oranges**

Two seasonable lines just to hand, also

Two Cars Lemons, Two Cars Navel Oranges

We guarantee goods free from Frost.
Prices Low. Order Quick.

WHITE & CO., 64 FRONT ST. EAST, TORONTO.

PHONES { Main 4106 / " 4107

Wholesale Fruit and Produce.

Dealers in Butter, Eggs and other Country Produce on commission.

1904

Prompt **SAME OLD STORY.** Reliable

Selling best goods obtainable at lowest possible prices.

Thats's how we hold our trade. Quality tells. Try us.

Hugh Walker & Son, Wholesale Fruits, **Guelph, Ont.**

Dried Fruit

cleaned and renovated by the latest improved machinery and appliances.

GUARANTEED TO GIVE SATISFACTION.

J. T. ADAMSON & CO.
27 St. Sacrament Street,
MONTREAL.
Tel. Main 778.

FLOUR AND CEREAL FOODS

Australia's Great Harvest.

MR. D. H. ROSS, Canada's commercial agent at Melbourne, reports to the Department of Trade and Commerce as follows :

The chief traffic manager of the Victorian railways has supplied a return, compiled from estimates furnished by the station masters throughout the State of Victoria, showing the quantity of wheat it is anticipated the railways will have to handle this season. This return shows an estimate of 25,152,192 bushels which, if realized, will exceed the best previous record of 1898-99, by over 8,329,556 bushels. Independent authorities state that the returns for Victoria will be nearer 26,500,000 bushels. It will require nearly 6,400,000 bags to hold the wheat, as there are no other facilities as yet, available for its transport. Owing to former estimates of the yield in the other states having been much lower than the actual, results are now fairly well assured of, previous advices have been greatly under-estimated. The latest official estimates for Australia are a yield of 73,000,000 bushels, which will leave about 48 to 50 million bushels of wheat available for over-sea exportation.

Elevator Company Fined.

JUDGE DESNOYERS, of Montreal, gave judgment last week in the case of the Harbor Commissioners vs. the Montreal Grain Elevating Company. The defendants were charged with neglecting to remove the wreck of an elevator which sank opposite one of the wharves in the river. His honor held that they were guilty and imposed a fine of $40 and costs.

The company alleged that the sinking of the elevator was the fault of the harbor commissioners, owing to a submerged wharf, upon which they claimed no signal was placed. The harbor commissioners, on the other hand, claimed that the fault lay entirely with the Montreal Grain Elevating Company, and they they were in no way responsible. A dispute arose as to the lifting of this elevator from the bottom of the river, where it lay a menace to navigation. The Elevator Company claimed that they had done all they could, and had failed to lift it, calling upon the harbor board to do the work. This the latter, for various reasons, refused to do, and served the company with notice that they would expect them to pay a fine of forty dollars per day for every day that their elevator obstructed the harbor. This lead to the suit, which was decided last week.

Is There a Shortage in Wheat?

AT present there is not any more good milling wheat in Canada than will be required for the Canadian market, said F. W. Thompson, vice-president and general manager of the Ogilvie Flour Mill Company, in an interview this week.

"In my opinion," continued Mr. Thompson, "independent of war conditions, prices for sound milling wheat will see much higher levels. Any exports that are now made will have to be at further advanced prices to protect the home market. The scarcity of good milling wheat must be attributed to the inferior quality of the last crop. This is shown by the inspections made at Winnipeg in January. Of the 1,939 cars of wheat inspected it was found that 938 cars were unfit for milling. Then, again, we have had to face the fact that the crop in the Canadian Northwest this season has turned out from 15,000,000 to 20,000,000 bushels less than the previous crop, and we estimate that the supply of milling wheat in Canada to-day is approximately 15,000,000 bushels less than at the same period last year. I have no doubt that similar conditions will be found to exist in the American Northwest, and as we have still eight months to go before another crop will be available the situation will become more acute daily. A further rise in prices is therefore imminent. Independent of all speculative conditions, it is evident that the legitimate conditions with regard to supply and demand warrant an advance.

"That we are trying to protect the home market may be gathered from the fact that during the last few days we have increased our price to Great Britain 2s. 6d."

Dominion Millers Meet.

At a special meeting of the Dominion Millers' Association in Toronto last week, a resolution was passed calling on the Minister of Trade and Commerce to appoint official weighers at the different elevators at all lake ports to prevent shortages in car wheat. The delay of the government in fixing the flour standards was also discussed, but no definite action was taken. It was reported that the railways would permit country millers in future to put in peas and beans with carloads of flour and charge only the carload rate. About thirty millers were present at the meeting.

Russia's Cereal Crop 1903.

According to statistics of the central statistical committee, the crop of cereals in the 72 governments and districts of European and Asiatic Russia is estimated at 2,196,907,700 poods (1,720,448,392 bushels), against 2,294,667,100 poods (1,832,590,755 bushels in 1902, as follows :

Cereals.	1903 Bushels.	1902 Bushels.
Wheat	413,305,837	369,034,932
Rye	19,717,457	13,982,336
Oats	710,143,540	827,771,637
Barley	371,994,623	353 189,263
Indian Corn	5),670,514	48,497.4^0
Buckwheat	39,689 025	61,103,77^
Millet	9 ',211,696	131,318,712
Pease	22,715,700	27,692,700
Total	1,720,448,392	1.832,590,755

The potato crop is estimated at 931,009,626 bushels, against 1,041,098,243 bushels in 1902.

Sending Flour to Sweden.

Mr. Sontum, Canada's trade agent for Sweden and Norway, writing to the Department of Trade and Commerce, Ottawa, says that there is a remarkable increase in the importation of Canadian flour. One broker handled 30,000 sacks. Attempts have been made to bring in wheat, but there is a scarcity of milling facilities.

Cereal Notes.

The large plant of the Corn Products Company, Oswego, N. Y., was destroyed by fire last week, with loss estimated at 1 000,000.

The following notice to visitors has been posted at the office entrance of the Napoli Macaroni Co.'s factory at Toronto : "The manager regrets that owing to the rush of business, he will be unable to show visitors through the factory during the months of February, March and April."

Tillson's Pan-Dried Oats has a quality all its own. Its army of users will not take any other breakfast food. They know. It's a food, not a fad. If it is not in your stock it should be.

Tillson's Pan-dried Oats

The Tillson Company Limited, Tillsonburg, Ontario.

TELEPHONE { MAIN 1257 " 4675

Wm. McCann Milling Co.

MILLERS
AND GRAIN DEALERS

192 King Street East TORONTO.

FLOUR FEED CEREALS

Place a Trial Order with Us for a Full Line of Our Goods.
QUALITY UNEXCELLED. SATISFACTION GUARANTEED.

Ontario Winter Patents,
Manitoba Blends,
Pure Manitoba.

Rolled Oats (Standard and Granulated)
" Barley, Oatmeal,
" Wheat, Pot and Pearl Barley
Wheatlet, Farina, Split Peas.

"Matchless" Feed.

THE G. CARTER, SON & CO., Limited,
ST. MARYS, ONTARIO.

In character, in manner, in style, in all things, the supreme excellence is simplicity. – Longfellow

"Wee McGregor's" Breakfast Food

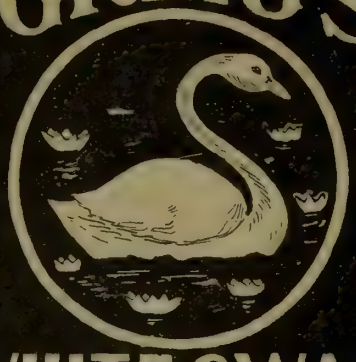
A simple diet containing all the elements necessary to sustain life.

"It's Gran' for the Morn's Mornin'"

The F. J. Castle Co., Limited, WHOLESALE GROCERS

OTTAWA, ——— CANADA.

GREIG'S



WHITE SWAN

Buckwheat Flour

(SELF-RISING)

High-grade in every particular

Put up in attractive packages—three dozen in a case—and is a great seller.

This is the Pancake Season.

The ROBERT GRIEG CO., Limited,
White Swan Mills, - - - TORONTO.

ALL PURE AND GOOD

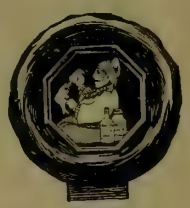
O Yes!

Know all men by these presents that **Batty's Nabob Sauce** has never been surpassed.

We received the Gold Medal in 1851. We received the Gold Medal in 1903, and we were not idle all the time in between.

No store is complete without it.

In witness thereof we have affixed our name:



ESTABLISHED 1824.

Batty & CO.

LIMITED

Sauce and Pickle Specialists,

LONDON, S.E.

Our 1904 models are now ready. Prices, $25 to $650

The Best Are the Cheapest

For twenty years the National Cash Register Company has made the announcement that it could sell a *better* cash register for *less* money than any other concern in the world. We have *never failed* to do this in a single case.

We are the originators of cash registers and have naturally been the target of all other cash register companies. In the face of this competition we did a larger business last year than ever before. This was because our 365,000 users were well satisfied with their "Nationals."

Over two hundred concerns have failed in the cash register business because they could not furnish a cash register without infringing some of our 895 patents.

Some merchants are led to purchase low-grade cash registers by misrepresentation. Later they find they will not give satisfaction. If you are interested in a low-priced machine, don't buy till you see our agent. We guarantee to sell cheaper than anybody else.

FIVE THINGS TO REMEMBER. A "National" takes care of

1. Cash Sales. 2. Credit Sales. 3. Money Received on Account. 4. Money Paid Out. 5. Changing Money.

We employ 1,400 salesmen. If you would like further information, send in attached coupon. Our agent will then call. This puts you under no obligation whatever to buy.

N. C. R. COMPANY, Dayton, O.
Please have your agent call when next in my vicinity. This puts me under no obligation to buy. I saw your ad in CANADIAN GROCER.

CUT OFF HERE

Name _____

Address _____

National Cash Register Company

Dayton, Ohio, U. S. A.

POSITION OF COFFEE.

WILLETT & GRAY, in their weekly statistical report of February 11th, say :

The speculative position of coffee remains in a very unsatisfactory state. It is partly due to the continued liquidation of outside speculators and partly due to the feeling that coffee after a two-cent break should be low enough. When looking at the fact that last Summer option prices between July and September moved around 3.50c. for the spot month, it must also be considered that the market price for September delivery now is 3.50c. higher than it sold at last year, which is to be borne in mind equally as much as the fact that the market has declined 2 cents from the top.

Receipts at Rio are much larger than was expected, while at Santos the movement is about on the basis of predictions. The fact that New York market became the highest in the world, naturally attracted the merchandise, not only from Brazil, but also from Europe, a condition of affairs that becomes sensitive with the American Visible Supply at 3¼ million bags of Brazil coffee. It is favorable for the cofffee position in this country that the European markets have improved, so that they will have to take the balance of the current crop in Brazil as well as part of the stocks in the ports of Rio and Santos.

It is entirely too early to say how the market will act later on, but for the time being it is well enough to know that of our heavy supplies of 3,250,000 bags, about two and a half million (2,500,000) bags are carried by outside speculators who have no conception of what the stocks mean, or of coffee itself, or any details in connection with the business. Under such circumstances conservative coffee merchants will do well to stand aloof. After the very heavy deliveries of the first seven months of the current crop it is quite uncertain to what extent the country needs coffee or will continue buying, and this must remain the only factor of importance, moreso now than at any previous time, and large supplies are always felt most in the Spring months than at any other time.

Quotations are entirely nominal without any transactions being recorded, but possibly 7½ cents for Rio No. 7 and 8¼ cents for good selections Santos No. 4 are the proper prices to be considered just now.

February options, week ending February 11 : Highest, 6.20 to 6.30; lowest 5.10 to 5.15; closing 6.20 to 6.30, against last year closing 4.50 to 4.60. No. 7 last year 5⅞c.

	1904. Feb. 1st.	1904. Jan. 1st.	1903. Feb. 1st.
Visible supply of world in bags.	13,312,404	13,757,746	12,769,414
Stock U.S., all kinds, in bags..	2,916,361	2,911,207	2,500,241

Stock Brazils in New York, February 10; 2,508,115 bags. Total Brazils in the United States, 2,624,249 bags. Total in U. S. other kinds, February 8; 328,976 bags. Deliveries for the week ending Feb. 6, 174,252 bags, against 99,484 bags last year. Receipts of Brazils for week ending February 10, 181,015 bags.

MRS. DOOLEY'S LAUNDRY SOAP.

A REPRESENTATIVE of The Grocer found an example of a successful business in a visit to the Metropolitan Soap Co., Limited of Toronto, whose factory is situated on Atlantic avenue in the suburb of Parkdale. A year ago last November two young men with small financial resources but with the bountiful courage and faith of youth, joined forces and began the manufacture of soap. Their success even in the first month was beyond their expectations, and every succeeding month has seen an increase in their trade. It soon became apparent that they would have to enlarge the capacity of their plant. This meant the reorganization of their affairs and an ordinary partnership became a joint stock company with strong men as shareholders and directors, and with a paid-in capital sufficient to meet the needs of the expanding trade. At the beginning the factory had one tank with a capacity of 20,000 lbs. Soon a second tank was added with a capacity of 75,000 lbs. Since then a third tank with a capacity of 100,000 lbs. has been put in. The main business of the company has been the manufacture of textile soaps, with which they have had remarkable success. It has been stated to The Grocer's representative that his company is doing 70 per cent. of the entire soap trade of the textile manufacturers of the Dominion.

In July of last year the company began making a laundry soap, to which they have given the happy name of "Mrs. Dooley's Laundry Soap." This

Factory of Metropolitan Soap Co., Limited, Toronto.

soap is made after the best formula known, and includes borax as a distinctive feature. The makers have determined to go after the laundry soap trade of Canada, and their faith in the goods they make and the methods they plan to employ should lead to large business.

The company has a capital of $40,000.

Its board of directors are Jas. Watt, Sr., long associated with the Toronto Globe; Peter Ryan, and F. M. Purdy, prominent Toronto business men; F. T. Weir and Jas. Watt, Jr. Mr. Weir is manager of the company and Jas. Watt, Jr., secretary-treasurer.

TRUCKS

for **Warehouse** and **Factory.**

Save You Money
Do Men's Work
Draw no Salary

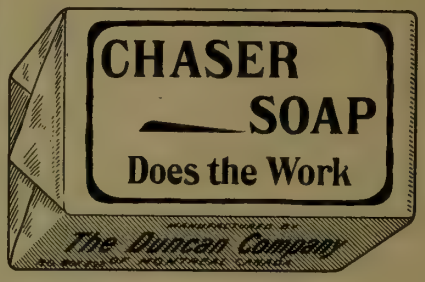
Our Trucks are guaranteed satisfactory. Turn in their own length.

MADE IN CANADA.

H. C. Slingsby for Canada.

Factory, Ontario Street, Temple Building, MONTREAL.

YOU MAY HAVE LOTS OF SOAP ON HAND, BUT—HAVE YOU GOT THE BEST?



P.O. Box 292. Bell Tel. M. 4375.

BUY

Star Brand

COTTON CLOTHES LINES

—AND—

COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.

For sale by all Wholesale Dealers

See that you get them.

40 HIGHEST AWARDS
In Europe and America

Walter Baker & Co. Ltd.

Trade-mark.

The Oldest and Largest Manufacturers of

PURE, HIGH GRADE

COCOAS

AND

CHOCOLATES

No Chemicals are used in their manufacture.

Their **Breakfast Cocoa** is absolutely pure, delicious, nutritious, and costs less than one cent a cup.

Their **Premium No. 1 Chocolate,** put up in **Blue Wrappers and Yellow Labels,** is the best plain chocolate in the market for family use.

Their **German Sweet Chocolate** is good to eat and good to drink. It is palatable, nutritious, and healthful; a great favorite with children.

Buyers should ask for and make sure that they get the genuine goods. The above **trade-mark** is on every package.

Walter Baker & Co. Ltd.
Established 1780.
Dorchester, Mass.
Branch House, 12 and 14 St. John St., Montreal

DELAYS ARE DANGEROUS

Owing to disorganization of freight traffic, we advise our customers to order their supplies a week or ten days in advance of requirements.

JAPAN TEAS have advanced in price, and from present indications are likely to be considerably higher. We have a good assortment on hand purchased previous to the advance, which we are offering at former quotations.

CEYLON and BLACK TEAS in Half-Chests: We have something particularly nice in these lines at 16½ to 18½c. per pound.

Samples of the Teas referred to upon application. If you are interested in Teas of any description it will pay you to communicate with us before purchasing elsewhere.

COFFEES, ROASTED and GREEN RIO: We contracted for a large quantity sometime ago, and can give our customers extra value in these lines. Have no hesitation in asking us for samples and price of same.

The R. & J. H Simpson Co.,
WHOLESALE GROCERS AND TEA IMPORTERS,
Guelph, Ont.

WASHINGTON SALMON PACK.

ACCORDING to the report of the Washington State Fish Commissioner, which has just been filed, the total output of the fishing industry of that state last year fell far below that of 1902. The principal falling off was in the Puget Sound district, there having been a poor season. On the Columbia River, however, the output shows a material increase over the previous year. The following is a comparative statement for the two years of the value of the output:

	1903.	1902.
Puget Sound	$3,945,579 50	$5,528,595
Columbia River	1,104,495 00	951,932
Willapa Harbor	205,225 00	286,343
Grays Harbor	81,560 00	165,000
Total	$5,336,859 50	$6,931,870

The salmon pack for the Puget Sound district aggregated 478,481 cases, as against 600,659 cases of the previous year. The salmon pack on the Columbia River was 95,440 cases, a decrease of about 1,000 cases from the preceding year. The Puget Sound output of crabs, herring and clams amounted to 22,000 cases. The Puget Sound district shipped and consumed 41,948,800 lbs. of fresh, salt and smoked fish, and the Columbia River district 6,283,000 lbs.

APPRECIATED BY UP-TO-DATE GROCER.

Mr. Fred. Cox, 119 Elgin street, Hamilton, in renewing his subscription to The Grocer, adds: "In doing so I must say that it (The Grocer) is worth more than the price to any up-to-date grocer."

COTTON TO REPLACE SUGAR.

A number of the leading cottonseed oil mill companies have instituted a movement to induce Louisiana sugar planters to transform their cane fields into cotton plantations next season, says an American exchange. High-priced cotton and low-priced sugar is the argument. The companies have offered to erect a number of ginneries in Louisiana and y highest prices for cotton and seed or gin at market rates. Acreage data is being compiled and a big boom is expected in Louisiana cotton growing. The companies identified with the movement are the Southern Cotton Oil Company, Standard Cotton Seed Oil Company, the Union Oil Company, Columbia Cotton Oil Refining and Manufacturing Company, New Orleans Cotton Seed Oil and Manufacturing Company and Delta Delinting and Refining Company.

SNOW and ICE

EVERYWHERE

BUT

there was a time some months ago when this grand country of ours was clothed in brighter tints, and "Mother Earth" gave forth her best.

THEN

H. Goodwillie & Son

WELLAND, ONT.

put up **IN GLASS** the **BEST FRUITS** that could be obtained.

HAVE YOU A SUPPLY?

Agents:
ROSE & LAFLAMME,
MONTREAL.

BATGER'S

IN THE GOOD OLD DAYS
OF KING GEORGE II.

the people of England ate

MARMALADE made by **BATGER & CO.**

TO-DAY

the people of the British Empire are eating

BATGER'S MARMALADES.

TIME HAS PROVEN THEM
TO BE AS GOOD AS THE BEST.

YOUR WHOLESALE GROCER CAN SUPPLY YOU.

Agents:
ROSE & LAFLAMME,
MONTREAL.

RED SEAL { **Tomato Mustard**
Tomato Chutney
Chili Sauce
Worcestershire Sauce } **RED SEAL**

4 delicious relishes, equal in quality and attractiveness to the best imported, and no higher in price than inferior goods.

Prepared under the personal supervision of an expert processor secured from the United States for this especial purpose.

Send **at once** to **your** wholesale house for a sample assorted case. If they cannot supply you write us for names of wholesalers **who can.**

Be a **leader:** Let your competitor **follow.** You will **have** to have them sooner or later—better, **sooner.**

CANADIAN CANNERS' CONSOLIDATED COMPANIES LIMITED

HAMILTON, ONTARIO.

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR RETAIL MERCHANTS.

The Pleasures of Smoking.

PROBABLY no deity of ancient or modern times has been the object of such devoted and consistent worship as the Goddess Nicotine. Of all who bow before her shrine, the wanderers—humble or otherwise—in the fields of literature have especially delighted to do her honor. Kingsley pays her an eloquent tribute; Jerome K. Jerome ferverently dedicates one of his books to his dearly loved pipe; J. M. Barrie's homage to the delightful goddess has won universal admiration, though he scarcely deserves it, seeing how basely he deserted her. But none of these go into the innermost heart of the matter; they have not analyzed and examined the motives which impel mankind almost universally to recognize the delights of her service. Nowadays the overwhelming majority of the male population, and a no longer insignificant proportion of the gentler sex, admit her claims, but few could accurately state wherein the delights of nicotine worship lie, says the Cigar and Tobacco World.

Why does such a large proportion of the human race smoke? To what senses does the fragrant herb appeal? The habitual smoker will admit that four of his five senses share in the pleasure.

To begin with there is the sense of taste, and to the connoisseur it contributes most to his delight. As he smokes his favorite brand, whether it be of tobacco, cigar or cigarette, he luxuriously yields himself to the full enjoyment of every draw. And how particular he is about always getting his special brand! Nothing else will do—the flavor of no other kind is equal to that of his own.

With a very large body of smokers the chief enjoyment of smoking lies in the sense of smell. Of course, all sane people in full possession of their senses like the scent of a good cigar. Cigarettes, too, appeal very largely to the olfactory nerve. If anyone doubt the part played by the nose, let him try a smoke when he has a bad cold in the head and can smell nothing, and he will probably soon admit that his pipe was not so satisfactory as usual.

Strange as it may seem to some, the sight takes its share of the general enjoyment. If the smoker can not see the clouds issuing from his mouth and the wreaths curling gently upward from his pipe his pleasure is incomplete. Most smokers find that smoking in the dark—I mean in absolute darkness—is not worth doing. To prove this just light your pipe, then lean back in your chair, shut your eyes and continue smoking. You will give it up, or your pipe will go out before many minutes are over.

Lastly, the touch adds its quota to the gratification. This is due to habit. If the inveterate smoker can feel something between his lips, even a straw or stem of grass, he will find it better than nothing. Plenty of men will sit contentedly working or reading with an empty pipe stuck in their mouths. Why is this? Simply because through force of habit they feel they must have something there. These, however, are not all the delights experienced by the offerers of incense to the sensuous goddess; rather are they the grosser ones.

Who can adequately describe the soothing effect of tobacco on the nerves, and the feeling of peacefulness and contentment that it engenders? My friend, if your temper has been ruffled, go light your pipe, and in solitude give yourself up completely to its enjoyment. Concentrate your whole thoughts on the enjoyment of that pipe and in a few moments your anger will subside—your feelings recover their customary evenness. It's an excellent prescription.

And what an aid, too, is a good cigar to meditation? Would you wander in thought through the infinity of the universe, would you mentally explore the world of science, would you attain the dizzy heights of Parnassus, go, make your sacrifice to the Goddess Nicotine!

Old Chum

CUT PLUG
SMOKING
TOBACCO

satisfies the most exacting customers.

Sold By All Leading Wholesale Houses.

CURRENCY

Plug Chewing Tobacco

is a

Quick Seller.

Handled by all Leading Wholesale Houses.

A Flat-Footed Stand.

Our business is making cigars. Our business end is to make money. We have a little money in the bank —to take the edge of worry. Just because of the way we are made, and because we are not starving, we will not gamble with our good name as cigar manufacturers by making poor goods. We are widely known as the makers of Pharoah (10-center) and Pebble (5-center), and we rely on these brands to make for us a very large business among the best class of grocers.

Our Standing Offer to Grocers: Give us an order for 1,000 Cigars (send for list of lines), and if at the end of three months you want to return the unsold stock and get your money back, you have only to tell us so. Our money is yours, if you want it.

J. BRUCE PAYNE, Limited, Manufacturers, GRANBY, QUE.

"Gentlemen,

I have something to say to to you concerning **T. & B.** Tobacco. In a word it is—Sell it. It does you more good than you know."

What our friend says to the grocery trade we heartily endorse, of course.

GEO. E. TUCKETT & SON CO., Limited

HAMILTON, CANADA.

$6.00
2
12.00

We send, charges prepaid, 3-dozen assorted pipes for $6.00. These pipes will retail at from 25c. to 75c. If the average retail price be no more than 35c. each, you double your money, —and the stock never gets bad.

Send for a sample assortment. Return if not satisfactory.

W. B. REID & CO.

Wholesale Tobacconists,
58 Yonge St., Toronto

QUEEN'S NAVY

CHEWING TOBACCO

Makes money for the grocer by giving satisfaction to the chewer.

The Erie Tobacco Company
WINDSOR, ONTARIO.

HORROCKS'
RONTO
5c. CIGAR

The best that money can produce.
Manufactured by
T. J. Horrocks,
Wholesale Tobacconist
176 King St. East, - TORONTO

The Chamberlain Cigar

The **best value** in Canada! Sold the **world** over! It will help your **trade tremendously!** Order a sample lot to-day!

SAVE THE BANDS AND RETURN THEM TO
J. M. FORTIER, Limited,
MONTREAL.

MANUFACTURERS OF
Cigarettes and Cut Tobaccos

HE GROCER'S FAVOR

has been diligently cultivated by us ever since, years ago, we began making McALPIN'S TOBACCOS. First of all we made a good Tobacco. Next we made the selling of our Tobaccos a more profitable thing for the grocer than tobacco-selling had been before. We retain the favor of the grocery trade to this day, and are adding to it.

SMOKING—
TONKA,
SOLID COMFORT,
PINCHIN'S
HAND MADE.

CHEWING—
BRITISH NAVY,
KING'S NAVY,
BEAVER,
APRICOT.

McALPIN CONSUMERS TOBACCO CO., Limited, TORONTO

Mineral Water on Tobacco.

A LONDON tobacco manufacturer has found, what he believes, to be a cure for the deterioration in aroma, which experts say that tobacco suffers in the course of a sea voyage, says a London cablegram to the Chicago Inter-Ocean.

At a private demonstration the discoverer told the story of his find. He had long been testing the properties of certain waters of mineral springs, which he used to moisten the leaf tobacco before cutting. This is a necessary process to prevent the dry leaf crumbling into dust.

While recently taking the waters at Marlock, he was struck by a revivifying influence of the well known petrifying spring which turns fruit into stone after a prolonged immersion. He resolved to try it on tobacco in conjunction with another mineral water famous for the amount of ozone it contains. The treated leaf proved so agreeably flavored that he has decided to apply the process to every cigarette that he makes.

Several days ago a parcel of Virginia leaf was divided in half, and one portion was sprayed with the mineral waters and the rest with ordinary water after the old method. The leaf was cut and made into cigarettes. When smoked there was a marked difference. The treated cigarettes had a softer and peculiarly fresher flavor, which the demonstrator attributed to the ozone. This treatment improves Turkish tobacco as well as Virginia. The discoverer does not believe that the treatment alters the flavor of the tobacco, but that it restores the original aroma lost during the sea voyage to England.

Some Deadly Smokes.

IT is a curious fact that while cigarettes made of the leaves of the coffee trees are declared to produce an unconquerable aversion for tobacco, says a writer in Pearson's Weekly, yet the smoking of the coffee bean is extremely harmful. It produces a peculiar kind of sore throat, which may actually prove dangerous if the practice of coffee smoking is persisted in.

Tobacco is without doubt the most wholesome of vegetable substances used for smoking, but it is by no means the only one so employed.

One of the chief of these substitutes is Indian hemp, or "bhang," the use of which has increased of late years in the East even more rapidly than that of opium.

The leaf is prepared by drying and powdering, and is then mixed with ordinary tobacco and smoked in a common tobacco pipe. Or sometimes it is made into balls with tragacanth gum, and smoked like opium in a very small pipe.

Indian hemp is literally a tobacco of death, for it has been used from time immemorial to excite the passions of fanatical murderers. The Indian sepoys were made mad with bhang before taking part in the awful scenes of the Indian mutiny.

Another name for bhang is "hasheesh," whence comes the word "assassin." A third name for Indian hemp is ganjah, which is the term that Indian coolies use.

A petition has recently been circulated in Jamica that the government will forbid the sale of ganjah to the East Indian coolies who work on the banana and sugar plantations in that island. Habitual users of the drug become maniacs with homicidal tendencies, and are given to running "amok" and killing all in their path.

The physical effects of the smoking of Indian hemp are varied and terrible. Sometimes the smoker giggles insanely, at other times he goes balancing along first on one foot and then the other, rubbing his hands and talking to himself. His appetite becomes furious, and he will eat even clay and grass.

Catalepsy is a frequent result of indulgence in this horrible drug; in other cases dropsy supervenes, and the inevitable end is death.

The Poets and The Weed.

"Yes, social friend, I love thee well,
In learned doctors' spite;
Thy clouds all other clouds dispel
And lap me in delight."

—Charles Sprague.

* * *

"Tobacco, sacred herb, though lowly,
Baffles old Time, the tyrant, wholly,
And makes him turn his hour-glass slowly."

—James Russell Lowell.

* * *

"Give a man a pipe he can smoke,
Give a man a book he can read;
And his home is bright with a calm delight,
Though the room be poor indeed."

* * *

—James Thompson.

"Hast thou a love that pouts, a wife that wrangles,
A mother-in-law whose art thy belfry jangles,
An ancient debt, a sudden yoke of twins,
Oh, try the weed."

—W. E. Henley.

FREE

THE SILENT DRUMMER

Illustrated Catalogue

1904

NOW READY, WRITE FOR COPY.

THE W. H. STEELE CO., LIMITED

Wholesale Tobacconists,

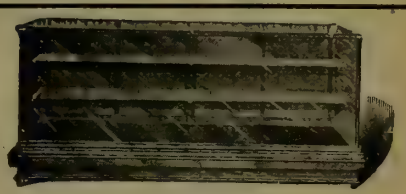
40 SCOTT ST., TORONTO.

Should be in the mouth of every smoker. What? a

McDougall Scotch Clay Pipe

Be sure and ask for it, and see that you get it.

D. McDougall & Co., Glasgow. Scotland.



Our "Coronation."

This case with its ALL GLASS Top (no wood above the glass) is THE VERY FINEST display case in the world today. We are making TWENTY of this style of case to ONE of ANY OTHER, and are receiving orders from ALL parts of the Dominion for this MAGNIFICENT case. It is fitted with the very best British Plate Glass THROUGHOUT, including the mirrors in the doors and the shelves, in short, it is the MOST EXQUISITE and most UP-TO-DATE floor case on the market anywhere in the world to-day.

A large number of Grocers throughout the Dominion are now handling cigars as a special branch and ARE doing WELL with them. Are YOU right in line with these progressive and wide-awake men? If not, YOU OUGHT TO BE. If you desire to fall in the ranks by taking up this GOOD PAYING side-line you cannot do better than consult us about the very best and most modern display cases made especially for that line of business. In order to make a good display of, and to keep your cigars right it is necessary to have a first-class case of OUR manufacture. We turn out nothing but the very best goods, and our prices ARE REASONABLE for such goods.

Dominion Show Case Co.

53 Richmond St. East, - - TORONTO.

"One who has suffered Fortune's hardest knocks,
Poor, and with none to tend on his gray hairs,
Yet has a friend in his tobacco box,
And while he rolls his quid, forgets his cares."

—Robert Southey.

Tobacco Notes.

About £14,000,000, it is estimated, is annually spent on tobacco and pipes in the United Kingdom.

R. Durocher, representing J. U. Gervais & Cie, Joliette, leaf tobacco dealers, was making his rounds among the Ottawa jobbing trade last week.

Fred. Oberndorfer, representing S. Oberndorfer, Kingston, was a visitor to the Ottawa trade last week. Fred's genial countenance suggested good business.

FORD & FEATHERSTONE

Importers and dealers in

FIREPROOF SAFES,
STEEL BANK SAFES,
VAULTS, TIME LOCKS,
DEPOSIT BOXES.

Combination locks put on and combinations changed. Safes repaired, etc.

10 John St. N., Hamilton, Ont.

ESTABLISHED 1855

TAYLOR'S DOUBLE TONGUE & GROOVE SAFES

145 & 147 FRONT ST. EAST. TORONTO.

The Hallwood

Have You a Cash Register?

Study the Hallwood.

It is made to stand a thorough examination.

It tells at every turn why its use is to be commended.

The Hallwood is the perfection of mechanism.

The Hallwood system is the most perfect devised for handling business transactions.

Send for descriptive literature. We rely on the buyer's good judgment for our sales.

THE

Hallwood Cash Register Co. of Canada

78-80 King St. E., TORONTO.

1782 Notre Dame St., MONTREAL.

Special Advertising Rates have been arranged for space in "The Office," and will be gladly quoted on request.

YOUR SIGNATURE 50c.

Engraved Fac-simile, and a plate that any printer can use for Exact size of original. Remit P.O. or Express Money Order. Sent in three days. Make your signature in black, dark blue or red ink. We make all kinds of advertising cuts.

GEO. J. SMITH BUREAU, 621 Broadway, N.Y., U.S.A.

PRINTING

1,000 Envelopes, good white paper,	$1.00
1,000 Letter Heads, Note size,	$1.00
1,000 Letter Heads, Letter size,	$2.50
1,000 Statements,	$1.50
1,000 Bill Heads,	$1.50
1,000 Dodgers,	$1.25

Send for Samples.

G. A. Weese & Son, 44 Yonge St., Toronto.

Trade With England

Every Canadian who wishes to trade successfully with the Old Country should read

"Commercial Intelligence"

(The address is 168 Fleet St., London, England.)

The cost is only 6c. per week. (Annual subscription, including postage, $4.80.)

Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.

NEW TELEPHONE LINE

A new copper metallic line has just been completed from Simcoe to Port Rowan. The towns listed below can now be reached from Toronto at the following rates :

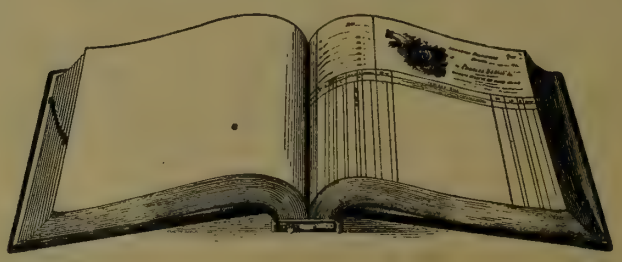
PORT ROWAN	50c.
ST. WILLIAMS	50c.
VITTORIA	40c.

The Bell Telephone Co. of Canada

SAVE TIME

BY

KEEPING YOUR BILLS ALWAYS MADE OUT.



The Briggs Ledger System Co., Limited

75 York St., TORONTO, ONT.

Write for Catalogue.

THE OFFICE

DEVOTED TO THE OFFICE STAFFS OF BUSINESS ESTABLISHMENTS

A SIMPLE METHOD OF BOOKKEEPING FOR RETAIL MERCHANTS.

By C. T. Inman, Denver, Colo.

THE books to be used are as follows: Ledger and two common manila two-column sales books (journal ruling). On the first page of the ledger enter a statement of assets and liabilities containing at least the following data:

Assets.	Liabilities.
Cash.	Accounts Payable.
Stock (Mdse.).	(Other Indebtedness).
Accounts Receivable.	
Other Assets.	

The difference between the assets and liabilities will be the dealer's net worth.

Head the last eight pages in the ledger as follows:

1. Goods sold for cash.
2. Goods sold on credit.
3. Goods bought on credit.
4. Goods bought for cash.
5. Cash received on account.
6. Cash paid on account.
7. Expense.
8. Goods returned from customers.

Take one of the sales books, head columns as in form (A).

As credit sales are made, enter customer's name and items bought, but carry only the total of the purchase into the first column. Any goods returned by the customer should be entered as above, except that the total would be entered in the second column. As the page fills up, foot each column separately and carry to corresponding column on next page until the end of the month, when the total of the first column is entered on the page in the ledger marked "Goods sold on credit," and the footing of the second column is entered on the page headed "Goods returned by customers."

If duplicate sales tickets are used, simply enter the customer's name, date and amount of sale or return in its proper column and file the sales ticket in shape for convenient reference. Now, at such time in the day as

JANUARY, 1903

Day.	L. F.	Sales.	Total of Each Sale.	Total of Each Return

Form A.

is most convenient the sales are entered in the ledger as charges to the customer's account and the returns as credits, and checked in the sales book to show that they have been so entered.

Now turn to the last page of the sales book and head columns as in form (B).

As goods are received from the wholesaler the invoice is, of course, checked for quantities, prices and extensions. Any returns or deductions are noted on invoice and deducted from its footing. Now, on this last page enter the name of the house the goods were bought from, the date of the invoice, and the amount after making all deductions. Treat all invoices in this manner until the page is full, then carry footing over to the preceding page, and so on to end of month, when footing is carried

JANUARY, 1903.

Day.	L. F.	Purchase.	Amt. of Invoice.

Form B.

to ledger page marked "Goods purchased on credit." After so entering the invoice, file alphabetically.

No ledger account is necessary with the people of whom the retailer buys goods, as they have to keep his account in shape for convenient reference and will send him statements periodically, at which time he should check with invoices on his file and notify them at once of any difference. If retailer discounts his bill, the discount should be taken from invoice when it is checked up and net amount of invoice entered.

Freight is considered as expense and so entered through cash book.

For the cash transaction the retailer will use his other manila sales book.

Skip the first page and commence work on the second. On the right-hand page rule an extra column beside the two already there, as in form (C). On the left-hand page mark first column "Cash on account," and second "Cash sales." As customers pay on account, their names are entered and the amount placed in the first column from which it is placed to the credit of the customer's account in the ledger. As cash sales are made, the amounts are placed in the second column.

On the right-hand page head the extra column "Cash paid on account," the next "Goods bought for cash," and the last "Expense." As money is paid out on account, or in settlement in full, enter amount in first column opposite the name of person to whom paid. All cash purchases are entered in second column, and all cash paid for running expenses, freight, rent, clerk hire, etc., placed in the third column.

As soon as either page is full, foot each column separately and carry to proper column on next corresponding page, always remembering that "Cash receipts" are on the left-hand page and "Cash disbursements" are on the right. At the end of the month, carry the footing of each column to its proper page in the ledger. The difference at any time between the footing of the left and right side of the cash book is the amount of cash there should be on hand. The bank account is considered as so much cash. As checks are drawn, the dealer considers them exactly as he does the money he pays out, and makes his entries accordingly. When making his deposits,

he should consider that he is taking money out of one pocket (the cash drawer) and placing it in another (the bank), hence no book entry is necessary; his check stubs show at any time his balance in bank.

Now, if the dealer's cash balances, the cash book entries are correct; if it does not, the difference must be located and adjusted. If the dealer so wishes, he can prove his customers' accounts in the following manner:

Add to "Accounts receivable," as shown in statement of assets and liabilities, the footing of ledger pages marked "Credit sales," and deduct the footing of ledger pages marked "Goods returned from customers" and "Cash received on account." If his work is correctly done, the footings of each amount due from his customers, as shown by their ledger accounts, will equal this amount exactly.

The comparison shown by the eight pages in the ledger will be of a highly interesting and instructive nature to the dealer, and will aid greatly in determining his

JANUARY, 1903.

Day.	L. F.	Cash Received.	On Account.	Cash Sales.	Day.	L. F.	Cash Paid.	On Account.	Goods bought for Cash.	Expense.
		Form C.					Form C.			

future operations and help in a great measure to stop leakages, by keeping him thoroughly conversant with the principal features of his business.

DEALING WITH DISHONEST DEBTORS.

By J. E. W.

WHAT to do with dishonest debtors has always been a perplexing question. The law is not favorable to incarceration for the offence and, on the whole, it is no doubt well that this is so. Otherwise, there might be abuses of the privilege that would quickly unbalance its salutary results. There are, however, from time to time, debtors whose transactions reveal such systematic and premeditated dishonesty, that some more adequate punishment seems absolutely necessary as a public safeguard; and, that creditors are not armed with some such weapon to meet—or rather prevent—this class of offenders, is at times exasperating.

Some Instances.

For instance, a meeting of creditors is called. The usual vague explanations follow, with fictitious accounts of losses, etc. Unheard of relatives and sundry persons make their appearance as creditors, and finally, on calls for an "offer," the debtor produces his wife or brother or sundry other person who is "willing" for disinterested reasons, to buy the stock and outfit if the creditors will accept, say 25c. on the dollar. This is the ordinary "hold up," and it is quite complete. The offer is accepted because it is the only thing in sight.

Prompted by Shrewd Lawyers.

This farce has invariably for prompter a shrewd if briefless lawyer, and, so far, there seems to have been invented no iniquity for the fathering of which his services are not available. Not that we find fault or rail against the profession in particular. Indeed, we should all of us, no doubt, find the laws rather irksome and tedious if we had no one to help us break them.

The injury the dishonest tradesman inflicts is not confined to the creditor he thus defrauds. In fact, his is probably the least. One example. By systematically cutting prices, say down to a point that shuts out his honest neighbors, he demoralizes trade conditions at every point within the sphere of his influence. Indeed, if he obtained his goods by out and out burglary to put on the market, the conditions would be the same for the honest competitor, who has to pay for his goods and sell them at a profit. What's to be done?

Getting Lukewarm.

Sometimes it looks as if we were growing amiable towards corrupt practices in every direction. Common old-fashioned honesty is too dull for our new-fashioned wits and we are apt to wink at the "clever" men who "do" one another, if only it be within the law and wear a look of respectability—for this is the criterion.

But we are not going too deeply into the psychology of the matter nor yet to usurp the province of the pulpit. We are interested just now in the business aspect of the matter purely, and feel that something ought to be done along these lines for the protection of the honest traders scattered all in this broad country.

Lists of Dishonest Debtors.

Associations exist now in practically all classes of trade to maintain parity of prices and in other ways promote equilibrium, and prevent trade fraticide. Could these associations post the names of dishonest debtors in the same way that names are listed by them for other purposes and privileges? The decision of the creditors meeting on the point might be taken to determine whether or not the debtor has placed himself in this category. Mercantile reports of course, confine themselves to the fact, that a compromise was effected, but honest men, also are sometimes unfortunate and obliged to compromise. The trade report dare not classify if it could. A trade journal, too, might be a convenient plan, but would at once give the debtor the advantage of the "legal aspect" in the libel proceedings that would inevitably follow. The judgment of a creditor's meeting would not avail in law, unfortunately, nor protect a journal without special legislative enactment. The association, therefore, seems to have the best appliance, at present, within its own reach.

But (and here the whole question is reopened), we are reckoning without the cupidity of the merchant. The dishonest debtor may be posted and blacklisted, but is the merchant born who can refuse good money, even if dishonestly made. And supplies will therefore continue in proportion to risk only.

There is the loss of the past to overtake and the profit on present transactions both to tempt. He knows that if he refused, the merchant across the street would not, and there we have it. So that until the merchant, himself, in the interest of the honest tradesman, put his foot down firmly, the question will probably remain there, or be relegated to that other, last melancholy old-fashioned day of reckoning when honesty will not be at a disadvantage.

Leading Canadian Accountants and Auditors

This list is for the purpose of placing retailers, manufacturers' jobbers and other readers in touch with reliable and competent accountants and auditors whose services are so frequently required for such purposes as opening books, adjusting and auditing accounts, arranging partnerships or organizing joint stock companies, devising special office systems, making collections and investigations, handling estates, making valuations, etc.

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Auditor,
Financial Valuator.
207 Manning Chambers, City Hall Sq.,
Toronto, Canada.

F. H. KIDD,
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Assignee, Etc.
Room 50, 77 York St., Toronto.

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Accountants and Assignees.
Offices:
18 Wellington St. E., Toronto, Ont.

GEO. O. MERSON,
Chartered Accountant,
Trustee, Assignee, Liquidator,
Auditor, Etc.
27 Wellington St. E.,
'Phone Main 4744. Toronto.

Cable Address: "Wigwam."
T. G. WILLIAMSON,
Chartered Accountant and Auditor,
15 Toronto St., Toronto, Canada.

JENKINS & HARDY,
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15½ Toronto Street, Toronto.
465 Temple Building, Montreal.
100 William Street, New York.

This space $15 a year.

WILLIAM FAHEY,
Accountant and Auditor.
402 McKinnon Building, Toronto.

This space $15 a year.

This space $15 a year.

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This list is for the purpose of placing manufacturers, wholesale and retail merchants and other readers throughout Canada, and firms abroad doing business in Canada, in touch with the legal profession throughout the Dominion, for the collection of accounts, legal representation, organization of companies, the arrangement or dissolution of partnerships, or assignments, as well as all other matters of a legal nature.

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Barrister, Solicitor and Notary.
McKinnon Building, Toronto.
'Phone, Main 65.

ATWATER, DUCLOS & CHAUVIN.
Advocates. Montreal.
Albert W. Atwater, Q. C., Consulting Counsel for City of Montreal. Chas. A. Duclos. Henry N. Chauvin.

Educational Department.

The following institutions for the education of business men's sons and daughters are recommended by this paper:

More Knowledge, More Money.

If you had a better knowledge of **BOOK-KEEPING, SHORTHAND, COMMERCIAL LAW, JOINT STOCK COMPANY LAW, BUSINESS CORRESPONDENCE,** wouldn't you be able to earn more money?

We teach these **BY MAIL** at a very small expense.

Anyone who can read and write can learn these things.

Write for our free booklet and state the subject or subjects you would like to study.

Canadian Correspondence College, Limited,
43-46 King St. W., - TORONTO, ONT.

Western Business College

Cor. College and Spadina avenue, **TORONTO.**

Thorough courses in Bookkeeping, Stenography, Typewriting and **Penmanship**; individual instruction.

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Teachers who have had practical business experience teach these branches in

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A school of genuine merit. Send for our beautiful catalogue.

S. T. Willis, Principal, Cor. Bank and Albert Sts., OTTAWA.

This space $45 per year.

MANUFACTURERS' AGENTS AND BROKERS.

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W. G. PATRICK & CO.,

AGENTS AND IMPORTERS.

29 Melinda St., - TORONTO

W. G. A. LAMBE & CO.

TORONTO.

Grocery Brokers and Agents.

Established 1885

WEST LORNE.

BEANS. Hand-Picked Beans a specialty. Can ship in Jute Bags, Cotton Bags, or Barrels, to suit customers. Good broker wanted to represent me.

J. G McKILLOP, - West Lorne, Ont.

QUEBEC, P.Q

J. P. THOMAS

GENERAL AGENT AND COMMISSION MERCHANT,

25 ST. PETER STREET,

QUEBEC.

To Manufacturers' Agents

THE CANADIAN GROCER has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a Special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

Address, BUSINESS MANAGER,
CANADIAN GROCER,
Montreal and Toronto.

VANCOUVER, B.C.

C. Gardiner Johnson & Co.,

VANCOUVER, B. C.

Importers of...

Skinner's Queensland Turtle Soup.

Sole Agents for Canada.

Supply C.P.R. Company's Cars, Steamers and Hotels, and leading Clubs of Canada.

VICTORIA, B.C.

R. W. CLARK & CO.

Japanese, Chinese and Australian Brokers,

VICTORIA, B. C.

Represented in the Orient by **Mr. A. R. Tufts**, with headquarters at Kobe.

Manufacturers and shippers requiring representation in the Orient are invited to correspond with us.
Our facilities for doing business are second to none.

WINNIPEG.

IF YOU HAVE ANYTHING TO SELL
WRITE
CAMERON GORDON & Co.
WHOLESALE
COMMISSION AGENTS
WINNIPEG MANITOBA

EASTERN MANUFACTURERS

—AND—

SHIPPERS.

All **EYES** are turned on

MANITOBA AND THE WEST.

I

Represent some of the leading houses in

CANADA and the U S.

INCREASE YOUR TRADE. WRITE ME.

E. NICHOLSON, - WINNIPEG,

Wholesale Commission Merchant and Broker'

LONDON, ENG.

TEA.

AGENTS REQUIRED in Canada and United States to sell and obtain wholesale orders for **Ceylon Black** and **Green Teas** on commission. Apply,

"COMMISSIONER,"

CANADIAN GROCER,
109 Fleet Street E.C. London, Eng.

Of course you can't see if you close your eyes,

nor can you hear if you plug up your ears.

That THE CANADIAN GROCER is a most valuable advertising medium for those who seek the trade of the grocers and general storekeepers of Canada is as plain as day—yet some folks can't see it.

Like the man who was looking all over the house for his glasses when they were on his forehead, there be some who are looking for more business among grocers yet can't see that the easiest and cheapest way to get it is through advertising in THE GROCER.

And as long as they won't listen to nor see the reasonableness of our arguments in favor of their advertising in THE GROCER, just so long are they going to be denied the business that GROCER subscribers are continually sending to GROCER advertisers.

See ?

"ACME" TABLE SALT

Ask your wholesale grocer for it. Put up in 24 3-lb. cartoons in a case, and in 50-lb. box.

TORONTO SALT WORKS, Toronto, Ont.

Harvey's Ammonia.

Gives the Wholesale Grocer over 38 per cent. profit. Always full strength. Put up in quart and pint sizes—also Dry Powdered Ammo., the strong kind.

JOHN G. HARVEY,
Manufacturing Chemist, Todmorden, Ont.

The Canadian Grocer

232 McGill St., MONTREAL.
10 Front St. E., TORONTO.

As near to the "home-made" as possible is the aim of

SOUTHWELL'S JAMS.

They are in demand at this time of year when stocks in the cellar are low. Good profits and pleased customers.

Price List, etc., for the asking.

FRANK MAGOR & CO.,

DOMINION AGENTS, 403 St. Paul St., MONTREAL.

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It would puzzle anyone to figure out a permanent profit selling cheap goods that give poor satisfaction. People are never slow at finding such things not, and you're bound to lose more or less business. A reputation for quality will do more than anything else to keep you in evidence.

The demand for **Cow-brand Soda** is bigger to-day than ever before. You can afford to give it a good showing, and guarantee it as the very best.

John Dwight & Co.,
TORONTO

Current Market Quotations for Proprietary Articles

February 18, 1904.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

Cook's Friend—

	Per doz.
Size 1, in 2 and 4 doz. boxes	$4 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 3 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ½ " "	14 00

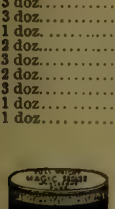
W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
1-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4 doz.	10c.	$0 85
3 doz.	4-oz.	1 20
3 doz.	6-oz.	1 75
1 doz.	12-oz.	3 50
2 doz.	12-oz.	3 45
3 doz.	12-oz.	3 40
2 doz.	16-oz.	4 45
3 doz.	16-oz.	4 35
1 doz.	2½lb.	10 40
1 doz.	5lb.	19 50

MAGIC BAKING POWDER.



Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

JERSEY CREAM BAKING POWDER.

ze, 5 doz. in case	$0 40
" 4 " "	0 75
" 3 " "	1 25
" 2 " "	2 25

OCEAN MILLS.

	Per doz.
Ocean Baking Powder, ¼ lb., 4 doz.	$ 45
Ocean Baking Powder, ½ lb. 5 doz.	90
Ocean Baking Powder, 1 lb., 3 doz.	1 25
Ocean Borax, ½-lb. packages, 4 doz.	40
Ocean Cornstarch, 40 pks. in a case	78

Freight paid, 5 p.c. 30 days.

ROYAL BAKING POWDER CO.

Sizes.	Per Doz.
Royal—Dime	$ 1 00
" ¼ lb.	1 60
" 6 oz.	2 25
" ½ lb.	2 90
" 12 oz	4 50
" 1 lb.	5 75
" 3 lb.	15 50
" 5 lb.	25 50

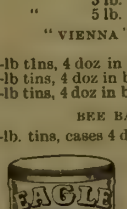
Sizes.	Per Doz.
Cleveland's—Dime	$ 1 00
" ¼ lb.	1 50
" 6 oz.	2 20
" ½ lb.	2 80
" 12 oz.	4 25
" 1 lb.	5 50
" 3 lb.	15 00
" 5 lb.	25 00

"VIENNA" BAKING POWDER.

	Per doz.
1-lb tins, 4 doz in box	$2 25
½-lb tins, 4 doz in box	1 25
¼-lb tins, 4 doz in box	75

BEE BAKING POWDER.

1-lb. tins, cases 4 doz, per doz	$2 25



EAGLE BAKING POWDER

	Per doz.
Cases of 48-5c. tins	$0 45
" 48-10c. tins	0 75
" 24-25c. tins	2 25

Blacking.

HENRI JONAS & CO..

Jonas'	Per gross $9 00
Froments	" 7 50
Military dressing	" 24 00

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ½ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes, according to size	0 02 0 10

J. M. DOUGLAS & CO.—Laundry Blues.

"Blueol"—10-lb. boxes containing 50 pkgs., 4 squares each.....per lb. 15c

"Sapphire"—14-lb. boxes, ½-lb. pkgs. per lb 12½

"Union"—14-lb. boxes, assorted, 1 & ½-lb. pkgs. per lb. 10

Black Lead.

Reckitt's, per box $1 15

Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz.; or ¼ gross, 4 oz.

JAMES' DOME BLACK LEAD.

	Per gross
6a size	$2 40
2a size	2 50

Borax.

"Bee" brand, 5 oz., cases, 40 pkgs.	1 40
" " 10 oz., cases, 48 "	3 25
" " 16 oz., cases, 48 "	4 25

EAGLE BORAX.

	Per doz.
Cases of 5-doz. 5c. packages	$0 40
" 5-doz. 10c. "	0 85

Freight prepaid on 25 case lots and upwards, to any railway station in Ontario and Quebec.

Brooms.

UNITED FACTORIES, LIMITED.

	doz. net.
Boeckh's Bamboo Handles, A, 4 strings	$4 70
" " " B, 4 "	4 40
" " " C, 3 strings	4 10
" " " D, 3 "	3 85
" " " F, 3 "	3 55
" " " G, 3 "	3 20
" " " I, 3 "	2 85

Canned Goods.

HENRI JONAS & CO.

Mushrooms, Rionel	$15 50
" 1st choice Dutheil	18 50
" " Lenoir	19 50
" extra Lenoir	22 00
Per case, 100 tins.	
French Peas, Delory's—	
Moyen's No. 2	$9 00
" No. 1	10 50
½ Fins	12 50
Fins	14 00
Tres fins	15 00
Extra fins	16 50
Sur extra fins	18 00
French Sardines—	
¼ Rolland	9 50 10 00
¼ Delory	10 50
¼ Club Alpins	2

FRED. MAGER

	Per doz
Smelts in spices, in ½-lb round tins	0 90 $1 00
" mustard, in ½-lb oval "	0 95 $1 05
" Tomato, in ½-lb " "	0 95 $1 00

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag	0 18½
Quaker Oats, 2-lb. pkgs., per case	3 00
Tillson's Oats, 2-lb. pkgs., per case	00

We solicit your orders for Spring Trade, for

Lea & Perrins' Sauce.

Prices and Terms on application.

J. M. DOUGLAS & CO., Canadian Agents, - MONTREAL.

ESTABLISHED 1857.

Tea, Coffee, Cocoa, Fruit, Etc., MACHINERY.

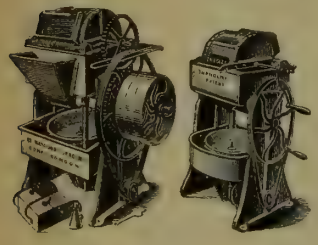
Patent Fruit Washing Machines

LATEST AND MOST UP-TO-DATE TYPES.

Patent Automatic **TEA MILLING, SIFTING, BLENDING and PACKING MACHINERY.**

SAMPLE TEA MILLS AND MIXERS:

Power Hand



Gas-Heated Roaster—External Flame with Air Pump.
Gas-Heated Roaster—Internal Flame and Automatic Sampler.
Coke, Wood, Etc., Roasters. **Sample and Window Roasters.**
Grinding Mills, Plain or Ornamental. **Patent Chicory Nibber.**
Air Propellers. **Air Compressors.** **Dressing Machinery.**
Patent Fruit Washers. **Dry Fruit Cleaners.**
Quick Sifter and Mixer for Coffee and Chicory and all dry powders.

THE GROCERS' ENGINEERING CO.
COLE STREET, LONDON, S.E., ENG.

ILLUSTRATED CATALOGUE MAILED FREE.

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Hygienic, 1-lb. tins ..... per doz.	$6 75
" ½-lb. tins ..... "	3 50
" ¼-lb. tins ..... "	2 00
" fancy tins ..... "	0 85
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50
Perfection, ½-lb. tins, per doz.	2 40
Cocoa Essence, sweet, ½-lb. tins, per doz.	

Chocolate—	per lb
Queen's Dessert, ¼'s and ½'s	$0 40
" 6's	0 42
Mexican Vanilla, ¼'s and ½'s	0 35
Royal Navy Rock, " "	0 30
Diamond, " "	0 25
" 8's	0 28

FRY'S.

Chocolate—	per lb
Caraccas, ¼'s, 6-lb. boxes	$0 42
Vanilla, ¼'s	0 42
"Gold Medal," sweet, ¼'s, 6-lb. boxes	0 29
Pure, unsweetened, ½'s, 6-lb. boxes	0 42
Fry's "Diamond," ½'s, 14-lb. boxes	0 24
Fry's "Monogram," ½'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ¼'s, 1 doz. in box	2 40
" ½'s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ¼'s, 14-lb. boxes	
" ½'s, 12-lb. boxes	
Epps Cocoa, case of 14 lb., per lb.	0 35
Smaller quantities	0 37½

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

¼ lb. tins, 4½ doz. to case ..... per doz.	$ .90
½ " " 4 " " "	2.40
½ " " 2 " " "	4.75
1 " " 1 " " "	9.00

JOHN P. MOTT & CO.'s.

R. S. McIndoe, Agent, Toronto.

	Per lb
Mott's Broma	$0 30
Mott's Prepared Cocoa, ¼s and ½-boxes	0 28
Mott's Breakfast Cocoa, ¼s in boxes	0 40
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caracas Chocolate	0 40
Mott's Diamond Chocolate	0 23
Mott's Navy Chocolate, ¼s in boxes	0 27
Mott's Cocoa Nibbs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross	1 00
Mott's Confectionery Chocolate	0 21 0 32
Mott's Sweet Chocolate Liquors	0 20 0 36

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 38
Vanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 27
Breakfast cocoa, ¼, ½, 1 and 5-lb tins	0 43
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 35
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5's, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 56

Condensed Milk.

Anchor" brand, cases 4 doz., per case	$5 00
" evap. cream, cp. 4d. "	4 65

Borden's Condensed Milk Co.

Eagle" brand	$1 65
Gold Seal" brand	1 30
Peerless" brand evaporated cream	1 02

"Reindeer" Brand
Case (4 doz) $5.60

Coffee.

"Bee" brand, 1 lb. tins, cases, 30 tins	9 00
" " 2 lb. tins, cases, 15 tins	8 70

THE EBY, BLAIN CO., LIMITED.

In bulk—	Per lb.
Club House	0 32
Royal Java	0 31
Royal Java and Mocha	0 31
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Fancy Bourbon	0 20
High Grade package goods—	
Gold Medal, 2-lb. tins	0 30
Gold Medal, 1-lb. tins	0 31
Kin Hee, 1-lb. tins	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars	0 30
English Breakfast, ground only 1-lb. tins	0 18

JAMES TURNER & CO.

	Per lb.
Mecca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.

	Per lb.
"Old Crow" Java	$0 22½
" Mocha	0 22½
"Condor" Java	0 27½
" Mocha	0 27½
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 31
" " " 2-lb. tins	0 30
100 lb. delivered in Ontario and Quebec.	
Rio No. 1	0 11

WILLISON'S TURKEY COFFEE.

	Per lb.
1-lb tins, 48-lb cases	30

S. H. & A. S. EWING'S.

	Per lb.
Mocha and Java coffee, in 1-lb tins, 30-lb cases	32
Mocha and Java coffee, in 2-lb tins, 30-lb cases	29

Cheese.

Imperial—Large size jars ..... per doz.	$8 25
Medium size jars ..... "	4 50
Small size jars ..... "	2 40
Individual size jars ..... "	1 00
Imperial holder—Large size "	18 00
Medium size "	15 00
Small size "	12 00
Roquefort—Large size "	2 40
Small size "	1 40

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c.

Allison's Coupon Pass Book.

$1 00 to 3 00 books	3 cents each
5 00 books	4 "
10 00 "	5½ "
15 00 "	6½ "
20 00 "	7½ "
25 00 "	8 "
50 00 "	12 "

Cane's Clothes Pins.

UNITED FACTORIES, LIMITED.

Clothes pins (full count), 5 gross in case, per case	$0 62
4 doz. packages (12 to a case)	0 75
6 doz. packages (12 to a case)	0 95

Cleaner.

	Per doz.
4-oz. cans	$ 0.90
6-oz. "	1.35
10-oz. "	1.85
Quart "	3.75
Gallon "	10.00

Wholesale Agents
The Davidson & Hay, Limited, Toronto.

"Crown"

brand

Table Syrup.

if you sell Syrup sell The Best. Sell "Crown"

pure, clean, healthy and profitable.

Always Ready and Promptly Shipped:

2-lb. tins—cases	2 doz.	Also in Brls., ½-Brls,	
5 " "	1 "	**Kegs and Pails.**	
10 " "	½ "		
20 " "	¼ "		

Freight paid on 5 cases and over to all railway stations East of North Bay.

Look for the "Crown" on the package

Manufactured only by

EDWARDSBURG STARCH CO'Y, Limited

ESTABLISHED 1858

53 Front St. East, TORONTO, ONT. | Works: CARDINAL, ONT. | 164 St. James St., MONTREAL, P.Q.

Extracts.

HENRI JONAS & CO.

	Per gross.
-oz. London extracts	$ 6 00
2-oz. " " (no corkscrews).	5 50
2-oz. " "	9 00
2-oz. Spruce essence	6 00
2-oz. " "	9 00
2-oz. Anchor extracts	12 00
4-oz. " "	21 00
1-oz. " "	36 00
1-lb. " "	70 00
1-oz. flat "	9 00
2-oz. flat bottle extracts	18 00
2-oz. square bottle "	21 00
4-oz. " " (corked)	36 00
8-oz. " " "	72 00
	Per doz.
8-oz. " glass stop extracts	$3 50
8-oz. " " "	7 00
2½-oz. round quint essence extracts	2 00
4-oz. jockey decanters "	3 50

Food.

	Per doz
Robinson's patent barley ½-lb. tins	$1 25
" " " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " " 1-lb. tins	2 25

Gelatine.

	Per gross.
Knox's No. 1 sparkling	$15 00
	Per doz.
" " " 6 doz., at	$ 1 30
" No. 3 acidulated, at	$ 1 50

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant " "	1 85
Other jams	1 90
Red currant jelly	2 75

T. UPTON & CO.

Pure Fruit Jams—	
1-lb. glass jars, 2 doz. in case, per doz.	$0 95
2½-lb. tin pail, 2 doz. in crate, per lb.	0 06½
5 and 7-lb. tin pails, 8 and 9 pails to crate, per lb.	0 06
7, 14 and 30-lb. wood pails, "	0 06
Pure Fruit Jellies—	
1-lb. glass jars, 2 doz. in case, per doz.	0 95
7, 14 and 30-lb. wood pails, ...per lb.	0 06
Home Made Jams—	
1-lb. glass jars (16-oz. gem.) 1 doz. in case, per doz.	1 50
5 and 7-lb. tin pails, per lb.	0 09
7, 14 and 30-lb. wood pails, "	0 09

BRAND & CO.

Brand's calf's foot	$3 50
Real turtle jelly	7 75

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 4¢
" 100 sticks	0 73
Dulce large cent sticks, 100 in box	

Lye (Concentrated).

GILLETT'S PERFUMED.

	Per case.
1 case of 4 doz	$ 3 60
3 cases "	3 50
5 cases or more	3 40

Matches.

UNITED FACTORIES, LIMITED.

	Per case.
Surelight (Parlor)	$3 50
Flashlight (Parlor)	5.75
Kodak (Sulphur)	3 80

Mince Meat.

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., ¼-lb. tins, per doz.	$ 1 40
" ½-lb. tins "	2 50
" 1-lb. tins "	5 00
Durham 4-lb. jar, per jar.	0 75
" 1-lb. jar "	0 25
F. D., ¼-lb. tins, per doz.	0 85
" ½-lb. tins "	1 45

HENRI JONAS & CO.

	Per gross.
Pony size	$ 7 50
Imperial, medium	9 00
Imperial, large	12 00
Tumblers	12 00
Mugs	13 20
Pint jars	18 00
Quart jars	4

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—	
¼-lb. tins, per lb.	$ 0
½-lb. tins "	0 35
1-lb. tins "	0 32½
4-lb. jars, per jar	1 20
1-lb. jars "	0 35
Old Crow," 12-lb. boxes—	
¼-lb. tins, per lb.	0 25
½-lb. tins "	0 23
1-lb. tins "	0 22½
4-lb. jars, per jar	0 70
1-lb. jars "	0 25

Olive Oil.

	Per case
Barton & Guestier's quarts	$ 8 00
" " pints	6 00

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand, 1-lb. glass	$1 50
" " quart gem jars	3 40

T. UPTON & CO.

1-lb. glass jars, 2 doz. case, per doz.	$ 0 95
Home-made, in 1-lb. glass jars "	1 50
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 06

CLEMES BROS.

Pure fruit stock—	
10-oz. glass jars, 2½ doz. case, per doz.	$1 00
16-oz. glass jars, 2 doz. case "	1 50
Quart gems, 1 doz. case "	3 35
In 5-lb. tins, per lb.	09

Pickles.

STEPHENS'.

A. P. Tippett & Co', Agents.

Cement stoppers (pints), per doz.	$ 2 30
Corked " "	1 90

Sauces.

BRAND & CO.

Worcester	$1 85
Tomato catsup	2 60
Mayfair relish	2 60
Indian chutney	1 75
Mango "	2 25
A 1	1 70 2 60 3 15

Soda.

COW BRAND.

Case of 1-lb. containing 60 pkgs., per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. (containing 96 pegs.), per box, $3 00.

EMPIRE

"EMPIRE" BRAND.

Brunner, Mond & Co.

Case 120 ½-lb. pkts. (60 lb.), per case, $2 70.

Case 96 10-oz. pkts. (60 lb.), per case, $2 80.

"MAGIC" BRAND.

	Per case.
No. 1, cases, 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " { 30 1-lb. " / 60 ½-lb. " }	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 85
5 cases	2 75

"BEE" BRAND

"Bee" brand, 8 oz., cases, 120 pkgs.	Per case
" " 10 oz., cases, 96 pkgs.	$2 75
" " 16 oz., cases, 60 pkgs.	

Borden's Brands of CONDENSED MILK and EVAPORATED CREAM at Canadian Prices

We beg to announce that we have established a branch factory at Ingersoll, Ont., and that we are now prepared to fill all orders for the Canadian trade promptly, and at considerably reduced prices, owing to the establishment of the Canadian Branch. Our **Eagle Brand Condensed Milk, Gold Seal Brand Condensed Milk** and **Peerless Brand Evaporated Cream,** unsweetened, can be obtained through our local representatives.

BORDEN'S CONDENSED MILK CO.

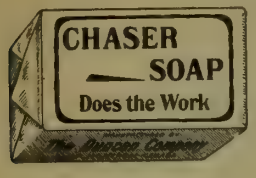
Originators of Condensed Milk. Established 1857.

Selling representatives in Canada: **F. W. Hudson & Co., Toronto. W. H. Dunn, Montreal. Erb & Rankin, Halifax. W. S. Clawson & Co., St. John, N.B. Scott, Bathgate & Co., Winnipeg, also Shallcross, Macaulay & Co., Victoria and Vancouver, B.C.**

Soap.

A. P. TIPPET & CO., Agents.

Maypole soap, colors	per gross	$10 20
" " black	"	15 30
Oriole soap	"	10 20
Gloriola soap	"	12 00
Straw hat polish	"	10 20



CHASER SOAP.

1 case	$2 40
5 cases	2 30
10 cases	2 20
20 cases	2 10

5 per cent. 10 days or 60 days acceptance.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. cartons	$ 0 06
No. 1 " " 3-lb. "	0 06
Canada laundry	0 05
Silver gloss, 6-lb. draw-lid boxes	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05½
Benson's enamel....per box 1 25 to	2 50
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 06⅔
Canada Pure Corn	0 05½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps	0 08½
"Bee" brand, cases, 64 packages	5 00

BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 05
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 06
Barrels, 200 lb.	0 05½
Kegs, 100 lb.	0 05½
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 45 cartons, per case	3 40
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 05½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 06¼
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.	0 06¼

ST. LAWRENCE STARCH CO., LIMITED.
Ontario and Quebec.

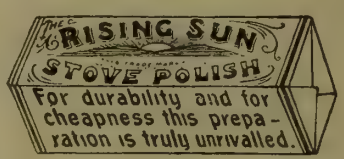
Culinary Starches—	
St. Lawrence corn starch, 40 lb	0 06¼
Durham corn starch, 40 lb	0 05¼

Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 06
" 3-lb. cartons, 36 lb.	0 06
" 200-lb. bbl.	0 05½
" 100-lb. kegs	0 05½
Canada Laundry, 40 to 46 lb.	0 05
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 05½

OCEAN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

Stove Polish.



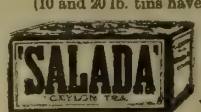
	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$8 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

	Per case.
Enamelled tins, 2 doz. in case	$2 40
Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 90
5 " 1 " "	2 35
10 " ½ " "	2 25
20 " ¼ " "	2 10

(10 and 20 lb. tins have wire handles.)



Teas.

SALADA CEYLON.

	Wholesale.	Retail.
Brown Label, 1's	$0 20	$0 25
" ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60

Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c		$0 19
" " ½-lb. " "		0 20
Blue Label, retail at 30c		0 22
Green Label. " 40c		0 28
Red Label, " 50c		0 35
Orange Label, " 60c		0 42
Gold Label, " 80c		0 55

Cases, each 60 1-lb.	$0 35
" " 60 ½-lb. } 30 1-lb. }	0 35
" " 120 ½-lb.	0 36

LUDELLA CEYLON, 1's AND ½'S PKGS.

Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

"CROWN" BRAND.

	Wholesale.	Retail.
Red Label, 1-lb. and ½s	$ 0 35	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½s	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—	
"Condor" I 40-lb. boxes	$0 42
" II 40-lb. boxes	0 40
" III 80-lb. "	0 37
EMD AAA Japan, 40 lb " at	0 35
" AA " 40 "	0 32½
Blue Jay, basket fired Japan, 70 lbs.,	0 30
"Condor" IV 80-lb. "	0 43
" V 80-lb. "	0 30
" XXXX 80-lb. boxes	0 25
" XXXX 30-lb. "	0 26
" XXX 80-lb. "	0 22½
" XXX 30-lb. "	0 23½
" XX 80-lb. "	0 20
" XX 30-lb. "	0 21
" LX 60-lb. per case, lead packets (25 ½'s and 70 ⅛'s)	0 30

Black Teas—"Nectar" in lead packets		
Green Label	retails	0 26 at 0 20
Chocolate Label	"	0 35 at 0 25
Blue Label	"	0 50 at 0 36
Maroon Label	"	0 60 at 0 45
Fancy tins—Chocolate, 1-lb		0 32½
" " —Blue, 1-lb		0 42½
" " —Maroon, 1-lb		0 50
" " —Maroon, 1-lb		1 50

"Condor" Ceylon black tea in lead packets

Green Label, ½s, ⅛s and 1s, 60-lb. cases	retail	0 25 at 0 20
Grey Label, ½s, ⅛s and 1s, 60-lb. cases	retail	0 30 at 0 23
Yellow Label, ½s and 1s, 60-lb. cases	retail	0 35 at 0 26
Blue Label, ½s, ⅛s and 1s, 50-lb. cases	retail	0 40 at 0 30
Red Label, ½s, ⅛s and 1s, 50-lb. cases	retail	0 50 at 0 34
White Label, ½s, ⅛s and 1s, 50-lb. cases	retail	0 60 at 0 40

Black Teas—"Old Crow" blend—			
Bronzed tins of 10, 25, 50 and 80-lb.			
No. 1	per lb.		0 35
No. 2	"		0 30
No. 3	"		0 25
No. 4	"		0 20
No. 5	"		0 17½

LIPTON'S TEA (in packages).

Color of Label.	1 lbs. & ½ lbs. per lb.	¼ lbs. for per lb.	Sold for per lb.
Ceylon-India, Ex. ch'st A Yellow	45	47	70
" " " B Red	40	42	60
" No. 1 C Pink	35	37	50
" 2 C Orange	28		40
" 3 C L. Blue	22		30
" 4 C L. Green	20		

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 3½s, 5s. and 10s.	$0 39
" Amber, 8s. and 3s.	0 60
Chewing—Stag, bars, 10½oz.	0 43
" Bobs, 5½s. and 11s	0 44
" " 10½ oz. bars, 6s.	0 44
" Currency, 12 oz. bars, 12s.	0 47
" " 6½s. and 12's.	0 47
" Old Fox, narrow, 12s.	0 47
" Snowshoe, 14½oz b'rs, sp'c'd 6½	0 51
" Pay Roll, 7s and 6½s.	0 52
" Fair Play, 8s. and 13s.	0 53

Vinegars.

E. D. MARCEAU, Montreal. Per gal.

EMD, pure distilled, highest quality	$0 30
Condor, pure distilled	0 25
Old Crow	0 20

Special prices to buyers of large quantities

GRIMBLE'S MALT.

Bulk, ¼-casks, 25 gals.	$5 45	$10 95
" casks, 60 "	10 25	22 40
Bottles, cases, 3 doz.	3 25	4 40

Washing Powder.

FAIRBANK'S GOLD DUST.

Five cases assorted—	
24 25c. packages	$4 65
100 10c. "	7 80
100 5c. "	3 90

Freight prepaid.

Cane's Woodenware.

UNITED FACTORIES, LIMITED.

	Per doz.
Washboards, Victor	$1 35
" Crown	1 45
" Improved Globe	1 60
" Standard Globe	1 70
" Original Solid Globe	2 00
" Superior Sld. Bk. Globe	2 15
" Jubilee	2 10
" Pony	0 95
Diamond King (glass)	3 10
Tubs, No. 0	10 50
" " 1	8 50
" " 2	7 50
" " 3	6 50
Pails, No. 1, 2 hoops	1 75
" " "	1 90

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case	$1 00
Gillett's cream yeast, 3 doz.	1 00
Jersey cream yeast cake, 3 doz. 5c.	1 00
Victoria " " 3 doz. 5c.	1 00
" " " 3 doz. 10c.	1 80

BRUNNER, MOND & CO.'S

SODAS

Bicarb
Sal
Concentrated Sal
Caustic

EVERYWHERE KNOWN TO BE THE BEST.

WINN & HOLLAND, Sole Agents for Canada, MONTREAL.

We have recently taken up the manufacture and sale of the

Templeton Cheese Knife

It is the greatest device for merchants retailing cheese. "Soon pays for itself," is the testimony of everyone who has used the machine for the past year.

KEEPS CHEESE FRESH
SAVES FROM WASTE

EASY TO OPERATE
PLEASES EVERY CUSTOMER

Sold on easy terms. Write us for particulars.

The Computing Scale Co. of Canada, Limited, - 164 King St. West, Toronto

COX'S GELATINE

ALWAYS TRUSTWORTHY

Established 1725.

Agents for Canada:
C. E. COLSON & SON, Montreal.
D. MASSON & CO., Montreal.
ARTHUR P. TIPPET & CO., Toronto, St. John, N.B., and Montreal.

THE PEOPLE OF

JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.

BASKETS

We make them in all shapes and sizes. We have

Patent Strawboard Berry Box
Grain and Root Baskets,
Clothes Baskets,
Butcher Baskets,

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE . . .

Oakville Basket Co.

Oakville, Ont.

You are Interested in Something.

Why not get the best items that are printed on the subject.

We read and clip thousands of newspapers every week — therefore we can equip you **speedily** and **economically** for a debate, speech, lecture, essay or anything else requiring up-to-date information and more of it than your competitors are likely to get.

Terms—100 Clippings,	$ 5.00
250 "	12.00
500 "	22.00
1,000 "	40.00

Send for our Booklet which fully explains the scope of the clipping industry.

We have also lists of firms in every branch of trade in the Dominion, the professions, club members, society, etc., and we are prepared to address and mail circulars or letters to these at any time.

CANADIAN PRESS CLIPPING BUREAU,

232 McGill Street, MONTREAL, QUE.
Telephone Main 1255.
10 Front St. E., Toronto. Telephone Main 2701.

Is Honest Goods and just the Thing on Which to Make or Extend a Business.

McLAREN'S

COOK'S FRIEND BAKING POWDER.

The Best Grocers make a point of Keeping it always in Stock.

"After Stock Taking"

Decorated Opal

We are making some close - out prices on some left-over lines of opal.

It will pay you to write for particulars.

GOWANS, KENT & CO.,

16 Front St., East, - TORONTO.

"Perfectly clean from our kitchen to your customer's."

Such delicious pies can be made with

Wethey's Mince Meat

that everyone who knows it uses it and tells their friends. This is the kind of mouth-to-mouth advertising that has made the sales of Wethey's Mince Meat so large—of course the merit was there in the first place.

J. H. Wethey, Limited
ST. CATHARINES, ONT.

Crosse & Blackwell, Limited

Pickles, Sauces, Jams and Preserved Provisions.

C. E. COLSON & SON, AGENTS, MONTREAL

CHAS. F. CLARK, President. CHAS. L. BECKWITH, Secretary.

...ESTABLISHED 1849...

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Capital and Surplus, $1,500,000. Offices Throughout the Civilized World.
Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

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OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery 6d. and 1s. Canisters.

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, LIMITED
MANUFACTURERS OF
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England.
Agent:
JOHN FORMAN, 644 Craig Street
MONTREAL

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 27.

VOL. XVIII. MONTREAL AND TORONTO, FEBRUARY 26, 1904. NO. 9.

PUBLISHED EVERY FRIDAY

THE CANADIAN GROCER AND GENERAL STOREKEEPER

CIRCULATES IN EVERY PROVINCE

DOCTORS and NURSES

Recommend

Robinson's Patent Barley

as the most reliable Infants' Food.

All Grocers in Canada sell

ROBINSON'S Patent BARLEY.

It is 104 Years . .

since Great Britain captured Malta, and its reputation as a strongly fortified island is world-wide. **"Malta" Biscuit** is not two years in existence, but its reputation as the ideal biscuit for afternoon teas is Dominion-wide. Its flavor is deliciously subtile and is just the thing the grocer can confidently recommend to his customers.

Christie, Brown & Co., Limited,

TORONTO AND MONTREAL

ADOLPHE E. SMYLIE, President — HENRY ROWLEY, Vice-Pres't — H. W. PETHERBRIDGE, Sec'y and Treasurer

NATIONAL LICORICE CO.

Successors to
YOUNG & SMYLIE
BROOKLYN, N. Y.
S. V. & F. P. SCUDDER
BROOKLYN, N. Y.
MELLOR & RITTENHOUSE CO.
CAMDEN, N. J.
H. W. PETHERBRIDGE
BROOKLYN, N. Y.
DOMINION LICORICE & NOVELTY CO.
TORONTO, CAN.

Y. & S., SCUDDER, and M. & R. Brands of PURE STICK LICORICE, Acme Licorice Pellets, M. & R. Wafers in bags, Licorice Lozenges, and a full line of Licorice Specialties, including the celebrated soft licorice lines sold under the Company's brands as follows: THE FLEXIBLE LICORICE, THE PLIABLE LICORICE, THE ELASTIC LICORICE.

OFFICE—106 JOHN ST.
106-116 John St., 227-237 Plymouth St., } Brooklyn, N.Y.
Illustrated Catalogue on request.

The Auer Gas Lamp.

"TURNS NIGHT-TIME INTO DAY-TIME."

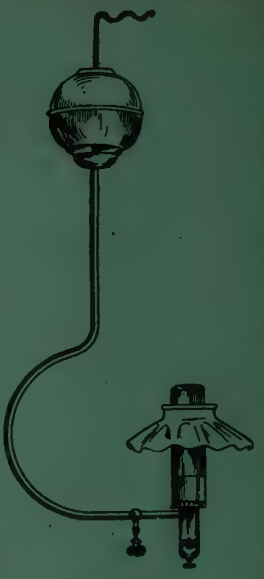
New Styles. Lower Prices.

Are you interested in a lamp which gives 100 candle power?

Are you interested in lighting your store brilliantly? You know it draws trade?

Are you interested in saving half of your bill for coal oil?

Are you interested in having the agency for a lamp which does this?



No. 28
100 Candle-Power.

Then write for our Catalogue and Discounts.

EVERY LAMP GUARANTEED.

AUER LIGHT CO., 1682 NOTRE DAME ST., MONTREAL.

YOU WANT TO BE A LEADER IN YOUR TRADE

Manufactured from a blend of the finest
MOCHA, EAST INDIAN, JAVA, COSTA RICA and MYSORE COFFEES.

NO CARAMEL, NO GLUCOSE used in their manufacture.

BROMLEY'S COFFEE ESSENCES

The HOSPITAL says:—
"It is quite the best of its kind we have ever tested."

The LANCET says:—
"Distinct evidence of its genuineness and value was afforded in the fact that, by a suitable treatment crystals of Caffeine, the important stimulating principle of Coffee, were extracted from it. It is free from objectionable admixtures."

BRITISH MEDICAL JOURNAL says:—"It is a well-made liquid preparation, and Caffeine was abundantly found therein."

WILL ACHIEVE YOUR DESIRATUM

GOOD AND PERMANENT PROFITS.

LARGE AND INCREASING SALES.

Dr Laing's Cream Sauce

THE ONLY SAUCE IN THE WORLD CONTAINING
PURE GRAPE JUICE
AND
RICH DEVONSHIRE CREAM.

SOLE AGENTS FOR CANADA: **W. G. PATRICK & CO.,** Merchants, 29 Melinda St., **TORONTO**

Griffin & Skelley's Dried Fruits.

This is the one famous brand of California Fruits that never varies in its one standard of quality —*the highest.* Seeded Raisins, Prunes, Dried Apricots and Evaporated Fruits of all kinds. Sell the "Griffin" Brand and you sell the best. Sell it and you'll hold your trade. Sell it and you'll gain new trade—*you'll gain it and you'll keep it.*

Prunes.

"Griffin" Brand.

Large, black, meaty Prunes with small stones and fine flavor. Cured and packed with the greatest care. Packed where they grow. "Fine goods"—fine because of the great regularity with which they maintain their high reputation. Not packed in bulk and then re-packed, but sent right through in the original package.

"Easter" Brand.

Seeded Raisins.

Clean and perfectly cured. Sound fruit always. *You should place your orders now for prompt delivery.* Ask your wholesaler. *Insist* on having the "Griffin" Brand. *They satisfy.*

Sold by Leading Wholesalers.

ARTHUR P. TIPPET & CO., AGENTS,
8 Place Royal, Montreal.

Messrs. Grimble & Co.
LIMITED

Specially request the trade to consider quality when placing their orders for

VINEGARS

NOTE OUR GRADES.—Orleans No. 16, and Nos. 16, 18 and 24 malt, concentrated and distilled.

All inquiries addressed to their Canadian agent, Mr. I. S. Wotherspoon, 204 Board of Trade Building, Montreal, will receive prompt attention.

I. S. WOTHERSPOON,
204 Board of Trade Building,
MONTREAL, P. Q.

Sterling Brand Pickles
are the goods.

Who does not enjoy a nice pickle? You may prefer sweet or sharp pickles, but in each case you want the best. Now the place where the pickle gets its quality is at the manufacturers, and the place the customer gets the highest grade pickles is at the grocers when he is given Sterling Brand goods. When the grade of Sterling brand pickles has been kept so high for years it is good guessing that it is a very profitable and satisfactory line to handle.

The T. A. LYTLE COMPANY, Limited
124-128 Richmond St. West, TORONTO.

Stretton's Table Relishes

Stretton's Prize Medal Worcestershire Sauce
HALF-PINTS.
Sells over the counter at
20c.
a bottle.

There is a bigger profit in handling these Sauces than than any similar line you stock.

Stretton's Prize Medal Worcestershire Sauce
PINTS.
Sells over the counter at
35c.
a bottle.

Ask Your Wholesale House for a Case of Each.

Stretton's "Pure" Worcester Sauce
(A Cheaper Line)
HALF-PINTS.
Sells over the counter at
10c.
a bottle.

Supplied through importing wholesale grocers in any quantity you desire.

One shrewd grocer solicits one order each day from every customer for an article showing a good profit, and thus pays the running expenses of his store.

Sole Manufacturers
Stretton & Co., Limited, WORCESTER, ENGLAND.

GOOD COFFEE.

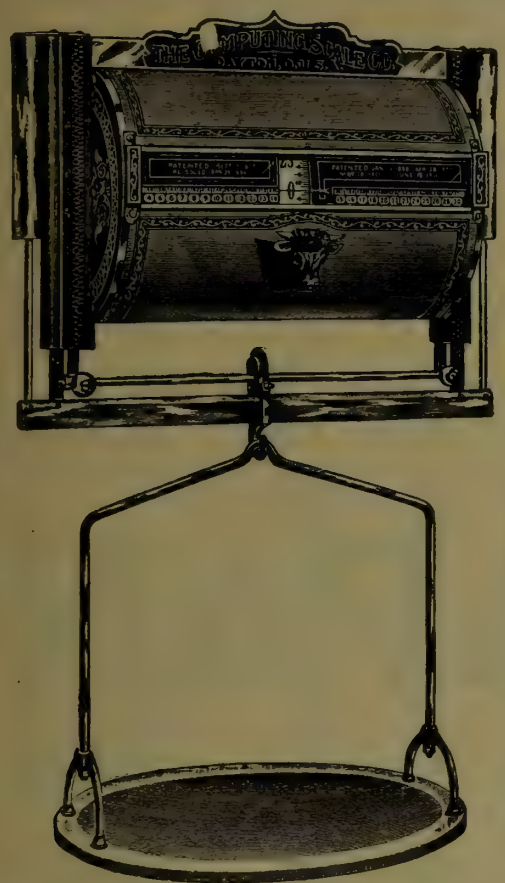
If there is one line in particular that a grocer carries, that should be good, it's COFFEE. Nothing goes farther amongst a merchant's customers than a reputation for GOOD COFFEE. It means increased trade. You can gain this reputation by handling

S. H. & A. S. Ewing High-Grade Coffees

S. H. & A. S. EWING

ESTABLISHED 1845 — The Montreal Coffee and Spice Steam Mills.

A MONEY SAVER.



SOON PAYS FOR ITSELF.

The Computing Scale Co. of Canada, Limited

164 KING WEST, TORONTO, CAN.

SOCKEYE **SALMON**

"Sovereign" and "Lynx" Brands

ARE THE CHOICEST IN THE MARKET.

EVERY TIN GUARANTEED.

TO BE HAD OF ALL GROCERS.

ALWAYS IN PERFECT CONDITION

Quality guaranteed. Packages tastefully put up.

REINDEER BRAND

CONDENSED MILK

W. G. A LAMBE & CO., Agents.

—the eyes of the world to-day are upon **JAPAN**

—the taste of Canadian tea-drinkers has not wavered in loyalty to

the pure,

clean,

fragrant,

flavory,

healthy **Teas**

of

JAPAN

—every merchant who has the
—interests of his customers at
—heart will sell them

JAPAN TEAS

How is Your Coffee Trade?

Good, Eh!!

Then you must sell our famous **CLUB COFFFE**

—Put up in 1-lb. and 2-lb. Tins.— A POPULAR BLEND.

Manufactured only by

S. H. EWING & SONS

96 KING ST., MONTREAL.

Telephone Bell Main 65.
" Merchants 522.

Toronto Branch, 29 Front St. West

TELEPHONE MAIN 2059

Telephone orders receive prompt attention.

THE

MOST PROFITABLE to the GROCER

and

MOST SATISFACTORY to the LAUNDRESS

is Cold Water **STARCH IVORINE**

ASK TRAVELLERS THE PRICE

THE ST. LAWRENCE STARCH CO., Limited, - PORT CREDIT, ONT.

Imperial Brand Maple Syrup.

After selling a customer one tin of Imperial Brand Maple Syrup don't bother about selling her any more—she'll remember to order it regularly.

ROSE & LAFLAMME, Agents, MONTREAL.

If you handle

PATERSON'S WORCESTER SAUCE

you know your customer is satisfied.

And in the age of unreliable goods this is a big advan tage.

Paterson's Worcester Sauce is of uniform high quality.

ROSE & LAFLAMME, Agents, MONTREAL.

Stands the Cup Test.

Meets All Price Requirements.

Ceylon

T

Black or Green.

Satisfies The Customer.

Enriches The Grocer.

CENTRAL Business College.
STRATFORD, ONT.

BEST COMMERCIAL SCHOOL IN ONTARIO.
Write for Handsome Catalogue.
W. J. ELLIOTT, Principal.

Use Live Bait.

R-O-Y-A-L
S-A-L-A-D D-R-E-S-S-I-N-G

Catches Trade
and Holds all it catches.
Let your customers know you recommend the BEST.
It will make you money.
ROYAL SALAD DRESSING is making new friends every day.

The Horton-Cato Mfg. Co.,
DETROIT, MICH., - WINDSOR, ONT.

ARE YOU USING OUR

Cold Blast or Jubilee Globes

Aetna or Quaker Flint Chimneys?

Give them a Trial.
THE SYDENHAM GLASS CO.
OF WALLACEBURG, LIMITED.

The Nibble of a Mouse

will eventually consume the biggest cheese, and the loss of pennies, nickels, dimes and dollars, if it don't "bust" the biggest business, will reduce the profit to an alarming extent. And you're bound to lose more or less if you do a credit business, and depend on ledger balances taken from the day-book. Throw out your day-books and other time-wasting devices, and adopt the modern **Allison Coupon System.**

IF A MAN WANTS CREDIT

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. **NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING.** There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.
C. O. BEAUCHEMIN & FILS, MONTREAL.
ALLISON COUPON CO., Manufacturers,
Indianapolis, Indiana.

Tomato Pulp

A New Thing. Seeds and Skin are removed; remainder is Tomato Pulp. Contains in density 3 times the contents of an ordinary tin of Tomatoes, yet sells at the same price.

Excellent for Soup.

$1.00 per doz. f.o.b. Burlington.

The Burlington Canning Co.
Limited
BURLINGTON, ONT.

Do you use . . FOSTER'S POTS?

STRONG DURABLE LIGHT

POROUS AND CHEAP

THOSE WHO DO WILL HAVE NO OTHER.
A post card brings price list and all particulars.

The FOSTER POTTERY CO.
HAMILTON, ONT. Limited

Want Ads.

In this paper cost 2 cents per word first insertion, 1 cent per word subsequent insertions. Contractions count as one word, but five figures (such as $1,000) may pass as one word. Cash remittance to cover cost **must in all cases** accompany orders, otherwise we cannot insert the advertisement. When replies come in our care 5 cents additional must be included for forwarding same. Many large business deals have been brought about through advertisements of 20 or 30 words. Clerks can be secured, articles sold and exchanged, at small expenditure.

MacLEAN PUBLISHING CO., Limited
Montreal and Toronto.

You needn't worry about your parcels when they are wrapped in our brown or manilla

Wrapping Papers

because they will arrive at their destination in a respectable condition. Full count, full weight in in every order we send out.

CANADA PAPER CO.
Limited
Toronto Montreal and Windsor Mills, Que.

MAPLE SYRUP

Your goods are A1 quality.—J. H. Anderson, Produce Co'y., Winnipeg, Man.

Your goods are all right.—J. A. Mathewson & Co., Montreal.

Small's Maple Cream bids fair to become world famous—Ottawa Evening Journal.

Small's brand has captured all Gold and Silver Medals offered in Canada, with highest awards at Paris, Glasgow and Cork. With due appreciation of the many brands we believe Small's is market standard.

Life long experience is ours. Results are: Quality, tasty packages, free from preservative acids, perfect keeping for all time, netting dealer fair profits and pleased customers. Guarantee on every package.

MAY BE HAD THROUGH ALL WHOLESALE GROCERS. PUT UP BY

Canada Maple Exchange

DUNHAM, QUE. HEAD OFFICE: MONTREAL.

SEND FOR PRICE LIST.

RETURNED
APR -8 1904
Cut Book 17
Page 73
and.

This is a fac-simile of the CHINESE STARCH package.
Sold in packages of 1-lb. only. Beware of imitations.

Chinese Starch has acquired such a fame on the market that more than one manufacturer has tried to imitate the label and style of package, in order to rob us of our customers, by manufacturing a starch of inferior quality under the pretence of its being made to the same formula.

It is False, as Chinese Starch made by us is the ONLY ONE in Canada prepared according to the directions obtained from China in 1899 through Liung Chang.

$25.00 Reward.

Yes, we will give $25.00 to anyone who will prove to us that he has received as CHINESE Starch any Starch not manufactured by Ocean Mills.

Ocean Mills "Chinese Starch" is the ONLY true Chinese Starch.

AGENCIES WILL BE GIVEN IN EVERY CITY WHERE WE ARE NOT ALREADY REPRESENTED.

OCEAN MILLS, - MONTREAL.

ACADIA PURE CODFISH.

This is the brand to push during the Lenten Season. It is guaranteed to be a pure Nova Scotia Cod, nothing more nor less. It is selected from the very choicest parts of the fish, and is absolutely sure to be liked by those who eat it. It is cleaned and packed with the utmost care, and its appearance will at once commend it to consumers. If you have not tried a sample lot, please do so at once. It is sold in 20-lb. cases of 1-lb. wrapped tablets, and in 2-lb. wooden boxes, 12 boxes to the crate.

All Wholesale Grocers Sell It.

BLACK BROS. & CO.

LIMITED

HALIFAX, N. S.

A. H. BRITTAIN & CO., Selling Agents,
Board of Trade Building, MONTREAL.

AURORA CORN SYRUP

A Pure Golden Syrup Made from Golden Grain. A Great Spread for Daily Bread.

Better in flavor and purity than any other.
Good for everybody. A pleasaant surprise to all.

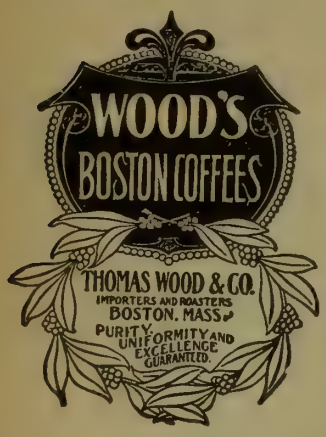
2-lb. tins, cases, each 24 tins, $1.90 per case.
5 " " " 12 " 2.35 "
10 " " " 6 " 2.25 "
20 " " " 3 " 2.10 "

Freight paid on 5-case lots. Price subject to change without notice.

Ask our travellers about our Pure Maple Syrup.

W. H. GILLARD & CO., Wholesale Grocers, - HAMILTON.

Branch CANADA GROCERS LIMITED.



YOU "THINK" AND YOU "KNOW"

"I want something you **KNOW** will please me," is a request often greeting the Grocer.

"I **THINK** this will do it," is the reply, with a sample handed out.

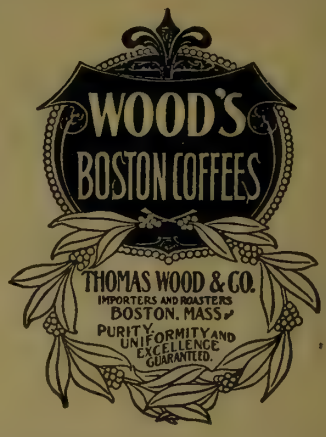
"I don't want your 'think' I want the 'know,' as you know my tastes."

But the Grocer has only those goods that justify the "think" of a conscientious man. And thus he finds himself "in a hole."

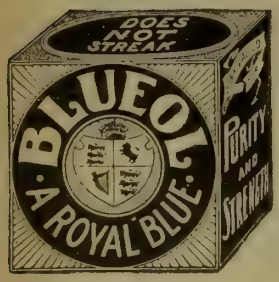
How easy the escape! **WOOD'S COFFEES** are not only standard goods but they embody a standard to go by. Every grade illustrates this.

Canadian Factory and Salesroom,

No. 428 St. Paul St., MONTREAL.



Keep your on



"BLUEOL"

COMPETITION!

Full particulars on full page in issues of FEBRUARY 5, MARCH 4; MARCH 25 and APRIL 29.

J. M. DOUGLAS & CO.,

Established 1857 Manufacturers, MONTREAL.

TARTAN BRAND

has established a reputation for itself with the consumer, "that is the reason the distributing trade asks for Tartan Brand," which stands for **quality always.**

Ask your grocer for Tartan Brand.

Guaranteed by

BALFOUR & COMPANY, Branch Canada Grocers, Limited, **HAMILTON.**

Economic Conditions in Russia

By George Kennan.

AT first glance, the financial position of Russia would seem to be fairly strong. Her public debt—a little more than $3,300,000,000—is large, but her credit abroad continues to be good; her bonds recommend themselves to prudent and conservative investors—the New York Life Insurance Company, for example, holds $8,000,000 or $10,000,000 worth of her guaranteed railway securities—she has recently refunded $1,400,000,000 of her 5 and 6 per cent. interest bearing debt at 3 1-2 and 4 per cent., with an increase of only $30,000,000 in the principal; and her reserve of gold now amounts to something like $400,000,000, with an additional sum of $340,000,000 in circulation. This, on its face, would seem to be an extremely good showing; but it must not be forgotten that the stability of national finances depends, ultimately, upon the prosperity and earning capacity of the people who compose the nation; and that a government which has despotic power may, for a long term of years, make a good showing to its creditors while at the same time it is impoverishing its people and exhausting the source from which it draws its supplies.

Seventeen years ago, Mr. E. I. Utin, one of the most distinguished lawyers of the St. Petersburg bar, a close observer and a man of wide information, said, in a discussion of this subject: "A clever finance minister may, for a long time, make ends meet by devising new methods of taxation, by raising excise and customs duties, or even by juggling with figures; but there is no hope for the finances of a country like ours, where the taxpaying power of the population as a whole is steadily decreasing."

Statistics compiled by the zemstvos of 49 provinces of European Russia in 1891 showed that 891,000 peasant families, representing a population of perhaps 7,000,000, had only nine acres of land per family; and that 2,219,444 peasant households representing a population of about 18,000,000, had only 21 acres each, although hundreds of thousands of such households consisted of from eight to 25 members. A family of, say, 12 persons might gain a subsistence from a farm of 21 acres—or even from nine acres—if the land were all arable and fertile; but the Russian peasant allotments include land of all sorts—pasture, woodland, desert and swamp—and even the part that is arable has become so impoverished from lack of fertilization, that it often yields less than half of a normal crop. In European Russia, as a whole, the average yield of grain is only 39 poods (1,404 pounds) to the decetine (2.7 acres); while in Italy it is 55 poods; in Austria, 68; in Germany, 74; in France, 75; in the United States, 81; and in England, 122. The average productiveness of Russian peasant land-allotments, therefore, is only half that of American farms, and, if other conditions were equal, twice as much of it would be needed to support the average family.

But this is not the worst feature of the situation as regards land. Statistics show that the quantity of land owned by Russian peasant proprietors, per capita, and the gross per capita product of that land, are both decreasing, and have been decreasing steadily for many years. A commission appointed by the Minister of Finance in 1899 to ascertain if possible, the reasons for the decline in the economic condition of the peasant farmers of European Russia generally, and of the "black-soil provinces" in particular, reported that in the 50 provinces of European Russia the per capita amount of wheat and rye harvested in the years 1891-1896, as compared with the quantity produced in the years 1861-1865, showed a decrease of 35 per cent. in the "black-soil provinces" where the economic distress was greatest, the decrease was 44 per cent., or nearly one-half.

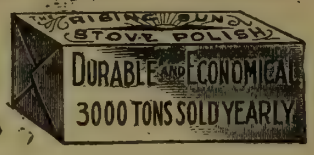
This marked decline of 35 to 44 per cent. in the per capita production of Russia's two great staples—wheat and rye—was due to a variety of causes, one of the most important of which was a large increase in the population, without any corresponding increase in the available area of land. Between 1876 and 1896 the quantity of arable land per capita decreased in European Russia as a whole 16 per cent.; in the "black-soil provinces," 20 per cent.; and in the southern and southwestern provinces, 24 to 26 per cent. In many parts of the country the pressure of the increased population on the land was so severe as to reduce hundreds of thousands of families to a condition of hopeless poverty. In the Province of Ufa, for example, there were 20,000 families that had only 5.7 acres each, including land of all kinds. In the district of Shadrinsk, Province of Perm, there were 24,000 peasant families that had neither horses nor agricultural implements, nor food supply nor seeds; and these families constituted 38 per cent. of the whole population of the district. In the Province of Samara there were 405,000 persons who had to get their subsistence from less than three acres of land per capita, and 25 per cent. of all the peasant farmers in the province had no hay fields at all.

In the Province of Riazan 32,000 peasant proprietors out of 80,000 had no horse, and 21,000 out of 80,000 had neither horse nor cow.

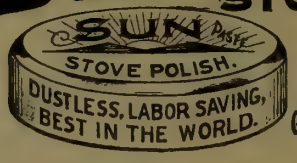
Between 1860 and 1871 the number of horses in the "black-soil provinces" decreased 15 per cent.; in 1889 the decrease amounted to 30 per cent.; and in 1895 it reached 48 per cent.

The economic condition of the average Russian peasant in the central provinces, where the distress is greatest, may be shown in another way, by comparing his earnings and expenses. The statistical committee of the Province of Voronezh has made a careful and detailed investigation of the annual household budgets of 67 peasant families in that province, selected in such a manner as to be fairly representative of the whole agricultural population. It appears from the committee's report that the average peasant farmer's family consists of eight persons. Its annual gross revenue, from all sources, amounts to $212.20. Of this sum $105.08 is in money, and $107.12 in farm produce at its cash value. Of the cash receipts, $48.80, or nearly one-half, goes to pay

RISING SUN STOVE POLISH IN CAKES
WELL KNOWN AND RELIABLE



SUN PASTE STOVE POLISH IN TINS
GUARANTEED TO THE TRADE



Our packages are larger and more attractive in style than any others.
The quality of our goods is superior to anything else on the market.

MORSE BROS., Proprietors, Canton, Mass.

For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

taxes and rent for additional land, leaving $56.28 in cash for clothing, tea, sugar, salt, kerosene, soap, agricultural implements, household furniture, etc., for a family of eight persons during a period of one year. The committee finds that such a family spends annually $8.84 for clothing; $1.96 for tea and sugar; $1.64 for household furniture; $1.20 for salt; 88 cents for kerosene; 39 cents for soap, and 4 cents for "articles of personal comfort." It is hardly necessary to comment upon the economic condition of a rural population in which the average family pays $48.80 in taxes and rent, and is then able to spend only $8.84 a year for clothing, 88 cents for lights, 39 cents for soap, and 4 cents for "articles of personal comfort."

The increasing exports of grain from Russia in recent years have been taken as an indication that the agricultural population of the Empire is becoming more and more prosperous and is raising a larger and larger annual surplus of food products, but such is by no means the case. Under pressure of desperate necessity, the Russian peasants are selling breadstuffs that they ought to consume, and are increasing their exports at the expense of their health. This was clearly shown by Mr. Sharapof at a meeting of the Society for the Encouragement of Trade and Industry in St. Petersburg; again by Mr. Marres in a report to the statistical section of the Moscow Juridical Society; and a third time by Professor Isaief in a report to the Russian Free Economic Society of St. Petersburg. Mr. Marres declared that Russia exported 17 per cent. of her grain product, while the United States exported only 8 per cent.; that the Russian peasant consumed only half the quantity of bread that he ought to eat; and that in 20 provinces of European Russia the population was underfed. Professor Isaief showed that the amount of food eaten by the peasants of European Russia generally was 20 per cent. less than the smallest quantity that the rules of hygiene prescribe The Russian peasants sell a disproportionate quantity of their grain product for export, not because they have a surplus—not because they do not need it for themselves and for their families—but because they must get money with which to pay their taxes.

If we test the economic condition of the Russian peasant by his taxpaying power, we are brought by another route to the same result. In the Province of Voronezh, for example—the same province in which one-third of the peasants had neither horse nor cow—the unpaid arrears of taxes were $15,566,000, while in Samara, including the land-redemption tax, they amounted to $28,801,000. Between 1871 and 1875 the arrears of taxes in the "black-soil provinces" never exceeded ten per cent. of the annual assessment. In 1896 they amounted to 42 per cent., and in 1900 to 177 per cent.

The Comptroller of State, in his report to the Czar for 1902, called particular attention to the fact that the arrears of land-redemption taxes in European Russia as a whole had increased from $47,000,000 in 1897 to $61,000,000 in 1902, and that in many provinces the peasants had practically ceased to pay these taxes. In the Province of Simbirsk the arrears were 282 per cent. of the annual assessment; in Samara, 403 per cent.; in Kazan, 562 per cent.; in Orenburg, 583 per cent., and in Ufa 613 per cent. These figures show, the Comptroller says, "how far beyond the strength of the peasants this burden is."

One would naturally suppose that when a prudent and far-sighted government discovered that is people were becoming impoverished, it would remove, if possible, the cause of the impoverishment, and lighten the burden of taxation by restricting expenditures. Russia has done neither of these things. The agencies that were hampering and crippling the productive activity of her agricultural classes ten years ago are still at work, and her annual budget has increased meanwhile from $520,000,000 to $1,036,000,000. But some of her statesmen have taken alarm at last. At a general meeting of the Council of State, on the 12th of January, 1903, Mr. de Witte, the late Minitser of Finance, informed the members of that Council that "the imposition of direct and indirect taxes upon the population has reached the last possible limit. To lay any further burden upon the taxpaying power will not only be fruitless of results, but can hardly be regarded as permissible in the present economic condition of the country. The aim of an enlightened financial policy now should be to seek means of decreasing, gradually, the burden of taxation."

After hearing and discussing the facts presented by the Minister of Finance, the Council of State resolved: (1) To ask his Imperial Majesty's permission to instruct the ministers and heads of departments to take most energetic measures to prevent further increase of expenditures; and (2) to direct the Minister of the Interior, in conjunction with the Ministers of War and Communications and the Comptroller of State, to investigate the reasons for the costliness of the Government's railway operations, and to report their conclusions to the Council at the earliest possible moment.

Myer's Royal Horse and Cattle Spice,
Myer's Royal Poultry Spice,
Myer's Royal Hog Spice.

"In Bulk or Packages." Prices, etc., on application.

LUCAS, STEELE & BRISTOL, Wholesale Grocers, **Hamilton.**

BROOMS FOR THE MILLIONS

made from the finest selected Whisk Corn.

Ask for "IMPERIAL" Brooms, the best on the market. Give us a trial order of 6 doz., and your customers will be satisfied.

We have also children's "Hearth Brooms" and Whisks, at very lowest prices, looking to value offered.

James Turner & Co.

Branch, Canada Grocers, Limited. HAMILTON, ONT.

You can save money by asking for our sample when open to buy—

TRY US.

We have a large stock of all kinds always on hand

Teas and Coffees

CEYLON GREEN SIFTINGS, - -	from 5c. up.	CONGOUS, - - - - - - -	from 10c. up.
JAPAN FANNINGS, - - - - -	" 6½c. up.	JAPANS, - - - - - - - -	" 15c. up.
CEYLON AND INDIAN GREENS, -	" 12½c. up.	CEYLON AND INDIAN BLACKS,	" 14c. up.

James Rutherford & Co.

IMPORTERS

27 St. Sacrament St. MONTREAL.

TEAS

We are offering exceptional value in all grades of Tea—

INDIA **HYSON**

CEYLON **JAPAN**

Our lines of Green Ceylon (Japan Style) surpass anything hitherto offered.
Communicate with us or see our travellers before buying. It will pay you.

THOS. KINNEAR & CO., Wholesale Grocers, **49 Front St. E., Toronto**

When your customer asks for cheese his thoughts points to

MacLaren's Imperial

because experience has shown him its merits and convinced him of its quality.

Don't have to tell him that you are "Just Out."

No other cheese will do as well.

A. F. MacLAREN IMPERIAL CHEESE CO., Limited, TORONTO, ONT.

From the facts above set forth it clearly appears that the economic condition of the Russian people is extremely unsatisfactory; that they have been taxed to "the last possible limit;" that the Minister of Finance narrowly escaped a deficit in 1903; and that the Council of State finds it necessary to warn all ministers and heads of departments that they must take "most energetic measures to prevent further increase of expenditures." Can a government that is in such a financial condition as this carry on a long war in the Far East without imminent risk of imperiling its credit abroad and its prestige and security at home?—The Outlook.

Business Changes

ONTARIO.

THE premises of J. R. Palmer, baker and confectioner, Tilbury, have been damaged by fire; loss partially covered by insurance.

The Ripley Flax Co., Ripley, have been burned out.

The Osgoode Dairy Co., Toronto, have obtained a charter.

S. Northey, grocer and baker, Lakefield, has been burned out.

A. E. Lea, fruit dealer, Strathroy, has assigned to D. McKellar.

Tolson Bros., millers, Melbourne, have sold out to R. J. Petch & Co.

J. Rankin, general merchant, Smithfield, has sold out to H. E. Wood.

T. W. Chapman & Co., general merchants, Orangeville, have sold out.

T. G. Soyers, general merchant, Rutherford, has sold out to R. Roseberg.

A. S. Gledhill, general merchant, Penmiller, has sold out to E. H. Walters.

Little & Co., flour and feed dealers, etc., Toronto, have sold out to J. H. McCabe.

Wall & Guppy, wholesale provision dealers, are closing out their London branch.

J. Armstrong & Co., general merchants, Inwood, have sold out to W. R. Dawson.

A meeting of creditors of A. Hart, confectioner, Essex, was announced for 23rd inst.

The Crown Mfg. Co., manufacturers of grocers' sundries, Toronto, have applied for a winding-up order.

T. Viekers, grocer and boot and shoe merchant, Owen Sound, has advertised his boot and shoe business for sale.

The premises of the Apple Produce Cold Storage and Forwarding Company, Trenton, have been destroyed by fire.

C. S. Milburne, tobacconist, Ottawa, has assigned; meeting of creditors announced for 19th inst; assets to be sold.

YOU CAN LIVE WITHOUT

Upton's Orange Marmalade

BUT NOT AS WELL.

A. F. MacLAREN IMPERIAL CHEESE CO., Limited, SELLING AGENTS. TORONTO.

The stock of Sanderson & Mitchell, general merchants, Wroxeter, has been sold to T. J. Nichol at 70c. on the dollar.

QUEBEC.

C. Benoit, general merchant, St. Remi, is dead.

E. Villeneuve, general merchant, Jonquieres, has assigned.

Gorman Bros., grocers, etc., Buckingham, have been burned out.

Paradis & Frere, general merchants, Portneuf Station, have registered.

Dubois, Cleopas & Cie., grocers and butchers, Montreal, have registered.

Metrakas Bros., fruit dealers and confectioners, Montreal, have dissolved

E. Roy, grocer, Quebec, has sold his stock at 51c. on the dollar to A. Crepin.

The assets of A. Demers, grocer, Montreal, are announced to be sold 26th inst.

The assets of the estate of J. B. M. Dion, grocer, Quebec, are to be sold 4th prox.

J. Rabeau of Martin & Rabeau, grocers and liquor dealers, Montreal, is dead.

A. L. Bailey & Frere, general merchants, St. Maurice, have registered.

dian.

Z. Demitre & Brother, fruit dealers and confectioners, Montreal, have registered.

N. Binet, grocer and liquor dealer, Quebec, has compromised at 50c. on the dollar.

N. De Groseilliers, grocer, Montreal (St. Henri), has assigned to Chartrand & Turgeon.

F. X. Bilodeau, has been appointed curator to A. Demers, grocer, Montreal (St. Henri).

Demitre & Metrakas, fruit dealers and confectioners, Montreal, have dissolved partnership.

J. B. Brunet, grocer and liquor dealer, Montreal, has sold out to P. Massicotte & Co.

Part of the assets of A. G. McBean & Co., produce merchants, Montreal, have been sold.

A. Tongues, grocer, Point a Pic, has sold his stock at 76c. on the dollar to A. Larouche, Murray Bay.

Lefebvre & Coulombe, grocers and hardware merchants, Berthier, have dissolved partnership. Mr. Coulombe continues in business.

V. E. Paradis has been appointed curator to J. A. Renault, St. Ephrem De Tring and N. Tremblay, St. Irene, both general merchants.

The Armstrong & Dickson Mfg. Co., manufacturers of confectionery and biscuits, Montreal, have dissolved partnership. W. A. Dickson has since registered the Armstrong & Dickson Mfg. Co., Montreal.

MANITOBA AND N.W.T.

G. Bradley & Co., general merchants, Bowsman, have dissolved partnership.

Smith & Turley, general merchants, Blackfalds, have sold their stock.

Krienke & Co., general merchants, Neudorf, have sold out to C. Wagner.

Schneider Bros., general merchants, Langenberg, have been succeeded by W. Bush & Co.

NEW BRUNSWICK.

E. Riley & Co., millers, St. John, have changed the style of their firm name to the Dominion Milling Co.

The premises of F. H. Tippet & Co., groceries and sundries brokers, St. John, have been damaged by fire; loss partially covered by insurance.

BRITISH COLUMBIA.

The dissolution of partnership of C. Richards & Co., general merchants, Fernie, has been registered.

SYRUP

"FALCON"

Golden Table Syrup

is

THE BEST

2-lb., 5-lb., 10-lb. and 20-lb. Tins.

2-gall., 3-gall. Pails.

Kegs, Hlf.-bbls. and Bbls.

5 Case Lots, Frieght Paid.

THE

Davidson & Hay,

LIMITED,

Wholesale Grocers,

TORONTO.

DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

LONDON PROVISION TRADE 1903.

THE London, England, Grocery regards the year 1903 as a disappointing one in the provision trade. In its last issue it summarizes the prevailing conditions as follows:

Bacon—The year commenced in London with a slow demand, and prices for bacon gradually declined until, in February, when they stood at the lowest point. The large proportion of stout meats, especially of Canadian, was mainly responsible for the decline, but at the lowest rates a better demand was evidenced.

Values steadily improved during the next few months, helped by the demand from the north of England, where the short supply of American meats enabled the surplus stock of Canadian and Danish descriptions to be cleared out at more satisfactory prices than would have otherwise been the case.

In August the highest prices of the year prevailed, leanest Irish and Danish touching 68s., and Canadian 64s., against about 52s. for all selections in February.

The last quarter of the year, however, was a disappointing one, trade all round being very dull, and prices gradually fell away and closed at near the lowest, leanest Irish and Danish being obtainable at 52s. and Canadian 50s.

Supplies on balance were larger than in 1902, the decreased shipments from America being more than counterbalanced by the heavier arrivals of Canadian and Danish. Lard has experienced a declining market throughout the year.

Supplies from the United States were on a more liberal scale, and with consumers displaying a considerable hesitation in their dealings, substantial declines were accepted to induce business. Prices, after opening at about 55s. for pails, fell with temporary reactions down to 35s. Towards the close of the year, however, the extremely low level of values attracted more attention and a better demand prevailed, final rates being about 2s. above the lowest.

Hams—Although supplies, especially from the United States, were on a less liberal scale, trade has ruled very slow almost throughout the year, and prices all round have been adversely affected. At the end of the year, however, a better demand was noticeable, especially for light averages, and with a scarcity of these weights, good prices were made. The heavier descriptions although participating to a minor degree in the improvement, remained comparatively cheap.

Butter—Commenced the year under unfavorable circumstances, supply, in spite of the failure of the Australian season, owing to the drought, being swelled by heavier arrivals of New Zealand produce and a large stock in cold storage. Values under these circumstances were naturally weak, and with speculative holders forcing the stuff on the market, a substantial decline was produced. The warm and wet weather also operated against any advance, while the larger English make checkend the demand for imported stuff to some extent. During the Summer months trade was without special feature, but towards the end of the year, the new season's make of colonial butters coming forward freely, gave an easier tendency to the market, and closing prices were well below those of 1902.

Cheese—The market for Canadian has undergone extreme fluctuation during the past year, but prices, after being forced up to a very high level, have resumed a more satisfactory basis. Canadian opened at the full prices of 1902, and on small stocks and restricted arrivals of New Zealand produce steadily advanced until in March up to 71s. was paid. Later, however, as the new season's make came forward, values fell rapidly, the price in July being 47s. to 49s., but a better demand at the lower prices soon led to a reaction, which was helped by the strong tone of the Montreal market, and prices went up to 57s. in September. Moderate fluctuations then occurred, but, with the demand slackening off, values eased slightly, and closed at 52s. to 53s. English makes were generally good and plentiful, and met with a steady healthy trade throughout.

Food For Soldiers.

PACKERS know from experience how every nation of consequence feeds its soldiers, says the Butchers' Advocate. They began to learn it when France and Germany were at war and the packing industry was very young. At different times since they have filled orders for other countries, and learned what the people of each country want. The Russian Government does not worry about the quality of meat, but wants plenty of it. It buys meat that is made from range cattle. It is cheaper beef than the United States army of these days would use. The English are getting particular about their meat, too, and want a better grade than the Russians or French. Years ago the United States bought such beef. The soldiers of the Civil War would have been glad to know that they could have as good for every meal, but the standard required by the United States has been gradually raised, and England is the nearest nation behind the American in the improvement of the food furnished its soldiers. While a few millon pounds of beef does not make a very big hole in the supply at the various big packing houses there is reason for believing that the war between Russia and Japan may send the price of cattle up to where it was eighteen months ago. Japan bought beef during its war with China and will doubtless buy again.

Russia has made a good start with its orders and will probably make more and larger orders. That will certainly take away the surplus beef and the farmer of the West will find the packer more than ready to buy his steer and pay a fair price for it if the demand shall get above the supply that can be reasonably expected at present prices.

Telegraphic Address, "DOMINO," Charlottetown.

The Dominion Packing Company, LIMITED.

Codes Used A.B.C. LIEBERS PRIVATE.

Charlottetown, P.E.I. Canada

We control the product of

"The Charlottetown Preserving Co."

Pure Fruit Jams, Canned Fruits, etc.

TO THE TRADE

Our travellers are now out with full samples of our new pack Canned Meats, etc. We guarantee the quality equal to any packed on the American Continent. All bright, artistic labels. Let us give you quotations on your season's requirements—it pays to look ahead.

C. C. Corned Beef, 1's, 2's, 6's and 14's, square tins.
Whole Ox Tongues, sizes, 1½'s, 2's and 2½'s.
Prime Roast Beef, sizes, 1's, 2's and 6's.
Prime Roast Mutton, sizes, 1's, 2's and 6's.
Lunch Tongue, size, 1's, 2 doz. to case.
Oxford Sausage, sizes, 1's and ½'s.
Oxford Brawn, sizes, 1's and 2's, square tins.
Compressed Cooked Ham, sizes, 1's and 2's, square tins.
Potted and Deviled Meats, sizes, ½'s and ¼'s.
Chipped Dried Beef, sizes, 1's and ½'s.
Honeycomb Tripe, sizes, 1's and 2's.
Royal Baked Beans, sizes, 1's, 2's and 3's, either plain or with sauce.
Lunch Sausage, size, ½'s, 4 doz. to case.
Vienna Sausage, size, ½'s, 4 doz to case.
Soups, Ox-Tail, size, 2's, 2 doz. to case
Kidney Stew,
Mutton Broth.

ABOVE ALL PACKED IN KEY-OPENING TINS.

Royal Condensed Mince Meat, 36-12 oz., 36 packages to case.

Home-Made Wet Mince Meat, 2 and 5 lb., fibre packages; 7, 14 and 25 lb. pails, tubs and bbls.

Branches at HALIFAX, SYDNEY and ST. JOHN'S, NFLD.

Cheese

We think now is about the time you should buy for your requirements, especially if you want a few good Septembers to hold for Summer trade. Indications are that Spring making will be late this year and English buyers will soon be along picking up all the choice stock. We can give you excellent value, either new or old and in white or colored, also a few prime Stiltons.

F. W. FEARMAN CO., Limited

PORK PACKERS and LARD REFINERS.

HAMILTON, ONTARIO.

Our Hams and .. Breakfast Bacon

are Sugar-Cured, Full-Flavored, Delicious and Appetising.

Just the quality your trade demands.
Prepared from selected Pea-Fed Hogs only.

WE ARE BOOKING EASTER TRADE REQUIREMENTS.

Order now to avoid disappointment.

The Park, Blackwell Co., LIMITED

PORK AND BEEF PACKERS,

TORONTO, ONT.

Matthews' Rose Brand Easter Meats

Produced by our sweet cure are the standard of mildness and delicacy.

Special lean and choice selections for Easter orders, fresh smoked daily at **Peterborough, Hull** and **Brantford.**

The George Matthews Company, Limited.

Established 1868.

Handle only the Best !

GILLETT'S PERFUMED LYE

is the **Standard** article.

There are many imitations of it being offered, **Refuse Them** and handle only the original and **Best,** the kind that pleases your customers and gives you no trouble to sell.

Ask Your Jobber for it.

E. W. GILLETT COMPANY LIMITED

London, Eng. **TORONTO, ONT.** Chicago, Ill.

We are buyers of

Poultry, Butter AND Eggs.

The best facilities for handling consignments. Up-to-date Cold Storage.

The J. A. McLean Produce Co., Limited

73-75-77 Colborne Street

Telephone Main 2491. Toronto.

PROVISION AND DAIRY MARKETS.

Toronto.

Provisions—The disruption of transportation facilities has been felt in the receipts of dressed hogs which are consequently rather higher in price. This is reflected in the price of cured meats although the same cause mentioned above has very seriously contracted trade. Locally, however, where trade can be executed at all the outlook is more encouraging. Lard, which has been for some time on a low basis, has advanced another 1-4 cent since last week. Barrelled meats are unchanged. We quote:

Long clear bacon, per lb	$ 0 08	$0 08½
Smoked breakfast bacon, per lb	0 12½	0 13
Roll bacon, per lb	0 09½	0 10
Small hams, per lb	0 12½	0 13
Medium hams, per lb	0 12	0 12½
Large hams, per lb	0 11½	0 12
Shoulder hams, per lb	0 09	0 09½
Backs, per lb	0 13½	0 14
Heavy mess pork, per bbl	16 00	16 50
Short cut, per bbl	18 00	18 50
Shoulder mess pork, per bbl	14 00	14 50
Lard, tierces, per lb	0 07½	0 08
" tubs "	0 08	0 08½
" pails "	0 08½	0 08½
" compounds, per lb	0 07½	0 07½
Dressed hogs, light weights, per 100 lb	6 25	6 40
" " heavy " "	5 90	6 15
Plate beef, per 200-lb. bbl	....	10 50
Beef, hind quarters	6 50	8 75
" front quarters	4 50	5 50
" choice carcases	6 50	7 25
" medium	5 50	6 50
" common	5 50	5 75
Mutton	6 50	9 00
Lamb	8 00	10 00
Veal	6 00	9 00

Butter—Receipts have not been large this week either of creamery or of first-class dairy, any of the latter was quickly disposed of. Much of the dairy received is of under quality. Demand about clears out receipts and dealers are wary expecting that so soon as the lines of communication are again opened up that receipts of butter will be very materially increased. There is, however, an immediate tendency to hold prices firm under present conditions. We quote:

	Per lb.	
Creamery prints	0 20	0 22
" solids, fresh	0 19	0 20
Dairy rolls, large	0 15	0 16
" prints	0 16	0 17
" in tubs, best	0 15	0 16
Under qualities	0 12	0 14

Cheese—The situation is without feature. The ordinary consumptive demand continues at quotations which have for some time prevailed, but the export demand has not made itself felt to any degree as yet. We quote:

	Per lb.	
Cheese, large	0 10½	0 10¾
" twins	0 11	0 11¼

Montreal.

Provisions—Both pure and compound lards are quoted higher this week, and the market is firm at the advance. Jobbers are now quoting pure lard at $1.72 1-2 in pails, and Boar's Head brand at 7 3-8c., tierce basis. American short cut clear pork is also quoted higher, by 50c., in small lots, wholesale grocery houses selling at $20 to $22 per barrel. Smoked meats are firm, especially hams, for which 1-2 to 1c. advance is asked in small lots. The market for dressed hogs is quiet at $6.15 to $6.50 per 100 lbs. in carlots. We quote:

Canadian short cut mess pork	$17 00 $17 50
American short cut clear	16 50 17 00
American fat back	17 50
Bacon, Wiltshire, per lb	0 12 0 12½
Extra plate beef, per bbl	11 50 12 00
Lard—"Boar's Head" brand, tierce basis	0 07⅜
Carloads, less	0 00¼
20-lb. tin pails, tierce basis	
Half-bbls., over tierce	0 00¼
60-lb. tubs, "	0 00¼
20-lb. wood pails "	0 00¼
10-lb. tins, "	0 00¼
5-lb. tins, "	0 00¼
3-lb. tins, "	0 01

Wood net, tin gross weight—

	Wood.	Tin.
1 to 25 pails	1 58	1 48
26 to 49 pails	1 55	1 45
50 pails and over	1 53	1 43
Pure lard, pails		1 72½
" tubs		0 08½
" cases (6 10-lb. tins)		0 0[illegible]
" cases (12 5-lb. tins)		0 09¾
" cases (24 3-lb. tins)		0 09½

Butter—The situation on the butter market is very little changed from last week, and the same prices may be quoted. Since the commencement of Lent there has been a better demand, as is usual at this season, but apart from local business there is not much doing. Sales of finest Winter made creamery are reported at 20c., and of some choice Fall goods at 21c. We quote as follows:

Fancy Winter creamery	0 20	0 21
Summer goods	0 19	0 19½
Dairy rolls	0 16½	0 17
" tubs	0 14	0 16
Finest Fall made	....	0 21
" fresh prints	0 21	0 22

Cheese—Local stocks have been much reduced during the past month or so, and several large shipments have gone forward. Buying in the Old Country is, however, about where it was last week, and holders here are still firm in their views. Indeed some exporters here are not offering at all, and have withdrawn their goods from the market. The goods are in strong hands here, and with the exception of a few lots held by one or two small, weak holders, there have been almost no sales for English account. Some seconds and medium goods were sold at about 9 1-2c., but the market price for good stock is still 10 1-2c. for October cheese, and 11c. for September make. Most of the September goods are held here, and cables from London state that the bulk of the cheese there is late October and November make, most of the holders of Canadian cheese not offering September at all. Considering that it will be about three months and a half before grass goods can be sent to the Old Country, buyers here feel not a little confidence in their ability to maintain prices on present stocks.

St. John.

Provisions—In these lines firm prices continue to rule with a steady upward tendency, particularly in barreled pork. Sales are not large. While pure lard is rather higher, the price is still low. Refined lard has been advanced and higher prices expected. In hams and rolls sales are light. Prices, however, have been held quite firm. In fresh meats there is little change. Pork is rather higher. Several cars of Western stock have been received. Beef, both Western and domestic, is quite plentiful. Lamb is firmer and supply quite light. Mutton brings a fair price for best stock. Some nice veal is offered. We quote:

Mess pork, per bbl	$17 00	$19 00
Clear pork "	18 00	20 00
Plate beef "	12 00	14 00
Mess beef "	10 00	12 00
Domestic beef, per lb	0 05	0 07
Western beef "	0 07½	0 08½
Mutton "	0 05½	0 07
Veal "	0 07	0 09
Lamb "	0 07	0 08
Pork "	0 07	0 07½
Hams "	0 12	0 14
Rolls "	0 10	0 11
Lard, pure, tubs "	0 08½	0 09
" " pails "	0 09	0 09¼
Refined lard, tubs	0 08½	0 08¾
" " pails	0 08¾	0 09

Butter—Medium grades are freely offered. For best stock dealers buy in the West. Prices are unchanged. We quote:

Best tub Butter	0 18	0 20
Good dairy tubs	0 16	0 18
Fair "	0 14	0 15

Eggs—While the price is still high the tendency is toward lower figures. Supplies are very light. Western eggs are still offered. We quote:

Eggs, henery	0 40	0 45
" case stock	0 30	0 35

Cheese—Stocks are light, but prices unchanged. We quote:

Cheese, per lb	0 12½	0 13

A FEW REASONS WHY

Napoli Macaroni

EXCELS ALL OTHER BRANDS.

1. Machine Handled.
2. Absolutely Pure.
3. Made from the genuine Macaroni wheat.
4. Made without the aid of any coloring matter whatever.
5. Made by people who have been selected on account of their skill and cleanliness.

Send for Samples, delivered free.
When writing give your wholesaler's name.

NAPOLI MACARONI CO.,
Hayter and Teraulay Sts., TORONTO, CANADA

Brooms Brushes Baskets

Butter Ware Butter Paper Butter Tubs

Wooden Ware Willow Ware

Walter Woods & Co.

Hamilton and Winnipeg.

TEAS

We offer a few **specials** as follows :

Japans	16½ cents.
Japan Nibs	16 "
Ceylon Green	15 "
"	16 "
"	18 "
Indian Green	15½ "
" Pekoe	16 "
" Orange Pekoe	18 "

These are all bargains. **Send for samples.**

CANADA BROKERAGE CO., LIMITED

Phones { 2282 Main. 870 "

9 FRONT ST. EAST, TORONTO.

"KKOVAH"
Jellies (all flavors)

"KKOVAH"
Custard Powders

"KKOVAH"
Blanc Mange Powders

Etc., Etc.

"NEVER-DRIP-A-DROP" Tea Strainer—The most ingenious strainer ever invented. Keeps all tea leaves or coffee grounds out of the cup. Positively never drips-a-drop. Fits any tea pot. **We are agents for the grocery trade.**

THE GREIG MANUFACTURING CO.

MONTREAL. **LIMITED**

Something entirely new

but not so new as not to be thoroughly well seasoned.

MANUFACTURED——by skilled union labor.
—from the finest leaf obtainable.
—in one of the best factories in Canada.

IN FACT, in every respect, fully up to the "ANCHOR" standard of excellence,— **"QUALITY FIRST."**

"EBY-BLAIN'S"

CIGAR.

THE BEST 5-CENT STRAIGHT ON THE MARKET.

THE "MONEY-BACK" CIGAR.

Every cigar has our guarantee.
By far ahead of all its competitors.
WHY NOT TRY IT?

SEE OUR TRAVELLERS FOR SAMPLES and QUOTATIONS

THE EBY, BLAIN CO., LIMITED, Wholesale Grocers, TORONTO.

VISITOR FROM JAPAN.

A VISITOR to Montreal this week is Mr. R. S. Kitajima, manager of the Fuji Co., Yokohama, Japan. Mr. Kitajima who was seen by a representative of The Grocer, at the offices of Shaw T. Nishimura of the Japan Central Tea Traders Association, is paying his annual visit to the markets of Canada and the United States.

The business controlled by Mr. Kitajima's company, is a very large one. They have tea firing establishments at Fuji Goshi Kaisha; Horinouchi, Enshu, Motohamacho, Yokohama. The head offices are at Fuji Goshi Kaisha. The American branch is at 12 Front street, San Francisco. The company are very large growers and exporters of Japans, and their Canadian business is done through Mr. Nishimura.

Asked as to the prospects of teas this year, Mr. Kitajima expressed the opinion that prices will be as high, if not somewhat higher than last season, quality, however, will be very fine. There was no doubt that there would be a scarcity of labor in the tea industry of Japan, owing to all able-bodied young men flocking to the army.

Mr. Kitajima is very optimistic as to the successful outcome of the war at present going on, and like every Japanese, is thoroughly convinced of the justice of Japan's cause, and loyal to the same. Mr. Kitajima leaves Montreal, visiting Buffalo, New York, Cleveland, St. Louis, and sailing from San Francisco in about a month.

LETTERS PATENT, ETC.

National Cash Register.

Letters patent have been issued under the Ontario Companies Act authorizing the National Cash Register Company, a corporation incorporated under the laws of the State of New Jersey, to buy, sell and deal in cash registers in Ontario, provided that in so doing the company shall not use in Ontario any larger amount of its capital than the sum of $40,000, unless authorized by supplementary letters patent. Frank Eben Mutton, sales agent, Toronto, is to be the attorney of the company.

Increased Capital.

Supplementary letters patent have been issued under the Ontario Companies Act confirming a by-law of the Carter-Crume Company, providing for the increase of the capital stock of the company from the sum of $1,975,000 to the sum of $2,050,000 by the issuance of 750 shares new cumulative preference stock of $100 each.

Osgoode Dairy, Limited.

Osgoode Dairy, Limited, with a capital stock of $40,000 divided into 400 shares of $100 each, has been granted a charter empowering it to carry on a dairy business in all its branches, to dispose of the whole undertaking for cash or for shares of another company having similar objects, or to make purchases and pay for same with the capital stock of the company. The provisional directors of the company are Andrew Graham and Francis John Ferguson, milk dealers, George Reginald Geary, solicitor, and the other members of the company Fitzgerald Douglas Byers and Allan Angus Magee, students, all of the city of Toronto.

T. Boudreau, general merchant, St. Francois De Sales, has assigned; V. E. Paradis is provisional guardian; meeting to appoint a curator advertised for 25th inst.

AN INTERESTING MONTREALER.

A GLIMPSE of a strong character who survived 50 years of active commercial life in Montreal, may be found in the life of the late Thomas Lilley. In the vernacular, one is apt to style such a man "an old-timer." The word has a varied significance. Indeed in the midst of the eager babel of operators in the market to-day, when the clink of the coin on the counter is the chief sound that greets the ear of the interested party, it is a pleasure to step aside and refer to the man who made money, who lived a family life, who cultivated a fad as a musician, yet in a simple manner avoided the sordid walks that sap the well-springs of the heart.

Thos. Lilley was a rugged character, he was a teamster, called a cartage agent to-day, yet had he chosen any other walk of life, he would have been just as particular, just as correct, and just as attentive, and his efforts would no doubt have brought their reward. Thos. Lilley was a son of John Lilley who founded a cartage business now known as the Lilley & Cameron Cartage Co., so that the present partner of the business is a grandson of its founder. When Thos. Lilley died the other day, the procession of sorrowing citizens was the best testimony to his honored life, but this is quite irrelevant to the remarkable life which he lead. Actions count. For 50 years he earned the reputation of being a man whose word was as good as his bond.

A retrospective glance must be taken of 50 years ago when he drove carts, for large Montreal importers, all the way from Montreal to London, Ont., and other western points. If he did not go himself, he sent a reliable man. The use of railway freight cars was a dream in those times, it was up to the strong men, just as in another way it is to-day. Lyman & Sons, Sinclair, Jack & Co., with their immense stocks of imports, had no C. P.R. or G.T.R. to call upon. It was Thos. Lilley. His worth was well-known when his usefulness had decayed, and yet this can hardly be said with an aggressive spirit, for he made his price for his cartage, and he always got it. If it was worth so much to cart bales to Lachine, to Hudson, or to any other remote point of industry, Mr. Lilley simply made his price, then he did the work. He drove sometimes through wildernesses. Always the driver was accompanied with food for himself, and frequently for his horses. There would be no change of the horses on these long journeys, as they frequently did in England where much shorter journeys were covered (and by the way, Mr. Lilley was an Englishman). The judgment of the driver was left entirely to control the trip. If he met a friendly farmer, there, he would take his meals, there he would spend his night, and if necessary reward him accordingly. If not he could always feed himself and his horses.

Just before the C.P.R. was built, Mr. Lilley carted all the machinery for the Joliette Paper Mills. and some interesting tales are told of those terrible roads he had to encounter, which to-day are among the best in the country.

The old days of sailing ships serve as interesting reminiscences, for the big wholesale grocers were accustomed to forward their imports by the teams of Thos. Lilley. There were no wharves in those times, and this strong, determined old Englishman would order his carts backed into the water, where he would meet the sailing vessel's side, and there receive the groceries that were to supply the largest portion of Canada.

In those days, before the Lachine canal was completed, batteaux were frequently struck above Lachine, and the Lilley carts were familiar sights as they filed away with loads of flour and other cargo for Montreal, and thence to the sailing ships to be distributed to the great markets of the Old Land.

As an instrument of commerce, such a man cannot be over-estimated. His will was iron, and his methods were correct. There was no blundering in the delivery of his goods; no carter could drink whiskey and survive the regularity of the Lilley cartage system. The Lilley Cartage Co. to-day is larger and better than it ever was, and is now carried on by the third generation, Major Lilley being now with Mr. Cameron. Yet the same old firm of Lyman & Sons have all their carting, which is a hundred times more than they had in those days, done by the Lilley Co.

As an illustration of the evolution of business integrity, if old John Lilley who founded the firm, and who left it to his son Thomas, 50 years ago, could look at the busy cities of Montreal and Toronto, London and Winnipeg, and see the nervous vitality of the ever growing West, he would be at least amazed and interested, and perhaps proud of his early efforts.

As a contrast in remuneration to employes, it may be mentioned that in Thos. Lilley's early days, his best drivers received only about $2 a week and their board, while to-day men in similar positions with a great deal easier time, receive $10 to $15 per week, and sometimes more.

Mr. Lilley's chief fad was love of music, and also love of his own home. He lived round the neighborhood of Colborne street the greater portion of his life, and often laughed in later years when he remembered the chance he had of buying the land where the Windsor Hotel now stands, at a rate simply ridiculous, lower in fact, than he could buy it in Griffintown. As he said when alive it would have been just as likely then that the Windsor Hotel would have arisen from the graveyard that then existed, as that a palace of fine arts might appear in the Mount Royal Cemetery before long.

However, Mr. Lilley passed away full of years and honors and has left a record however unostentatious that would be worthy of imitation anywhere.

C.D.C.

MR. BERNARD REPLIES.

Editor, Canadian Grocer: In reply to Mr. Larkin's letter appearing in your issue of February 5th, I would like to ask him to be candid enough to inform your readers as to the very large percentage of Ceylon green teas that are imported by him to Canada and reshipped to the United States and therefore should not appear in Canadian statistics of consumption.

As regards the inference that the Canadians are unwilling to pay for good tea, why is it that the popular price in Canada is 25c. and in this country 60c.

The enclosed Salada advertisement taken from one of our daily papers calls attention only to their 60 and 70c. tea. How much of these grades do they sell in Canada?

The conditions for buying are precisely the same in the two countries but the cheap teas that are so favored in Canada are not wanted by the average American.

Touching the question of quality as your readers are all more or less tea experts it is hardly necessary to discuss the superior merits of Japan teas over Ceylon and India greens as they know perfectly well that what they are seeking all the time is to find a Ceylon green tea to resemble as nearly as possible in flavor a Japan.

Yours faithfully,

C. M. BERNARD.

Chicago, Ill., Feb. 9th, 1904.

Why Take Chances.

WE REALIZE that all sorts of offers are being made to grocers every day to handle certain brands of Coffees. You probably have had some experience in this line yourself and realize the fact that such experiments are often expensive to you. Goods that you do not know about fail to give satisfaction. They come back and your trade loses confidence in your judgment. Our brands of Coffees have been time tried, and, as you are aware, always give satisfaction.

Chase & Sanborn,

The Growers and Importers, - - - MONTREAL, P. Q.

"BEE" brand goods are of the highest grade.

"BEE" Starch is a Perfect Starch.

40% Extra

for selling these goods.

If this interests you, write and ask for full particulars.

How to obtain a

Watch Free

To our numerous friends who are asking for catalogues and hangers we beg to say we will have a full supply next week, and will be pleased to mail to all wanting them.

SNOWDON, FORBES & CO.

443 ST. PAUL ST., MONTREAL.

Mrs. Dooley

once did her own washing, but times with her have changed.

She discovered a new idea in soap-making, namely: adding Borax to other ingredients.

The Soap she has made bears her name—

Mrs. Dooley's Laundry Soap

and it has sold well from the first day the public learned about it.

The Soap is being sold with energy. Besides being a better Soap than any other ---no matter how good others are,---it pays the grocer about 10% more profit, and most grocers want this 10%.

Here is the price list:

Price List on Mrs. Dooley's Laundry Soap:

	100 bars.	60 bars.
1 Case lots - -	$3.70	
5 " " - - -	3.60	2 15
10 " " - - -	3.50	2.10
25 " " - - -	3.40	2.05

FREIGHT PREPAID ON 5 BOX LOTS.

THE **Metropolitan Soap Co.** LIMITED

TORONTO.

Fresh and Cured Fish

Ontario Fisheries.

THE report of the Deputy Fishery Commissioner of Ontario handed down this week values the season's catch for Ontario at $1,547,464 as against $1,265,705 in 1902. In 1892 the value was $2,042,198, in 1890, $2,009,637. The total value of the fish taken from Ontario waters since 1870 is $37,742,615. The quantity of fish taken last year shows a large falling off in many important classes, and the higher prices resulting from the scarcity were accountable for the increased value of the catch.

The following figures show the catch and the decrease or increase in class:

	Catch. lbs.	Decrease. lbs.
Whitefish	2,632,770	227,900
do., salted	34,400	14,100
Herring	3,088,150	1,993,204
do., salted	653,700	210,700
Trout	5,787,310	*669,742
do., salted	704,800	*476,900
Bass	6,050	*2,750
Pickerel	2,604,540	325,815
Pike	1,539,325	181,505
Sturgeon	648,250	*166,760
Caviare	30,550	2,886
Eels	37,950	35,288
Perch	868,700	421,164
Catfish	701,750	141,971
Coarse fish	1,987,000	80,814
Tullibee	22,250	36,518
Bladders	710	*342
Total	22,134,205	2,366,365

*Increase.

FEW HERRING IN LAKE ONTARIO.

Whitefish increased 66,965 pounds in Lake of the Woods and Rainy River district, 165,007 pounds in Lake Superior, decreased 337,170 pounds in Lake Huron, north channel, increased 10,790 pounds in Georgian Bay, increased 2,812 pounds in Lake Huron proper, decreased 1,000 pounds in River St. Clair decreased 20,250 pounds in Lake St. Clair and Detroit River, decreased 146,606 pounds in Lake Erie, increased 19,909 pounds in Lake Ontario, and increased 20,100 pounds in Nipissing district.

Herring decreased 75,520 pounds in Lake Superior, increased 1,111 pounds in Lake Huron, north channel, and 441 pounds in Lake Huron proper, decreased 1,625 pounds in Georgian Bay, increased 3,200 pounds in St. Clair River, decreased 200 pounds in Lake St. Clair and Detroit River decreased 791,750 pounds in Lake Erie, decreased 945,519 pounds in Lake Ontario and increased 14,630 pounds in Nipissing district.

Trout increased 33,576 pounds in Lake of the Woods and Rainy River district, 307,784 pounds in Lake Superior, 496,455 pounds in Lake Huron, north channel, 46,803 pounds in Lake Huron proper, decreased 187,280 pounds in Georgian Bay, increased 2,007 pounds in Lake Erie, and 6,588 pounds in Lake Ontario.

The fishing industry has grown rapidly during the past few years, and last season there were engaged in the fishing business 124 tugs, with 589 men, 1,295 boats and 2,296 men.

There were 93,701,000 fry distributed in the waters of the province by the Dominion Government from Dominion hatcheries during the year. The total number of fry distributed by the Dominion Government in Ontario waters since 1868 is 1,574,862,200. In 1902 it was 101,895,000.

Right of Firing Guns.

The Ontario fishery officials have asked to have the right conferred on Provincial overseers of firing a gun to compel poaching vessels to lay to when hailed. In regard to this Prof. Prince, Dominion Commissioner of Fisheries, says: "It is an error to suppose that Dominion overseers have this power. The power is a very special one, more for Dominion cruisers in dealing with the encroachment of fishermen of foreign nations, and incidentally for revenue cutters in the prevention of smuggling, and can only be exercised by Admiralty warrant, which involves the formal commissioning of officers and the flying of the blue pennant."

Inland Oysters.

The latest departure in the oyster business is that of "oyster farming," viz., raising oysters on the shoals of "Salt River," near Mammoth Springs, Ark. The peculiar flavor of the oysters found there has enabled a firm of planters to establish a good business, a ready market has been found for these oysters, capital has been interested, and the work of developing this oyster mine will be pushed.

TO THE TRADE:

It would appear from the form of "Salada's" acceptance of our offer, that they would have preferred to compare their entire Canadian sales with the Blue Ribbon sales of one Province. We are pleased to notice this change of tone, and hope that it will continue so that the trade will not in future be favored with any more of such notices as—

"Our increase alone in sales of Salada Ceylon Tea in the past year "over our sales in 1902 was greater than the entire business, etc., etc."

The comparison which "Salada" has actually agreed to is—

"Whether the quantity of Blue Ribbon Tea sold for consumption in "Canada during 1903 exceeded quantity of Salada sold for consumption "during the same period."

That is to say we agree to compare a portion of our tea business with "Salada's" entire Canadian trade.

Our deposit is in Messrs. Clarkson & Cross' hands, and we would be glad if "Salada" would cover it and allow the investigation to proceed.

With regard to Salada's advertisement in the last issue of THE GROCER we regret that Salada should pretend to be ignorant of what they and everyone who perused our letter must have been well aware of, namely, that our offer to compare Salada's increase with our entire business was simply an expression of our willingness to accept what we understood to be the terms of Salada's original challenge. Whilst we were surprised at this attempt to misrepresent our position, we were more than surprised at Salada's pretence that they understood we wished to include our general grocery business other than tea in the comparison. Can anyone credit that Salada believes anything of the kind? The correspondence from beginning to end shows clearly that tea alone was under discussion, and Salada's statement regarding our general business is too absurd to be accepted seriously.

When Salada's extraordinary challenge first appeared business men in the West wondered why no Eastern merchant took it up. Perhaps Salada's last advertisement throws some light on the subject when in referring to our offer to accept what we believed to be the terms of their challenge, thus treating the matter seriously, Salada said this was the greatest compliment they had ever received. We shall certainly pay Salada no more compliments, nor will we make any further effort to arrive at the meaning of their challenge. Mr. Ince's enquiries having produced no result, and our own having met with ridicule and evasion, we do not care to press the matter further, particularly when Salada's anxiety to escape responsibility for their challenge is so great that they must needs deliberately misrepresent our position. We shall therefore treat Salada's challenge as withdrawn and have nothing further to do with it.

It is, of course, understood that the investigation by Messrs. Clarkson & Cross into the Canadian sales of Blue Ribbon and Salada during 1903 will proceed as soon as Salada puts up their deposit.

(Signed) **G. F. & J. GALT.**

DO YOU HANDLE

ENAMELINE LIQUID STOVE POLISH?

RETURNED
AUG - 3 1904
Cut Booh 22
page 11

Enameline Paste revolutionized the Stove Polish business.

Enameline **fire-proof** Liquid will share with our Modern Paste Stove Polish an equal success.

It is non-inflammable and absolutely safe to use.

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CAN
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Unsurpassed anywhere for absolute **Purity** and **Goodness.**

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Canada Biscuit Co., Toronto.
Christie, Brown & Co., Toronto.
Imperial Biscuit Co., Guelph, Ont.
McGregor-Harris Co., Toronto.
Mooney Biscuit & Candy Co., Stratford.
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National Licorice Co., Brooklyn, N.Y.
Stewart, A. J., Toronto.

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Oakey, John, & Sons, London, Eng.
Reckitt's—Gilmour Bros., Montreal.

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Horrocks, T. J., Toronto.
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Steele, W. H., Co., Toronto.
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Greig, Robt., Co., Toronto.

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Cowan Co., Toronto.
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VanHouten's—J. L. Watt & Scott, Toronto

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Lucas, Steele & Bristol, Hamilton.

Coffee Essence.
Bromley's—W. G. Patrick & Co., Toronto.

Commission Merchants and Brokers.
Cameron, Gordon & Co., Winnipeg.
Clark, R. W., & Co., Victoria, B.C.
Davidson & Hay, Toronto.
Dawson Commission Co., Toronto.
Dominion Brokerage Co., Toronto.
Dunn, Wm. H., Montreal and Toronto.
McDonald, Gordon, & Co., London, Eng.
Lambe, W. G. A., & Co., Toronto.
Nicholson, E., Winnipeg.
Patrick, W. G., & Co., Toronto.
Rutherford, Marshall Co., Toronto.
Ryan, Wm., Co., Toronto.
Thomas, J. P., Quebec, P.Q.
Watt, J. L., & Scott, Toronto.

Computing Scales.
Computing Scale Co. of Canada, Toronto.

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Gillett, E. W., Co., Toronto.

Condensed Milk and Cream.
St. Charles Condensing Co., Ingersoll.
Truro Condensed Milk & Canning Co., Truro, N.S.

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Gowans, Kent & Co., Toronto.
Sydenham Glass Co., Wallaceburg, Ont.

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Dominion Packing Co., Charlottetown, P.E.I.
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Matthews, Geo. Co., Brantford.
Maclaren, A. F., Imperial Cheese Co., Toronto.
McLean, J. A., Produce Co., Toronto.
Park, Blackwell Co., Toronto.

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Black Bros. & Co., Halifax.
Connors Bros., Ltd., Black Harbor, N.B.
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Kinnear, T. & Co., Toronto.
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Lucas, Steele & Bristol, Hamilton.
Todd, J. H., & Son, Toronto.
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Gillard, W. H., & Co., Hamilton.
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Husband Bros. & Co., Toronto.
Kinnear, T., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
McWilliam & Everist, Toronto.
Tippet, A. P., & Co., Montreal.
Walker, Hugh, & Son, Guelph.
White & Co., Toronto.

Gelatine.
Canadian Gelatine Co., Toronto.
Cox, G. & J.

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Canada Brokerage Co., Toronto.
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Davidson & Hay, Toronto.
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Eckardt, H. P., & Co., Toronto.
Kinnear, T., & Co., Toronto.
Laporte, Martin & Cie., Montreal.
Lucas, Steele & Bristol, Hamilton.
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Capstan Mfg. Co., Toronto.
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Lytle, T. A., Co., Toronto.
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Morse Bros., Canton, Mass.
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Foster Pottery Co., Hamilton, Ont.

Poultry Food.
Greig, Robert, Co., Toronto.

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Eureka Refrigerator Co., Toronto.

Salt.
Canadian Salt Co., Windsor, Ont.
Patrick, W. G., & Co., Toronto.
Toronto Salt Works, Toronto.

Seed Corn.
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Bennett Mfg., Co., Pickering, Ont.

Soap.
Metropolitan Soap Co., Toronto.

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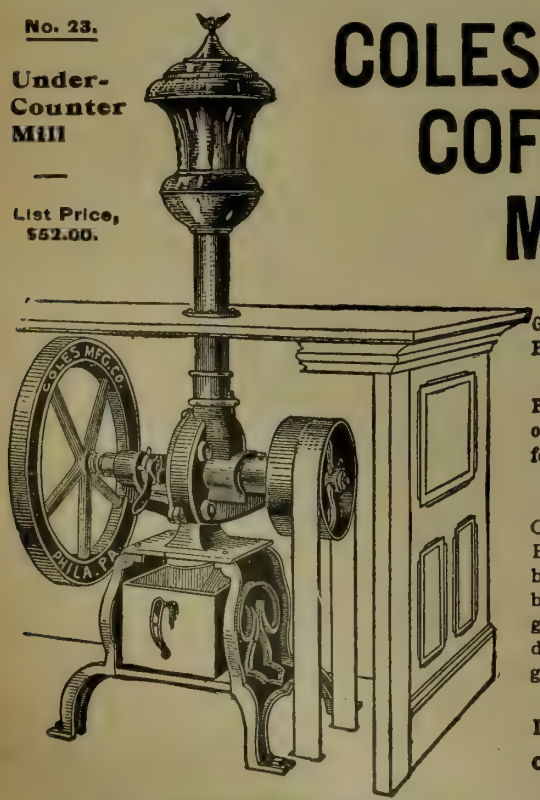

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NEW ZEALAND PREFERENCE.

AFTER due consideration of the tariff recently adopted by New Zealand, the particulars of which were published in a recent number of The Grocer, the Dominion Government has decided that on the whole it is quite favorable to Canada and accordingly an order-in-Council has been passed extending to New Zealand the full Canadian preference of 33 1-3 per cent.

This mutual preference should stimulate trade between Canada and her sister colony of the Antipodes. The foreign trade of New Zealand for the fiscal year 1902-3 aggregated over £25,000,000, imports being £11,747,435 and exports £14,-923,135. Her imports covered nearly all lines of goods; her exports were chiefly wool and sheepskins, frozen meat, gold, kauri gum, flax, butter and cheese. Of this trade Canada imported from New Zealand goods to the value of $41,903 and exported to that island goods to the value of $462,538. We are evidently not getting a very large share so far.

Of course as New Zealand is a pastoral and agricultural country we can not expect to sell her much agricultural produce, but there should be a good opening for our manufacturers to develop a trade which, insignificant as yet has great possibilities.

GREEN TEA POSITION.

THE position of Indian and Ceylon green teas in Toronto at the present time is a curious one. While there is a very fair demand from the retail trade for these lines, the jobbers appear to be well stocked for present requirements and there is considerable in warehouse on consignors' account. In regard to this latter opinions of buyers and sellers differ and the former being supplied for present requirements will not touch the spot tea except at a concession, while they are at the same time buying reasonably freely for importation in anticipation of future requirements. While therefore there is an active demand from retailers for Ceylon and Indian greens, and jobbers are placing orders for importation, brokers with consignments in warehouse are finding no little difficulty in getting their prices.

CUMULATIVE VOTING.

THE experiment of cumulative voting as tried in Toronto has not been a decided success. In fact the City Council has resolved to ask the Legislature to do away with the system established only last year and substitute another.

The system afforded unexampled opportunities for the election heeler to get in his fine work, in fact the opportunities were such that these gentry overdid themselves and so attracted attention which resulted in the present investigations and revelations. That this hidden crooked work has been unearthed should perhaps be placed to the credit of cumulative voting, but this after all is a left-handed credit.

The system gives too much power in the hands of corrupt coteries, party cliques, and society groups and enables such undesirable bodies to exercise an influence by no means beneficial and out of all proportion to their number as compared with the ordinary decent citizen who distributes his votes among the men he deems most qualified for office.

It is not in the interest of the business man that this undue influence should be placed in the hands of men of the professional politician type, who seldom have any business interest and little respect for the rights and needs of business men.

The proper principle is one man one vote. In cases where more than one is to be elected, the elector who wishes to indulge in the luxury of plumping should have no right to pile up two or three votes for his particular choice. The country would be served better were he given the alternative of distributing his full quota of votes or restricting himself to one for his favorite.

THE BONDING PRIVILEGES.

IN a recent number The Grocer had occasion to rebuke Cold Storage, a London, England, publication, which in the course of an editorial arguing the inability of the colonies to supply the food needs of the Motherland under a preferential tariff, made the unwarranted and misleading statement that Canada was at the mercy of the United States for four months of the year owing to the ice closing her ports.

In the issue of Cold Storage just at hand the writer tacitly admits that he was wrong in stating that our ports were icebound for four months of the year, but attempts to escape by pleading that compared with Boston or Portland our maritime ports are not commercially possible, and triumphantly quotes statistics to show that 69 per cent. to 81 per cent. of our food products shipped during the Winter months pass through Portland and Boston. It is quite simple to Cold Storage that all the United States has to do is to withdraw the bonding privilege, and Canada is undone. In support of this inexorable logic Cold Storage quotes the Times, and Sir Wilfrid Laurier's speech on the introduction of the Grand Trunk Pacific bill.

Cold Storage has fallen into the error common to people who reason from incomplete premises.

In the first place its own statistics show that the proportion of Canadian

produce shipped through our maritime ports increased very considerably last year, and the increase this year will be found to be still greater.

But apart from this altogether, is Canada at the mercy of the United States in the matter of bonding privileges? Decidedly no! Cold Storage should know that the United States does not extend such valuable considerations as bonding privileges as a matter of courtesy. They have their quid pro quo, and having as usual the long end of the bargain are unlikely to do any such foolish thing as to abrogate the convention under which we are now working.

Suppose the bonding privilege were abrogated, the blow would fall at the same time upon the United States ports of Boston and Portland as upon Canada, and while we might be inconvenienced for a short time our "commercially impossible" ports in the Maritime Provinces would perforce take care of the diverted traffic more or less adequately. Portland and Boston would lose a lucrative traffic permanently.

But on the other hand the United States enjoys very important bonding privileges at the hand of Canada. The three great American lines from the middle west to the Atlantic seaboard, from Chicago to New York, the Michigan Central of the Vanderbilt system, the Wabash, and the Pere Marquette all run for 250 miles from the Detroit to the Niagara River through Canada. The Welland canal between Lake Erie and Lake Ontario, the St. Lawrence canals, giving outlet from Lake Ontario to tide water, are all through Canadian soil. If the United States were to withdraw the bonding privileges could we not do the same?

While the withdrawal of the bonding privileges on the part of the United States might very seriously inconvenience us for a time, retaliation would paralize a great part of the United States traffic which centres in Chicago and has for destination the Atlantic seaboard.

In the face of these facts it is absurd to speak of Canada being at the mercy of the United States, the Times to the contrary notwithstanding. One is never at the mercy of an enemy when possessed of equal weapons and the same opportunity to wield them.

Sir Wilfrid Laurier's appeal on the introduction of the Grand Trunk Pacific bill, to the patriotic desire of all Canadians for an all Canadian route for our products all months of the year is very far from an admission that we are at the mercy of our southern neighbors.

As intimated in our first article the editor of Cold Storage should travel. A visit to Canada would convince him that Canada is quite capable of producing any quantity of food required by his little sea-girt isle, and that the withdrawal of the bonding privileges is but a bugaboo to frighten the timorous.

PERMANENTLY PROFITABLE BUSINESS.

EVERY progressive merchant should look not only to immediate profits but to the establishment and maintenance of a business which will prove permanently profitable. Such a business can be built up only by securing the trade of the better class of customers. This is the class of people who have money to spend and with whom, no matter how careful they may be in money matters, quality is the first consideration. There are few customers who will more than once pay an excessive price for an article, but there are very many who want high-class goods and are willing to pay the regular price. These are the customers whose business is permanently profitable because it can be retained.

The bargain hunting class can be interested only so long as they are getting something for nothing—or believe that they are—which is the same thing. They drift from one store to another, and there are few merchants who find their trade profitable. They are useful only because they are always ready to relieve a merchant of his otherwise unsaleable stock at bargain prices.

The other class—the profitable class—are not so easily attracted in the first instance, but, once secured, their trade can be retained by treating them right, by supplying them with reliable goods only, with the brands for which they ask and with which they are satisfied. It is dangerous to offer these customers something "just as good" unless the salesman is absolutely sure of his goods.

This being the case, it is strange that retailers in general are not more careful in their buying. Often they are influenced in their purchases by the salesman who tells them they can make greater profits by handling his lines than from the sale of the established brands with which they are acquainted. Retailers should remember that most of these well-known brands which have stood the test of time are already on a rock bottom price basis. They are sold as low now as it would be profitable to sell them, and the difference in the price of the two brands very often represents pretty accurately the difference in quality. Hence to handle the new line at the same price is to give a customer an inferior article for his money. The immediate profit may be larger but a customer will not be deceived twice.

By all this is not meant that a merchant should never consider the advances of a new firm. The older firms themselves would probably be the last to claim the right to monopolize the trade of the country. No person disputes the right of a firm commencing in business to expect that patronage from the trade to which the merits of its goods entitle it. Moreover the country is growing, and will probably continue to grow, so rapidly that these firms will be unable to keep up with the demand.

But the merchant has his own reputation to sustain. His name has come to represent among his customers a certain class of goods. His firm name is, or should be, a guarantee of excellence.

The manufacturer's name should also be a guarantee of excellence, and the merchant who has a reputation at stake should insist that the goods he sells bear the name and trade mark of their maker. The manufacturer who has confidence in his own goods, and believes that they will bear comparison with other brands now on the market, will not hesitate to comply with this requirement. It is usually the case that goods which do not bear the name of their manufacturer are made for the sake of immediate profits only, and it is not expected that their quality will give them a permanent hold on the market. The merchant who is looking for a permanently profitable business among the better class of customers can not afford to handle these goods.

HALIGONIAN CHOCOLATE MAN.

F. J. WARD of John P. Mott & Co., Halifax, N.S., was a visitor to Montreal this week, passing through on his way east from a trip through the Ontario and Quebec trade. Mr. Ward expressed the opinion that the demand for chocolate and cocoas was on the increase in Canada and as far as their trade was concerned satisfactorily so. "Of course," Mr. Ward stated, "Mott's chocolates and cocoas have for many years been before the trade and enjoyed a desirable reputation. A branch of our business is the manufacture of confectioners' chocolates, and in this connection I am pleased to say, our goods are in the front rank."

Mr. Ward is enthusiastic as regards the outlook for the future, and stated that all their agencies, in Toronto, Winnipeg, and Montreal were closely looked after. While in Montreal Mr. Ward's commercial headquarters are with J. P. Taylor, his firm's representative for this district. He left for Quebec and the east on Tuesday, 23rd inst.

PERSONAL MENTION.

Mr. R. W. Ritchie, of the Eby, Blain Co., has been laid up with a severely sprained ankle.

F. W. Fearman Co. have a large and well assorted stock of cheese, white colored and Stiltons that they are offering at good value.

Mr. J. S. Donaldson, Front street, Toronto, has been appointed selling agent for Small's Maple Creams. These creams have established a good reputation.

Mr. A. H. Brittain, of A. H. Brittain & Co., Montreal, representative for Black Bros. & Co., Halifax, is on a visit to the latter city in the interests of the company's fish foods.

Mr. W. L. Hunter, Eastern Ontario representative for L. Chaput, Fils & Cie., Montreal, dropped into the Montreal offices of The Grocer this last week. Mr. Hunter reports that despite the extremely cold weather and blocked and unfavorable roads business has been satisfactory. When the roads get opened up more he expects trade will revive materially.

Mr. W. F. Leonard, senior member of the fish house of Leonard Bros., St. John, N.B., was a visitor to Montreal during the week, visiting their Montreal warehouses which are under the management of Mr. J. Byrne. The cold weather while restricting the fresh fish trade somewhat has, on the other hand been beneficial to the frozen fish business, and taking one condition with another Mr. Leonard is of the opinion that New Brunswick fish business is in a satisfactory state.

AT CANNERS' CONVENTION.

J. W. WINDSOR, of the J. W. Windsor Canning Co., Montreal, has just returned from Columbus, Ohio, where he had gone to attend the National Convention of the Canned Goods Association, which was held in that city, from February 8th to 13th.

Mr. Windsor's trip was a very pleasant one, and he expressed himself as very much interested in the entire proceedings. The display of canned goods machinery, in connection with the convention, was a most magnificent one. Every modern appliance, for the prompt and safe packing of canned goods was in evidence.

The attendance was very large, from 500 to 600 canners, and parties interested in the canned goods industry, from almost every state in the Union being present.

Some very interesting lectures and speeches were delivered, touching on the manufacture of canned goods, buying and selling, and the position of the trade as regards the jobber, etc.

One of the speeches, that of W. B. Timms, of the firm of Austin, Nichols & Co., wholesale grocers, was in the nature of a heart to heart talk with the canners, dealing as it did with the honest and proper carrying out of contracts made by the canners with the jobbers.

The address of Prof. E. W. Duckwall, of the Sprague Laboratory at Aspenwall, Pa., and chemist for the H. J. Heinz Co., Pittsburg, and which was illustrated by steriopticon views, was divided into three branches, touching the subjects of artificial colors, tin plates, and preservatives. This address particularly, was considered highly instructive by Mr. Windsor. Of one fact Mr. Windsor is convinced, and this is demonstrated by the analysis of tin plates as shown by Prof. Duckwall, and that is, that the quality of tin plates used by Canadian packers, is of a higher grade than that used by the American canners.

The high character of the addresses delivered on the different subjects of interest to the canning industry show that a great deal more interest was taken, particularly on the subject of putting up high-grade, and absolutely reliable goods, and it is Mr. Windsor's opinion that these annual gatherings are productive of great good, not only to the canning industry, but to the jobber, the retailer, and the consumer.

INQUIRIES RECEIVED.

We are requested by Snowdon, Forbes & Co., Montreal, to state that from the great number of inquiries they are receiving in answer to their offer to send readers of The Grocer one of their beautiful "Bee" starch hangers, it is evident that such an attractive store ornament is appreciated. Any one not having received a hanger can obtain one by dropping a card to Snowdon, Forbes & Co., 449 St. Paul street, Montreal. They have a full supply on hand now.

OFF FOR FLORIDA.

Mr. Chas. Chaput, senior member of the wholesale grocery house of L. Chaput, Fils & Cie., Montreal, accompanied by Mrs. Chaput, left on Monday 22nd inst. for St. Augustine, Fla. Mr. Chaput has well earned his vacation and The Grocer wishes him and Mrs. Chaput an enjoyable and beneficial holiday. It is expected that they will not return until after Easter.

GROCER A WELCOME GUEST.

Mr. J. W. Watson, general merchant, Minden, Ont., has sold out his store to D. J. Naetle and is offering his stock en bloc or in detail. Mr. Watson writes that The Grocer has always been a welcome guest with him and he always found it in the van. He moreover wishes to thank many members of the wholesale trade for many kindnesses which, he remarks, can never be repaid in coin.

A BUSINESS HELP.

H. N. Bate & Son, Ottawa, are sending out their improved patent combination order book to the trade. This is a most complete and convenient affair containing as it does a supply of order sheets, a grocer's want list, pocket for envelopes, price lists, catalogues and a small calendar. Grocers interested will be able to secure one of these order books and will find it a convenience when placing their orders with the firm. H. N. Bate & Son send these order books out three or four times a year.

MILK CHOCOLATE.

The manufacture of milk chocolate has been made a specialty of by the Cowan Co, Toronto, who have introduced the finest grades for eating and drinking. As a confection milk chocolate is one of the daintiest, purest and most nutritious.

The Cowan Co. are now introducing this chocolate as a sweet coating for confectioners' use. They report making only one grade, the bery best, so that Cowan's milk chocolate may be relied on for quality, fine flavor and absolute purity.

THE SAME OLD GAME.

The wholesale grocer is endeavoring with some success to again load up his customers with Japan Teas on the strength of the **WAR.** The figures we gave a few weeks ago, showing that in four years the imports of Japan Teas into Canada declined from 11,666,-757 lbs. in 1899 to 4,879,078 lbs. last year, prove conclusively that Japans are to go out of consumption like China Teas have.

If You Want to Speculate

do so on a "SURE THING," and **"SALADA" CEYLON TEA** is the SUREST! DON'T LOAD UP with Japans that will surely be left on your hands UNSALEABLE!

"SALADA" Toronto and Montreal.

Take a Look

AT THE LIST OF GOODS WE PACK

then **Try them.**

We are packers of the well-known

"Brunswick" brand of

FISH

SARDINES

In Oil - ¼s.
" Mustard ¼s.
" Tomato ¼s.
" Mustard ¾s.

Finnan Haddies,
Boneless Fish.

HERRINGS

In Tomatoe Sauce
Kippered

Clams,
Scallops,
Clam Chowder,
Boneless Codfish.

We offer in season:—FRESH FROZEN HERRING and CODFISH.
If open for any of these order promptly as the season is short.

Canned Goods are guaranteed.
For full information, prices, etc., address,

Connors Bros., Limited,

PACKERS OF SEA FOODS, BLACK'S HARBOUR, N.B.

TRADE MARK REGISTERED

"Horse Shoe" SALMON

For 25 years the standard in Canada.

Every can guaranteed.

The quality unexcelled.

It is so thoroughly known among consumers that all grocers should give it prominence.

New Pack is in the hands of the wholesale trade.

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

Toronto, Feb. 25, 1904.

Groceries.

THE trade is still suffering from the freight blockade. Railroads are refusing to accept goods for delivery on certain branch lines and consignments have been lost since the middle of January. Money is as might be expected, slow. Orders are however quite ample if they could only be filled. The outlook, however, is promising once the Spring opens up. There is an active interest in canned goods since the rise. Coffees are without movement pending an equilibrium. Spices are firm. Syrups and molasses are meeting a good demand at firm prices. Rice and tapioca are both strong. Teas are active and the tendency is generally upward. Dried fruits are in fair demand especially prunes. Currants are higher and California raisins a cent lower. Cured fish are in good demand. Sugar has been strong both in New York and locally. Tuesday afternoon an advance of 5 cents was recorded for yellows.

CANNED GOODS.

A more active interest has been taken in canned goods since the recent advance, and stocks have been replenished at the new figures in anticipation of firmer prices yet. The market is strong, the severe Winter having done away with much of the fresh vegetables usually kept over the Winter. We quote:

Apples, 3's		0 90
" gallons		2 20
Asparagus		3 50
Beets, 2's		0 90
Beets, 3's		1 00
Blackberries, 2's	1 50	1 70
Beans, 2's	0 85	1 10
Corn, 2's		1 15
Cherries, red, pitted, 2's		2 20
" white		2 40
Peas, 2's	0 97½	1 45
Pears, 2's	1 45	1 60
" 3's	1 90	2 10
Pineapples, 1½'s	1 50	1 60
" 2's	1 80	2 00
" 3's	2 25	2 40
Peaches, 2's	1 55	1 70
" 3's	2 45	2 60
Plums, green gages, 2's	1 10	1 40
" Lombard	1 00	1 30
" Damson, blue	0 95	1 25
Pumpkins, 3's		0 95
" gallon		2 50
Rhubarb, 3's		1 80
Raspberries, 2's	1 40	1 60
Strawberries, 2's	1 40	1 60
Succotash, 2's		1 00
Tomatoes, 3's		1 12½
Lobster, talls		3 35
" 1-lb. flats	3 50	3 70
" ½-lb. flats	1 90	2 00
Mackerel	1 00	1 25
Salmon, sockeye, Fraser	1 65	1 75
" " Northern	1 65	1 75
" " Horseshoe	1 65	1 75
" Cohoes		1 15
Chums	1 25	1 35
Sardines, Albert, ¼'s		
" " ½'s	0 24	0 25
" Sportsman ¼'s		0 15
" ½'s		0 23
" Portugese ¼'s	0 08	0 10
" P. & C., ½'s	0 25	0 27
" P. & C., ¼'s	0 35	0 38
" Domestic, ¼'s	0 03½	0 04
" " ½'s	0 09	0 11
" Mustard, ¼ size, cases 50 tins, per 100	8 00	9 00
Haddies		1 00
Kippered herrings, domestic		1 00
" imported	1 45	1 55
Herrings in tomato sauce, domestic	1 00	1 10
" " " imported	1 45	1 55

SUGAR

The market has again taken a turn for the better and there have been free sales of raws at 2 1-32c. c. and f. New York for Cuba centrifugals 96 test and at close there are buyers on this basis with sellers talking 2 1-16 and the tone of the market is in favor of sellers. The course of the week has again been interrupted by a holiday in United States markets, but prices have held firm and conditions continue favorable to improvement. This view is encouraged by stronger European markets, beet sugar having advanced 2 1-4d. per cwt. for 88 test, quotations as we go to press being 8s. 11-2d. basis f.o.b. Hamburg, or fully 35c. per hundred pounds over the cost of cane sugar in New York markets. There is a strong impression that prices have already touched bottom and unless beet sugar reacts it would look as if conditions had generally changed to improvement in the various sugar markets of the world. United States refiners meltings continue large and indicate a heavy consumption and refiners' stocks have declined over 8,000 tons for week ending February 17th. At that date being only 88,000 tons. Receipts for week ending February 17th were 33,965 tons, being 12,000 tons less than previous week, while for same period meltings increased 5,000 tons to 35,000 tons, leaving total stocks in all hands of 110,302 tons, or about 30,000 tons less than corresponding week last year. For same period combined stocks of United States and Cuba show a decrease of 69,904 tons from last year. Combined stocks of Europe and America at latest uneven dates were 3,452,302 tons, or 107,641 tons excess over 1903. The largest holdings of sugar at present time are in European Continental countries which are 200,000 tons more than same time last year. Statistics of other principal countries such as United Kingdom, Cuba and the United States showing considerable reductions. The tone of American refined markets for week under review has been towards improvement with Arbuckles price advanced 5 cents for 30-day contracts, and other United States refiners granulated in small barrels advanced 5c. per hundred pounds for certain states. Locally all yellows were advanced late on evening of Tuesday, 23rd inst. 5c. per hundred pounds, making the difference between No. 1 yellow and granulated only 60 cents per hundred pounds. The ostensible reason for this rise has been the difficulty experienced by refiners in securing suitable grades of raw sugars from which to make yellows. From present indications it would seem wise to carry sufficient stock of all grades for all immediate prospective requirements. We revise quotations below as follows:

Paris lumps, in 50-lb. boxes	4 73
" in 100-lb. "	4 63
St. Lawrence granulated	4 08
Redpath's granulated	4 08
Acadia granulated	3 98
Berlin granulated	3 98
Off granulated (Dresden), 1902	3 83
Phoenix	3 98
Bright coffee	3 88
Bright yellow	3 83
No. 3 yellow	3 78
No. 2 "	3 58
No. 1 "	3 48

Granulated and yellow, 100-lb. bags, 7½c. less than bbls.

COFFEES.

The New York market still continues unsteady and the trade scarcely knows where they are. There is practically nothing doing locally, there having been considerable buying in the early stages of the rise. Rios and Santos are reduced from last week's quotations. We quote:

	Per lb.	
Green Rios, No. 7		0 08½
" " No. 6		0 08¾
" " No. 5		0 09
" " No. 4		0 09½
" " No. 3	0 09½	0 09¾
Mocha	0 21	0 25
Java	0 22	0 35
Santos	0 10	0 12
Plantation Ceylon	0 26	0 35
Porto Rico	0 22	0 25
Guatemala	0 22	0 25
Jamaica	0 15	0 20
Maracaibo	0 16	0 23

SPICES.

The market for spices on the whole is firm. Pepper is holding steady. A fair ordinary trade is being met locally at prices unchanged. We quote:

	Per lb.			Per lb.	
Peppers, blk	0 18	0 19	Cloves, whole	0 25	0 35
" white	0 23	0 27	Cream of tartar	0 25	0 30
Ginger	0 18	0 25	Allspice	0 14	0 17

SYRUPS AND MOLASSES.

There is a very good demand for these lines. Molasses is very firm at quotations. The customs department is said to have under consideration a point as to the proper classification of molasses being received from New Orleans whereby the cost laid down here may be increased several cents. We quote:

Syrups—		
Dark		
Medium	0 30	0 32
Bright	0 35	0 37
Corn syrup, bbl., per lb.		0 02¾
" ½ bbls., "		0 02⅞
" kegs "		0 03
" 3 gal. pails, each		1 30
" 2 gal. " "		0 90
" 2-lb. tins (in 2 doz. case) per case		1 90
" 5-lb. " (in 1 ") "		2 35
" 10-lb. " (in ½ ") "		2 25
" 20-lb. " (in ¼ ") "		2 10
Molasses—		
New Orleans, medium	0 25	0 30
" " ½ bbls	0 27	0 32
" open kettle	0 45	0 50
Barbadoes	0 38	0 50
Porto Rico	0 38	0 42
Maple syrup—		
Imperial qts		0 27½
1-gal. cans	0 95	1 00
5-gal. cans, per gal		1 00
Barrels, per gal		0 75
5-gal. Imp. brand, per can		4 50
1-gal. " per case		5 10
½-gal. " "		5 60
Qts. " "		6 00

RICE AND TAPIOCA.

Rice is very firm. There has been an advance of 3 cents per cwt. on Japans

since the outbreak of hostilities, with a consequent hardening in other lines. Tapioca is firm at the recent advance. We quote.

	Per lb.		Per lb.
Rice, stand. B...	.... 0 03¾	Sago	0 03½ 0 04
Patna	0 05 0 05½	Tapioca	0 03 0 03¾
Japan	0 06 0 07	Carolina rice	.... 0 10

TEAS.

The market for tea is quite active and prices firm. In Ceylon and Indian greens the trade is pretty well stocked for present demands, stocks being quite sufficient but there is considerable buying for importation. Retail demand is good. A cable from Colombo on Monday reports good Pekoe Souchong firm at equal to 14½c. Toronto, with advancing tendency. Anything with flavor is worth more money and strictly fine flavoring teas are very scarce indeed. There are still a few teas afloat for London and quotable for trans-shipment to Canada being offered on this market, and business is being somewhat freely done in these as the present offerings are practically the last of the season and buyers are aware they must wait till next Fall before having another opportunity to buy similar teas in transit. There is more enquiry for China greens and the price asked in Canada is probably a cent more than these teas could be bought for before the outbreak of the war in the East. The quantity offering however, is not very large, but seems fully equal to the reduced demands for these goods. Japans are still selling rather freely at about a cent advance on prices of a month ago. Even admitting the consumption of Japan teas has fallen off considerably, the small quantity in first hands is considered inadequate to keep the trade fully supplied till the advent of the new crop in May. There is a disposition on the part of some buyers to stock Japans at present prices for next year's business. We quote :

Congou—half-chests, Kaisow, Moning, Paking	0 12	0 60
" caddies, Paking, Kaisow	0 19	0 50
Indian—Darjeelings	0 35	0 55
" Assam Pekoes	0 20	0 40
" Pekoe Souchongs	0 19	0 25
Ceylon—Broken Pekoes	0 36	0 42
" Pekoes	0 27	0 30
" Pekoe Souchong	0 17	0 35
China Greens—Gunpowder, cases, extra first	0 42	0 50
" " half-chests, ordinary firsts	0 22	0 28
Young Hyson, cases, sifted, extra firsts	0 42	0 50
" " cases, small leaf, firsts	0 35	0 40
" " half-chests, ordinary firsts	0 28	0 38
" " " seconds	....	0 23
" " " thirds	0 16	0 18
" " " common	....	0 15
Pingsueys—Young Hyson, ½-chests, firsts	0 28	0 32
" " " seconds	0 18	0 19
" " half-boxes, firsts	0 28	0 32
Japan—½ chests, finests May pickings	0 38	0 40
" Choice	0 33	0 37
" Finest	0 30	0 32
" Fine	0 27	0 30
" Good medium	0 25	0 28
" Medium	0 21	0 23
" Good common	....	0 20
" Common	....	0 19

Foreign Dried Fruits.

There is a fair demand for dried fruits —prunes leading. French reports on shelled walnuts continue conflicting, some houses advising agents that in a very little while there will be none to be had. Reports of other shippers are not at all so alarming. They, in fact, attribute the high prices to the speculation of the houses of first named class, as quotations have been reduced several francs by recent cables it would seem that this latter information is well founded. Currants are a little stronger and prices slightly higher. Prices for California raisins have been reduced 1 cent to the Canadian trade. We quote :

CURRANTS.

	Per lb.		Per lb.
Fine Filiatras	.... 0 04½ up	Vostizzas	0 07 0 08
Patras	0 06 0 06½		

RAISINS.

	Per lb.
Valencia, fine off-stalk	0 06 0 06½
" selected	0 06¾ 0 07
" selected layers	0 07½ 0 09
Sultana	0 06½ 0 10
Californian seeded, 12-oz	0 08½ 0 09
" 1-lb. boxes	0 10½ 0 11
" unseeded, 2-crown	.... 0 07½
" " 3-crown	0 08 0 08½
" " 4-crown	0 09 0 10

DATES.

	Per lb.		Per lb.
Hallowees	0 03¾ 0 04	Fards	0 08½ 0 08¾
Sairs	0 03½ 0 03½		

PRUNES.

	Per lb.		Per lb.
100-110s	0 04 0 04½	60-70s	0 06¾ 0 07
90-100s	0 05 0 05¾	50-60s	0 07 0 07½
80-90s	0 05½ 0 05¾	40-50s	0 07½ 0 08
70-80s	0 06 0 06½	30-40s	0 08¼ 0 08½

CANDIED PEELS.

	Per lb.		Per lb.
Lemon	0 10 0 12½	Citron	0 15 0 18
Orange	0 11 0 13		

FIGS.

	Per lb.		Per lb.
Tapnets	.... 0 03½	Elemes	0 09 0 20
Naturals	0 06½ 0 09½		

APRICOTS.

	Per lb.
Californian evaporated	0 10½ 0 15

PEACHES.

	Per lb.
Californian evaporated	0 08½ 0 12

Cured Fish.

Lent is bringing a very good demand for cured fish. Prices remain firm as previously quoted. We quote :

Herring, No. 1, Labrador, in bbls	5 50 5 75
" " " ½-bbls	3 00 2 25
" split shore, ½-bbls	2 75 3 00
Large dried cod in quintals	6 00 6 50
Skinned cod, in 100-lb. cases	5 50 6 00
Cod steak, 1-lb. blocks	.... 0 06¾
Boneless fish, 1-lb. blocks	.... 0 05¾
" 25-lb. boxes, per lb	.... 0 04½
Scaled herring, per box	0 16 0 18

Country Produce.

EGGS.

We withdraw our quotations this week for cold storage they being off the market. Receipts of new laid have been slightly improved selling at from 35 to 40c. It is difficult to quote pickled, which are also practically exhausted, those not being delivered on contract bringing almost the same as new laid. At the price there is scarcely anything doing. Bakers are taking what is going, but even some of these have had to quit making cakes, not being able to get the eggs. Others are making what eggs they get go a long way to quote one dealer. What they use as substitutes has not transpired. We quote:

Eggs, strictly new laid, per doz	0 35	0 40
" selected, cold storage, per doz	....	0 34
" cold storage per doz	....	0 32
" pickled, per doz	....	0 3[illegible]

BEANS.

Beans are quiet this week, with last week's prices unchanged. Our quotations are:

Beans, mixed, per bush	.... 1 35
" prime, "	1 50 1 60
" handpicked, per bush	1 65 1 75
" Lima, per lb	0 05½ 0 06¼

HONEY.

The honey market continues dull, the range of prices for honey in sections is 25c. less than last week. We quote as follows:

Honey, extracted clover, per lb	0 07 0 07½
" sections, per doz	1 50 2 00

POULTRY.

There is little interest in poultry at present. Receipts are very light and the limited demand is mostly supplied by cold stored stuff. We quote:

Chickens, live per lb	0 09 0 10
Old hens " "	0 05 0 06
Chickens, dressed, per lb	0 10 0 13
Old hens, " "	0 06 0 07
Turkeys, " "	0 14 0 15

Fish.

The demand for fish continues brisk, with stocks gradually becoming more scarce. The recent fish famine in New York did not affect Canadian trade materially since fish supplies here are obtained from a different source. The demand for fish has never been so brisk as this season, and it is not improbable that the unusually large stocks laid in early in the season will be used up before Spring fishing opens up about the 15th of April. Gold-eyes are out of the market. There is practically a famine in oysters. We quote:

Whitefish, frozen, per lb	0 09
Trout, frozen, per lb	0 09
Herrings, fresh, per lb	0 07
British-Columbian salmon, frozen, per lb	0 12
Halibut, frozen, per lb	0 12
Perch, per lb	0 06
Mackerel, frozen, per lb	0 10
Haddock, per lb	0 06
Cod, per lb	0 08
Tullibees, per lb	0 06
Fresh-water herring, frozen, per lb	0 04½
Sea herring, per 100	2 00 2 25
Finnan haddies, per lb	0 08
Bloaters, mild cured, per box	1 25
Oysters, standard, per small pail	4 60
" selects "	5 25

Green Fruits.

Since the moderation in the weather, fruit merchants have been doing a brisk trade. There is still a brisk demand for California navels and stocks are first-class. Shipments of Valencias are coming freely; stocks were never better quality. Seville bitter oranges in chests are practically out of the market and are uniformly easier in price. Jamaica oranges in barrels are also out of the market. Valencias 714 case show a slightly wider range in price; Valencias 420 case are easier in price. Large Valecias are firmer in price. Lemons are scarce and are likely to continue so until the regular Montreal Spring shipment arrives. Very few lemons are on the way and prices will probably advance. Frosted stocks which have been an incubus on the market have nearly disappeared. Bahama grape fruit is firmer in price. Pineapples are beginning to arrive although the demand as yet is not great. Bananas are firmer in price; they are becoming plentiful on the market; demand is good. A few export shipments of apples have been touched by frost en route to shipboard. Our quotations are:

Florida oranges, per box	3 00 3 25
Florida tangarines, in straps	5 00 5 50
" " in ½-straps	2 25 2 50
Japan " per bundle (2 boxes)	.... 1 25
" " per box	.... 0 65
California navels, per box	2 50 3 00
Mexican oranges, "	2 00 2 25
Seville oranges, bitter, per box	.... 2 50
Messina oranges, bitter, 106, 200 and 240 boxes, per box	.... 2 50

MADE IN CANADA

MAR 1 1917
See Cut book 16 page 29.

There is no Substitute

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TORONTO.

Bitter oranges, Palermo, 200 and 240 boxes, per box		3 00
Jamaica oranges, per bbl		3 75
Messina lemons, new, per box	2 50	3 00
Messina lemons, frosted stock, per box	1 50	2 00
Valencia oranges, 714 case	4 00	5 00
" " 420 case	3 00	4 00
Valencias, large, per case		5 50
Bahama grape fruit, per box		5 50
Bahama grape fruit, per crate		5 00
California grape fruit, per box		3 50
Florida pineapples, per crate	5 00	5 50
Bananas, large bunches	1 75	2 50
" small bunches	1 00	1 25
Apples, per bbl	1 50	3 00
Almeria grapes, per keg	6 50	7 50
Florida tomatoes, per crate	4 50	5 00
Tomatoes, green house, per lb	0 25	0 30
Cranberries, Jersey, per bbl		7 00
" Budd's longkeepers		6 50
Limes, per case		1 25
Limes, In ½-straps		2 25

Vegetables.

There is a brisk demand for vegetables this week with stocks more plentiful than for some time past. A big trade is doing in potatoes and the demand for onions is one of the features of the week. Onions are scarce and white onions have advanced from 25 to 50c. in price. They are likely to become still firmer. Canadian celery is scarce and shows a range in prices wider by 25c. than last week. White turnips are out of the market. Rhubarb is becoming more plentiful and in bundle lots is 5c. easier. Watercress is noticed on the market for the first time this week. Our quotations are:

Cabbage, per doz	0 50	1 00
" red, per doz	0 50	1 00
Potatoes, per bag	1 10	1 25
Potatoes, per bag, car lots	90	1 00
Sweet potatoes, per bbl		5 00
Onions per peck		0 50
Onions white, per bag		2 50
Onions, red, per bag	1 50	1 75
Spanish onions, per crate		1 25
Spanish (Valencia) onions, large cases	3 50	4 00
Bunch lettuce, per doz. bunches	0 30	0 40
Radishes, per doz. bunches		0 50
Mushrooms, per lb.		0 75
Mint, per doz bunches		0 30
Parsley, " "		0 20
Sage, per doz		0 10
Savoury, per doz		0 10
Beets, per bush	0 50	0 60
Beets, per bag		0 75
Carrots, per bag		0 85
Parsnips, per bag		1 00
Artichokes, per bush		0 75
Yellow turnips, per bag	0 35	0 40
Oyster plants, per doz		0 30
Leeks, per doz		0 40
Celery, per doz	0 40	1 00
California celery, large case	5 00	5 50
" small case		2 40
Rhubarb, per doz	1 00	1 25
" per bundle		0 10
Green onions, per doz		0 15
Green house water cress, per doz		0 25

Seeds.

As the weather improves the seed market shows signs of brightening. Merchants report a brisk trade during the last day or two. Last week's prices continue unchanged. We quote the following prices:

Red clover, per bush	5 50	6 00
Alsike "	4 75	5 75
Timothy, per "	1 15	1 75
" flail threshed		2 00

Grain, Flour and Breakfast Foods.

GRAIN.

Grain is lively this week and prices continue to soar. The speculative tendency is strong and is the principal factor in influencing the situation. Manitoba wheat is strong but the impression is that Ontario is altogether too high. Indications are that the rise in prices will continue and taking the present high delivery price of May wheat as evidence, the general impression seems to be that if the market should be in strong hands, there is more reason why May wheat should continue to advance materially than there was in 1898 at the time of the Leiter boom. The war also has influenced the wheat situation as well as the tie-up in traffic on the railroads as a result of which very little wheat can be moved. Manitoba wheat, No. 1 hard, is 9 to 9 1-2c. firmer; No. 1 Northern is 10c. and No. 2 9c. firmer respectively. White wheat is 11 1-2c. firmer and red wheat 11c. firmer. Barley has advanced 1c. and oats 1 1-2c. Buckwheat is 3c. firmer and rye 8c. firmer. Peas continue unchanged. Our quotations are as follows:

Manitoba wheat, No. 1 hard, per bush, Toronto	1 10	1 11
" " Northern No. 1 " "	1 09½	1 10
" " " No. 2 " "	1 06½	1 07
Red, per bushel, on track Toronto	1 04	1 04½
White " " "	1 04½	1 05
Barley " " "	0 48	0 50
Oats " " "	0 37	0 37½
Peas " " "	0 69	0 70
Buckwheat " " "		0 57
Rye, per bushel, " " "	0 65	0 66

FLOUR.

Excitement prevails in the flour market this week, the cause being the Russo-Japanese war, and the manipulation of the markets by speculators which was initiated in Chicago. A continued advance in prices is not improbable. Manitoba flour is 40c. firmer than last week and Ontario 50c. firmer. Our quotations are as follows:

Manitoba wheat patents, per bbl	5 10	5 25
Strong bakers "	4 85	5 00
Ontario wheat patents "	4 90	5 15
Straight roller "	4 60	4 70

BREAKFAST FOODS.

The demand for breakfast food continues lively, and indications point to a natural advance in prices, which however will largely be controlled by the war in the East. The only change in last week's prices is in rolled wheat which is 25c. firmer. We quote as follows:

Oatmeal, standard and granulated, carlots, on track, per bbl	4 70
Rolled oats, standard, carlots, per bbl., in bags	4 10
" " " " " in wood	4 35
" " " " for broken lots	4 50
Rolled wheat, per 100-lb. bbl	2 75
Cornmeal	3 50
Split peas	4 75
Pot barley, in bags	3 75
" in wood	4 00
Swiss food, per case	2 88
Aunt Sally's Pancake Flour, per case	2 00

Hides, Skins and Wool.

The market is dull this week, the demand not being so good as last week. We quote the following prices:

HIDES.

No. 1 green, per lb	0 07½
" 2 " "	0 06½
" 1 " steers, per lb	0 08
" 2 " "	0 07
Cured, per lb	0 08½

CALFSKINS.

Veal skins, No. 1, 6 to 12 lb. inclusive	0 09
" " " 2 " " "	0 07
" " " 1 15 to 20 lb "	0 08
" " " 2 " "	0 06
Deacons (dairies), each	0 60 0 70
Lamb and sheep skins	0 95 1 00

WOOL.

Unwashed wool, per lb	0 09 0 10
Fleece wool, "	0 17 0 18
Pulled wools, super, per lb	0 19 0 22
" " extra "	0 23 0 24
Tallow, per lb	0 04½ 0 05

QUEBEC MARKETS.

Montreal, Feb. 25, 1904.

Groceries.

THE cessation of extremely cold weather has not, so far, made much impression upon trade, though, should it continue, a rush of business is looked for shortly. There have been no startling changes in the grocery trade during the week. On the local market, sugars, teas, canned goods and other staples have been for the most part steady. Teas continue to show great strength, and some dealers are again putting up prices. Coffees and spices have remained unchanged. Wholesale houses are now quoting the higher prices on canned goods, under a continued brisk demand. Green fruits are quiet and unchanged in prices. Some kinds of fish have advanced and in green cod, haddies and smoked herring there is a great scarcity. The dairy markets remain in about the same position as last week, and our quotations, which for export are practically nominal, still stand good. In provisions and hog products the tendency of prices is upwards, and in pure lard another advance is quoted, while smoked hams also show some advance in small lots. Following the advance in certain brands of self-raising flours of 10 to 20c. per dozen, quoted in this column last week, other brands are being advanced to bring them up to the same level. Butter tubs have advanced 10 per cent., and are now worth from 17 to 30c. each, according to size. Jobbers are quoting American short cut clear port at an advance of 50c., making the price $20 to $20.50 per barrel. Evaporated apples, on account of the limited supply, are again higher. The market is now firm at 6 1-2 to 8 1-2c. All woodenware advanced 10 per cent. on Tuesday.

SUGAR.

Business in Montreal refined sugar has again been quiet throughout the week, on account of the difficulty of getting shipments made westward. The demand locally has also been small, but the market has remained steady, the business done having still been on the basis of $4 for granulated and $3.30 to $3.35 for No. 1 yellows. We quote:

Granulated, bbls.	$4 00
" ½-bbls	4 15
" bags	3 92½
Paris lump, boxes and bbls	4 55
" " ½-boxes and 1½-bbls	4 65
Extra ground, bbls	4 40
" " 50-lb. boxes	4 60
" " 25-lb. boxes	4 70
Powdered, bbls	4 20
" 50-lb. boxes	4 40
Domino lumps, boxes and bbls	4 45
" " ½-boxes and ½-bbls	4 55
Phoenix	3 90
Cream	3 75
Bright coffee	3 75
" yellow	3 75
No. 3 yellow	3 65
No. 2 "	3 50
No. 1 " bbls	3 30 3 35
No. 1 " bags	3 27½ 3 32½
Raw Trinidad	3 10
Trinidad crystals	3 15 3 20

SYRUPS AND MOLASSES.

The market for Barbadoes molasses continues easy under a slightly better demand, and at present a fair trade is doing, puncheons being quoted at 33c. per gallon. It is now said that the lot of new molasses at first thought to be destined for Montreal, was for one of the Maritime ports. Syrups are moving out freely, at unchanged prices. We quote as follows:

Barbadoes, in puncheons	0 33
" in barrels	0 35½
" in half-barrels	0 36½
New Orleans	0 22 0 35
Antigua	0 37
Porto Rico	0 45 0 48
Corn syrups, bbls	0 02¾
" ½-bbls	0 02½ 0 03
" ¼-bbls	0 03
" 38½-lb. pails	1 30
" 25-lb. pails	0 90
Bbls., per 100 lb	2 75
½-bbls. "	2 75
Kegs "	3 00
Cases, 2-lb. tins, 2 doz. per case	1 90
" 5-lb. " 1 doz. "	2 35
" 10-lb. " ½ doz. "	2 25
" 20-lb. " ¼ doz. "	2 10

TEA.

The probability of future advances in Japan teas is being taken full advantage of by the trade, so far as it is possible for them to have orders filled. The demand during the week has been quite brisk, and a material improvement over that of a week ago has been the result. For good quality Japans there has been an exceptionally good demand, and very firm prices rule. A slight advance is noted in some grades. Ceylon greens are moving out steadily, and prices are firming up. We quote:

Good to medium Japans	0 18 0 24
Fine to choice Japans	0 25 0 35
Ceylon greens	0 16 0 20
Indian greens	0 18 0 30
Japan style China congoes	0 08 0 10
Pealeaf and Pinhead Gunpowders	0 23 0 40
Coarse to good Gunpowders	0 13 0 22
Ceylon blacks	0 14 0 30
Indian "	0 12 0 20

COFFEE.

Coffee on the local market has remained quite firm, under a steady demand locally, and in spite of the speculative changes in New York, where prices have advanced and declined in response to the pressure brought to bear on the market. There is no change here. We quote:

Good cucutas	0 10 0 10½
Choice "	0 11½ 0 12½
Jamaica coffee	0 10½ 0 11
Java	0 18 0 22

SPICES.

The market is quiet, but prices rule firm. Peppers and cassia are both very strong and tend higher. The same way be said of cloves. Nutmegs are firm, but steady at present. We quote:

Nutmegs, per lb., as to size	0 40 0 60
Penang mace, per lb., as to quality	0 70 1 00
Pimento, ground	0 18 0 20
Cloves	0 20 0 25
Pepper, ground, black (according to grade)	0 18 0 24
" white	0 27 0 29
Ginger, whole Cochin	0 17 0 19
" " Japan	0 13 0 14
" " Jamaica	0 12 0 18
" " African	0 12 0 13
Ginger, ground Japan	0 15
" Cochin	0 19 0 20
" " Jamaica	0 18 0 20
" " African	0 13 0 14
Cassia	0 0 16

RICE AND TAPIOCA.

Tapioca continues in fairly good demand and rice is also moving out somewhat better. There has been no further advance in tapioca since the 1-2c. of last week, but the tone of the market is still firm, and higher prices are by no means an unlooked for possibility. Our quotations are:

B rice, in bags	3 40
" ½-bags	3 40
" ¼-bags	3 50
" pockets	3 50

In 10-lb bag lots an allowance of 10c. is made.

CC rice, in bags	3 30
" ½-bags	3 30
" ¼-bags	3 40
" pockets	3 40
Imported Patna rice, in bags	4 62½
" " in ½-bags	4 75
" " in ¼-bags	4 87½

In the open territory prices are about 10c. less

"MOUNT ROYAL" FANCY RICES.

Mandarin Patna	4 25
Imp. Glace Patna	4 25
Polished Patna	3 62½
Indian Bright	3 60
Java Caroline	3 50
Lustre	3 75
Tapioca, medium pearl	0 03 0 03½
" seed pearl	0 03 0 03½
" flake	4 00
Imported Italian	0 09
Fancy Head Carolina	0 10

NUTS

There is not much doing on this market, and the only quotable change shown occurs in Brazil nuts, which are easier this week ,and quoted at 11c., instead of 11 to 12c. Shelled almonds and walnuts continue firm as last quoted. Peanuts are also firm. We quote:

Grenoble walnuts	0 11 0 12
Marbots	10
Tarragona almonds	0 11
Filberts	0 07½ 0 08
Brazils	0 11
Pecans, as to size	0 10 0 12
Peanuts	0 07½ 0 12
Shelled Walnuts	0 21 0 23
" Almonds	0 21 0 25

CANNED GOODS.

Jobbers are now selling at the advanced prices quoted by the canners. Corn at $1.15 is very firm, and in some quarters it is predicted that it may go to $1.20 before long. Tomatoes are also firm as quoted below. In spite of the advanced prices there has been no falling off in the demand, which continues active. The trade apparently must have the goods. Peas continue firm. Stocks of most kinds are light, and the market is not expected to east off. Canned salmon is in brisk demand. We quote:

Tomatoes	1 12
Corn	1 15
Peas	0 87½ 1 50
String beans	0 85 0 90
Strawberries, preserved	1 40 1 60
Succotash	1 00
Blueberries	1 10
Raspberries	1 40
Lawtenberries, 2s	1 50½
Raspberries, black	1 35
Gooseberries	1 55
Pears, 2s	1 45 1 60
" 3s	2 10
Peaches, 2s	1 55 1 67½
" 3s	2 40 2 60
Plums, Lombard 2s	1 30
" Green Gage, 2s	1 40
Cherries, red pitted, 2s	2 20
Baked beans, 3s	0 90
3-lb. apples	0 90
Gallon apples	2 20
2-lb sliced pineapples	2 00 2 10
Grated pineapples	2 40
Singapore whole pineapples	2 40
Pumpkins, per doz	0 95
Spinach	1 00
Sugar beets	0 90 1 40
Salmon, pink	0 90 1 00
" spring	1 40
" Rivers Inlet red sockeye	1 50
" Fraser River red sockeye	1 50 1 70
Lobsters, talls	3 45
" 1-lb. flats	4 00
" ½-lb. flats	2 25
Canadian Sardines, ¼s	3 65 4 00

Foreign Dried Fruits.

There has been little doing in dried fruits, though prunes and currants have been in somewhat better local demand. Some small orders are also reported for Valencia raisins. Prices continue as quoted last week. We quote:

VALENCIA RAISINS.

New, finest off-stalk, per lb	0 06 0 06½
Selected, per lb	0 07
Layers "	0 07½ 0 07½

FIGS.

Comadres, per tapnet	1 00	1 10
Elemes, per box, new	....	0 90

DATES.

Dates, Hallowees, per lb	0 03¾	0 04

CALIFORNIAN EVAPORATED FRUITS.

Apricots, per lb	....	0 12½
Peaches "	....	0 09½
Pears "	....	0 12½

MALAGA RAISINS.

London Layers	1 75	1 90
"Connoisseur Clusters"	....	2 00
"Royal Buckingham Clusters," ½-boxes	....	1 00
"Excelsior Windsor Clusters"	....	4 25
" " ⅛s	....	1 25

CALIFORNIAN RAISINS.

Loose muscatels, per lb	0 07½	0 08
" " seeded, in 1-lb. packages	....	0 10½
" " in 12-oz. packages	....	0 08

PRUNES.

	Per lb.	Per lb.
30-40s	....	0 09
40-50s	....	0 08
50-60s	....	0 07½
60-70s	....	0 06½
70-80s	....	0 06
80-90s	....	0 05½
90-100s	....	0 05
Oregon Prunes (Italian style) 40-50s	....	0 08
" " 50-60s	....	0 07½
Oregon prunes (French style), 60-70s	....	0 06½
" " 90-100s	....	0 04½
" " 100-120s	....	0 04

CURRANTS.

Fine Filiatras, per lb. in cases	0 04½	0 05
" " cleaned	0 05	0 05½
" " in 1-lb. cartons	00 6	0 06½
Finest Vostizzas "	0 06½	0 07½
Amalias "	....	0 05½

SULTANA RAISINS.

Sultana raisins, per lb	0 06½	0 08
" " 1-lb. carton	....	0 09

Green Fruits.

A change in the weather brought along a better demand for green fruits, though there is still great room for improvement. No quotable changes are reported this week. Canadian apples are now selling very well, at the prices given below. We quote:

Cranberries	8 00	9 00
Cocoanuts, per bag of 100	....	4 00
Canadian apples, in bbls.	2 25	3 50
Pineapples, 24 to case	....	5 00
" 30 to case	....	4 50
Bananas	2 25	2 50
Valencias oranges 714's	....	4 50
" " 420's	....	4 00
Sweet potatoes, per bbl	5 50	6 00
Spanish onions, cases	....	3 00
French onions, 110-lb. cases	....	2 75
New Messina lemons 300's	....	2 75
" " 360's	....	2 50
Florida oranges, per box	....	4 75
California navels	2 50	3 00
Florida tomatoes, per crate	....	5 00
California celery	....	5 00
Californian cauliflower, case	....	4 00

Fish.

The fish market is now very active, and stocks in many lines are running low. Bloaters are now out of the market till next Fall; and the fresh cod are also finished. Pike, haddock and smelt are from 1-2c. to 1c. higher. No. 1 green codfish have now been practically sold up, though there are still a few No. 2 left, and some pollock. Stocks of haddies are also practically exhausted, and smoked herring have become very scarce; indeed, are almost unobtainable. All sorts of fresh frozen fish are in good demand; stocks are running low, and prices tend upwards. Fish dealers state that they had some trouble last season in procuring sufficient supplies of haddock, due to the continual diminishing of the catch; and they confidently expect to have great difficulty next season in obtaining what they want. Green cod is another fish which is decreasing greatly in numbers year by year. It is predicted that No. 1 green cod will advance another 50c. very shortly. Bulk oysters are scarce, but the heavy demand is over for the season. We quote:

Frozen herring, medium, per 100 fish	1 40	1 50
Large Halifax sea herring	1 60	1 70
Haddies	....	0 07
Smoked herring, per box	....	0 16
Fresh haddock, per lb.	0 04	0 04½
Dore, per lb., frozen, fancy Winter	0 06½	0 8
Pike, " round	0 04½	0 05
Halibut, frozen, per lb.	0 08½	0 09
Gaspe salmon, frozen, per lb	....	0 14
Frozen B.C. salmon, per lb	0 08½	0 09
Smelts	....	0 07
Steak cod	....	0 04½
No. 1 Herring, Labrador, per bbl	5 00	5 25
" " half bbl.	2 75	3 00
No. 1 Holland herring, per half bbl.	....	6 50
No. 1 Scotch herring, " "	....	6 50
" " per keg	....	0 95
Holland herring, per keg	0 65	0 75
No. 1 green codfish, new, per 200 lb.	....	7 00
No. 2 green cod, bbls. 200	....	5 00
No. 1 green haddock, bbls. 200	....	5 50
No. 1 large green codfish, new, per 200 lb.	....	7 50
Green pollock, bbls. 200	....	4 00
Salt eels, bbls. 200 lb	....	0 6½
Mackerel, per lb	....	0 12
Boneless cod, 1 and 2-lb. blocks, per lb.	....	0 06½
" fish, " "	....	0 05
" " loose, in 25 lb. boxes	....	0 04½
Boneless fish, in crates, 12 5-lb. boxes	....	0 05
Skinless cod, cases 100 lb.	....	4 75
Dried codfish, new, per 100-lb. bundles	....	5 00
B. C. salmon, choice red, per bbl	....	13 50
B. C. Salmon, ½-bbl.	....	7 25
Marshall's kippered herring, per doz.	....	1 40
Canadian kippered, per doz	....	1 00
Canadian ¼ sardines, per 100	3 75	4 00
Canned cove oysters, No. 1 size, per doz.	....	1 30
Canned cove oysters, No. 2 size, per doz	....	2 25
Shell oysters, No. 1 Malpecques	6 00	8 00
" common	3 00	4 00
Standard bulk oysters, per gal.	....	1 50
Selects	....	1 75
Qualla salmon, frozen, cases	0 07	0 07½
Choice round trout	0 06½	0 07
Whitefish, small	0 06½	0 07

Country Produce.

EGGS.

Receipts of eggs have not been large, though a day or two of mild weather seemed to make some improvement in the offerings. Fresh laid stock sold this week as high as 42c. in small lots, and pickled were sold at 30 to 35c. It is reported that much old stock is being mixed up with the fresh eggs. We quote:

New laid	....	0 40
Selects	0 35	0 36
Pickled	0 30	0 32

BEANS.

The market is quiet and easy, sales being reported at $1.35 to $1.40 for car lots and $1.40 to $1.45 in small lots.

HONEY.

There is no change. The market is quiet and prices steady. We quote:

Strained, white	0 09	0 10
Clover and basswood	....	0 08½
Buckwheat	0 07	0 08
Comb honey	0 13	0 13½

POTATOES.

There have been very small offerings of car lots, though considerable stock is on the way here delayed by weather conditions. Prices meantime are firm, and car lots are quoted at an advance of 3c. per bag, now being 68 to 70c. per bag. Small lots, ex-store are quoted at 80c.

MAPLE PRODUCTS.

The market is quiet. There have been no quotable changes, and prices are as follows:

Maple syrup, in wood, per lb.	0 05½	0 06
Maple syrup, in large tins	0 70	0 75
Pure sugar, per lb.	0 07	0 07½
Pure Beauce sugar, per lb.	0 08½	0 09

EVAPORATED APPLES.

Wholesalers are quoting an advance in evaporated apples, and one house quotes prices of 6 1-2 to 8 1-2c., which of course is for small lots. Quotations on car lots are given at 5 1-4 to 5 1-2c. There is not much activity on the market at present.

Flour and Feed.

FLOUR.

Manitoba and Ontario flours are again higher, millers having put prices up 15c. on Saturday. The market is quite active, and in sympathy with the advance in wheat, prices are firm. We quote:

Manitoba spring wheat patents	....	5 25
" strong bakers'	....	4 95
Winter wheat patents	4 80	4 90
Straight rollers	4 40	4 50
Extra	3 75	3 85
Straight rollers, bags	2 15	2 25
Extra, in bags	1 90	2 00

FEED.

The market is firm. Ontario bran is quoted $1 to $1.50 higher and shorts $1 higher. Mouillie is also advanced somewhat, and prices on all lines tend upwards. We quote:

Ontario bran, in bulk	18 00 19 00
" shorts	20 00 21 00
Manitoba bran, in bags	19 00 20 00
" shorts	21 00
Mouillie	26 00 28 00

ROLLED OATS.

There is a fairly good demand and the tone of the market is firm. For barrels the price is $4.45 to $4.50, and for bags $2.15 to $2.17 1-2, an advance of 5c. over last week's prices.

Baled Hay.

Offerings have been very light, owing to weather conditions, and prices are quoted higher for the present. We quote:

No. 1 timothy	....	10 50
No. 2 timothy, choice	8 50	9 50
Clover	....	7 50
Clover, mixed	7 50	8 50

ASHES.

There are no pearls on the market at present. First pots have advanced, and are now firm at $6.10 to $6.20, and seconds at $5.70 to $5.75.

HIDES.

The market is dull and featureless. Prices have not changed, and we still quote:

No. 1 beef hides	0 08	0 08½
No. 2 "	0 07	0 07½
No. 3 "	0 06	0 06½
Lambskins	....	0 75
No. 1 calfskins	....	0 11

Orlan Clyde Cullen, C.E.L.L.M.

Counseller at Law U.S. Supreme Court.
Registered Attorney U.S. Patent Office.

U. S. and Foreign patents, Caveats, Copyrights and Trade Marks. Military and Naval inventions a specialty. Address,

Box 264, Station G., Washington, D. C.

GUN SHOP and MODEL SHOP,
Warren White Sulphur Springs,
Totten P. O. Virginia.

1842 ALWAYS AHEAD 1904

We have the finest and best Stock of

FRENCH ALIMENTARY PASTES

"BRUSSON JEUNE"

VILLEMURE, (Hte-Gne)

WE OFFER

2,000 boxes Macaroni, Vermicelli, Spaghetti, Mezzani, Alphabets, Coudes, Cheveux d'Ange, Couronnes, Pates Assorties, Etoiles, Lazagnes, Lazagnettes, Nouillettes (Egg Noodles), loose and one pound, finest pastes made of Pure Russian Tangarok Wheat.

Also "GLUTEN BREAD" for Diabetis.

The best of goods produced in the whole world.

Gold Medal, Diplomas
Grand Prix, Hors Concours
Membre du Jury.

TALKING ABOUT BARGAINS

LOOK AT THIS

300 Doz. FINEST ENGLISH IMPORTED PICKLES

About 20-oz. Pts., Mixed, Chow-Chow and Gherkins, 1.50 doz.
3-doz. Cases.

100 Brls. "VILLAGE" Biscuits, - .03½ lb.

1,000 Doz. "WINDSOR" Catsup, pts., .48 doz.

Buy now, don't wait till your neighbors have received a lot.
We have finished taking our stock, and we will have some more bargains to offer.
We have the assortment. We are sellers.
Quickest Shippers. Our prices are always interesting.

L. CHAPUT, FILS & CIE.

Wholesale Grocers and Importers, MONTREAL.

Distributing Agents for the Famous "**UBERO**" Coffees. Sole Agents for the Celebrated "**DUBONNET**" Tonic Wine.

NOVA SCOTIA MARKETS.

Halifax, Feb. 22nd, 1904.

BUSINESS throughout the province continues quiet. At country points the business of retail merchants has been checked by the difficulty of travelling, which has kept farmers at home and prevented them from doing the usual amount of trading. Travellers for Halifax wholesale houses are sending in moderate orders and all are now looking forward to the improved trade conditions which the month of March is expected to bring. The failures in Nova Scotia since the first of the year were more numerous than traders have been accustomed to, but it is felt that the worst is over. A good many were the result of the stock speculation of a year ago, the wholesale houses having assisted their customers to carry their losses for a time, but in a number of instances this only postponed the final reckoning. At present collections are reported fair.

* * *

The chief feature of the markets this week is the advance in flour. Local jobbers have advanced their prices in the last two weeks fifty cents a barrel on all grades. Cornmeal has also been advanced 15 cents, and all breadstuffs are very firm. The city bakers have given notice of an advance in the price of bread. Stocks of flour are light in this province and with the present state of the railways it is impossible to count with any certainty on arrivals from the mills. This has led jobbers to place a premium on goods which they have on hand.

Provisions are also firmer. Local packers have not made any change, but the price of American pork is higher as a result of the sharp advance on the Chicago market. The molasses market is very demoralized and the interest which started in to cut prices is finding that a reduction in price has not had the effect of increasing sales to the extent anticipated.

A statement of the quantities of goods carried from Halifax to Great Britain during 1903 by the Furness steamers shows that the traffic via this port is increasing. The quantities carried by these steamers were as follows: Apples, 320,701 barrels; lobsters, 126,380 cases; cheese, 28,981 boxes; canned meats, 12,963 cases; deals, 8,988 standards; timber, 596 carloads; pulp, 4,854 tons; cattle, 1,684 head; general cargo, 97,777 tons. The Furness agency paid to stevedores here for handling the above cargo $55,000, and the total of the Furness live traffic for the year must have been worth $100,000 to the working men of this city.

At the meeting of the Canadian Forestry Association, held here last week, a statement was made which has set the orchardists of the Annapolis valley thinking. Mr. George Johnson, the Dominion statistican, who is a native of Western Nova Scotia, asserted that if the forests which line the slopes and summit of the North Mountain range are destroyed, the fine orchards of the valley from which some 600,000 barrels of apples were this year shipped to England, would be rendered valueless. Prof. Macoun also advanced this view, saying, "Once let the Bay of Fundy air into the Annapolis Valley and you may bid good-by to your apple orchards."

MANITOBA MARKETS.

Winnipeg, Feb. 20, 1904.

THERE have been no very important changes in prices this week. Trade has been fairly active and values generally firm.

Flour—In face of the strong position of wheat, flour is very firm with a rising tendency.

Tea—Japan teas continue strong and the reflected influence gives an added interest to other lines.

Rice—Japan rice is firm at 5½ cents.

Coffee—The New York market has not yet found its equilibrium. Prices here have not been materially affected as yet. No. 5 Rio is quoted at from 10½ to 11c. and No. 7 from 9½ to 10c.

Evaporated and Dried Fruits—California dried fruits are on a high level, and as a result there is a more limited consumption, except for prunes. Raisins however, are easier.

Canned Goods—The orders of Japanese Government for low grade salmon is regarded by the trade as a good move, clearing the market of some undesirable lines. Canned vegetables are very firm.

Cured Meats—Prices remain about unchanged, with demand quite firm. Stocks are ample. Best hams are worth 13½c., backs 11½c., shoulders 9c., long clear 9c. Lard is somewhat firmer.

Butter—There is good demand for choice, which is hard to obtain. Good fresh pound prints are worth 22c., and in tubs 16c. to 17c.

Eggs—Receipts have been very limited. Case eggs are worth about 30 cents, and strictly fresh somewhat above this price.

Vegetables—The vegetable market has been affected by weather conditions and is rather on the quiet side. Potatoes are firm at 75 cents for farmers' loads.

BRITISH COLUMBIA MARKETS.

Vancouver, B. C., Feb. 19.

THE published advices from the customs department have set at rest all doubts concerning the shipment of flour, feed and grain to ports of the two belligerents in the far East. Following the advices allowing the shipment of all such foodstuffs, there has been every sign of continued activity in shipment. Cargo space has been applied for so freely that the Empress of China, which is due to sail from this port on Monday, will not be able to take out all that offers. There will be one large shipment of barley, at first refused until definite ruling was received on the point. The consignment, which totals 550 tons, was imported from Washington and brought in this week by the Pacific Coast S. S. Co.'s steamers from Tacoma. This barley is consigned to Japan direct, but its ultimate destination is not given here. The shippers are the Brackman-Kerr Milling Co., which had several large orders for flour and grain, the latter principally for horse feed. It is not given out, but the likelihood is that the consignment is for the Japanese Government.

Large shipments of flour are also being stowed in the holds of the Empress for shipment to Japan. So much flour has been shipped to the Orient during the past season that it was thought there would be a lull in the shipments. This idea was more prominent when the price of wheat and flour began its recent rapid advance. But evidently there is confidence in the duration of the war and the consequent demand for staple provisions, for there is so much demand for cargo space for flour that the steamer Athenian, due in port on the 20th, is likely to be despatched again with all speed. Last year the cut rates prevailing in flour freight rates from 'Frisco, by reason of the China Commercial Co.'s competition, induced very heavy export of that staple from this coast. The rate was but $1 per ton for months, and at that rate the flour was sent almost as ballast, causing great stores to be gathered at several Oriental points. The rate is now firm at $4 per ton for flour and wheat, the same as has prevailed since the first of January. The Orient Freight Traffic Association has just declared the rate to stand for March as well.

* * *

Interest in the Northern trade developments has continued to be excited steady reports from the north. The indications now are most emphatic that there will be a big traffic there in the Spring no matter how the fields turn out. The evidence that there is good pay to be obtained there is repeated by every man who returns from the North, and the number of people going in increases every day. The last steamer which sailed from this port, the Ramona, taking the trip in place of the Cottage City, which was damaged, had nearly 100 tons of cargo and twelve passengers from this port. The goods were consigned to White Horse merchants and the passengers were nearly all bound for the new diggings. The C. P. R. steamer Amur, due to sail on Sunday, 21st inst., has a large cargo awaiting shipment from wholesale merchants here, most of which is provisions and supplies for the new district. A number of people are also preparing to go on the Amur. Many intend leaving here about the middle of March to get in before the winter roads break up.

* * *

An interesting shipment of nursery stock was sent down to be shipped to China by M. J. Henry, a local nurseryman, this week. It was a general lot of fruit trees and small fruits, including strawberries. The lot, which is the third consignment to the same parties, is for the American Board of Missions, Tien Tsin, China, having been ordered by Rev. Mr. Tewksbury, who first ordered a consignment when here three years ago. At that time he said the mission employed a number of Chinese about their plantation and sold their cultivated strawberries at 35 cents per box. The fruit trees taken out then have thriven in the Chinese climate, and the beginning of a general trade in nursery stock is apparent.

* * *

Mr. R. M. Palmer, provincial fruit inspector and agent for freight rates, says he anticipates great activity in the fruit industry during the coming season. Many settlers are now buying orchards and lands adapted for orchard-planting, principally in the different parts of the Okanagan district. At Kelowna one ranch of 3,000 acres has been subdivided and is being sold in small ranches at $200 per acre. On the lower mainland and Fraser valley, there is also great movement in ranches, especially those

which have fruit plantations. Mr. Palmer says that the Provincial Fruit Association has in hand a scheme for giving practical instructions to ranchers in marketing of fruit.

* * *

The projected improvement of the up-coast steamship service and a very great increase in the number of steamers in that traffic, is indication of the expansion of trade along the Northern coast of the province. It is not alone in timber and fisheries that activity is noted. Many small mines, or rather mines worked in a small way, are being placed in the list of producers, and each requires some degree of service, and the supplies for all must come from the cities of the coast, which are the natural distributing centres for all business even hundreds of miles North along the coast of B. C. The coming season will bring with it much greater volume of business in the way of supplying staples than ever before. It has been growing so every year that now wholesale houses are sending their travellers up every Spring and Summer, some of them making several trips to the points along the coast.

* * *

Market conditions for the past week show but little movement, no very great changes to be noted, except the additional rise of ten cents in flour, consequent upon the rapid stiffening in price of cash wheat. The increase last notified, 15 cents, has barely been put in effect here, but no very great stocks are carried, so that dealers will not only be compelled to take in that increase but the 10c. increase notified this week.

* * *

Groceries—The steamer Inverness of the Turret line is due in port from Java about the middle of March with a cargo of raw sugar for the B. C. Sugar Refinery. The steamer left Batavia a week ago.

The Provincial Legislature passed a resolution before adjournment urging upon the Dominion Government the desirability of strict enforcement of the "Pure Foods Act," especially in respect to jams and jellies sold in this province. A large percentage of these goods, though labelled "genuine" or "pure," is adulterated to a degree that pure goods cannot compete in price. The publication from time to time of the Dominion Govern ent analysts' reports and lists of foods adulterated, might be a good course for the government to adopt.

* * *

Produce—Prices of eggs are away up, not only for local fresh which still bring whatever is asked, almost, but for the imported stock. The only case goods now coming in are from California. This week's importations are practically on a 26 or 27 cent basis, 'Frisco, which with freight and duty, and other charges, brings them up to 31 or 32 net to the wholesale trade. The jobbing price has been 35 cents this week.

Butter is very scarce at the present moment, that is, really fine stock. The only goods to speak of, now in hand, are held stock and small supplies of local fresh creamery, for none of the B. C. creameries shut down in the winter. The price for held creamery is about 25 to 26 cents, while the local fresh is quoted at 30c. This latter price has had the effect of keeping California butter out of Vancouver so far, though Victoria has had some in. The fact that the Island creameries are asking 35 cents gave the California goods a chance to get in. Otherwise the price is still too high.

A car of eastern creamery of high class is said to be on order to arrive here shortly. If so, it is the very first lot of Eastern creamery to come into the market here this season. The stocks from Manitoba and the Northwest Territories have held sway entirely, except of course for the local make. The Clover Leaf brand is the lot supposed to be coming, and it is being shipped from Montreal.

* * *

Fruit—The market for oranges is so easily over-stocked at this season any year, that it is small wonder in this season of exceptionally low prices that there is a plethora of stock. Prices were never lower since California came into the trade as an exporting country. A very goodnavel was sold last week on California basis of $1 per box, which would make it possible to job them here at $1.55. The range of prices in California at the present time is from 90c. to $1.65 per box. Seedlings are simply not quoted, so that they must have dropped out of sight, the price being so low that it does not pay to ship.

Lemons are low in price too, selling here at $2.50 and up. More of this line of fruit is being sold than usually moves at this season of the year. A little grape fruit is in the market, but the cheap price of oranges will prevent much movement. Apples are not so plentiful as they were, but some good stock is still obtainable, principally from the Okanagan and Kamloops districts of the interior. Washington and Oregon have not shipped apples to this market all all this season.

Vegetables are still quiet. Some demand for choice potatoes exists but the market is not yet active enough to make the shortage of good stock which exists felt very acutely. In other vegetables there is not much to note this week. The New Westminster produce market has been featureless for the past few weeks, as little farm produce is being offered.

U may not be able
2 judge a man by his clothes, but
U can tell a pure article
BY THE TASTE.
Clark's Sliced Smoked Beef
HAS THE TASTE.

CAPSTAN BRAND
Pure Baking Powder.
Put up in ¼-lb., ½-lb., 14-oz., 1-lb. and 5-lb. Tins.
Guaranteed to give perfect satisfaction.
If our travellers do not reach you, write for quotations.
The Capstan Mfg. Co., Toronto, Ont., Can.

EPPS'S
GRATEFUL.
COMFORTING.
IN ¼-LB. LABELLED TINS. 14-LB. BOXES.
Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.
In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg.

THE MOST NUTRITIOUS
COCOA

GROCERS VISIT BAKERY.

ON Friday evening of last week the Toronto Retail Grocers' Association, in response to an invitation from Mr. George Weston, paid a visit to the Model Bakery of which Mr. Weston is president, to view the manner in which the staff of life is converted from the flour to the delicately browned loaf.

The party, which numbered about 36, were received by President George Weston, Vice-President J. L. Spink, Foreman C. Upsall and the company's salesmen.

The visiting grocers were first shown through the offices, passing thence through mixing room No. 1 where 36 troughs of dough were being mixed. mixing rooms Nos. 2 and 3 to the cake and biscuit department, where they saw some of the 85 varieties of biscuits being made. The store and shipping rooms of the biscuit department were next inspected before going down stairs to the oven rooms. Here were seen 21 ovens each capable of 350 loaves; one oven being specially designed for baking Vienna bread. On the night in question 32,000 loaves were being baked, the average daily output being 20,000 loaves requiring 775 barrels of flour per week. Thirty varieties are made.

The stables attracted considerable attention. Here 55 horses are kept and the cleanliness and roominess was particularly striking. From the stables the party passed through the yards where are kept the 45 delivery wagons, to the offices again, where some time was spent in social intercourse.

After cigars were passed around President Johnston expressed to Mr. Weston on behalf of the association theri appreciation of his kindness and courtesy in showing the grocers through the factory. Mr. Johnston said he had no idea the factory was so large, airy and clean. He thought all present had benefited in seeing in the course of manufacture the most important article of food of the day.

Mr. Weston expressed the pleasure it afforded him to welcome the grocers of Toronto, to make their acquaintance and to show them through his plant.

Mr. Bond added his testimony to what Mr. Johnston had said, congratulating Mr. Weston particularly upon the success of his biscuit department.

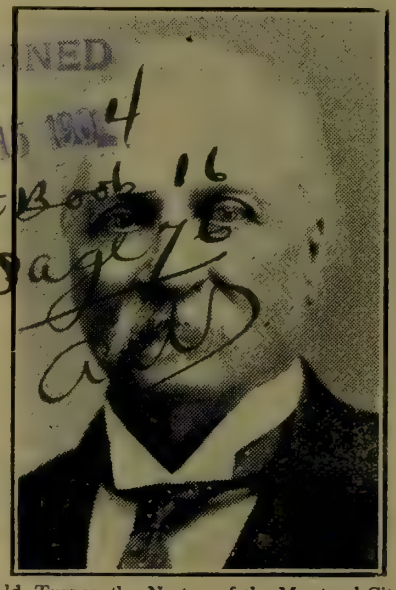
Mr. J. L. Spink, who has charge of the milling end of the Model Bakery, said he expected bread to advance further in price, as he anticipated wheat would be $1.25 before the end of March.

Mr. John Butcher warmly commended the biscuits made by the Model Bakery, and Mr. J. Weston, on behalf of the biscuit salesmen of the Model Bakery, thanked the grocers for the kindly reception they had given him and his associates.

Messrs. B. Panter, D. Bell, and D. Clarke also spoke along the above lines. Finally on motion of J. S. Bond and A. Johnston a vote of thanks was tendered Mr. Weston and the staff of the Model Bakery.

MONTREAL'S GROCER ALDERMEN.

THE grocery trade of Montreal are indulging a very pardonable pride over the very prominent place their ancient and honorable guild has taken in the civic government of Canada's greatest commercial city. Not only is the Mayor himself the head of



Ald. Turner, the Nestor of the Montreal City Council.

a well known wholesale grocery house, but one-sixth of the whole council are grocers. Montreal grocers challenge any other city to show a better record and produce the following list of Montreal grocers elected February 1st for the next two years:

Mayor—H. Laporte, of Laporte, Martin & Cie., wholesale grocers.

Ald. R. Turner, late president of the Retail Grocers' Association, the oldest alderman in time of service and the Nestor of the council.

Ald. N. A. Lapointe, also an ex-president of the Montreal Retail Grocers' Association.

Ald. S. D. Vallieres.

Ald. Lariviere.

Ald. G. H. Paquin.

Ald. Ricard.

This is surely an honorable record and shows that among the grocery trade there are men who are willing to give some of their time to the interest of the community at large. In the words of Jonothan to David, "Go ye and do likewise," ye other cities.

The Grocer presents to its readers in this week's issue a cut of Ald. R. Turner, the respected father of the council.

JAPAN TEA EXPORTS.

Editor, Canadian Grocer: Following are tea exports from Japan to 31st December, 1903:

New York	14,143,434
Chicago	17,581,519
San Francisco	5,502,172
Canada	5,404,391
	42,631,516
Increase over last year	4,378,801
Increase to Canada	1,485,325

Yours faithfully,
C. M. BERNARD.
Chicago, Feb. 9th, 1904.

A UNIQUE IDEA—SEND FOR ONE.

The Edwardsburg Starch Co., Montreal, Toronto and Cardinal, are sending out a small sample of their "Crown" brand pure table syrup. This sample is a model, in miniature, of the original 2-lb., 5-lb., 10-lb. and 20-lb. pails. The idea is a good one, as the merchant can see at a glance exactly the style of the package, and at the same time obtain a sample of the syrup.

These small pails are sent out in patent wooden screw top mailing boxes, and every subscriber of The Grocer dropping a postal card to the Edwardsburg Starch Co., at 164 St. James street, Montreal, will have one o fthese unique samples mailed to them promptly.

DEPARTMENT STORES' TAXATION.

The grocers' section of the Toronto Retail Merchants' Association Monday night passed a resolution asking the special committee of the Legislature on the assessment bill to increase the business tax assesment rate of departmental stores to 75 per cent. The reason given for this resolution was that the retail merchants are paying such large amounts for local improvements in the streets. A resolution was also passed warning shoppers to be careful in purchasing alleged patent medicines, offered for sale in some grocery stores, which druggists do not sell. George Good presided.

Eastlake

STEEL SHINGLES

are made so carefully and accurately that they are fitted together with perfect ease.

Their patent side lock is the best shingle "wrinkle" you ever came across. It's a great help to be able to apply them so quickly and easily.

They are the popular lightning, rust and fire proof roofing for all farm buildings.

Don't be behind the times—

USE EASTLAKES.

THE

Metallic Roofing Co., Limited

TORONTO, MONTREAL, WINNIPEG.

Batchers, Merchants, and Hide Buyers

Should write to CARROL S. PAGE, HYDE PARK, VT. who wishes to purchase their Hides, Calfskins, Sheep Pelts, Tallow and Bones. He pays spot cash. He pays the freights. He pays full market values. He wishes to arrange with some one in every village, where he has no agent, to sell Poultry Supplies and to pick up for him Hides, Calfskins, Sheep Pelts, and Bones. He furnishes money with which to buy and he keeps his agents thoroughly posted at all times as to market values. Write him for full particulars.

The Dollars You're After

will come to you without much trouble if you will watch the dollars you already have, and spend them wisely.

The book entitled **One Hundred Good Ads.** for a grocery store shows you how to get the most value out of money spent in advertising. It is full of suggestions for writing catchy up-to-date ads. It costs only one dollar. Address,

The Canadian Grocer

TORONTO OFFICE: 10 Front St. East.

A SELLING ARTICLE.

We have had an exceptionally large demand for our bird seed of late, due to two causes.

1 The low price at which we have been able to sell it, notwithstanding the advance. **2. The quality,** which has always been the same.

Samples and full particulars free.

NICHOLSON & BROCK, TORONTO

COFFEE SITUATION.

IN their last weekly statistical report of February 18th, Willett & Grey summarize the coffee situation as follows: During the past week the markets have been in a very unsettled state The Europeans have bought from this side a very large quantity of options in their own markets at top prices; and as Havre and Hamburg are holding record stocks, these heavy purchases at high prices do not strengthen their position. Some 40,000 to 50,000 bags coffee have been shipped and partly arrived from Hamburg and Havre to New York and a considerable quantity has been purchased there for later shipment to this side.

The position of Europe which was opposed to the advance, and the markets there were bearish during Autumn and Winter at lower prices, being now reversed at high prices, is not particularly promising, as the capital employed in the coffee trade over there had already been impaired by the previous experiences when they were constantly bulling coffee in declining markets. In this country, while the interior trade never showed any particular desire to buy during the whole crop year, still the deliveries for the first seven months of the season are 300,000 bags larger than the same period last season so that the coffee has gone into the country on direct importations from Brazil in larger quantities than the trade had been aware of. Just now, with the unsettled state of affairs, it is not likely any particular buying power will develop. The local market is so largely traded in by outsiders that coffee people will probably await to see how values will settle.

A PROGRESSIVE RETAILER.

G. W. Larkin, of Nobleton, Ont., has bought out the general store stock of D. MacDonald, Kleinburg. Mr. Larkin reports business flourishing. He built an addition to his premises last year but finds that he must again enlarge his store to meet the rapidly increasing necessities of his busines. Mr. Larkin has been in Nobleton for 15 years.

THE WORLD, 1904.

The Grocer acknowledges the receipt of the 1904 World Almanac-Encyclopedia, issued by the Press Publishing Company, Pulitzer Building, New York. The almanac contains an immense amount of condensed information compressed in its 550 pages including an officially compiled guide to the Louisiana Purchase Exhibition. The almanac is sold at 25 cents or 35 cents by mail.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postages, etc.

AGENCIES WANTED.

AGENCIES wanted for Montreal and Province of Quebec by gentleman with established connection—grocers' specialties and sundries Close attention paid to all lines. Box 104, Montreal. (10)

SITUATIONS VACANT.

WANTED FOR MONTREAL—Experienced business man of good address and education, with a thorough knowledge of the grocery and provision trade; good opening for a bright man. Address S., care CANADIAN GROCER, Montreal. (8)

COMPETENT man; take charge grocery and produce departments general store; state experience and wages wanted. Box 32, CANADIAN GROCER, Toronto. (f)

FIRST-CLASS bread, cake, pastry baker. Box 33, CANADIAN GROCER, Toronto. (f)

FOR SALE.

GROCERY and Crockery Business—In the best town in Southern Manitoba (population 1,700); stock turned six times last year; stock and fixture; about $3,000; property to be sold with business; four cosey living rooms over store; a snap to right man. Apply to Box 856 Morden, Man. (10)

GROCERY business in Brandon, doing a large and regular city trade. Property to be sold with the business includes store, warehouse, dwelling and stable. Apply to Box 346, Brandon, Man. (12)

TRAVELLER WANTED.

TRAVELLER going to the Coast wanted to handle, as a side line on commission, a clear Havana cigar; references. Apply Box 106, CANADIAN GROCER, Toronto. (10)

PARTNER WANTED.

WANTED—Partner, active or silent, with some capital, to invest in well-established business subject to great expansion; highest references exchanged; only acceptable parties need apply. Box 101, CANADIAN GROCER, Montreal. (10)

I Can Sell Your Grocery Business

no matter where it is or what it is worth. Send descripton, state price, and learn how. W. M OSTRANDER, 172 North American Bldg., Pihladelphia.

IRELAND

Wants Canadian products. If you have any to sell communicate with

J. H. SHERIDAN,

(12) 6 D'Olier St., Dublin.

Only Those Who Use

VAN HOUTEN'S COCOA

KNOW HOW *GOOD* IT IS TO *DRINK*
AND HOW *ECONOMICAL* IT IS IN *USE*

BEST AND GOES FARTHEST

Dominion Agents { J. L. WATT & SCOTT, - - TORONTO
WATT, SCOTT & GOODACRE - MONTREAL

MOLASSES

New Crop 1904 Barbados.

We have just landed a small lot of the above which is very choice No. 1 quality. We can offer it at a low price. Send for sample.

The Dominion Molasses Co.,

Limited

HALIFAX - - - - NOVA SCOTIA.

STEWART'S FINE CHOCOLATES

Easter Confectionery.

For Easter Confectionery, of all kinds, we have made the most complete and satisfactory preparations ever made in Canada.

Write us if our travellers have not yet reached you.

And always sell

Stewart's Fine Chocolates.

A. J. STEWART, Limited

Makers, TORONTO.

WE THANK YOU for that order mailed to us last week. Kindly repeat if our traveller has been unable to see you.

THE CANADA BISCUIT CO., LIMITED

King St. West and Bathurst St. Cars pass our Works.

King and Bathurst Streets, TORONTO.

INQUIRY AND COLLECTION BUREAU.

AMONG the projects under consideration of the Montreal Grocers' Association mentioned in these columns a few weeks ago was that of the formation of an Inquiry and Collection Bureau. Since that time such interest has been manifested in the project that it is now proposed to go deeper into the matter and discuss the subject more thoroughly.

Before going any further, credit for the project now on the table of the Montreal Grocers' Association should be given to its energetic secretary, J. A. Beaudry, who spares neither time nor trouble, to assure its success.

The fact that this project is the work of the secretary of the Montreal Grocers' Association, does not mean that its application may apply to that trade alone. In fact, it interests every merchant who sells on credit. Butchers, bakers, grocers, dry goods men, milkmen, all, would derive benefit from the formation of an Inquiry and Collection Bureau.

It may be interesting to know, first, that in the city of Montreal the retail grocers alone lose from $200,000 to $250,000 every year through bad debts.

Let us suppose that the Provincial Government or the City Council should take upon themselves to impose a new revenue tax on the retail grocery trade of Montreal, to the amount of $200,000. There would not be enough stones on the Island of Montreal to throw at the heads of the promoters of such a move. The grocers would agitate and unite themselves so strongly, that the tax would never be imposed.

However, the grocers are really paying the tax of $200,000 every year, without being compelled to do so, and if they pay it, it is only because they give credit without any information, and cannot spend time collecting bad debts.

An Information Bureau that would enable the merchants to give credit intelligently, and would at the same time collect the accounts the merchants were unable to collect themselves, would prevent the grocers writing to the account of loss, the yearly amount of $200,000, which now remains in the hands of delinquent customers.

At present the retail merchant gives credit upon the appearance of the customer. He has to give credit not only because his competitors are giving credit, but because in many districts the buyer who pays cash is the exception.

The appearance of a customer; the position of the husband, does not mean much as to stablity. A man may be well dressed and not pay his tailor. A woman may be elegantly dressed, and may owe big bills to the dressmaker and dry goods man. The house may be well furnished and the furniture not paid for. The man may draw a big salary, and the family may spend twice his revenue. It is impossible to rely upon appearances.

It is much more important for the merchant to know if the customer who asks for credit is good or bad pay, to find out the way he pays his creditors. That is the object of the Information Bureau; to tell the merchants if Mr. X pays, or does not pay; if he pays on short or long terms, and also what is the limit of credit to give him. The bureau inquires for the merchant and gets him information which the merchant would have many difficulties in obtaining for himself.

The bureau might be at the same time a collecting agency. The retail merchant knows by experience how difficult it is sometimes to collect the accounts of even reliable people. **The merchant** who has a certain number of customers who do not pay regularly, knows what to do when big bills fall due. If one way or another he cannot meet his obligation, he knows what precious time he has to spend to get his money back. How many bankruptcies have happened which would not have occurred if the merchant could have collected what was due him, without leaving his business?

It is an Inquiry and Collection Bureau such as aforesaid that the Montreal Retail Grocers' Association is seeking to establish, and the proposition fathered by Mr. Beaudry certainly deserves the most careful consideration of all merchants engaged in supplying the consuming public.

A feature not touched upon by Mr. Beaudry, but which has in the public press and The Canadian Grocer received discussion, is the change that is necessary in the law, making it possible to collect from civil servants. Why Government employes should be exempt from paying their grocery, butcher, baker, etc., bills has never been satisfactorily explained, and the Montreal Retail Grocers' Association can find themselves occupied while engaged in their commendable work, in furthering some scheme to make a change in this unjust law.

CHAMBERLAIN'S TARIFF QUESTIONS.

FOLLOWING are the questions which the Chamberlain tariff commission sent out to the manufacturers in Great Britain. As they will doubtless interest business men in Canada they are herewith reproduced.

1. State the nature of your trade or trades, and whether your sales are for the (a) home, (b) foreign, or, (c) the colonial markets.

2. What was the weekly average number of persons employed by you during 1903, distinguishing, if possible, men from women and children?

3. What are the principal articles that you manufacture for the home trade in respect to which you experience foreign competition?

4. Are any articles similar to those manufactured by you imported into this country below your cost price? If so, please state particulars as far as you can.

5. Have you any information leading you to conclude that such imported articles are placed upon the British market at or below the normal cost of production in the country of origin? If so please state particulars as far as you can.

6. Is your trade subject to adverse competition from foreign countries in consequence of any difference in the rates of wages, in the hours of labor or in other respects? If so, please give such particulars as you can.

7. Has your export trade suffered in recent years by the operations of the tariff of any country? If so, please state your experience.

8. What amount of the reduction of the tariff of any country would enable you to compete successfully within that country with commodities made therein similar to those you manufacture?

9. What is your experience in respect of foreign competition in the colonies in your trade?

10. Do you suffer any disadvantages from operations of the patent laws or registration laws in other countries? If so, please state particulars.

11. Please state whether you would be willing to furnish to the commission any further detailed information; and, if so, on what subjects.

The address of the secretary of the commission is 7 Victoria street, London, S.W.

BRANTFORD GROCERS DINE.

The Brantford grocers and butchers held a very jolly dinner at the American hotel last week. The speakers were Messrs. Gardner, C. B. Heyd, M.P., W. B. Wood, D. B. Wood, J. P. Hoag, Stewart and Smith, of Hamilton, Alds. Hartneau and Westwood, Fred Harp, and Mr. Wooderoft of Hamilton. Songs were sung by Messrs. J. D. Leddell, L. R. Wooderoft, Cliff. Todd and Sam Burnley.

The officers of the association are Henry Moore, president; H. A. Foulds, vice-president; Fred Harp, secretary; and A. L. Vanstone, treasurer.

The banquet committee consisted of Messrs. Foulds, chairman; Harp, secretary; Bloxham, Brohman, Gress, Vanstone, Harris and Moore.

PURE GOLD TALK.

No. 6.

We almost fear to announce a new grocer's specialty. Perhaps it is an ignoble jealousy, but to us it smacks more of business rectitude. We are making PURE GOLD SALAD POWDER to be retailed at 10 cents.

The contents of the package make an imperial quart of delicious Salad Dressing. It is just as sure as we are in business that in preparing this article we have given some one's cupidity a spin, and we look from now on for another Salad Dressing Powder, and when it comes it will almost surely resemble in its dress our package.

Nobody ever heard of the Pure Gold Company's being in the ranks of imitators.

We don't lay claim to having all the genius there is in the world in the service of The Pure Gold Company, but we do claim to be pioneers in many worthy grocery specialties.

This Salad Dressing Powder—have you ordered it yet? If not, do so. You will delight a good many prized customers, and at the same time cement your connection.

THE
Pure Gold Mfg. Co.
LIMITED
Toronto.

ENQUIRIES FOR CANADIAN TRADE

The following were among the inquiries relating to Canadian trade received recently at the Canadian Government office in London, Eng.:

1. A well-known ropework company are open to appoint a firm to represent them for the sale of their goods throughout Canada.

2. A gentleman with experience of the African market is seeking the agency for the United Kingdom of a Canadian shipper of wood work for building construction.

3. Inquiry comes from Russia for the addresses of some good Canadian firms exporting frozen salmon and lard.

4. A Dutch manufacturer of household and toilet soaps desires to get into touch with importers in Canada, and would reserve to reliable buyers the monopoly of various brands.

The following were among the inquiries received at the Canadian Section of the Imperial Institute, London, S.W.

5. The manufacturers of decorated wall paper and fabric specialities wish to introduce their goods into Canada, and would like to hear from Canadian firms interested.

6. A firm of merchants and exporters in the Midlands possessing a large connection invites correspondence from Canadian firms seeking buying or selling agents.

7. A firm in Belfast would like to represent, upon a commission basis, a first-class Canadian manufacturer of Furniture able to handle export trade.

8. A firm of manufacturers of high-class confectionery is open to appoint representatives in Montreal, Toronto, Halifax, St. John and Winnipeg.

9. A firm of general agents who claims good connection among the grocery and provision trade, nvite offers from Canadian shippers either upon a commission basis or as actual buyers.

10. A company manufacturing ochres, oxides and colors, wish to hear from Canadian importers.

11. The manufacturers and shippers of oils of various kinds and greases, would like to obtain a share of Canadian trade.

[The names of those making inquiries may be obtained from the Editor of THE CANADIAN GROCER.]

VEXATIOUS REGULATIONS.

The Brokers' Association of Toronto is making a strong effort to induce the Minister of Customs to abolish the regulation requiring the production of the English Custom house certificate to secure free entry of tea bought in London. It is claimed that the Customs regulation in this respect gives great trouble to English shippers besides putting them to very considerable expense, which of course is transferred to the Canadian buyer in the cost of the tea. The requirement of the certificate, it is urged moreover, serves no good purpose whatever, and the people engaged in the tea trade see no good reason why in matters of inspection, teas imported from London should be subjected to different treatment from teas imported direct from Ceylon, India, China or Japan.

Men and Things

are ever being weighed in the scales of public opinon. If they are found to be full weight or over, it is well.

Perfection Cream Sodas

submit willingly to a trial by public opinion. There is no doubt as to the result.

May we not have your order?

3-lb. Cards or Tins.

THE **Mooney Biscuit & Candy Company,**
LIMITED,
Stratford, - Canada.

When You Say "I want the Best,"

You have said all that can be said about MOTT'S DIAMOND CHOCOLATE

TOMATOES

ALL NEW GOODS.

$1.00 per Dozen F.O.B. Kingston—usual terms.

Geo. Robertson & Son, Kingston, Ont.

GEL-O! GEL-O

THE NEW DESSERT.

The best jelly powder made. Made by the only strictly Gelatine House in Canada. Jells quicker and firmer than any other. Send sample order.

Cases hold 4 and 12 doz.

THE CANADIAN GELATINE CO.
528-530 Front St. W.,
TORONTO, CANADA.

COWAN'S

Perfection Cocoa (Maple Leaf Label). Royal Navy Chocolate, Queen's Dessert Chocolate, Chocolate Cream Bars, Cowan's Cake Icings, Chocolate, Pink, Lemon Color and White

Cowan's Swiss Milk Chocolate, Famous Blend Coffee, etc., etc.

Are the standard goods for purity and excellence.

Manufacturers
THE COWAN CO., Limited - - TORONTO

WHY be a DOUBTING THOMAS?

A trial order will convince you that

EAGLE BAKING

POWDER is the best value at the price you ever had in your store. At your jobbers or direct.

EAGLE MANUFACTURING CO., Montreal.

"Metropolitan Mixed".

A NEW and popular line with many assortments which should retail 2-lbs. for 25c. It will give satisfaction to both you and your customers and our price is 8c. lb. Other houses may ask you 10c. for no better. Are you handling Pepsin Cream Sodas? They are giving general satisfaction wherever sold. Send for our complete Price List on Fancy Biscuits and Confectionery.

IMPERIAL BISCUIT CO., Limited
Guelph, Ont.

McWILLIAM
Mc. AND E.
EVERIST

25-27 Church St., - TORONTO

MARMALADE

Season is here. So are the Oranges. We have them.

In the making of Marmalade it is wise to use only the best Fruit. Our present stock will satisfy the most particular.

They're quoted on our weekly price-list. See it.

The DAWSON Commission Co., Limited

FRUIT, PRODUCE AND COMMISSION MERCHANTS.

Cor. Market and Colborne Streets. TORONTO

WE BUY

BRIGHT DRIED APPLES.
HIGHEST MARKET PRICES.

The W. A. GIBB CO.

5 and 7 Market St., HAMILTON

TWO SNAPS.

Fancy Navel Oranges, all sizes, $3.00 bx.
Messina Lemons, 300's, 360's, $2.25 to 2.50 "
Fresh Sea Herring, in barrels and casks.
ORDER QUICK.

HUSBAND Bros. & Co.

Wholesale Fruit and Commission Merchants.
82 Colborne St., TORONTO
Phones—Main 54, Main 3428.

GREEN FRUITS

National Conference.

AT the annual meeting of the Nova Scotia Fruit Growers' Association at Bridgewater, it was mentioned that the Dominion Minister of Agriculture had received a communication from leading fruit growers of Prince Edward Island, New Brunswick and Nova Scotia, asking him to call together at Ottawa a conference of representative fruit growers from all the provinces of Canada to discuss matters of national interest; such matters as might call for legislation by the Federal Parliament or matters that might require unanimous action on the part of the fruit growers of this country. In this connection Mr. U. A. MacKinnon, chief of the fruit division, Ottawa, referred to the advisability of concerted action regarding such subjects as transportation, legislation, uniformity of packages, etc., and said that Hon. Sydney Fisher and Prof. Robertson would welcome a full discussion of the proposal and an expression of opinion from the Nova Scotia and other provincial Fruit Growers' Associations. The matter will accordingly be taken up by a committeee of the Nova Scotia Fruit Growers' Association, some members of which suggested the formation of a Canadian Pomological Society of national character and scope.

North of Ireland Market.

Once again the attention of the fruit division, Ottawa, has been called to the excellent market that exists in the north of Ireland for first-class Canadian fruit and other food products. This time it is Mr. R. Andrews, 56 Clifton Park avenue, Belfast, who mentions the fact that this market is not properly cultivated by Canadian shippers, and who desires to be put in communication with some of these gentlemen. He is in a position to do general commission trade, and would undertake agency for Canadian manufacturers as well as produce in the north of Ireland, where he has good connections.

A similar request has also been received from Albert Cabaret, 77 Bd. Gouvion-St.-Cyr, Paris, France. Mr. Cabaret is prepared to handle all lines of Canadian goods, including fruit, of which considerable quantities have been exported to France this season.

Best Kind of Strawberries.

W. T. MACOUN, Horticulturist of the Central Experimental Farm, Ottawa, says: "The strawberry is, undoubtedly, the most popular fruit in Canada. It is also one of the most, if not the most, profitable fruit to grow. There is, however, a great difference in the productiveness, firmness, appearance, and quality of different varieties, and the profits in growing this fruit will depend largely upon the kinds grown. At the Central Experimental Farm nearly 400 named varieties have been tested during the past 16 years, and a large number of unnamed seedlings. This long and wide experience with varieties makes it possible to recommend certain kinds which have proven superior to others. After having discarded a large number of varieties, a three years' test was made with 110 kinds. Taking the average for the three years, the most productive variety, the Mele, yielded at the rate of 12,709 pounds per acre, and the variety 25th on the list, Arkansas Traveller, yielded at the rate of 7,629 pounds to the acre, a difference of 5,080 pounds per acre between the best and the poorest of 25 varieties. Among the best varieties, both as regards productiveness and other points of merit, are: Buster, Glen Mary, Sample, Warfield, Greenville, Bisel, Marie, Baderwood, Lovett, Barton's Eclipse, Rubach, Daisy, Afton, Williams, Thompson's Late, Enhance, Stevens' Early, Howard's No. 41, and Mele, the last-named variety having proved the most productive of all. It is, however, a little under the size, and rather soft."

Cold Storage Warehouse Burned.

About one o'clock Saturday morning fire was discovered in the large new cold storage warehouse owned by the Apple and Produce Cold Storage and Forwarding Company, and the entire contents, together with all its new valuable machinery, is a total loss. Nothing but the bare walls are left standing. The building was just completed last Fall. The company has a capital stock of $100,000. The total loss is about $60,000, covered by insurance.

Fraudulent Apple Packing.

Another Ontario fruit man was fined at Winnipeg last week for attempting to sell apples in this market which had been falsely marked and packed. The offender had not even the excuse that he was ignorant of the law to offer and his guilt was even increased by the fact that he had been warned for the same offence before. If we are to judge the Ontario fruit shippers by the proportion of them fined here for dishonesty of this kind the opinion would be formed that more than an ordnary percentage of them are worth watching in business; and if we are to judge Ontario business men generally by the standard which this would set up for the fruit men, there is danger that the good opinion of them heretofore held will have to be considerably modified. The number and extent of the frauds exposed by the operations of the inspectors working under the Fruit Marks Act has been such that the public may well believe that before the Act went into effect honest packing was the exception rather than the rule. It is to be hoped that the recent Police Court experiences of Ontario shippers to this market, of which the above mentioned case is a sample, will have the effect of stopping the dishonest practices which, if continued, can only have the one effect of driving Ontario out of this market altogether.—Winnipeg Commercial.

Apple Barrel Staves.

A leading Guelph apple shipper writes the fruit division, Ottawa, that he can use from 12,000 to 15,000 barrels every year, and that it is his intention to buy the staves and make his own barrels hereafter. He says: "The trade will have to make great preparations, because all staves in the country will now be very green wood, and I should specially warn your department to urge all stave dealers to get drying kilns working so that stock will be O.K. when needed."

Canadian Apples in France.

That only the finest qualities of firm fruit will bring profitable returns when exported to Europe is again made manifest. Writing to Mr. W. A. MacKinnon, chief of the fruit division, Ottawa, M. W. Richaux of the firm of Champagne Freres, Limited, Paris, says: "In August and September last we had occasion to write you and take advantage of your kindness to obtain information about the apple business in your country. As was forseen and for the first time, this year Canadian and American apples have come to France in important quantities, on account of the French crop being almost a complete failure, and we are glad to say that the best goods have obtained satisfactory prices, although the market is not so very good at present. We are, however, of opinion that it will soon recover, and that prices will rise again, but what we want in France are the best qualities and hard and strong apples, that will arrive in good condition. Any arriving in somewhat doubtful condition will sell very much lower. We have started this business ourselves, and hope to receive some Canadian apples and obtain satisfactory results."

Fruit Men Anxious.

Fruit farmers in the Niagara district are beginning to feel anxious about the crop prospects for next season, says the St. Catharines Standard. The extremely cold weather is causing some of the plum trees to burst open in the trunks, and it is feared the peach trees may have suffered from the frost. However, there is nothing definitely known yet, as to this, and it may be that the peach crop has not been killed any worse than is usually reported in the Winter time. So much ice as there is at present on the land is regarded as a dangerous element for the strawberries, as well as the wheat.

THE COWAN CO. EXHIBIT.

At the recent Food Fair at the Carsley Co., Montreal, the display made by the Cowan Co., Toronto, was one of the most attractive and the young lady demonstrators were kept busy serving delicious cocoas and chocolates. The opinion that goods "made in Canada" are worthy of patronage and support by the consuming public, judging by recent observations, is being confirmed and strengthened more every day. The Cowan Co. are known as one of the leading manufacturers of Canada engaged in the manufacture of goods recognized particularly as subject to foreign competition, but it is also felt in the case of this company that the old saying of "a prophet being not without honor save in his own country" is a fallacious one, as their goods speak creditably for themselves throughout the land.

Spanish Onions **Marmalade Oranges**

Two seasonable lines just to hand, also

Two Cars Lemons, Two Cars Navel Oranges

We guarantee goods free from Frost.
Prices Low. Order Quick.

WHITE & CO., 64 FRONT ST. EAST, TORONTO.

PHONES { Main 4106 / " 4107 — Wholesale Fruit and Produce.

Dealers in Butter, Eggs and other Country Produce on commission.

1904

Prompt — **SAME OLD STORY.** — Reliable

Selling best goods obtainable at lowest possible prices.
Thats's how we hold our trade. Quality tells. Try us.

Hugh Walker & Son, Wholesale Fruits, **Guelph, Ont.**

Dried Fruit

cleaned and renovated by the latest improved machinery and appliances.

GUARANTEED TO GIVE SATISFACTION.

J. T. ADAMSON & CO.
27 St. Sacrament Street,
MONTREAL.
Tel. Main 778.

FLOUR AND CEREAL FOODS

Territorial Grain Growers.

AT the conference of the Territoritorial Grain Growers' Association in Winnipeg last week the delegates present, after full consideration of the General Inspection Act, unanimously decided to recommend to the Dominion Government that the Act be amended in the following particular:

That section 4 of the schedule, relating to wheat and other grains grown west of Lake Superior, be amended so as to provide that the Western Grain Standards Board, in addition to the present method, shall be called together on five members making a written request for a meeting to the chairman of the board.

That the following recommendation, in regard to the carrying out of the present provisions of the Act, be made to the Honorable the Minister of Trade and Commerce: (1) That all persons, appointed as members of the Western Grain Standards Board, be resident within the Manitoba Inspection Division. (2) That a majority of the persons appointed as members of the Western Grain Standards Board, be producers of grain.

That the Provincial Government of Manitoba and the Government of the Northwest Territories be respectfully informed that this conference strongly recommend that the three members of the Survey Board, provided for in the General Inspection Act for the Manitoba Inspection Division as to be nominated by each of them, be so nominated by them on the recommendation, when practicable, of the producers of grain.

Cereals in Trinidad.

GORDON, GRANT & CO., in their commercial review dated Port of Spain, Trinidad, January 28th, say: We have to report a firm and steady market for all American foodstuffs with stocks much lighter than usual. The s.s. Grenada arrived two days ago with the usual supplies for which full prices are being obtained viz.: Bakers' flour $6.25 to $6.50 for bags and barrels respectively, extras $6.10 to $6.25 as to brand and supers $5.25 to $5.50—as to grade—$3.90 to $4 corn meal and $2.60 to $2.75 for imported bread and crackers. Demand is good and values are likely to be well maintained for some time. The Italian liner Piemonte from New York is due. There is very little doing in imported yellow rice and the position is unchanged. The London steamer Sibun brought 400 tons chittagong—the bulk of which has been stored and stocks of all descriptions are ample. Split peas are selling very slowly but fresh Urhur Dal is wanted—Koli and Mussur are not enquired for at present. For oats and oil meal there is a steady enquiry but American corn is neglected.

Wild Scene in Wheat Pit.

A SENSATIONAL advance of 4 1-4 cents a bushel was scored in 30 minutes on the Chicago wheat market Saturday by wheat for May delivery. The phenomenal price of $1.07 was reached, the chief incentive being rumors of the Russo-Japanese war spreading to other nations. Talk of stoppage of wheat shipments from Russia and from Argentine was a secondary factor. Compared with Friday the final figures on Saturday were three cents higher for May wheat and two and one-fourth for July. May corn went up three-fourths to seven-eights of a cent; oats three-fourths and provisions 15 to 37 1-2.

The pit was the centre of uproar and clamor, which never ceased or abated until the gong announced its close. The nerves of every trader were at the highest tension every minute of the session. The advance was irresistible. Armour, who for months has been the almost undisputed monarch of the wheat pit, sold millions of bushels of the grain, but for every bushel offered there were two demanded by the professionals or outside traders, imbued with a desire to buy that was little, if anything, less than frantic. The market hesitated somewhat at the outset, and a momentary calm prevailed, but suddenly a buying wave struck the pit. It fairly swept brokers off their feet. By leaps and bounds the May price, which slipped from $1.04 at the opening to $1.02 5-8, went soaring up to $1.07, or over four cents above the close the previous night. Pandemonium accompanied the advance. Brokers rushed madly back and forth between the pit and the telegraph counters with their hands full of orders. These, because of the state of the trade, it was almost impossible to fill. The crowds which packed the visitors' gallery were dazed by the wild scenes that were enacted on the floor below.

20,000,000 Barrels Flour.

FLOUR exports from the United States in 1903 were larger than in any preceding year in the history of its commerce and aggregated practically 20,000,000 barrels, says the Interstate Grocer. The value of the flour exports also exceeded that of any preceding year, with the exceptions of 1892 and 1893, when the value slightly exceeded that of 1903, but the quantity exported was materially less. The total number of barrels of flour exported from the United States in the fiscal year 1903 was 19,716,634, valued at $73,756,404, while in 1893 the number of barrels was 16,620,339, but the value was $75,494,347, prices of that year being materially higher than those of 1903.

In the calendar year 1903, ending with the month of December, the total exports of flour amounted to 19,551,411 barrels, valued at $75,188,050. This calendar year statement gives the very latest figures of flour exports, and a comparison of these figures with the wheat exports of the calendar year indicates that considerably more than one-half of the wheat exported in the calendar year 1903 was turned into flour before exportation. The total value of the wheat exports of the calendar year 1903 was $53,329,441, and that of the flour exports, $75,188,050.

Mill Lacks Fuel.

The flour plant of the Ogilvie Milling Company, Winnipeg, had to close down last week as a result of the fuel scarcity caused by the snow blockade along the railways. The flour mill, employing about 150 men, has not been able to turn a wheel since Thursday morning, and the oat mill is running on half-time, power being contributed from some lightwood fuel.

It is better, bigger business we are all striving for, and there is only one way to get it. Sell only the best goods.

You can't sell better goods than Tillson's pan-dried Oats. The very best Canadian oats, milled to perfection. A food, not a fad.

Tillson's Pan-dried Oats

The Tillson Company Limited, Tillsonburg, Ontario.

TELEPHONE { MAIN 1257 / " 4675

Wm. McCann Milling Co.

MILLERS AND GRAIN DEALERS

192 King Street East
TORONTO.

John MacKay
Limited
Successors to John MacKay, deceased
ESTABLISHED 1854.

POT and PEARL BARLEY (by patent process), *SPLIT PEAS, BUCKWHEAT FLOUR, Etc., CHOP* of all kinds BY CAR LOAD.

Caledonia Mills,
BOWMANVILLE, ONT.
Correspondence solicited.

Seed Corn
All Field Varieties
Write or wire us for prices.

ALSO

HAND-PICKED and PRIME
BEANS

Fred. B. Stevens & Co.
CHATHAM, ONT.

Yes? Wheat is higher than for years,—but

"Wee McGregor's" Breakfast Food

retails at same price.

"It's Gran' for the Morn's Mornin'"

The F. J. Castle Co., Limited, WHOLESALE GROCERS,
OTTAWA, ——— CANADA.

Manitoba Grain Marketed.

H. D. METCALFE, of Montreal, who has just returned from an extensive trip throughout the Western States and the Canadian Northwest, states to the daily press that the prospects for export trade in Manitoba wheat this Spring are not very bright, owing to the fact that there is little held by dealers in Winnipeg, and from all the information he could gather farmers have marketed their crops pretty well. Consequently, he says, when the weather does moderate, the supply to come forward from the interior will be limited. The supply of oats and barley left in that country is small, and therefore the shipments this way in the Spring will fall short of a year ago.

Mr. Metcalfe says the adoption of the option trading in wheat by the Winnipeg Grain Exchange will be a great benefit to Canadian exporters, as they will be able to hedge their cash deals in the Canadian markets, instead of sending their money to the United States, as they have been doing for many years past.

Morden Mill Burned

SHORTLY before midnight on Wednesday of last week the flour mill on the west end of the town of Morden, Man., was burned to the ground. The building was owned by Mr. C. F. Heckels, and was leased for a term of years to Mr. I. Snider. Mr. Heckles' loss will be from $10,000 to $12,000, with $5,000 insurance. Mr. Snider's loss of $1,200 or $1,500 is fully covered by insurance.

The structure was an old frame one, being built 20 years ago, but the mill had lately been furnished throughout with the most expensive and up-to-date machinery procurable. The fire started in the engine room and before the fire apparatus could be taken through the deep snow the whole building was doomed.

National Granaries Advocated.

Mr. R. A. Yerburgh, M.P., speaking of the food supply in the time of war at the Imperial Industries Club, London, advocated the storing in the country of 10,000,000 quarters of corn in national granaries, meeting the cost by a registration duty of a shilling on corn.

Sir Edgar Vincent, M.P., looked with the deepest apprehension on the British food supply from America, Russia, and Argentina. A sensible modification of the fiscal impost would develop the resources of our own Empire in the best way.

Professor Maldon said the 4,000,000 acres of potatoes made it impossible to starve England in any length of a siege.

The chairman said in view of the present way the Government should not only lay in large stores of food, but place such a tax on wheat as to induce British farmers to till the millions of idle acres.

Australia's Good Harvest.

A cable from Australia says: There will be no imports of wheat or flour required this year, the Australian harvest having proved sufficient for all local requirements and leaving a few million bushels available for export. This has necessitated American vessels coming in ballast to Australia for coal, but the reduction of 1s. per ton in the selling price will assist in lessening the losses sustained by charterers.

Much of the Australian wheat is going to Japan, together with heavy shipments of lead and coal. The promise of a good season 1904-5 is causing preparations for considerably extending the wheat area in the Commonwealth.

Gold Medal for Swiss Food.

P. McIntosh & Son, have just received word from their English agents reporting that Swiss Food has been awarded the gold medal at the Colonial Products Exhibition recently held in Liverpool where it attracted considerable attention.

P. McIntosh & Son are naturally very much gratified at this recognition, particularly as Swiss Food was only introduced on the English market three or four months ago.

Grain Growers' Requests

At a meeting of the grain growers in Winnipeg last week the following resolutions were passed: "That the following recommendations in regard to the carrying out of the present provisions of the grain act be made to the Minister of Trade and Commerce: First, that all persons appointed as members of the western grain standards board be resident within Manitoba inspection division. Second, that the majority of persons appointed as members of the western grain standards board be producers of grain.

That the Provincial Government of Manitoba and the Government of the Northwest Territories be respectfully informed that this conference strongly recommends that three members of the survey board, provided for in the general inspection act, for the Manitoba inspection division to be nominated by each of them, be so nominated by them on the recommendation, when practicable, of the producers of grain.

Flour and Bread Soaring.

A PRESS despatch from Montreal on Monday reports flour as quoted there at $1.20 a barrel more than the price at same date a year ago. First grades sell at $5.40 and seconds at $5.10. As a result the Master Bakers' Association have made a further advance in the price of bread. After next Monday small loaves will sell at nine and eleven cents, instead of eight and nine cents, and large loaves at 18 and 20 cents, instead of 16 and 18 cents. Those are the prices set now, but they are not likely to stand if flour goes on advancing at the rate of ten cents a day, as it has the last three days. The Lake of the Woods Milling Company are actually shipping wheat from Fort William back to their mills at Keewatin. That unusual state of affairs is accounted for by the fact that since the close of navigation the western farmers have delivered very little wheat, but have acted on the belief that as good milling grain is scarce the price is likely to advance still higher. The Executive of the Lake of the Woods Milling Company foresaw the possibility of the present situation and prepared for it by storing the grain at Fort William. Now they are simply drawing on their reserves instead of being forced to pay the high price in order to keep their big mills at Keewatin running.

Mill for Norwich.

Cawthorpe & Co. are proposing to build a grist mill near the West Station, Norwich, Ont. The building to be of brick, with stone foundation, fitted with the most modern machinery, with a capacity of 75 barrels per day, at a cost of from $10,000 to $12,000 with a railway siding at the door.

Cereal Notes.

Montreal master bakers have decided to increase the price of bread by 2 cents for six pound loaf.

"Force-thoughts"

BY SUNNY JIM

II.

I READ a book the other night which told of a busy man who planned to spend a certain evening at home with his family—because he felt he'd been neglecting them.

¶ At supper his mind was on an important transaction with a firm in Calcutta. All during the evening he was engaged mentally in working out that same Calcutta deal, and when the "home" evening was over he had just time to rush back from Calcutta to say goodnight to his family. Which suggests several things.

¶ That you are in reality where your thoughts are.

That wherever you are, you'd better be there just then.

It's the way to eat your breakfast, for instance. Don't eat your breakfast with your mind at the office, or when you get to the office your breakfast will be on your mind.

¶ Even a breakfast of "FORCE" is helped by really "being present" while you eat it.

Be Sunny!

Yours truly,

Sunny Jim

BUFFALO, U.S.A.

(To be continued.)

I still have some celluloid buttons bearing my photograph and my motto,

"BE SUNNY."

They are nearly 1¼ inches in diameter and are attractively prepared with a patent stick pin on the back. They can be worn by man, woman or child, and they will be mighty glad to get them. They are sent upon request of any grocer. You ought to see my book, "The Gentle Art of Using Force" Free for the asking

GORDON McDONALD & CO.

St. George's House, Eastcheap, London, E.C.

having a perfect organization covering the grocery and allied trades throughout Great Britain, are prepared to place any article of food or of household goods on this market.

Correspondence only invited from manufacturers or producers (not merchants) who are full of enterprise and made up their minds to get a share of British trade.

Goods handled either on commission or a buying basis. Office and salesrooms situated in the centre of the grocery trade.

American, Canadian and London References.
Cable Address—"DONABLE," LONDON.
A. B. C. (5th Edition), Riverside and Adams Cable Codes used.

We sell a big lot of

Celluloid Starch

Never Sticks Requires no Cooking

every year. We sell a lot because it is good and people know it is good.

You could sell a lot more starch and better satisfy your customers if you supplied them with Celluloid Starch.

THE BRANTFORD STARCH WORKS, LIMITED.

BRANTFORD, CANADA.

FAMOUS COFFEE DEALS.

ONE of the first attempts in coffee history to corner the commodity, says the New York Times, and which is now especially interesting, occurred in 1887, when a panic was precipitated on June 13 of that year, and three firms in that city suspended because a Brazilian syndicate which had been upholding the market preliminary to a corner had to let go. B. G. Arnold & Co., Mackay & Small, and Norton, Weyl & Bevan suspended with liabilities reaching approximately $1,000,000. Utter disruption was prevented only by the timely action of Joseph J. O'Donohue and W. H. Crossman & Brothers, who purchased some 200,000 bags and checked the downward course of values in a market which had sagged of its own weight.

From 1880 to 1886 the amount of coffee produced had been quite sufficient to meet the consumptive demands of the world, but early in the latter year a syndicate composed of New York and Havre capitalists obtained possession of about 50,000 bags, and within a year are said to have cleared a profit of 7½ cents a pound. But the Brazilian syndicate refreed to above was fooled in its calculations by the larger crop of 1888, and precipitated the famous slump of June 13, 1887, when prices dropped over night about 7 cents a pound. Another squeeze was also attempted in September, 1888, by Hamburg and American bulls, but the attempt was a dismal failure.

History again repeated itself in September, 1901, when another failure to corner the supply completely failed. An endeavor was made to advance prices by a bull clique said to include Skiddy, Minford & Co., W. H. Crossman & Brothers, and Gruner & Co. The receipts at Rio and Santos had been running low for some time, but suddenly they increased to the highest on record. Vigorous opposition had been shown by the Havre market, and on September 17 the September option dropped from one-half to three-quarters of a cent on the local exchange, and 75,000 bags were sold in Havre, Hamburg, London, and Brazil within a short time.

The Kaltenbach fiasco was another notable instance of a coffee corner which it was impossible to hold. The central figure in this operation was George Kaltenbach, a well-known speculator in the coffee trade who lived in Paris, and who was reputed to be worth 60,000,000 f. His first deal was in September, 1891, when he succeeded, with the aid of three operators in Havre, Hamburg and Antwerp in breaking the corner in September options, in the New York market, causing prices to drop from 17.25 cents to 10.80 cents. The syndicate then changed its tactics and commenced to buy coffee in all the markets of the world.

The bulls became scared and sold extensively, and with consumption increased by low prices ruling, the market gradually advanced. When values reached about 15 cents a pound the syndicate liquidated its holdings and took profits. Kaltenbach alone continued to bull coffee and increase his holdings, but the others turned bears. Then came news of serious damage to the coffee crops, and as the unfavorable reports were circulated from time to time, he bought more and more. His profits at the time were said to be $1,000,000, but it was afterward learned that he had never actually carried more than 300,000 bags. Then came the collapse of the Kaltenbach corner in May, 1903, which involved thirty firms in Havre, Hamburg, and Rotterdam. It was estimated that only about one-fourth of Kaltenbach's holdings had been actual coffee, the remainder consisting of futures and options. He was unable to furnish T. M. Parr & Co., his New York agent, with requisite margins, and the coffee held for his account was consequently thrown on the market, resulting in a heavy decline in prices and the failure of T. M. Barr & Co.

Guzman Blanco, president and dictator of Venezuela, also planned a big coffee corner. He was reckoned as worth $20,000,000. In April, 1895, he was residing in Paris. He purchased about 200,000 bags of spot coffee, which were deposited in Havre warehouses, while his line of futures was extensive. Reports of cholera in Rio, combined with estimates of reduced crops in Brazil, made it look for a time as though the oft-attempted coffee corner had arrived, but the regular coffee slump which comes ever so often made its appearance and all the vigorous attempts were for naught.

The Lewisohn deals should also properly be mentioned as among the prospective coffee coups which have gone astray, although they were not attempting a corner, but simply investing with idea of holding their coffee for two or three years. It was in March, 1891 that they, together with some of the Standard Oil people, tried to control the surplus of coffee. They were supposed to have an understanding with the Rothschilds, who were heavy creditors of the Brazilian Government. The "metal element," as the Lewisohns were called, bought extensively and put up prices a cent a pound from January to March. Their purchases included both spot coffee and futures, and from time to time they succeeded in advancing values temporarily. The enormous crops of coffee which were produced in those years gradually dragged the market down, and W. H. Crossman & Brother, who were the bear leaders, are credited with large profits, while the Lewisohns carried their coffee for a long time and lost heavily.

CONSUMPTION OF COCOA INCREASING.

STEPHEN L. BARTLETT, of Boston, general agent for the United States and Canada for Bensdorp's "Royal Dutch" cocoa and chocolates, paid a flying visit to Montreal last Friday, 19th inst. A Grocer representative had the pleasure of a brief interview with Mr. Bartlett at the Windsor. Mr. Bartlett expressed himself as being satisfied with the increase in the consumption of high class cocoa in Canada, considering the fact that Canadians as a whole are not given so much to drinking this healthy beverage as the people of the United States. "You Canadians are drinkers of tea while on our side of the line we confine ourselves largely to coffee, and the transition in taste from coffee to cocoa is not so hard as from tea to cocoa, moreover an educative feature with us towards the consumption of cocoa, chocolate, etc., is the soda fountain in Summer and the hot drinks department of our drug stores and restaurants in Winter. Why we have in the city of Boston drug stores dispensing gallons of our Royal Dutch cocoas and chocolates daily. Another thing tending to the more general use of cocoa with us is that children are served with it more frequently and this feature is bound to leave its impress on the rising generation. There is hardly any well-to-do family in our country where cocoa or chocolate is not served once or twice a week, and it is this use by the better classes that has increased the sale of such cocoas as are recognized in the first rank. My experience with Canadian trade has taught me that the time is bound to come when, with the era of prosperity through which your country is passing, the consumption of high class cocoas will be almost as general as it is with us. May the day come soon!" Mr. Bartlett is represented in Canada by W. H. Dunn, Montreal, M. F. Eager & Son, Halifax, and the A. F. MacLaren Imperial Cheese Co., Toronto, and satisfactory business is reported from all sections. Mr. Bartlett is known personally to the jobbing trade of Canada and makes annual visits to the trade.

Salt Fish

are very scarce and very dear this year. You will sell more Molasses.

We offer

Barbadoes Molasses

of good quality, pure, and of **direct** importation.

Our prices defy competition.

Look out for high prices in Teas---

The **WAR** in the Far East is advancing prices generally. We have a fine stock of **Teas** which we are offering at close prices. Write us for samples before buying. It will pay you.

Laporte, Martin & Cie.

Wholesale Grocers and Wine and Spirit Merchants,

Montreal.

The Grocer Who Forgets to Dress his Window with Boeckh's Brushes and Brooms

Overlooks one of the most attractive advertising features of the season. These goods are always "Standard," and every consumer has come to recognize the name of Boeckh as a guarantee of Highest Quality. Do not buy from your jobber or sell to your customer other lines called "just as good" for there are none. If they were just as good they would sell on their own merit.

SEND FOR OUR ILLUSTRATED CATALOGUE.

UNITED FACTORIES, LIMITED,

Head Office: 80 York St., TORONTO, Ont.

OPERATING:
Boeckh's Toronto Factories.
Bryan's London Factories.
Cane's Newmarket Factories.

MONTREAL BRANCH:
1 and 3 DeBresoles St.
LONDON BRANCH:
71 Dundas St.

Our 1904 models are now ready. Prices, $25 to $650

The Best Are the Cheapest

For twenty years the National Cash Register Company has made the announcement that it could sell a *better* cash register for *less* money than any other concern in the world. We have *never failed* to do this in a single case.

We are the originators of cash registers and have naturally been the target of all other cash register companies. In the face of this competition we did a larger business last year than ever before. This was because our 365,000 users were well satisfied with their "Nationals."

Over two hundred concerns have failed in the cash register business because they could not furnish a cash register without infringing some of our 895 patents.

Some merchants are led to purchase low-grade cash registers by misrepresentation. Later they find they will not give satisfaction. If you are interested in a low-priced machine, don't buy till you see our agent. We guarantee to sell cheaper than anybody else.

FIVE THINGS TO REMEMBER. A "National" takes care of

1. Cash Sales. 2. Credit Sales. 3. Money Received on Account. 4. Money Paid Out. 5. Changing Money.

We employ 1,400 salesmen. If you would like further information, send in attached coupon. Our agent will then call. This puts you under no obligation whatever to buy.

N. C. R. COMPANY, Dayton, O.
Please have your agent call when next in my vicinity. This puts me under no obligation to buy. I saw your ad in CANADIAN GROCER.

CUT OFF HERE

Name_____

Address_____

National Cash Register Company
Dayton, Ohio, U. S. A.

DEPARTMENT OF ADVERTISING SUGGESTION AND CRITICISM

Edited by
John C. Kirkwood,
TORONTO.

NOTE—Herein are discussed the principles and practice of advertising. Subscribers are invited to send Mr. Kirkwood specimens of their newspaper and other advertising, for the purpose of review in this department. Address care of Department of Advertising, THE CANADIAN GROCER.

Advertising Success and Failure.

EVERY succeeding year sees a growth in the volume of advertising. Some of those who can't or won't see the business side of advertising now will have their eyes opened next year. Advertising is a new force in getting business and it is not to be expected that it will be employed by everybody straightway. There was a time when the coal stove was looked at askance; when the self-binder was an experiment; when the stem-winding watch was regarded with distrust. The conversion of men to new things is a slow process, and perhaps it is well that it is so.

The men whom it is the most difficult to persuade to take up advertising as a business force are those who have memories of the "good old days" before the advent of modern advertising, and with a fine loyalty to the customs of the past they hold out against the newer order of things.

It must not be thought, however, that it is only the older men who see only waste in using printers' ink to get business. There are many young men who have made up their minds on the subject, and who wouldn't give a snap of the fingers for all the newspaper advertising in the land. To both these classes arguments to support the efficacy and value of advertising are vain.

There are others who are open-minded, willing to be educated in the matter of advertising, with legitimate doubts, with inquiries that as yet have not been answered, and who are not advertising simply because they have not seen that advertising is all that is claimed for it as a business factor. Such men constitute a hopeful class.

There are yet others who have advertised, so they assert, and who have obtained no results; therefore, they say, advertising is "no good." There were men who tried some centuries ago to find a passage to the Far East by way of the Atlantic Ocean. Many of these navigators failed in their efforts, yet Columbus succeeded where they failed,—did not succeed in finding a highway to the Orient, but nevertheless succeeded, and discovered a new world. Because some fail is no reason why there should be failure. Why men fail is a subject for study, for inquiry.

The failures in advertising are traceable. It may be that the newspaper is at fault, in not providing an adequate circulation; it may be that the advertisement inserted in the newspaper was of such a character that results from it could not be expected. Possibly the advertisement remained unchanged week after week, month after month. I have before me an advertisement in an Eastern Ontario newspaper that contains an announcement that a certain hardware dealer is supplying ice cream freezers and fly screens. This advertisement has been running so for months past. In the town where this man does business is another firm in the same general line of business who are known for many miles beyond their natural territory and whose business has grown into wholesale proportions. This latter firm advertise,—a fresh statement each week, and one timed to the needs of each particular season.

FRAGRANT
AND
DELICIOUS.

Two hard words, as regards tea and coffee, can truthfully be applied to McCrea's Favorite Blend Coffee, **40c. per lb.** It is good at the start, better at the finish and delicious always.

Guaranteed Eggs, 20c. Doz.

Glycerine Cured Eggs, warranted first-class for frying, scrambling or poaching, 20c. per doz.

We Prove our Advs.

Noted Tea Store and China Palace,

J. A. McCREA.

An Example of Good Advertising.

Some advertising does not pay because it is not trusted. The merchant who writes the advertising is able, it may be, to prepare a most tempting advertisement; it fairly bristles with well said and well set news; it suggests needs that before were not felt; it crystalizes indecision into action. The buyer finds alas! upon going to this store to make a purchase that the advertisement deceived him; that his expectations are far from being realized; that misrepresentations were made. Confidence is lost not to be restored, and the sinning merchant may use whole pages and a barrel full of adjectives, red ink and pictures, without avail.

Advertising to prove effective must be persistent. The occasional announcement is not impressive. If advertising is good at all, it is good all the time. The man whom one meets and listens to oftenest is the one who is heard and heeded. There are other reasons why advertising does not pay, but there are few reasons, if any, why advertising cannot be made to pay. If this business factor is to be productive, it must be attended to. Neglect in this direction is not only folly,—it is worse, for it is waste. The man in business should work with all his might at his business quite as much as the toilers in other directions. And one of the mighty engines at his command and set for his use is advertising.

——

Notes.

Mr. J. A. E. McCrea, of Guelph submits several examples of his work for review. In writing he says: "The most I can say for them is that they have been good trade bringers. Have been doing my father's advertising for nearly a year and find it very fascinating work. Your department has been a great help and inspiration."

Mr. McCrea's development as a writer of advertising has been notable. These advertisements he submits have manifestly had their inspiration in the hum of busy trade. I have little adverse criticism to offer. His statement, "they have been good trade bringers" baffles criticism. The Canadian Grocer is glad to learn that this department of Advertising Criticism and Suggestion has done our readers good and thanks Mr. McCrea and others who have testified as to its helpfulness.

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR RETAIL MERCHANTS.

Tobacco Chronology.

THE first tobacco cultivated by a European within the present limits of the United States was grown by John Rolfe, at Jamestown, Virginia, in 1612, five years after the settlement of the colony, says the Cigar and Tobacco Journal. As early as 1615 the fields, gardens, streets and public squares of Jamestown were planted with tobacco. It was the one commodity which sustained the struggling settlement, because it readily commanded in reciprocal trade with the mother country, the necessaries of life. It was the medium of exchange and the standard of value.

In New England some tobacco was grown in the decade ending with 1650, but its cultivation was abandoned until the beginning of the nineteenth century, when it gradually revived.

The first cigars consumed in the United States were imported, but the exact date of the importation is not known, because it was included in miscellaneous merchandise.

The separate tabulation of imported cigars was begun in 1804, in which year 4,001,000 were received, principally from the West Indies.

The first cigar manufactories in the United States were established in Connecticut in 1810, but it is believed that the household manufacture of cigars had been carried on in the Connecticut valley for several years prior to that date.

Kentucky followed Connecticut in the establishment of cigar factories. The industry gradually diffused through the state, and into Ohio and Tennessee. In 1825 comparatively small factories were found more or less widely scattered through New York and Pennsylvania, Maryland and Virginia.

The first cigars made in the United States were almost exclusively the product of domestic leaf, but the importation of Cuban tobacco began early in the history of the industry, and in 1847 had assumed such proportions as to be tabulated in the customs returns.

The first internal revenue law laying a tax on cigars and other forms of manufactured tobacco was passed to meet in part the exigencies of the civil war, and took effect July 1, 1862. By this act the revenue tax on cigars varied from $1.50 to $3.50 a thousand, according to value.

The organization of the bureau of internal revenue for the collection of taxes under the elaborate system of excise dates from the act of 1862, and statistics of all forms of tobacco since that time are more complete and reliable than formerly.

Substitute for Tobacco.

HOW would you enjoy a pipeful of wood shavings, saturated with a strong solution of pepper, as an after-dinner smoke? Strange as this may seem for a substitute for tobacco, it is, says the Family Doctor, nevertheless used as such by Indians along the Alaskan coast. Their mouths are often made raw by the practice, and the eyesight of many is affected by the strong fumes. It is no uncommon practice among farmers to smoke the leaves of the tomato and potato plants. While these plants both contain a narcotic poison, the smoking of leaves in moderation is harmless. Excessive use, though produces a heavy stupor, from which the smoker awakens with a terrific headache and a feeling of utter exhaustion. Insanity and suicide have often been caused by the immoderate use of these two weeds. Rhubarb, beet, and even garden sage leaves are all smoked by farmers, but are perhaps the least harmful of substitutes for tobacco.

Coltsfoot tobacco is smoked by the rustics in small country places in England, and is called by them "the finest remedy on earth for catarrh." It is simply

Old Chum

CUT PLUG
SMOKING
TOBACCO

satisfies the most exacting customers.

Sold By All Leading Wholesale Houses

CURRENCY

Plug Chewing Tobacco

is a

Quick Seller.

Handled by all Leading Wholesale Houses.

That offer we are making Grocers—

Namely :—To send 1,000 Cigars, assorted according to the grocer's directions; and if at the end of three months, there is any unsold stock and the grocer wishes his money back, we will return him invoice price for the stock returned.

——has opened up for us many new accounts. It was designed to get us new business, and it has succeeded.

PHAROAH (10-center) and **PEBBLE** (5-center)

are the two lines we never grow weary of praising. They have proved fine lines for the grocery trade.

J. BRUCE PAYNE, Limited, Mnfrs., GRANBY, QUE.

T & B

10-cents

A SQUARE DEAL.

We send at our expense 3 dozen assorted pipes for $6 00—pipes that will retail at from 25c. to 75c. each.

If you don't like the pipes when you see them, return them.

That closes the matter.

Isn't this a square deal?

W. B. REID & CO.

Wholesale Tobacconists,

58 Yonge St., Toronto

QUEEN'S NAVY

CHEWING TOBACCO

Makes money for the grocer by giving satisfaction to the chewer.

The Erie Tobacco Company

WINDSOR, ONTARIO.

HORROCKS'

RONTO

5c. CIGAR

The best that money can produce.

Manufactured by

T. J. Horrocks,

Wholesale Tobacconist

176 King St. East, - TORONTO

The Chamberlain Cigar

The **best value** in Canada! Sold the **world** over! It will help your **trade tremendously!** Order a sample lot to-day!

SAVE THE BANDS AND RETURN THEM TO

J. M. FORTIER, Limited,

MONTREAL.

MANUFACTURERS OF

Cigarettes and Cut Tobaccos

THE PUBLIC have used McAlpin's Tobaccos for many years with complete satisfaction, and for as long a time the grocery trade has sold McAlpin's Tobacoos with growing satisfaction.

SMOKING—	CHEWING—
TONKA,	BRITISH NAVY,
SOLID COMFORT,	KING'S NAVY,
PINCHIN'S	BEAVER,
HAND MADE.	APRICOT.

McALPIN CONSUMERS TOBACCO CO., Limited, TORONTO

a powdered form of the leaves of the common coltsfoot a plant found growing wild in chalky soil. The smoke causes no terrible after-effects, although some say that it is injurious to the eyes and it certainly does relieve difficult breathing.

In Sweden a weed found growing in the Alps, called mountain tobacco, is smoked in great quantities. Like coltsfoot tobacco, it is powdered before using, and causes the smoker to become a mental and physical wreck. Dried holly leaves, the bark of the willow tree, and leaves of the stag's-horn sumach are all smoked by the American Indians, and are the least harmful of the substitutes for tobacco. Indian tobacco, or the leaf of a kind of lobelia, is smoked extensively, and is extremely poisonous. Tombeki, another species of lobelia, is largely used in Asia, is smoked in a water pipe and produces a decidedly unpleasant odour. Those who smoke it regularly become intensely nervous and are subject to curious hallucinations.

Coast Cigar Factory.

A NEW industry will be in full blast in Vancouver as soon as the builders can put up a two-storey brick structure on Westminster avenue. Tenders have been called for and will be opened to-day by Blackmore & Son, for the construction of a two-storey building on lot 7, block 24, Westminster avenue, near Princess street, to be occupied as a cigar factory. Mr. J. C. Zoining of Seattle, proprietor of a cigar and cigarette factory in that city, is erecting the building and will occupy it immediately upon its completion.

The ground floor, which will be 25 by 75, will be occupied as a rawleaf tobacco warehouse and storeroom for manufactured goods. Above, the whole floor will be given up to the manufacturing department, and benches for 25 men will be installed. There will be room for five more men should business warrant, as well as for the usual boys for stripping and packing.

To the rear of the main building a cottage will be put up and occupied by the foreman of the factory. The concern is expected to be in full running order before the Summer.

Tobacco Industry in Ireland.

Colonel Everard, of County Meath, who has always taken an active interest in the growth of Irish tobacco, has in contemplation a scheme for the development of the tobacco growing industry in Ireland, which he intends shortly to put into operation. For some four or five years past Col. Everard has been carrying on experiments on his lands at Randalstown, County Meath, in the cultivation of tobacco, with a view to starting it as an industry. Having satisfied himself that tobacco can be grown in Ireland as a commercial supeculation, he inaugurated a movement for the remission of duty on home-grown tobacco, and mainly through his efforts and those of Mr. Wm. Redmond, M.P., the Government at last consented to remit a considerable part of the duty.

Women Deceivers Ever.

A CLERK in a certain Montreal cigar store tells a story, which is chronicled in the Cigar and Tobacco Journal, of two women who came in not long ago, saying they wanted to look at pipes suitable for presentation to a college friend. Pipe after pipe was withdrawn from the case, and a considerable array soon covered the top of the showcase. But every one shown had some characteristic which blocked its sale. In desperation the man behind the counter asked if they would look at cigar cases, tobacco pouches, match boxes or any other of the numerous things in a tobacco store that are suitable for ladies to give to their male friends. No, they would have none of these.

"Cigars?" asked the clerk.

Well, perhaps they would look at some cigars.

They looked, the clerk toiled. The ladies were shown all the leading brands and also some "stickers" that had been in stock for years. They liked the latter best—the labels appealed to them—but alas! there was not a single box that quite met their requirements. Would the clerk be kind enough to show them some cigarettes?

The clerk would—and did. The cigarette assortment was pretty thoroughly gone over, when one lady suggested to the other:

"Wouldn't it be a joke to send 'him' two boxes of those little plain white ones?"

The other agreed, and the sale was made—two boxes of Sweet Caporal cigarettes.

It was the first such experience this particular clerk had had. He was comparatively new at the business, you see. So he took the trouble to do a little investigating, just to satisfy his curiosity. A little judicious inquiry revealed the fact those women had no friend at college. The cigarettes were for their own sweet selves. But they were victims of the departmental store kind of shopping fever, and they just had to overhaul the stock before they could think of buying.

The Perverse Sex.

Speaking of the habit women have in New York of patronizing those dining rooms where smoking is permitted, instead of others in the same restaurant where it is prohibited, a cynical smoker says: "It is merely the perversity of the sex. If I happened to light a cigar on the woman's side of a ferry-boat or in the seat of an open car where smokers were not allowed, any one of these women who sit here contentedly from choice sniffing this tobacco smoke, would probably protest and glare at me until I got out."

FREE

THE SILENT DRUMMER

Illustrated Catalogue

1904

NOW READY, WRITE FOR COPY.

THE W. H. STEELE CO., LIMITED

Wholesale Tobacconists,

40 SCOTT ST., TORONTO.

Should be in the mouth of every smoker. What? a

McDougall Scotch Clay Pipe

Be sure and ask for it, and see that you get it.

D. McDougall & Co., Glasgow. Scotland.

Our "Coronation."

This case with its ALL GLASS Top (no wood above the glass) is THE VERY FINEST display case in the world today. We are making TWENTY of this style of case to ONE of ANY OTHER, and are receiving orders from ALL parts of the Dominion for this MAGNIFICENT case. It is fitted with the very best British Plate Glass THROUGHOUT, including the mirrors in the doors and the shelves, in short, it is the MOST EXQUISITE and most UP-TO-DATE floor case on the market anywhere in the world to-day.

A large number of Grocers throughout the Dominion are now handling cigars as a special branch and ARE doing WELL with them. Are YOU right in line with these progressive and wide-awake men? If not, YOU OUGHT TO BE. If you desire to fall in the ranks by taking up this GOOD PAYING side-line you cannot do better than consult us about the very best and most modern display cases made especially for that line of business. In order to make a good display of, and to keep your cigars right it is necessary to have a first-class case of OUR manufacture. We turn out nothing but the very best goods, and our prices ARE REASONABLE for such goods.

Dominion Show Case Co.

53 Richmond St. East, - - TORONTO.

MANUFACTURERS' AGENTS AND BROKERS.

TORONTO.

W. G. PATRICK & CO.,

AGENTS AND IMPORTERS.

29 Melinda St., - TORONTO

W. G. A. LAMBE & CO.

TORONTO.

Grocery Brokers and Agents.

Established 1885

WEST LORNE.

BEANS.

Hand-Picked Beans a specialty. Can ship in Jute Bags, Cotton Bags, or Barrels, to suit customers. Good broker wanted to represent me.

J. G McKILLOP, - West Lorne, Ont.

QUEBEC, P.Q

J. P. THOMAS

GENERAL AGENT AND COMMISSION MERCHANT,

25 ST. PETER STREET,

QUEBEC.

To Manufacturers' Agents

THE CANADIAN GROCER has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a Special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

Address, BUSINESS MANAGER,
CANADIAN GROCER,
Montreal and Toronto.

VANCOUVER, B.C.

C. Gardiner Johnson & Co.,

VANCOUVER, B. C.

Importers of...

Skinner's Queensland Turtle Soup.

Sole Agents for Canada.

Supply C.P.R. Company's Cars, Steamers and Hotels, and leading Clubs of Canada.

VICTORIA, B.C.

R. W. CLARK & CO.

Japanese, Chinese and Australian Brokers,

VICTORIA, B. C.

Represented in the Orient by **Mr. A. R. Tufts**, with headquarters at Kobe.

Manufacturers and shippers requiring representation in the Orient are invited to correspond with us.

Our facilities for doing business are second to none.

WINNIPEG.

IF YOU HAVE ANYTHING TO SELL
WRITE
CAMERON GORDON & Co.
WHOLESALE
COMMISSION AGENTS
WINNIPEG MANITOBA

EASTERN MANUFACTURERS
—AND—
SHIPPERS.

All **EYES** are turned on

MANITOBA AND THE WEST.

I

Represent some of the leading houses in

CANADA and the U.S.

INCREASE YOUR TRADE. WRITE ME.

E. NICHOLSON, - WINNIPEG,

Wholesale Commission Merchant and Broker

LONDON, ENG.

TEA.

AGENTS REQUIRED in Canada and United States to sell and obtain wholesale orders for **Ceylon Black** and **Green Teas** on commission. Apply,

"COMMISSIONER,"
CANADIAN GROCER,
109 Fleet Street E.C. London, Eng.

Come Out OF THE DARK!

Bring your "ads" with you.

ILLUSTRATE!!

By doing so you illumine and release from obscurity many a cheerless "type ad" that is suffering for the want of a little pictorial light.

We furnish the kind of pictures that give to your "ads" a bright and smiling countenance. *A cheerful face gains favor every time*

Estimates on all and every style of design cordially furnished.

ART DEPARTMENT
MacLEAN PUBLISHING CO.
LIMITED
Montreal. Toronto. Winnipeg.

GRANT

"ACME" TABLE SALT

Ask your wholesale grocer for it. Put up in 24 3-lb. cartoons in a case, and in 50-lb. box.

TORONTO SALT WORKS, Toronto, Ont.

Harvey's Ammonia.

Gives the Wholesale Grocer over 38 per cent. profit. Always full strength. Put up in quart and pint sizes—also Dry Powdered Ammo., the strong kind.

JOHN C. HARVEY,
Manufacturing Chemist, Todmorden, Ont.

A MOMENT PLEASE

DO YOU SELL

GOODWILLIE'S FRUITS

IN GLASS

Agents,
ROSE & LAFLAMME,
MONTREAL.

BATGER'S

4 VARIETIES

ORANGE, PINEAPPLE,
LIME FRUIT, LEMONA.

YOU CAN SELL

BATGER'S MARMALADES

WITH EVERY CONFIDENCE,
AS THEY ARE
PURE AND WHOLESOME,
ALWAYS GIVING
ENTIRE SATISFACTION.

ORDER A CASE
AND SELL A
TRADE BUILDER.

Agents:
ROSE & LAFLAMME,
MONTREAL.

Current Market Quotations for Proprietary Articles

February 25, 1904.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes	$4 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 3 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ½ " "	14 00

W. H. GILLARD & CO.

Diamond—	
1-lb tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼ lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4 doz.	10c.	$0 85
3 doz.	4-oz.	1 20
3 doz.	6-oz.	1 75
1 doz.	12-oz.	3 50
2 doz.	12-oz.	3 45
3 doz.	12-oz.	3 40
2 doz.	16-oz.	4 45
3 doz.	16-oz.	4 35
1 doz.	2½lb.	10 40
1 doz.	5lb.	19 50

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case $4 55
1 "	12 "	
1 "	16 "	

JERSEY CREAM BAKING POWDER.

ze, 5 doz. in case	$0 40
" 4 " "	0 75
" 3 " "	1 25
" 2 " "	2 25

OCEAN MILLS.	Per doz.
Ocean Baking Powder, ¼ lb., 4 doz.	$ 45
Ocean Baking Powder, ½ lb. 5 doz.	90
Ocean Baking Powder, 1 lb., 3 doz.	1 25
Ocean Borax, ¼-lb. packages, 4 doz.	40
Ocean Cornstarch, 40 pks. in a case	78

Freight paid, 5 p.c. 30 days.

ROYAL BAKING POWDER CO.

Sizes.	Per Doz.
Royal—Dime	$ 1 00
" ¼ lb.	1 60
" 6 oz.	2 25
" ½ lb.	2 90
" 12 oz.	4 50
" 1 lb.	5 75
" 3 lb.	15 50
" 5 lb.	25 50

Sizes.	Per Doz.
Cleveland's—Dime	$ 1 00
" ¼ lb.	1 50
" 6 oz.	2 20
" ½ lb.	2 80
" 12 oz.	4 25
" 1 lb.	5 50
" 3 lb.	15 00
" 5 lb.	25 00

"VIENNA" BAKING POWDER.

	Per doz.
1-lb tins, 4 doz in box	$2 25
½-lb tins, 4 doz in box	1 25
¼-lb tins, 4 doz in box	75

BEE BAKING POWDER.

1-lb. tins, cases 4 doz, per doz	$2 25

EAGLE BAKING POWDER

	Per doz.
Cases of 48-5c. tins	$0 45
" 48-10c. tins	0 75
" 24-25c. tins	2 25

Blacking.

HENRI JONAS & CO..

Jonas'	Per gross	$9 00
Froments	"	7 50
Military dressing	"	24 00

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ¼ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes, according to size	0 02 0 10

J. M. DOUGLAS & CO.—Laundry Blues.

"Blueol"—10-lb. boxes containing 50 pkgs., 4 squares each.....per lb. 15c

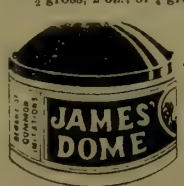
"Sapphire"—14-lb. boxes, ½-lb. pkgs. per lb.....12½

"Union"—14-lb. boxes, assorted, 1 & ½-lb. pkgs. per lb. 10

Black Lead.

Reckitt's, per box $1 15

Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz.; or ¼ gross, 4 oz.



JAMES' DOME BLACK LEAD.

	Per gross
6a size	$2 40
2a size	2 50

Borax.

"Bee" brand, 5 oz., cases, 40 pkgs.	1 40
" " 10 oz., cases, 48 "	3 25
" " 16 oz., cases, 48 "	4 25

EAGLE BORAX.

	Per doz.
Cases of 5-doz. 5c. packages	$0 40
" 5-doz. 10c. "	0 85

Freight prepaid on 25 case lots and upwards, to any railway station in Ontario and Quebec.

Brooms.

UNITED FACTORIES, LIMITED.

	doz. net.
Boeckh's Bamboo Handles, A, 4 strings	$4 70
" " " B, 4 "	4 40
" " " C, 3 strings	4 10
" " " D, 3 "	3 85
" " " F, 3 "	3 55
" " " G, 3 "	3 20
" " " I, 3 "	2 85

Canned Goods.

HENRI JONAS & CO.

Mushrooms, Rionel	$15 50
" 1st choice Dutheil	18 50
" " Lenoir	19 50
" extra Lenoir	22 00
Per case, 100 tins.	
French Peas, Delory's—	
Moyen's No. 2	$9 00
" No. 1	10 50
¼ Fins	12 50
Fins	14 00
Tres fins	15 00
Extra fins	16 50
Sur extra fins	18 00
French Sardines—	
¼ Rolland	9 50 10 00
¼ Delory	10 50
¼ Club Alpins	2

FRED. MAGEE

	Per doz	
Smelts in spices, in ½-lb round tins	0 90	$1 00
" mustard, in ½-lb oval "	0 95	$1 05
" Tomato, in ½-lb. " "	0 95	$1 00

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 03
" " 7-lb. cotton bags, per bag	0 13½
Quaker Oats, 2-lb. pkgs., per case	3 00
Tillson's Oats, 2-lb. pkgs., per case	00

We solicit your orders for Spring Trade, for

Lea & Perrins' Sauce.

Prices and Terms on application.

J. M. DOUGLAS & CO., Canadian Agents, - MONTREAL.

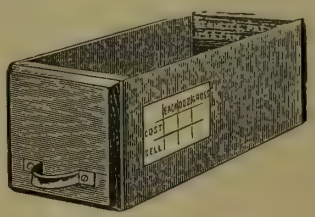
ESTABLISHED 1857.

...THE...

Bennett Manufacturing Co.

Bennett's Patent Shelf Box and Cabinets for Hardware, Grocery, Seed and Drug Trades, etc.

Owing to the steady and rapid growth of ourbusiness new quarters were needed.



Address all communications to our New Factory:

Pickering, Ontario

REFRIGERATORS.

Fit up your store with a Eureka Refrigerator and you will have a refrigerator that will dry wet matches.

Write for our catalogue, guarantee test and testimonials which are free.

Eureka Refrigerator Co.

WILBERT HOOEY, MANAGER.

Phone Park 513. 54 Noble St., TORONTO.

Every Housewife...

knows the advantages of a good broom. It's the foundation of a clean home. We want you to know our brooms. They are good brooms. Drop us a line and our traveller will call.

The **Waterloo Broom and Brush Co.,**

WATERLOO, ONT.

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Hygienic, 1-lb. tins ..... per doz.	$6 75
" ½-lb. tins ..... "	3 50
" ¼-lb. tins ..... "	2 00
" fancy tins..... "	0 85
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50
Perfection, ½-lb. tins, per doz..	2 40
Cocoa Essence, sweet, ½-lb. tins, per doz.	
Chocolate—	per lb
Queen's Dessert, ½'s and ¼'s.....	$0 40
" 6's.....	0 42
Mexican Vanilla, ½'s and ¼'s.....	0 35
Royal Navy Rock, " "	0 30
Diamond, " "	0 25
" 8's	0 28

FRY'S.

Chocolate—	per lb
Caraccas, ½'s, 6-lb. boxes.....	$0 42
Vanilla, ½'s	0 42
"Gold Medal," sweet, ½'s, 6-lb. boxes	0 29
Pure, unsweetened, ½'s, 6-lb. boxes	0 42
Fry's "Diamond," ½'s, 14-lb. boxes	0 24
Fry's "Monogram," ½'s, 14-lb boxes	0 24
Cocoa—	Per doz.
Concentrated, ½'s, 1 doz. in box	2 40
" ½'s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ½'s, 14-lb. boxes	....
" ½'s, 12-lb. boxes	....
Epp Cocoa, case of 14 lb., per lb.....	0 35
S quantities.....	0 37½

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

½ lb. tins, 4½ doz. to case.....per doz..	$ 90
½ " " 4 " " .... "	2.40
½ " " 2 " " .... "	4.75
1 " " 1 " " .... "	9.00

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.

	Per lb
Mott's Broma.....	$0 30
Mott's Prepared Cocoa, ½s and ¼-boxes	0 28
Mott's Breakfast Cocoa, ½s in boxes..	0 40
Mott's No. 1 Chocolate.....	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caracas Chocolate.....	0 40
Mott's Diamond Chocolate.....	0 23
Mott's Navy Chocolate, ½s in boxes...	0 27
Mott's Cocoa Nibbs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross.....	1 00
Mott's Confectionery Chocolate	0 21 0 32
Mott's Sweet Chocolate Liquors	0 20 0 36

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 38
Vanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes.....	0 27
Breakfast cocoa, ¼, ½, 1 and 5-lb tins	0 43
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 35
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5's, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 56

LOWNEY'S.

Breakfast cocoa—	
6-lb. boxes, 12 boxes in case, 1-5-lb. tins.	45c.
6-lb. boxes, 12 boxes in case, ½-lb. tins.	42c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins.	42c.
Sweet chocolate powder—"Always Ready." 6-lb. boxes, 12 boxes in case, ½-lb tins.	32c.
Premium chocolate—	
6-lb bxs., 12 bxs. in case, ½-lb. pkgs.	34c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs.	34c.
Medallion sweet chocolate—	
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	48c.
Milk chocolate—	
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	40c.
Tid-Bit chocolate—	
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	32c.
Vanilla sweet chocolate—	
3-lb. bxs. 24 bxs., in case, ½-lb. pkgs.	32c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	32c.
Diamond sweet chocolate—	
6-lb. boxes, 12 bxs. in case, ½-lb. pkgs.	27c.

Condensed Milk.

Anchor" brand, cases 4 doz., per case $5 00
" evap. cream, cp. 4d. " 4 65

Borden's Condensed Milk Co.

Eagle" brand.....	$1 65
Gold Seal" brand	1 30
Peerless" brand evaporated cream..	1 02

"Reindeer" Brand
Case (4 doz) $5.60

Coffee.

"Bee" brand, 1 lb. tins, cases, 30 tins	9 00
" " 2 lb. tins, cases, 15 tins	8 70

THE EBY, BLAIN CO., LIMITED.

In bulk—	Per lb.
Club House.....	0 32
Royal Java.....	0 31
Royal Java and Mocha	0 31
Nectar	0 30
Empress.....	0 28
Duchess	0 26
Ambrosia.....	0 25
Fancy Bourbon,.....	0 20
High Grade package goods—	
Gold Medal, 2-lb. tins.....	0 30
Gold Medal, 1-lb. tins.....	0 31
Kin Hee, 1-lb. tins.....	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars.....	0 30
English Breakfast, ground only 1-lb. tins.....	0 18

JAMES TURNER & CO.

	Per lb.
Mecca.....	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio.....	0 12½

E. D. MARCEAU, Montreal.

	Per lb.
"Old Crow" Java.....	$0 25
" Mocha.....	0 25
"Condor" Java	0 30
" Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha.....	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case.....	0 20
Madam Huot's coffee, 1-lb. tins.....	0 31
" " " 2-lb. tins.....	0 30
100 lb. delivered in Ontario and Quebec.	
Rio No. 1.....	0 15
Condor I. 40-lb. boxes	45c.
" II. 40-lb. boxes	42½c.
" III, 80-lb. boxes.....	37½c.
" IV, 80-lb. boxes.....	35c.

WILLISON'S TURKEY COFFEE.

	Per lb.
1-lb tins, 48-lb cases.....	30

S. H. & A. S. EWING'S.

	Per lb.
Mocha and Java coffee, in 1-lb tins, 30-lb cases.....	32
Mocha and Java coffee, in 2-lb tins, 30-lb cases.....	29

Cheese.

Imperial—Large size jars....per doz.	$8 25
Medium size jars ..... "	4 50
Small size jars..... "	2 40
Individual size jars ..... "	1 00
Imperial holder—Large size "	18 00
Medium size ..... "	15 00
Small size ..... "	12 00
Roquefort—Large size ..... "	2 40
Small size ..... "	1 40

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c.

Allison's Coupon Pass Book.

$1 00 to 3 00 books 3	cents each
5 00 books 4	"
10 00 " 5½	"
15 00 " 6½	"
20 00 " 7½	"
25 00 " 8	"
50 00 " 12	"

Cane's Clothes Pins.

UNITED FACTORIES, LIMITED.

Clothes pins (full count), 5 gross in case, per case.....	$0 62

RECKITT'S BLUE and ZEBRA PASTE {Always give your Customers Satisfaction.

—the Purity, Flavor and High Quality

of

"Crown"

brand

Table Syrup.

have been commented on from one end of Canada to the other.

Let your customers endorse this verdict—sell them

"Crown" brand Syrup———

Always Ready and Promptly Shipped:

2-lb. tins—cases 2 doz.
5 " " " 1 "
10 " " " ½ "
20 " " " ¼ "

Also in Brls., ½-Brls, **Kegs and Pails.**

Freight paid on 5 cases and over to all railway stations East of North Bay.

Look for the "Crown" on the package

Manufactured only by

EDWARDSBURG STARCH CO'Y, Limited

ESTABLISHED 1858

53 Front St. East, TORONTO, ONT. | **Works: CARDINAL, ONT.** | **164 St. James St., MONTREAL, P.Q.**

4 doz. packages (12 to a case)..... 0 75
6 doz. packages (12 to a case)..... 0 95

Cleaner.

	Per doz.
4-oz. cans	$ 0.90
6-oz. "	1.35
10-oz. "	1.85
Quart "	3.75
Gallon "	10.00

Wholesale Agents.
The Davidson & Hay, Limited, Toronto.

Extracts.

HENRI JONAS & CO.

	Per gross.
-oz. London extracts	$ 6 00
2-oz. " " (no corkscrews).	5 50
2-oz. " "	9 00
2-oz. Spruce essence	6 00
2-oz. " "	9 00
2-oz. Anchor extracts	12 00
4-oz. " "	21 00
1-oz. " "	36 00
1-lb. " "	70 00
1-oz. flat "	9 00
2-oz. flat bottle extracts	18 00
2-oz. square bottle "	21 00
4-oz. " " (corked)	36 00
8-oz. " " "	72 00
	Per doz.
8-oz. " glass stop extracts	$3 50
8-oz. " " "	7 00
2½-oz. round quint essence extracts	2 00
4-oz. jockey decanters "	3 50

Food.

	Per doz
Robinson's patent barley ½-lb. tins	$1 25
" " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " 1-lb. tins	2 25

Gelatine.

	Per gross.
Knox's No. 1 sparkling	$15 00
	Per doz.
" " " 6 doz., at	$ 1 30
" No. 3 acidulated, at	$ 1 50

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant " "	1 85
Other jams	1 90
Red currant jelly	2 75

T. UPTON & CO.

Pure Fruit Jams—

1-lb. glass jars, 2 doz. in case, per doz.	$0 95
2½-lb. tin pail, 2 doz. in crate, per lb.	0 06½
5 and 7-lb. tin pails, 8 and 9 pails to crate, per lb.	0 06
7, 14 and 30-lb. wood pails, "	0 06
Pure Fruit Jellies—	
1-lb. glass jars, 2 doz. in case, per doz.	0 95
7, 14 and 30-lb. wood pails, ...per lb.	0 06
Home Made Jams—	
1-lb. glass jars (16-oz. gem.) 1 doz. in case, per doz.	1 50
5 and 7-lb. tin pails, per lb.	0 09
7, 14 and 30-lb. wood pails.... "	0 09

BRAND & CO.

Brand's calf's foot	$3 50
Real turtle jelly	7 75

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper....per lb.	$0 40
Fancy boxes (36 or 50 sticks)....per box	1 25
"Ringed" 5-lb. boxes.....per lb.	0 40
"Acme" pellets, 5-lb. cans....per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans.....per can	2 00
Licorice lozenges, 5-lb. glass jars....	1 75
" " 20 5-lb. cans.....	1 50
"Purity" licorice 10 sticks	1 45
" " 100 sticks.....	0 73
Dulce large cent sticks, 100 in box...	....

Lye (Concentrated).

GILLETT'S PERFUMED.

	Per case.
1 case of 4 doz	$ 3 60
3 cases "	3 50
5 cases or more	3 40

Matches.

UNITED FACTORIES, LIMITED.

	Per case.
Surelight (Parlor)	$3 50
Flashlight (Parlor)	5.75
Kodak (Sulphur)	3 80

Mince Meat.

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., ¼-lb. tins.....per doz.	$ 1 40
" ½-lb. tins "	2 50
" 1-lb. tins "	5 00
Durham 4-lb. jar.....per jar.	0 75
" 1-lb. jar "	0 25
F. D., ¼-lb. tins.....per doz.	0 85
" ½-lb. tins "	1 45

HENRI JONAS & CO.

	Per gross.
Pony size	$ 7 50
Imperial, medium	9 00
Imperial, large	12 00
Tumblers	12 00
Mugs	13 20
Pint jars	18 00
Quart jars	4

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—	
¼-lb. tins.....per lb.	$ 0
½-lb. tins "	0 35
1-lb. tins "	0 32½
4-lb. jars.....per jar	1 20
1-lb. jars "	0 35
Old Crow," 12-lb. boxes—	
¼-lb. tins.....per lb.	0 25
½-lb. tins "	0 23
1-lb. tins "	0 22½
4-lb. jars.....per jar	0 70
1-lb. jars "	0 25

Olive Oil.

	Per case
Barton & Guestier's quarts	$ 8 00
" " pints	9 00

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand, 1-lb. glass	$1 50
" " quart gem jars	3 40

T. UPTON & CO.

1-lb. glass jars, 2 doz. case....per doz.	$ 0 95
Home-made, in 1-lb. glass jars "	1 50
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 06

CLEMES BROS.

Pure fruit stock—	
10-oz. glass jars, 2½ doz. case..per doz.	$1 00
16-oz. glass jars, 2 doz. case.. "	1 50
Quart gems, 1 doz. case..... "	3 35
In 5-lb. tins..... per lb.	09

Pickles.

STEPHENS'.

A. P. Tippett & Co', Agents.

Cement stoppers (pints) .....per doz.	$ 2 30
Corked " "	1 90

Sauces.

BRAND & CO.

Worcester	$1 85
Tomato catsup	2 60
Mayfair relish	2 60
Indian chutney	1 75
Mango "	2 25
A 1	1 70 2 60 3 15

Soda.

COW BRAND.

Case of 1-lb. containing 60 pkgs., per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. (containing 96 pegs.), per box, $3 00.

EMPIRE — "EMPIRE" BRAND.

Brunner, Mond & Co.

Case 120 ½-lb. pkts. (60 lb.), per case, $2 70.

Case 96 10-oz. pkts. (60 lb.), per case, $2 80.

"MAGIC" BRAND.

	Per case.
No. 1, cases, 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " { 30 1-lb. " / 60 ½-lb. " }	2 75

No. 5 Magic soda—cases 100—10-oz. pkgs.

1 case	2 85
5 cases	2 75

"BEE" BRAND.

	Per case
"Bee" brand, 8 oz., cases, 120 pkgs.	
" " 10 oz., cases, 96 pkgs.	
" " 16 oz., cases, 60 pkgs.	$2 75

Soap and Soap Powders.

A. P. TIPPET & CO., Agents.

Maypole soap, colors.....per gross	$10 20
" black..... "	15 30
Oriole soap..... "	10 20
Gloriola soap..... "	12 00
Straw hat polish..... "	10 20

Has stood the test of every climate.

HIGHEST AWARD

Wherever demonstrated, including the following Dominion, State, and International Exhibitions

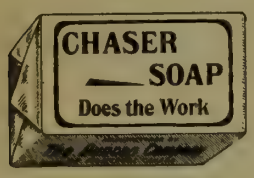
Industrial Exhibition	Toronto, Canada	-	1903
Provincial Exhibition	Halifax, N. S.	-	1903
Provincial Exhibition	Victoria, B. C.	-	1902
Pan-American Exposition	Buffalo, N. Y..	-	1901
Paris Exposition	Paris, France	-	1900
Trans. Miss. Exhibition	Omaha, Neb.	-	1898
World's Fair	Chicago, Ill.	-	1893

The products of THE ST. CHARLES CONDENSING CO. are famous the world over for HIGH QUALITY, ABSOLUTE PURITY, and ADAPTABILITY for all the purposes of fresh milk.

Home Office and Address:

Correspondence and trade orders solicited.

St. CHARLES, ILL., U.S.A. **FACTORIES: Ingersoll, Ontario, Canada, St. Charles, and Chenning, Ill.**



CHASER SOAP.

1 case	$2 40
5 cases	2 30
10 cases	2 20
20 cases	2 10

5 per cent. 10 days or 60 days acceptance.
WM. H. DUNN, AGENT.

Babbitt's "1776" 100 6-oz. pkgs. $3.50 per bx. 5 boxes, freight paid and a half box free.
Babbitt's "Best" soap, 100 bars, $4 10 per bx.
" Potash or Lye, bxs. ea. 2 dz. .$2 per bx.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. cartons	$ 0 06
No. 1 " " 3-lb. "	0 06
Canada laundry	0 05
Silver gloss, 6-lb. draw-lid boxes.	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05½
Benson's enamel....per box 1 25 to	2 50
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 06¾
Canada Pure Corn	0 05¼
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps	0 08½
"Bee" brand, cases, 64 packages	5 00

BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 05
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 06
Barrels, 200 lb.	0 05½
Kegs, 100 lb.	0 05¼
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$) 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 45 cartons, per case	3 40
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 05½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 06¼
Crystal Maise Corn Starch—	
1-lb. packages, boxes 40 lb.	0 06¼

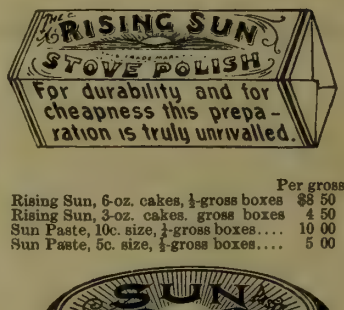
ST. LAWRENCE STARCH CO., LIMITED.
Ontario and Quebec.

Culinary Starches—	
St. Lawrence corn starch, 40 lb	0 06¾
Durham corn starch, 40 lb.	0 05¼
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 06
" 3-lb. cartons, 36 lb.	0 06
" 200-lb. bbl.	0 05½
" 100-lb. kegs	0 05¼
Canada Laundry, 40 to 46 lb.	0 05
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 05½

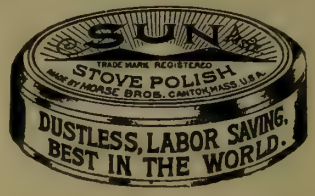
OCEAN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$8 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00



WM. H. DUNN, AGENT.

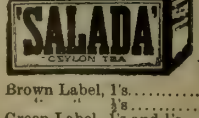
	pr. dz.
Enameline No. 4, bxs., ea. 3 dz.	0 38
Enameline No. 6, bxs., ea. 3 dz.	0 65
Enameline liquid, bxs, ea. 3 doz.	0 75
Blackene, 5-lb. cans, per lb.	0 10

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

	Per case.
Enamelled tins, 2 doz. in case	$2 40
Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 90
5 " 1 " "	2 35
10 " ½ " "	2 25
20 " ¼ " "	2 10

(10 and 20 lb. tins have wire handles.)



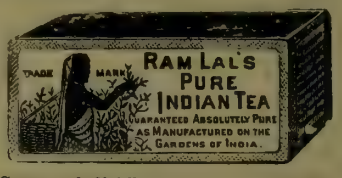
Teas.

SALADA CEYLON.

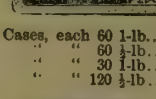
	Wholesale.	Retail.
Brown Label, 1's	$0 20	$0 25
" " ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60

Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c	$0 19
" " ½-lb., " "	0 20
Blue Label, retail at 30c	0 22
Green Label. " 40c	0 28
Red Label. " 50c	0 35
Orange Label, " 60c	0 42
Gold Label, " 80c	0 55



Cases, each 60 1-lb.	$0 35
" " 60 ½-lb. }	0 35
" " 30 1-lb. }	
" " 120 ½-lb.	0 36



LUDELLA CEYLON, 1's AND ½'S PKGS.

Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

"CROWN" BRAND.

	Wholesale.	Retail.
Red Label, 1-lb. and ½s	$ 0 35	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb.	0 19	0 25
Green Label, ½s	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—	
"Condor" I 40-lb. boxes	$0 42
" II 40-lb. boxes	0 40
" III 80-lb. "	0 37
EMD AAA Japan, 40 lb "at	0 35
" AA " 40 "	0 32½
Blue Jay, basket fired Japan, 70 lbs.	0 30
"Condor" IV 80-lb. "	0 43
" V 80-lb. "	0 30
" XXXX 80-lb. boxes	0 25
" XXXX 30-lb. "	0 26
" XXX 80-lb. "	0 22½
" XXX 30-lb. "	0 23½
" XX 80-lb. "	0 20
" XX 30-lb. "	0 21
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 30

Black Teas—"Nectar" in lead packets	
Green Label. retails	0 26 at 0 20
Chocolate Label. "	0 35 at 0 25
Blue Label. "	0 50 at 0 36
Maroon Label. "	0 60 at 0 45
Fancy tins—Chocolate, 1-lb	0 32½
" " —Blue, 1-lb.	0 42½
" " —Maroon, 1-lb.	0 50
" " —Maroon, 1-lb.	1 50

"Condor" Ceylon black tea in lead packets

Green Label, ⅛s, ¼s and 1s, 60-lb. cases retail	0 25 at 0 20
Grey Label, ⅛s, ¼s and 1s, 60-lb. cases retail	0 30 at 0 23
Yellow Label, ⅛s and 1s, 60-lb. cases retail	0 35 at 0 26
Blue Label, ⅛s, ¼s and 1s, 50-lb. cases retail	0 40 at 0 30
Red Label, ⅛s, ¼s and 1s, 50-lb. cases retail	0 50 at 0 34
White Label, ⅛s, ¼s and 1s, 50-lb. cases retail	0 60 at 0 40

Black Teas—"Old Crow" blend—

Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1 per lb.	0 35
No. 2 "	0 30
No. 3 "	0 25
No. 4 "	0 20
No. 5 "	0 17½

LIPTON'S TEA (in packages).

Color of Label.	1 lbs. & ½ lbs. per lb.	Sold for ½ lbs. per lb.	Sold for ¼ lbs. per lb.
Ceylon-India, Ex. ch'st A Yellow	45	47	70
" " " B Red	40	42	60
" No. 1 C Pink	35	37	50
" 2 C Orange	28		40
" 3 C L. Blue	22		30
" 4 C L. Green	20		

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 3½s, 5s. and 10s.	$0 39
" Amber, 8s. and 3s.	0 60
Chewing—Stag, bars, 10½oz.	0 43
" Bobs, 5½s. and 11s	0 44
" " 10½ oz. bars, 6s.	0 44
" Currency, 12 oz. bars, 12s.	0 47
" " 6½s. and 12's.	0 47
" Old Fox, narrow, 12s.	0 47
" Snowshoe, 14½oz b'rs, sp'c'd 6½	0 51
" Pay Roll, 7s and 6½s.	0 52
" Fair Play, 8s. and 13s.	0 53

Vinegars.

E. D. MARCEAU, Montreal. Per gal.

EMD, pure distilled, highest quality	$0 30
Condor, pure distilled	0 25
Old Crow	0 20

Special prices to buyers of large quantities

GRIMBLE'S MALT.

Bulk, ¼-casks, 25 gals.	$5 45	$10 95
" casks, 60 "	10 25	22 40
Bottles, cases, 3 doz.	3 25	4 40

Washing Powder.

FAIRBANK'S GOLD DUST.

Five cases assorted—	
24 25c. packages	$4 85
100 10c. "	7 80
100 5c. "	3 90

Freight prepaid.

Cane's Woodenware.

UNITED FACTORIES, LIMITED.

	Per doz.
Washboards, Victor	$1 35
" Crown	1 45
" Improved Globe	1 60
" Standard Globe	1 70
" Original Solid Globe	2 00
" Superior Sld. Bk. Globe	2 15
" Jubilee	2 10
" Pony	0 95
Diamond King (glass)	3 10
Tubs, No. 0	10 50
" " 1	8 50
" " 2	7 50
" " 3	6 50
Pails, No. 1, 2 hoops	1 75
" " "	1 90

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case	$1 80
Gillett's cream yeast, 3 doz.	1 00
Jersey cream yeast cake, 3 doz. 5c.	1 00
Victoria " " 3 doz. 5c.	1 00
" " " 3 doz. 10c.	1 80

BRUNNER, MOND & CO.'S

SODAS

Bicarb
Sal
Concentrated Sal
Caustic

EVERYWHERE KNOWN TO BE THE BEST.

WINN & HOLLAND, Sole Agents for Canada, MONTREAL.

We have recently taken up the manufacture and sale of the

Templeton Cheese Knife

It is the greatest device for merchants retailing cheese. "Soon pays for itself," is the testimony of everyone who has used the machine for the past year.

KEEPS CHEESE FRESH
SAVES FROM WASTE
EASY TO OPERATE
PLEASES EVERY CUSTOMER

Sold on easy terms. Write us for particulars.

The Computing Scale Co. of Canada, Limited, - 164 King St. West, Toronto.

COX'S GELATINE

ALWAYS TRUSTWORTHY

Established 1725.

Agents for Canada:
C. E. COLSON & SON, Montreal.
D. MASSON & CO., Montreal.
ARTHUR P. TIPPET & CO., Toronto, St. John, N.B., and Montreal.

THE PEOPLE OF

JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.

BASKETS

We make them in all shapes and sizes. We have

Patent Strawboard Berry Box
Grain and Root Baskets,
Clothes Baskets,
Butcher Baskets,

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE . . .

Oakville Basket Co.

Oakville, Ont.

You are Interested in Something.

Why not get the best items that are printed on the subject.

We read and clip thousands of newspapers every week — therefore we can equip you **speedily** and **economically** for a debate, speech, lecture, essay or anything else requiring up-to-date information and more of it than your competitors are likely to get.

Terms—100 Clippings,	$ 5.00
250 "	12.00
500 "	22.00
1,000 "	40.00

Send for our Booklet which fully explains the scope of the clipping industry.

We have also lists of firms in every branch of trade in the Dominion, the professions, club members, society, etc., and we are prepared to address and mail circulars or letters to these at any time.

CANADIAN PRESS CLIPPING BUREAU,

232 McGill Street, MONTREAL, QUE.
Telephone Main 1255.
10 Front St. E., Toronto. Telephone Main 2701.

Is Honest Goods and just the Thing on Which to Make or Extend a Business.

McLAREN'S

COOK'S FRIEND BAKING POWDER.

The Best Grocers make a point of Keeping it always in Stock.

Cut Book 16
Page 4
AWB.

Gold Edge Line and Sprig Semi-Porcelain

Write for lists of **Assorted Packages.**
All ready for immediate shipment.

Have you placed your order for Decorated Opal

EASTER EGGS.

GOWANS, KENT & CO.,

16 Front St., East, - TORONTO.

"Perfectly clean from our kitchen to your customer's."

The quick way of making delicious plum pudding in many homes is according to the direction on a packet of

Wethey's Mince Meat

It is so easily done, saves so much bother, and is really so delicious.

Your customers can't help liking it, and you can't help selling it.

"ONE TRY SATISFIES."

J. H. Wethey, Limited
ST. CATHARINES, ONT.

Crosse & Blackwell, Limited
Pickles, Sauces, Jams and Preserved Provisions.

C. E. COLSON & SON, AGENTS, MONTREAL

CHAS. F. CLARK, President. CHAS. L. B CKWITH, Secretary.

...ESTABLISHED 1849...

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Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

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THOS. C. IRVING, Gen. Man. Western Canada, Toronto.

OAKEY'S 'WELLINGTON' KNIFE POLISH

The original and only Genuine Preparation for Cleaning Cutlery 6d. and 1s. Canisters.

JOHN OAKEY & SONS, LIMITED

MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England.

Agent:

JOHN FORMAN, 644 Craig Street
MONTREAL

PROCEEDINGS OF THE DOMINION GUILD.
VOL. XVIII. MONTREAL AND TORONTO, MARCH 4, 1904. NO. 10.

PUBLISHED EVERY FRIDAY

THE CANADIAN GROCER AND GENERAL STOREKEEPER

CIRCULATES IN EVERY PROVINCE

The Blue of Blues

Keen's Oxford Blue

THE DELIGHT OF THE LAUNDRY.

SOLD EVERYWHERE IN CANADA.

MARK THE NAME

KEEN'S OXFORD BLUE.

MALTA

A Coffee-Flavored, Sugar-Coated Biscuit

MALTA

MALTA

A Good Thing for Your Trade.

MALTA

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Successors to
YOUNG & SMYLIE
BROOKLYN, N. Y.
S. V. & F. P. SCUDDER
BROOKLYN, N. Y.
MELLOR & RITTENHOUSE CO.
CAMDEN, N. J.
H. W. PETHERBRIDGE
BROOKLYN, N. Y.
DOMINION LICORICE & NOVELTY CO.
TORONTO, CAN.

Y. & S., SCUDDER, and M. & R. Brands of PURE STICK LICORICE, Acme Licorice Pellets, M. & R. Wafers in bags, Licorice Lozenges, and a full line of Licorice Specialties, including the celebrated soft licorice lines sold under the Company's brands as follows: THE FLEXIBLE LICORICE, THE PLIABLE LICORICE, THE ELASTIC LICORICE.

OFFICE—106 JOHN ST.
106-116 John St., 227-237 Plymouth St., } Brooklyn, N.Y.
Illustrated Catalogue on request.

The Auer Gas Lamp

"Turns night-time into day-time."

New Models. Lower Prices.

Would you buy a lamp which doesn't smell or smoke?

Would you buy a lamp which will save you half your expense for coal oil?

Would you buy a lamp which shows your goods in daylight colors?

No. 29
200 Candle Power.

Would you buy a lamp which you can return, for full price, if you don't like it?

That's the kind of a lamp we make.

EVERY LAMP GUARANTEED

Write for our Catalogue and Discounts.

AUER LIGHT CO., 1682 NOTRE DAME ST., MONTREAL.

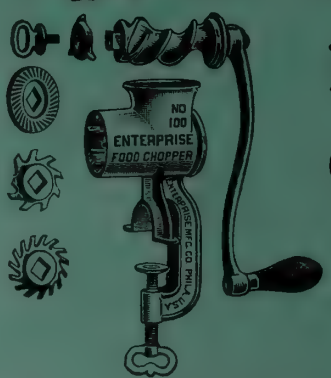
ENTERPRISE on an article is a
Guarantee of QUALITY
ENTERPRISE

Bone, Shell & Corn Mill

No. 750, $8.50.

Meat Juice Extractor

No. 21, $2.50



FOOD CHOPPERS

Four Knives with each Machine

No. 100, *chops 2 lbs. per minute*, $1.50
No. 300, *chops 3 lbs. per minute*, $2.25

Sell every Day in Year

GUARANTEED TO CHOP RAW MEAT

Illustrated Catalogue FREE — *Order through your Jobber*

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5 Sizes & Styles

No. 1, $7.50 doz.

Rapid Grinding & Pulverizing Mills
45 Sizes & Styles for Hand & Power, $1 25 to $00.00

No. 2½, $4.75

New York Branch, 10 Warren Street — The Enterprise Mfg. Co. of Pa., Philadelphia, Pa. — San Francisco Branch, 105 Front Street

This Kind Of A Man

does not jump at conclusions—***he investigates!*** He is not "a penny wise and pound foolish," you can rest assured of that. He is not misled into buying new things said to be "just as good" as the old standard, time-tested articles of trade.

And as he buys, so he sells and builds up confidence among his customers. You'll find a clean stock in ***his*** store—nothing unsalable, because ***"Standard goods are best to handle."***

COX'S
Powdered Gelatine.

The new Gelatine is **new in form only.** It is Sparkling Gelatine reduced to powder, and retains all its old, good qualities **with this addition,** that it **dissolves instantly in warm water.**

The "Griffin" Brand
California Fruits.

There is but one grade of quality in the "Griffin" brand, **the highest.** And this refers to the growing, the picking and the packing, which is all done right at the vineyards and orchards on the Pacific coast. You get the "Griffin" brand **always** at first hands—there is no tampering with the fruit en route, no short weight.

P. Codou's
Macaroni and Vermicelli.

The name P. Codou stands for the **very best quality** of Macaroni, Vermicelli and fancy pastes. It is not alone because only the very best quality of Russian Wheat is used, but because of the long experience and consequent great skill of the makers. **They are standard goods.**

Arthur P. Tippet & Co., Agents,

8 Place Royale,
Montreal.

20½ Front Street,
Toronto.

Messrs. Grimble & Co.
LIMITED

Specially request the trade to consider quality when placing their orders for

VINEGARS

NOTE OUR GRADES.—Orleans No. 16, and Nos. 16, 18 and 24 malt, concentrated and distilled.

All inquiries addressed to their Canadian agent, Mr. I. S. Wotherspoon, 204 Board of Trade Building, Montreal, will receive prompt attention.

I. S. WOTHERSPOON,
204 Board of Trade Building,
MONTREAL, P. Q.

Sterling Brand Pickles

are just right

In price and quality and in flavor the Sterling Brand Pickles are very satisfactory. It is very handy to have some article in your store that you can always depend on. You can then recommend it to your most particular customers. These pickles are of a dependable quality. Put up in an attractive form they sell well.

The T. A. LYTLE COMPANY, Limited
124-128 Richmond St. West, TORONTO.

Stretton's Table Relishes

PINTS
sell to your customer at
35c.
a bottle.

PRIZE MEDAL
Worcestershire Sauce gives the flavor to soups and steaks that brings your customers back for more of it.

HALF-PINTS
sell to your customer at
20c.
a bottle.

The Line of Goods that Show a Big Profit

HALF-PINTS
sell to your customer at
10c.
a bottle.

"PURE" WORCESTER
Made in the same English manufactory for a quick seller, good value and a good profit.

Importing Wholesale houses supply these sauces in any quantity you desire.

Stretton & Co., Limited, WORCESTER, ENGLAND.

GOOD COFFEE.

If there is one line in particular that a grocer carries, that should be good, it's COFFEE. Nothing goes farther amongst a merchant's customers than a reputation for GOOD COFFEE. It means increased trade. You can gain this reputation by handling

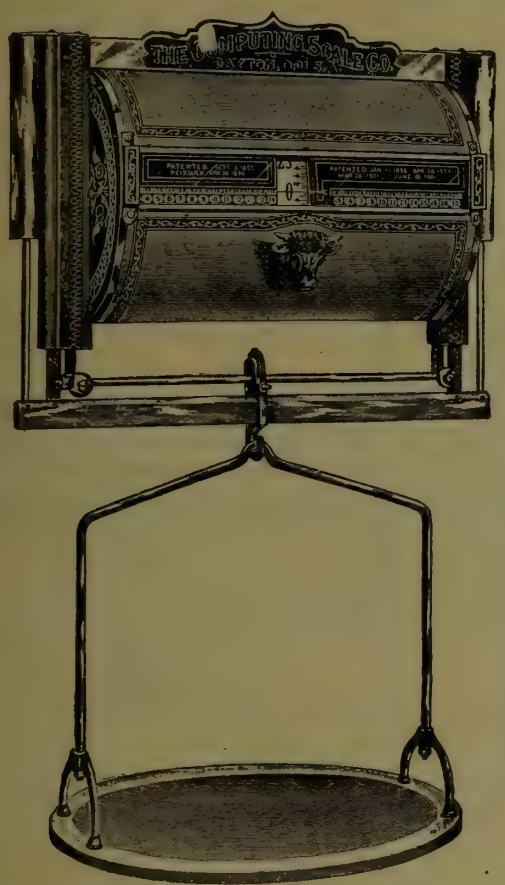
S. H. & A. S. Ewing High-Grade Coffees

S. H. & H. S. EWING

ESTABLISHED 1845

The Montreal Coffee and Spice Steam Mills.

A MONEY SAVER.



SOON PAYS FOR ITSELF.

The Computing Scale Co. of Canada, Limited

164 KING WEST, TORONTO, CAN.

SOCKEYE **SALMON**

"Sovereign" and "Lynx"

Brands

ARE THE CHOICEST IN THE MARKET.

EVERY TIN GUARANTEED.

TO BE HAD OF ALL GROCERS.

Paid For Itself.

C. WILSON & SON, Limited, Scale Manufacturers,
TORONTO. HAMILTON, MAR. 19th, 1903.

DEAR SIRS:—

I have used your **BALL-BEARING COMPUTING SCALE** for several years now and I believe it has paid for itself a good many times over during that period. Most of my profits went to my customers in overweights in the past. Now I have a little left for myself.

Yours truly, ———

One of a hundred similar testimonials secured by us. Let us put you on the same road to prosperity. Catalogue free for the asking.

C. WILSON & SON, Limited, **TORONTO.**

TOMATOES

ALL NEW GOODS.

$1.00 per Dozen F.O.B. Kingston—usual terms.

Geo. Robertson & Son, Kingston, Ont.

LIPTON'S TEAS

HAVE THE LARGEST SALE IN THE WORLD.

Over 53,000,000 Packets were sold during 1903

SOLD ONLY IN AIR-TIGHT CANS, NEVER IN LEAD PACKETS.

LIPTON'S TEAS are far more popular in Canada than any other teas carried by the grocer. The only teas in Canada offered to the grocer direct from the tea gardens—packed by the grower.

AGENTS IN MONTREAL—**Laporte, Martin & Cie., and all wholesale grocers.**

AGENTS IN TORONTO—**Canada Grocers, Limited, and all wholesale grocers**

THOMAS J. LIPTON, 39 Pearl Street, New York City.

--all the world is looking to JAPAN

JAPAN Teas

for **teas** that are **pure, clean, flavory** and **healthy.**

Stick to JAPAN Teas

How is Your Coffee Trade?

Good, Eh!!

Then you must sell our famous

CLUB COFFFE

——Put up in 1-lb. and 2-lb. Tins.——

A POPULAR BLEND.

Manufactured only by

S. H. EWING & SONS

96 KING ST., MONTREAL.

Telephone Bell Main 65.
" Merchants 522.

Toronto Branch, 29 Front St. West

TELEPHONE MAIN 2059

Telephone orders receive prompt attention.

THE

MOST PROFITABLE to the GROCER

and

MOST SATISFACTORY to the LAUNDRESS

is Cold Water

STARCH IVORINE

ASK TRAVELLERS THE PRICE

THE ST. LAWRENCE STARCH CO., Limited, - PORT CREDIT, ONT.

TEA ROSE DRIPS

When Children Bring Home

big appetites the mother knows nothing gratifies them like good home-made bread and Tea Rose Drips. This is one of the many reasons for the steadily growing sale of this pure cane sugar syrup.

ROSE & LAFLAMME, Agents,
MONTREAL.

SELLS WELL

PATERSON'S CAMP COFFEE ESSENCE

ROSE & LAFLAMME,
Agents, Montreal.

Your Bank Account will grow and wax fat if you make a specialty of

Ceylon Teas

Composition of the soil, climatic conditions, methods of cultivation, experience in plucking, processes in manufacture, all contribute and make Ceylon Tea the best on the market.

Canadian people are solid for Ceylon Tea. The Canadian Grocer who would be solid with his customers will push no other.

If you haven't placed your order for your Ceylon Teas, do it now.

Procrastination is a Thief of time and money.

Ceylon Tea
Black and Green.

Ceylon Tea
Green and Black.

CENTRAL Business College
STRATFORD, ONT.

BEST COMMERCIAL SCHOOL IN ONTARIO.
Write for Handsome Catalogue.
W. J. ELLIOTT, Principal.

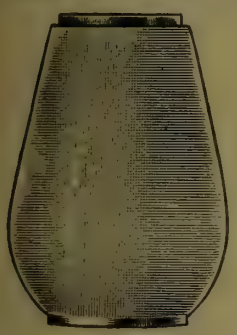
Use Live Bait.

R-O-Y-A-L
S-A-L-A-D D-R-E-S-S-I-N-G

Catches Trade
and Holds all it catches.
Let your customers know you recommend the BEST.
It will make you money.
ROYAL SALAD DRESSING is making new friends every day.

The Horton-Cato Mfg. Co.,
DETROIT, MICH., - WINDSOR, ONT.

ARE YOU USING OUR

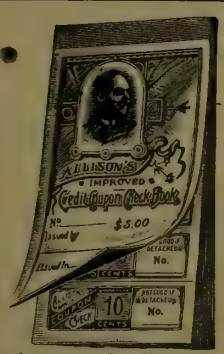


Cold Blast or Jubilee Globes

Aetna or Quaker Flint Chimneys?

Give them a Trial.
THE SYDENHAM GLASS CO.
OF WALLACEBURG, LIMITED.

Modern Merchandising



demands modern methods. The ALLISON COUPON BOOK is a strictly modern CONVENIENCE and SAFEGUARD against mistakes and consequent loss of money. It is better than any pass-book, punch or check system ever invented, and its absolute accuracy makes it the CHEAPEST SYSTEM on this big earth—excepting, of course, the cash system. See here:

IF A MAN WANTS CREDIT

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING. There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by
THE EBY, BLAIN CO., Limited, TORONTO.
C. O. BEAUCHEMIN & FILS, MONTREAL.
ALLISON COUPON CO., Manufacturers,
Indianapolis, Indiana.

THE "BURLINGTON" WAY

of preparing tomatoes. Skin, seeds and fibre removed. Remainder is Tomato Pulp, equal to 3 cans of ordinary preparations. Excellent for Soup. Sells at same price.

$1.00 per doz. f.o.b. Burlington.
Any quantity.

The Burlington Canning Co.
Limited
BURLINGTON, ONT.

Do you use . . FOSTER'S POTS?

STRONG DURABLE LIGHT

POROUS AND CHEAP

THOSE WHO DO WILL HAVE NO OTHER.
A post card brings price list and all particulars.

The FOSTER POTTERY CO.
HAMILTON, ONT. Limited

Want Ads.

In this paper cost 2 cents per word first insertion, 1 cent per word subsequent insertions. Contractions count as one word, but five figures (such as $1,000) may pass as one word. Cash remittance to cover cost **must in all cases** accompany orders, otherwise we cannot insert the advertisement. When replies come in our care 5 cents additional must be included for forwarding same. Many large business deals have been brought about through advertisements of 20 or 30 words. Clerks can be secured, articles sold and exchanged, at small expenditure.

MacLEAN PUBLISHING CO., Limited
Montreal and Toronto.

In manufacturing wrapping papers you have to think of the use to which they are put. Our brown and manilla wrapping papers are

FULL COUNT
FULL WEIGHT
AND
FULL STRENGTH

CANADA PAPER CO.
Limited
Toronto, Montreal and Windsor Mills Que.

ECONOMY IS CLEAR GAIN

FIRST FLOOR OUTFIT.

Bowser Outfits
ARE BUILT TO LAST.

THEY HAVE ...

All Metal Pumps—Dial Discharge Registers—Money Computors—Anti-Drip Nozzles — Float Indicators — Double Brass Valves — Double Plungers — Galvanized Steel Tanks—Handsomely-Finished Cabinets — They Pump Accurate Gallons, Half Gallons and Quarts.

WE MAKE FIFTY DIFFERENT STYLES.
SEND FOR CATALOGUE "B."

So Stop Wasting Time and Oil

By using old out-of-date methods. Turn your present loss into gain by installing the

IMPROVED
BOWSER SELF-MEASURING AND COMPUTING OIL OUTFIT

It Saves Oil

There is no evaporation; no leakage; no spilling or waste from dirty, "sloppy" measures; no over-measure, etc.

It Saves Time and Labor

There is no running up and down stairs or to the back room for oil; no oily cans to wipe or oily hands to wash. Pumps five gallons in less time than to pump one gallon in any other way.

SAVES OIL TIME LABOR MONEY.

S. F. BOWSER & CO., FORT WAYNE INDIANA.

HALIFAX. ACADIA. CODFISH

Teach Your Customers the Fish Habit

Teach them that fish is a healthier diet than meat, and teach them particularly that they ought to eat either

"Halifax," "Acadia," or "Bluenose" Brand of CODFISH.

When you get the habit well formed in them, keep selling them the fish. It will be a good thing for your own pocket as well as your customer's stomach. These brands of fish are prepared at our new factory in La Have, N.S., and are without question the nicest, cleanest and most convenient form in which fish can be sold or used.

LIGHTHOUSE BRAND

TRADE MARK REGISTERED

BLACK BROS & CO. LIMITED

HALIFAX, N.S.

A. H. Brittain & Co., Agents, Board of Trade Building, Montreal.

SPRING TRADE.

We have had pretty cold weather for some time past, but there are signs of things moderating and Spring will soon be here, and with it the cleaning up and putting away of stoves, stove pipes, etc.

JAMES' DOME LEAD

is the very best preservative that you can recommend your customers to use for this work.

W. G. A. LAMBE & CO., Canadian Agents.

---

(1) Dr. Laing's Cream Sauce

An English Sauce.
Nothing else like it made.
Nothing equal to it.
Contains Pure Grape Juice and Rich Devonshire Cream.
A Sauce for Connoisseurs, but modest as to price.

(2) Bromley's Coffee Essences

The choicest, richest, coffees grown, contribute their best to this extract. A Coffee Essence is a good seller in the hands of good salesmen, and a good profit-maker. Good also for the customer to always have on hand.

(3) Cerebos Salt

The King's Household uses Cerebo's Salt. A Table Salt, specially prepared. Has properties that distinguish it from all other Table Salts. Will not cake. Handsomely put up.

SEND FOR PRICE LIST ON THESE HIGH GRADE GOODS.

Sole Agents for Canada **W. G. PATRICK & CO.,** MERCHANTS, 29 MELINDA STREET, **Toronto.**

SEND BACK

to your Jobber any tins that may have been damaged in transit, or in any other way injured, of

REINDEER BRAND
CONDENSED MILK

We stand behind every tin.

W. G. A. LAMBE & CO., Agents.

AURORA CORN SYRUP

A Pure Golden Syrup Made from Golden Grain. **A Great Spread for Daily Bread.**

Better in flavor and purity than any other.
Good for everybody. **A pleasaant surprise to all.**

2-lb. tins, cases, each 24 tins, $1.90 per case.
5 " " " 12 " 2.35 "
10 " " " 6 " 2.25 "
20 " " " 3 " 2.10 "

Freight paid on 5-case lots. Price subject to change without notice.

Ask our travellers about our Pure Maple Syrup.

W. H. GILLARD & CO., Wholesale Grocers, - HAMILTON.

Branch CANADA GROCERS LIMITED.

THE ART OF SELECTION

WOOD'S BOSTON COFFEES — THOMAS WOOD & CO. IMPORTERS AND ROASTERS BOSTON, MASS. PURITY, UNIFORMITY AND EXCELLENCE GUARANTEED.

One of a good general's best gifts lies in the capacity to select able lieutenants.

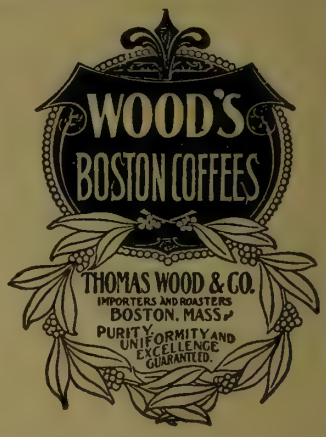
The art of selection in goods must be exercised by the merchant and the grocer if he would achieve success.

It is applied with all possible detail in "winnowing out" **WOOD'S COFFEES.**

They are the chosen berry in every grade from the humbler to the highest.

And the prices are made to fit.

Canadian Factory and Salesroom,
No. 428 St. Paul St., MONTREAL.



Japan-Style Ceylon Green Teas

BUTTERFLY PEACOCK CLIPPER

We are sole importers of these brands—finer than the finest Japans—the delight of tea connoisseurs. **Profitable** to the grocer. **Economical** for his customers.

WRITE FOR SAMPLES.

WARREN BROS. & CO.,
Wholesale Grocers and Tea Blenders,
35 and 37 Front Street East, - TORONTO.

TARTAN BRAND

has established a reputation for itself with the consumer, "that is the reason the distributing trade asks for Tartan Brand," which stands for **quality always.**

Ask your grocer for Tartan Brand.

Guaranteed by

BALFOUR & COMPANY, Branch Canada Grocers, Limited, **HAMILTON.**

DOMINION WHOLESALE GROCERS' GUILD.

THE Dominion Wholesale Grocers' Guild held its annual meeting in Montreal last week, a reference to which with list of members present appeared in our issue of the 26th ult. The meeting, in point of attendance and as regards to the number and importance of the matters discussed, was one of the best ever held by the Guild.

A large proportion of the matters discussed at this meeting were of such a character as to be of interest to the members of the Guild, relating as they did to certain features of the harmonious working of the different associations composing the Dominion Wholesale Grocers' Guild.

One of the questions of general interest considered was that of the responsibility of public carriers for goods carried in transit and the fixing of such responsibility upon the last carrier in cases where goods passed through the hands of two or more carriers. A strong committee was formed to consider this and other matters in connection with freights.

The question of canned goods, the basis of packers' prices, terms, contract deliveries, and the position of the wholesale grocers to the Canners' Association was thoroughly gone into and some very warm discussions resulted. The presence by invitation of W. B. Innes and D. Marshall, of the Canadian Canners' Consolidated Co., was an interesting feature in the debate, and the attendance of these gentlemen was an evidence of the interest taken by the wholesale grocers of Canada in this important branch of their trade, and the desire on part of the canners to facilitate the more harmonious workings of all parties. It is reported, though unofficially, that certain objectionable features and discriminations that the trade were subjected to were thoroughly gone into and a basis arrived at for the present season's business.

The meeting passed a cordial vote of thanks to the council of the Montreal Board of Trade for its courtesy in placing its handsome council room at the disposal of the guild for the meeting.

Invitations to hold the next annual meeting of the guild were received from St. John, N. B., Toronto and Winnipeg, but owing to Toronto being more conveniently located than the other cities it was decided that the next meeting would be held there. The members, however, being anxious for an opportunity of visiting Winnipeg, are considering the advisability of holding an extra special session of the guild in Winnipeg towards the end of July, at which the Dominion Exhibition is to be held in that city. Arrangements are being made looking to the attendance of about 100 of the grocers from the various cities in the East.

The election of officers for the ensuing year resulted as follows: President, H. Laporte, of Montreal; vice-presidents for the various provinces,—Nova Scotia, H. G. Bauld, of Halifax; New Brunswick, C. H. Peters, of St. John; Prince Edward Island, W. H. Aitkin, of Charlottetown; Quebec, Hon. Richard Turner, of Quebec; Ontario, Col. J. I. Davidson, of Toronto; Manitoba, K. Mackenzie, of Winnipeg; British Columbia, J. H. Todd, of Victoria.

The Banquet.

The banquet tendered to the visiting members of the guild by the Montreal section, held at the Windsor Hotel, on the evening of Wednesday, February 24th, was a most enjoyable affair and the various speeches were of a high order, breathing loyalty to the interests of the guild and the trade.

In the absence of L. E. Geoffrion, president of the Montreal Wholesale Grocers' Association, on account of his recent bereavement, Mayor H. Laporte, president of the Dominion Guild, presided, Albert Hebert, of Hudon, Hebert & Cie, ex-president of the Montreal Guild, acting as vice-chairman. Occupying seats on the right and left of the president were Hugh Blain, of the Elby, Blain Co., Toronto; A. C. Cross, of Hall & Fairweather, St. John, N. B.; L. E. Dubuc, of Cote, Boivin & Cie., Chicoutimi, P. Q.; H. C. Beckett, of W. H. Gillard & Co., and K. MacKenzie, of Kenneth MacKenzie & Co., Winnipeg. The following gentlemen were also present: William Logan, Thos. Kinnear, John Sloan, F. W. Humphrey, W. Ince, jr., H. Blain, Toronto; A. G. Olive, Brantford; S. M. Kenney, Belleville; L. M. Smith, J. Scott Chisholm, Halifax; Chas. H. Peters, W. C. Cross, St. John, N. B.; D. Marshall, A. G. Osborne, H. C. Beckett, H. C. Balfour, Hamilton; A. M. Smith, Wm. Turnbull, London; Wm. H. Innes, Simcoe; James F. Smyth, Windsor; R. Mackenzie, Winnipeg; L. E. Dubuc, Chicoutimi; H. Laporte, Albert Hebert, Armand Chaput, L. O. Demers, Z. Hebert, J. Stanley Cook, secretary of the association; Colonel J. B. MacLean, of the MacLean Publishing Co.; Wm. H. Seyler, representing the Canadian Grocer, and F. E. Fontaine, of "Prix Courant."

The Menu.

The menu cards, such as the Windsor Hotel knows how to get up, was an appropriate one, as may be judged below:

Oysters on Half Shell

Anchovy Canape Celery Olives Pickles

Chicken with Okra
Bisque of Crawfish

Boiled Shad with Roe, Maitre d'Hotel
Pommes Noisettes

Mignon of Beef Tenderloin, Cheron
Oyster Pate, Cream Sauce
Broiled Fresh Mushrooms on Toast French Peas

KIRSCH PUNCH

Roast Prairie Chicken, Bread Sauce
Lobster, Newburg
Fried Hominy Brown Sweet Potatoes
Lettuce and Tomato Salads

Monte-Carlo Pudding, Sauce Sabayon
Wine Cream Tartelette Fancy Cakes
Fantaisie Ice Cream

Cheese Fruits Coffee Crackers

After justice had been done to the good things provided Mayor Laporte proposed the toast of "The King," and this was loyally honored. The president then called upon Albert Hebert to propose the toast of

THE VISITING DELEGATES.

Mr. Hebert said: "I may say, gentlemen, that I am only a substitute, as vice-chairman, and did not expect that this honor would fall upon me. However, I may say it is with great pleasure that I accept the position and the honor to propose this toast. I can say that the members of the Montreal section of the Dominion Guild are indeed very happy to have had this year such a numerous gathering of members from our sister provinces. We have met quite a number of gentlemen this year whom we knew only by name. We have made new acquaintances and pleasant ones. I need scarcely tell you what pleasure we have had and how pleased we are to see you at these guild meetings, particularly

when they are held in Montreal. It is always a very agreeable time for us when we meet you, and there is only one thing that I regret, and that is that at our business meetings we cannot be as unanimous on all subjects that are brought up as we are over 'the wine and walnuts.' I shall not undertake to make a speech, as most of you must be tired of hearing my voice. I hope that none of you think that I am a graphaphone,—if any of you do I may tell you that I am not open to make 'an exclusive contract,' not even with a 10 per cent. rebate. In proposing the toast of 'The Visiting Delegates,' I couple the names of Mr. Blain, Mr. MacKenzie, Mr. Cross, Mr. Beckett, Col. Smith and half-a-dozen others."

Mr. Hugh Blain.

Hugh Blain, of the Eby, Blain Co., Toronto, said: "I thank you, gentlemen of the Montreal Association, for the hearty manner in which you have received this toast, and I feel certain that my colleagues and visiting confreres are as sensitive and appreciative of the honor you do us as I am myself. As there are half-a-dozen other speakers to follow me I will be brief. On an occasion of this kind I feel we ought all to do our duty and though at best only an inferior talker I hope you will bear with me in the few remarks I have to make. I am sure it affords the visiting members great pleasure to be here. The splendid manner in which you have now and are always entertaining us when we come to Montreal, convinces us that we have confreres here of whom we may be justly proud. It is a matter of great gratification to the member coming from a distance to know that in coming to the great commercial metropolis of Canada he feels sure of a right royal reception. I think it is good for us to be here; we are gaining knowledge and experience, and it is good for the trade generally. We should meet more frequently in order that we should know each other's minds. We always go away benefitted by our conferences. I think it is within the knowledge of a great many here to-night that we were not always quite so friendly as we are now, or understood each other so well. I recall coming here in the early days of our guild with Col. Davidson, to see if we couldn't arrange about the selling price of tobacco. We were all selling it at 37½c. when it was costing us 38c. I recall the difficulty we had in arranging this matter. This was about 1882-1884, and since that time we have had an arrangement adhered to faithfully and with a modicum of profit to us. I am glad to know that we are branching out i other directions. We are getting some of the wealthy aristocrats of money, i I may be allowed the expression, in the shape of the manufacturers to look our way, and in seeing with us to-night and at our meetings the two leading members of the Canadian Canners' Consolidated Company, it looks to me as if they feel they can trust themselves amongst the grocers. I am glad to see Mr. Innes and Mr. Marshall here, and think it marks an era in the history of the Grocers' Guild. We have had men come before to our meetings and go away again. The refiners occasionally look in on us, but they don't give us their views in such a generous way as these gentlemen. I hope we can arrange to have some understanding with one another. This is the day of co-operation and though we cannot despise the advantages of a great individuality, yet the day of individual effort is pretty well gone, and that of combinations and co-operation is at hand. We cannot hope to have any great results realized unless we join and work together, shoulder to shoulder. It is only by standing shoulder to shoulder, by being united, that we can hope to elevate the standard of business."

Mr. Kenneth MacKenzie.

Mr. Kenneth MacKenzie, of Kenneth MacKenzie & Co., Winnipeg, expressed great pleasure in replying to the toast just drunk. He took occasion to say that this was his second appearance at the Dominion Wholesale Grocers' annual meeting, and he was interested and pleased with what he had seen and heard. He took occasion to felicitate the chairman on his election to the high office of mayor of the City of Montreal. The feeling of the trade in the West was one of pleasure that Mr. Laporte had been elected to such high honor. "It is an object lesson to business men of other cities of Canada." Mr. MacKenzie reviewed in a few brief words the history of the progress of our country and drew particular attention to the development of his own province and city and the great Northwest—and the pride of his fellow citizens in the progress made, and bespoke a bright future. This development was due to the faith of the people in their own country. He referred to the work in the East of the great Joseph Howe, of Cartier and Laurier in Quebec, and the work of the late Principal Grant, whose distinguished career was a patriotic object lesson. He felt that in the not distant future some man would arise in the West to leave his impress on the history of that portion of our great country. Mr. Mackenzie's remarks breathed a spirit of faith in his country, a loyalty that could not be shaken, as he thought of the great works done by Canada to the astonishment of the people to the South of us and the world at large. The hope of this country is in the energy of its people, the fisherman, the miner, the lumberman, the rancher, the farmer and the artizan, all are bending their energies toward a greater development and a greater future, and we as business men are doing our share to advance the interests of our land and people.

Mr. A. C. Cross.

A. C. Cross, St. John, N. B., was the next speaker, and expressed the pleasure it gave him to be called upon to reply for his city and province. He congratulated the president on his election to the mayoralty of the City of Montreal; it was an honor to the grocery trade, not only of this city but of the Dominion. It augured well for the country when men like his worship the mayor sacrificed a portion of their valuable time for the interests of their fellow citizens, and it was to be hoped the day might soon come when business men should take their share of public responsibilities. "As regard the affairs of the section of Canada I come from," said Mr. Cross, "we are in pretty fair shape. St. John, my native city, is a city of wealth, the Winter port of Canada, with all due deference to Halifax, and we feel we are citizens of no mean city. We have some things of which we are proud, a river that plays antics and reverses the laws of nature, and twice a day turns around and runs up instead of down stream. Then, of course, our lumbering industries, our fisheries and our hardy men, these latter are second only to our women. There are others who think as I do about our good-looking girls,—there's Mr. Peters, he has one too.

"As regards the wholesale grocery trade, down our way we are striving to make it a successful and honored trade. We are pleased to attend these meetings, and hope that the business and plans decided upon will result in extending our respective businesses and be of benefit to the trade and welfare of the country generally. We can arrange our affairs so as to do business pleasantly, and I don't think that a 10 to 15 per cent. profit an exorbitant one. We are only going through the world once and might as well go through pleasantly with each other. Canada is my country, and we, I am sure, are all proud of its success and its bright future."

Mr. T. Kinnear.

T. Kinnear, of T. Kinnear & Co., Toronto, was pleased to see such a large attendance of the members of the guild, —it spoke of a growing interest in its

affairs. These meetings were beneficial, and conducted, as they are now, on regular lines, were of value not only to the guild, but the retail trade and consumer as well. Mr. Kinnear enthusiastically referred to a trip he had made through the Northwest last season, and his observations led him to the conviction that we in the East did not realize to the fullest extent the immense possibilities of that part of our great country. He had also made several trips through New Ontario, and was equally impressed with its possibilities.

Mr. Kinnear congratulated President Laporte on his election to the mayor's chair of Montreal. "I like to come down here," said Mr. Kinnear, "among my French Canadian brethren, to see the push and energy on all sides." It reminded him, he said, of when he used to live in Ireland. "We are endeavoring to hold our own with you down here, but it is a hard proposition. I am glad to come down here and talk over things with you, we get to know each other better, and all the little petty jealousies are cast to the winds. There is business for all of us. If I don't sell a carload of sugar one time and you gentlemen get the order, why, I'll get it next time, that's all—I'm not jealous if one of you get the order. We as grocers are helping to build up this country. Our business is a good one, and though the margins of profit are small, there are very few failures. It is a long time since you have heard of a wholesale grocer failing. They generally manage to pay 100 cents on the dollar. I hope we will have the pleasure of seeing you all up in Ontario next year."

Mr. L. E. Dubuc.

L. E. Dubuc, Cote, Boivin & Cie, Chicoutimi, P. Q., replied on behalf of the Quebec association, though in doing so he regretted that the Hon. Richard Turner, who he said was better and more justly entitled to this honor, was unavoidably absent. He might express himself on points not endorsed by his Quebec confreres. However, it was a pleasure for him to be present and take part in the proceedings of the Dominion Wholesale Grocers' Guild, and he always enjoyed and benefitted from the association's gatherings. He stated that in the Lake St. John districts they were principally interested in pulp and blueberries, but in both these lines they considered themselves as in the van. Not being much of a speaker he begged to be permitted just to express his thanks for the honor done him in coupling his name with the Quebec association.

Mr. L. M. Smith.

The next speaker was L. M. Smith, Halifax, of A. & M. Smith & Co., of that city. On behalf of himself and his colleagues from the East he expressed gratification and pleasure at attending the guild meetings, and this splendid banquet. Mr. Smith's remarks regarding Uncle Jonathan's present attitude towards reciprocity with Canada and his dictum to the effect that "we are doing fairly well, thank you, Jonathan, just now," were received with applause and evidently spoke the sentiments of all present. "The time for that reciprocity movement had practically passed. Twenty or thirty years ago we might have considered the entering into a deal, but since then the natural energies of Canadian merchants and public had made us self-sustaining and independent."

Col. Smith.

Col. Smith, of A. M. Smith & Co., London, expressed his thanks for the cordial reception and honor done him in connecting his name with this toast, and on behalf of the London association begged to congratulate the president on his recent honors.

Major John Sloan.

The chairman then called on Major John Sloan, of John Sloan & Co., Toronto, to propose the toast of "The Manufacturing Interests." Mr. Sloan was competent from the point of experience to refer to this subject; he was pretty familiar with the early days of the canning industry, the early struggles from the days of roofless factories to the present time of complete and modern equipments. Mr. Sloan also, on behalf of the Toronto association, voiced the congratulations of that body to the chairman for the high civic honor conferred upon him recently. He then called on Messrs. Innes and Marshall for responses.

Mr. W. P. Innes.

W. P. Innes hoped they would not expect him to make a speech, he would leave that to Mr. Marshall, whose oratorical powers were well known. Mr. Innes was pleased at the patriotic sentiments expressed by every one, and it was this element of patriotism that was so much needed in our country. Mr. Innes gave a few facts in connection with the growth of the canning industry of Canada from the early days when all the work had been hand-work and crude to the present time when they are turning out 40,000 to 50,000 tins per hour. "We have here in Canada what is admitted the finest corn that can be grown —and in this connection I may say that we are educating our people in Great Britain to use this healthy food. It is slow work, as the Englishman has always been under the impression that corn was only fit for cattle food. The Canners' Association is one of the best advertising agencies in Canada, as our goods go broadcast not only to Great Britain but also to South Africa and other British possessions." Mr. Innes hoped that now that the canners and wholesaler grocers were getting to understand and appreciate each other better, they would be able to unite upon some workable plan for better facilitating both trades. He for his part, at least, hoped this effect would result from the present conferences.

Mr. D. Marshall.

D. Marshall, Hamilton, stated that he had never had the pleasure of attending such a gathering before. He was of the opinion that it would be a good thing if every wholesale grocer present had stock in the canning factories; it would be an advantage to every wholesale grocer to have such men as Mr. Hebert taking an interest in the canning industry. He felt that as probably the largest individual buyer of canned goods in Canada, the gentleman in the vice-chair would make his influence felt in the canning industry. Mr. Marshall claimed to be the best advertiser of Canadian canned goods, as his "Canada First" brand going abroad would look after itself all right. "We are getting a good share of the trade abroad as our fine peas are running the French peas a close race. I don't think there is a business that has shown such progress and advancement as the canned goods business. Twenty-two years ago you paid $1.60 for tomatoes, to-day you pay 85c. This is the result of improved machinery and modern methods. We used to get the corn off with a carving knife, to-day we pack from 2,000 to 3,000 cans an hour, or about 70 per minute on the average,—and all without touching by hand. I remember selling all my first year's pack of canned chicken soup, 10 cases, to Mr. Sloan. The following year I sold him also my entire pack, 35 cases. Gentlemen, last year we packed 25,000 cases, and would have packed more had we been able to get the chickens." (A voice—lots of veal around, Marshall).

Mr. St. Clair Balfour.

St. Clair Balfour, of Balfour & Co., Hamilton, spoke of the pleasure and benefit all members derived from attending these annual meetings. He was particularly pleased to see Mr. Innes and Mr. Marshall taking an interest in the internal affairs of the guild. He was sure if they attended regularly they would find the grocers good fellows all the way through. Mr. Balfour referred retrospectively to the early days of the Dominion Grocers' Guild, and paid a

high compliment to its first president, Wm. Ince, Sr., who might be aptly called the George Washington of the guild. They all owed a good deal to Mr. Ince for his work in the early days of formation. Mr. Balfour also paid a compliment to Mr. Hebert, another ex-president of the Dominion Wholesale Grocers' Guild, to whose faithful work they owed a good deal. These meetings were conducive to better fellowship and understanding among the members of the trade and he for one always found them interesting. "These gatherings loosen us up. Why, even my friend Mr. Kinnear feels twenty years younger since attending regularly." Mr. Balfour referred in glowing terms to the general prosperity existing in Canada. His reception in Montreal by the local association was always the best and he hoped they would make it an annual affair here, they were treated so well, so generously. In conclusion, he hoped that the president, Mayor Laporte, would be obliged to fill the chair for some years to come yet, as he had shown himself thoroughly interested in the guild's work, &c., &c.

President Laporte.

President Laporte, in responding to the very hearty applause accorded the mention of his name so frequently, stated that they were all a happy family. "We have never had such a banquet before, one so well attended and so enthusiastically enjoyed. I am sure we have always enjoyed ourselves when with our confreres in Toronto, Hamilton and London, and you have treated us well. We have heard a good many things about the grocers. The grocers of Canada are a good class of people. I never doubted that for a moment. There was a time, I remember reading in a book when a young man, when a grocer was not considered respectable enough for society, in France. Reading this when I first entered a retail grocery store, I felt discouraged and like going back to my old trade, but I knew that that time was past, the grocers were respected and honored the world over. When I read this some 30 years ago I had just entered a retail grocery store and left the nail factory where I was getting $12 a week to receive $3 per week in a Notre Dame street grocery. I worked nine hours a day in the factory and 18 hours a day in the grocery, opening at 5 o'clock in the morning and closing at 11 o'clock at night,—18 hours a day. I thought the poor grocer had a poor chance in the world, but feeling that it was an honest and a good business I stuck to it, and have never regretted the hard work. I have always taken interest in the proceedings of the Dominion Wholesale Grocers' Guild, and served under the guidance of our friend Mr. W. Ince, Sr., Toronto, also under Mr. Hebert, and our old friend the late Mr. W. H. Gillard. I have been accustomed to work with men of honor, men loyal to the interests of our trade. As regards my election to the mayoralty of Montreal, I am pleased and proud to say that my friends in the grocery trade all stood by me, as well as citizens of all classes without regard to business, politics, religion and nationality, and it was then I realized that the time I had given to public and municipal interests was not wasted. Grocers, wholesale and retail, were active in my interests, and no feeling of business entered into the calculation. They felt that the honor was for our trade. I feel, gentlemen, that though I sacrificed a good deal of time in serving the citizens in the capacity of alderman, I never lost a dollar through it. I think a fair portion of a business man's time may be profitably given to the interests of his fellow citizens. I also feel that grocers are the right kind of people to take an interest in public affairs. I thank you again, gentlemen, for the very kinds words you have uttered, and I assure you I appreciate them thoroughly."

Mr. H. C. Beckett.

H. C. Beckett, of W. H. Gillard & Co., Hamilton, on rising was received with applause. "If I had been able to make a speech your applause has certainly taken it all out of me. I thank you for honoring me in this way. I am sure we have all listened with profit to the president's remarks about our trade and it only shows that we can accomplish much if we work steadily and hard at the objects we have as a body set ourselves to do." Mr. Beckett regretted that owing to an accident to Mr. Bristol, the president of the Ontario Guild, he was unavoidably absent. Some malicious people up West have attributed Mr. Bristol's accident to getting his foot caught in a frog on the proposed Canada Grocers' Co.'s Hamilton switch, but he was in a position authoratively to deny this canard. Mr. T. B. Escott, of London, also was absent owing to sudden indisposition. This Mr. Beckett regretted, as he felt these gentlemen could reply better than he was able to do. Mr. Beckett referred to some subjects under discussion as being considered difficult and looking troublesome, but it was only an illusion. By working harmoniously together there was nothing that could not be accomplished.

Mr. J. F. Smythe.

J. F. Smythe, of J. F. Smythe & Co., Windsor, Ont., paid his compliments to the chairman in a few well chosen words, and incidentally referred to the presence at the banqueting board of Col. J. B. MacLean, publisher of The Canadian Grocer, whose paper was in a position to assist the trade in placing all matters of importance before the grocers of Canada. He felt sure that everything pertaining to the trade would be treated with fairness.

Col. J. B. MacLean.

Col. J. B. MacLean briefly responded, stating that he was practically an interloper at the banquet, coming in really to listen to his many friends in the trade gathered around the board. He thanked Mr. Smythe and the gathering for the kind words spoken of The Canadian Grocer, and assured them that all matters pertaining to the grocery and kindred trades would be dealt with in fairness to all concerned. The high standard obtained by The Grocer was a matter of pride with him, and he had pleasure in informing them that it was his aim to obtain the confidence of all the branches of the business. Col. MacLean recalled with pleasure the fact that two of his staunchest friends in the wholesale grocery trade when he established the paper were Mr. Wm. Ince, Sr., Toronto, and Mr. Hebert, Sr., of Hudon, Hebert & Cie, and their friendship, advice and assistance was valuable in the extreme.

The Press.

On behalf of the press, Mr. F. E. Fontaine, representing Le Prix Courant, and Mr. W. H. Seyler, representing The Canadian Grocer, briefly replied.

Mr. H. Stanley Cook.

H. Stanley Cook, secretary of the Dominion Wholesale Grocers' Guild, briefly thanked the members for the kind words they had uttered on his behalf. He had tried to do his duty, which was an easy one, principally listening to their friendly discussions. He had always received the kindest consideration at the hands of the Grocers' Guild.

Mr. Wm. Logan and the Ladies.

Wm. Logan, of the Davidson & Hay Co., Toronto, responded to the toast of "The Ladies," and in very choice language did full justice to this valued toast. He regretted the absence of Col. Davidson, with whom he had been associated since 1872. This was his first visit to Montreal to attend the guild, though he had in years gone by often had arguments on the lacrosse field with the Montreal teams. Mr. Logan re-

ferred to the growth of business in all parts of the Dominion and instanced the development and opening of New Ontario as a field for the enterprising grocer.

Mr. William Turnbull.

Wm. Turnbull, London, also responded to the toast of "The Ladies," paying a high tribute to the women of the Province of Quebec. Mr. Turnbull wittily suggested a blending of the races. If the Scotchman, Englishman and Irishmen of Canada, blended with the handsome and vivacious French-Canadian ladies, could not produce a nation hard to beat there must surely be something wrong—with the men. He was optimistic, however, and of the opinion that in blending properties we can beat the world.

Montreal Wholesale Grocers.

Chas. H. Peters, of Baird & Peters, St. John, N. B., proposed the toast of "The Montreal Wholesale Grocers' Association," and after this had been most enthusiastically honored Albert Hebert replied as follows: "Well, gentlemen, after all the fine speeches that we have heard to-night I do not know what you can expect me to say except to thank you most heartily for all the kind expressions you have made to the Montreal Grocers' Association. You have rather exaggerated our hospitality, and I would rather leave you under the influence of the last speeches you have heard, as at this late hour you might otherwise be troubled with a nightmare. I thank you again for your very flattering remarks to our Montreal Association."

Major Hebert.

Major Zepherin Hebert, of Hudon, Hebert & Cie, in replying said: "You have heard one Hebert, and if I spoke at any length you might think there had been one too many. I am something like the morning star and rise pretty late, and might not be as brilliant. Like my brother, I think you have been most complimentary to our association, and as he has said you have exaggerated our reception. I have noticed that all through a goodfellowship has prevailed, and this means that we can agree on business matters as well. It has been our privilege for some years past to have you visit this city for your deliberations, and we have always considered it an honor and a privilege to have you here, and when it is Montreal's turn again we will be glad to have you."

Mr. Armand Chaput.

Armand Chaput, of L. Chaput, Fils & Cie., was asked to propose the toast to "The Secretary of the Guild." He said that he was without doubt the youngest member of the association present and "I feel," he said, "that these meetings are most conducive to a better understanding of our interests. He also joined his confreres of the Montreal Association in thanking the visiting delegates for their complimentary remarks. He hoped to have the privilege of meeting them in Montreal again in the future. As regards Mr. Cook's services, all present fully appreciated the work of that gentleman."

INTERVIEWS.

Mr. J. F. Smythe of J. F. Smythe & Co., Windsor, Ont., who was a visitor to the Dominion Wholesale Grocers' Guild, in an interview with a Grocer representative, stated that the conditions of trade in Windsor and throughout the Counties of Essex and Kent, were favorable. The crops had been good, especially in tobacco, and this year the farmers were getting 100 per cent. more for tobacco than the cost of production. That is, they are getting 11c. per lb. for what practically only costs them 5½c. to produce. "We feel, he says, that they are improving in the manner of cultivating and curing tobacco, and are confident that it will not be long before we will be able to grow tobacco equally as good in quality as that in the South. There is a ready market for all the tobacco that is grown. Business is very prosperous in our neighboring town of Walkerville, with this growing industry, and there is no doubt in the growing trade throughout the country, that the future growth of both Windsor and Walkerville is assured. Collections are all right; we have had few failures and light losses, and as far as our end of the province is concerned I am very optimistic as to the future."

Col. Smith, of A. M. Smith & Co., London, stated that the conditions of trade, so far as his firm was concerned, were good, in fact they had increased their capacity for handling trade by building larger premises next door. Trade conditions were satisfactory and he expressed every confidence of a good future.

Mr. St. Clair Balfour, of Balfour & Co., Hamilton, spoke very encouragingly of the conditions prevailing in the districts in which his firm do business. Reports from all quarters, reaching as far as the Northwest Territories and British Columbia, are bright, and he looks forward to a good year's business.

REBATES.

There was no "rebate" evident at the banquet, full justice was done to the good things provided by Mr. Weldon of the Windsor.

Mr. T. Kinnear, of Toronto, is an impressive, concise and pleasant after dinner speaker, and his remarks were of a heart to heart character.

Mr. H. C. Beckett's trip to the Old Country last Summer seems to have put renewed energy into that strenuous young member of the guild.

As after dinner speakers the men from "down by the sea" are a success. However, as every one knows, everybody down that way is a born orator.

It is generally admitted that the entire affair was a grand success, and informal as were the proceedings they passed off in a very happy manner.

Thanks for the flattering remarks on The Canadian Grocer. Trust us, gentlemen, the interests of the entire grocery trade are our interests. The Grocer wants, gets and gives the news.

Our confrere of Le Prix Courant, Mr. L. E. Fontaine, need not have apologized for his inability to make a good speech in English. We wish we could do as well in "la belle langue francais."

Talk about an enthusiastic believer in the future of Canadian grown tobacco, Mr. James F. Smyth, of Windsor, is a regular Colonel Sellers. "There's millions in it," he says, "watch our end of Ontario!"

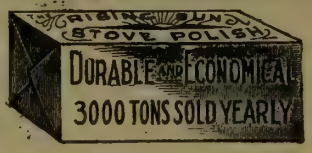
Mr. L. E. Dubuc, from Chicontimi, is very enthusiastic in all matters pertaining to the development of the Northern section of Quebec. The pulp industry is flourishing and he has lately booked the largest order for pulp in the world, some 150,000 tons.

It was a pleasant sight to see the chiefs of the Canadian Canners' Consolidated Co. within the fold. Like the hospitality of the Arabs, they had partaken of the salt of welcome and felt safe under the tent of the guild.

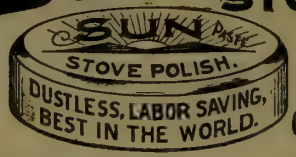
General regret was expressed at the absence of Col. John I. Davidson and Mr. Geo. E. Bristol, of Toronto, their personality having been conspicuous at previous meetings of the guild. It is to be hoped that Mr. Bristol's argument with that Hamilton switch will result favorably.

His Worship Mayor Laporte, president, and Mr. Albert Hebert, ex-president, of the Montreal Guild, made excellent presiding officers. Regret was expressed at the absence of Mr. L. E. Geoffrin, president of the Montreal Guild, a recent bereavement in his family preventing his attendance.

RISING SUN STOVE POLISH IN CAKES
WELL KNOWN AND RELIABLE



SUN PASTE STOVE POLISH IN TINS
GUARANTEED TO THE TRADE



Our packages are larger and more attractive in style than any others.
The quality of our goods is superior to anything else on the market.
MORSE BROS., Proprietors, Canton, Mass.
For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

CEYLON TEA ESTIMATES, 1904.

THE secretary of the Planters' Association of Ceylon telegraphed to us yesterday evening as follows, says the Times of Ceylon in an editorial article of January 9th:

Kandy, January 8th, 5.34 p.m.

The General Committee estimates the tea crop for export in 1904 at 155,000,000 lbs.; and the acreage in tea 380,000 of which 10,000 acres are not yet in bearing.

On Monday it should transpire how many millions pounds of green tea are expected; but if we place the quantity tentatively at 12,000,000 pounds—which, not knowing the details sent in by the various districts, and considering the approaching termination of the bonus, is a sufficiently buoyant view—143,000,000 pounds remains as the black tea estimate. The P. A. aggregate estimate for last year was 154,000,000 pounds and Messrs. Forbes & Walker's was 150,000,000 pounds. The approximate quantity realised in 1903 was short of the lower calculation, but the General Committee in Kandy evidently does not expect a fourth year of short yields. Nor would it be reasonable to expect it, especially if part of the large area of young tea yet to come into bearing will contribute. Ten thousand acres of young tea indicates, surely that men, counting on another "good time" and the shortage established in past years, are taking time by the forelock. Some of the new acreage may be regarded as balanced by abandoned areas. London shareholders have been told frequently of late that extensions now will not affect the supply for five or six years; but our warning stands substantiated that the past adverse seasons must be remembered and that, given favorable weather, Ceylon can turn out an additional eight or ten million pounds without any new acreage. The following table shows the general position for the past six years:

	P.A. Estimate.	Customs Figures.
1899	125,000,000	129,661,907
1900	142,000,000	149,264,602
1901	146,000,000	144,275,608
1902	154,000,000	150,829,707
1903	154,000,000	*148,000,000
1904	155,000,000	.....

*Approximate.

In view of the present estimate we would remind planters of the advice not to pluck coarse, and the need of continuing to exploit other markets. If India next season repeats her present increase shipments to the United Kingdom, it will be better for Ceylon not to send to London so much as in 1902, i.e., over nine millions more than in 1903. The labor question, too, has to be considered; and, in view of a probable increased yield, there will be additional interest in learning how this knotty subject was handled in Kandy yesterday.

ENGLISH WALNUTS IN CALIFORNIA.

THE culture of the English walnut in Southern California is one of the new and growing industries in that part of the state. In 1858 the first orchard was planted in the Carpinteria Valley, near Santo Barbara. From the first the undertaking was a success, and the acreage of walnuts has steadily increased, slowly at first, but latterly with rapid strides. The early bearing qualities of the walnut tree, its long life, and the steady demand for its product tend to make the enterprise deservedly popular. Already it is superseding the orange in favor among a number of fruit growers. The chief demands of the tree are an equable climate, a deep, rich soil, good drainage, and a good supply of water, all of which conditions Southern California answers perfectly.

The walnut grower has three varieties, commercially speaking, to select from, named according to the thickness of the shell, hard, soft and paper shell. Each has its good points, although general sentiment favors the soft shells, which are the surest bearers, and bring the best prices. The paper shells are more erratic bearers and the nuts are so easily broken that it is difficult to ship them in large quantities.

The walnut tree begins to bear when six or seven years old, and nothing is known definitely of the age limit of its bearing, although it appears to be in its prime from its 25th to its 30th year. Seventy-five pounds of nuts is the average yield from one tree and 1,500 pounds to the acre an average yield for an orchard. The harvest time begins about the middle of September and last nearly six weeks. After the pickers complete their work the nuts are carried to the drying grounds where they remain spread out on slats for about a week. They are then sorted, the imperfect and dwarfed ones put aside as culls, and the marketable ones carried to a central walnut house usually built by the community exchange. Here they are graded by means of a wire sieve in constant motion through which small and large nuts pass to their appointed places. They are then dipped in a solution of sulphate of lime, sal soda, and sulphuric acid, which gives them the ecru color known to commerce. After the dipping process they receive a thorough rinsing and are distributed to large bins where they are allowed to stand 24 hours to dry. They are now ready for the final sorting; broken nuts are thrown into one receptacle, dark ones into another, and the perfect ones into sacks for marketing.

Through one walnut exchange 185 tons of walnuts were sent out last year, and the total output from Southern California was 825 car-loads.

NOW IS THE TIME TO BUY

OLD VIRGINIA SALAD DRESSING—pint and half-pint.
ROYAL SALAD DRESSING—pint, half-pint and pic-nic.
SYLMAR OLIVE OILS—pint, half-pint, quart, gallon and half-gallon.
DANDICOLLE and GAUDIN OLIVE OILS—half-pint and quarter-pint.
Also **C. & B. LUCCA**—quart, pint and half-pint.

LUCAS, STEELE & BRISTOL, Wholesale Grocers, **Hamilton.**

BROOMS FOR THE MILLIONS

made from the finest selected Whisk Corn.

Ask for "IMPERIAL" Brooms, the best on the market. Give us a trial order of 6 doz., and your customers will be satisfied.

We have also children's "Hearth Brooms" and Whisks, at very lowest prices, looking to value offered.

James Turner & Co.

Branch, Canada Grocers, Limited. **HAMILTON, ONT.**

You can save money by asking for our sample when open to buy—

TRY US.

Teas and Coffees

We have a large stock of all kinds always on hand

CEYLON GREEN SIFTINGS, - -	from 5c. up.	CONGOUS, - - - - - - -	from 10c. up.
JAPAN FANNINGS, - - - - - -	" 6½c. up.	JAPANS, - - - - - - - - -	" 15c. up.
CEYLON AND INDIAN GREENS, -	" 12½c. up.	CEYLON AND INDIAN BLACKS,	" 14c. up.

Special values now in Japans to retail at 25c, 30c and 35c. WRITE FOR SAMPLES—THEY'LL PLEASE YOU.

James Rutherford & Co.

IMPORTERS

27 St. Sacrament St. **MONTREAL.**

MODEL METROPOLITAN STORE.

AMONG the many prominent retail grocery stores of Montreal, and there are a large number that may be classed as conspicuously prominent in Canada's premier commercial city, the store of John Robertson & Son, 2257 St. Catherine street, must be given a place of honorable notice. It is located in the centre of the English section of Montreal's retail district on the north side, between McGill College avenue and Victoria street, and is particularly noticeable owing to its being a somewhat lower building than the surrounding stores. It has one large show window, capable of making excellent displays, and before the fact is overlooked by the writer, it may be mentioned that for tasty, artisticallly arranged, and business-drawing windows, the store of John Robertson & Son has a reputation that few can excel. Robertson's windows always tell a story, a tale of up-to-date business ideas, and the writer has on more than one occasion when admiring the displays heard flattering compliments paid the store by onlookers. In fact it has become an understood thing that "Robertson" always has a good drawing window display, and as the arrangements are changed frequently the public is being constantly kept interested.

Among the latest displays was an object lesson in corn products, the entire window (about 18 feet by 6 deep) containing every conceivable form of the product of corn. It was the Edwardsburg Starch Co. I believe, that supplied the material, syrups, glucose, starches, etc., and to bring the lesson home to the consuming public, there were prepared dishes of puddings, jellies and almost every appetizing dish that can be made with corn starch. The whole arrangement was attractive and a lesson for the public and in all a most creditable display.

Another and a later display was the division of the window into two parts, the one devoted to teas, the other to coffees, and both of these arranged with skill and taste. An inclined plane, at an angle of about 15 degrees was covered with thick layer of black tea about 6 feet square and spelled out in letters of green tea were the words "Pure Ceylon Tea," the green tea on the black background caught the eye. Arranged on all sides of the display were chests, boxes, tins and packages of teas of every description. In the coffee part of the window, on an incline was a layer of dark ground coffee and spelled out with bright yellow whole Mocha coffee beans were the words "Pure Coffee," the whole being banked on all sides by small bales of Mocha and Java coffees, and different sizes and styles of coffee in tins and glass. It was impossible to pass the store without examining and admiring the display.

The writer only mentions a few of the attractive windows lately arranged by Robertson & Son, as space will not permit him to enlarge on what is to him an interesting feature of the grocery trade.

The interior of the store is arranged with every convenience looking to good display of the goods, and prompt and careful handling of same. All the delivering is done from the rear of the store. A Kimball cash carrier system is installed connected with the cashier and bookkeeper's department at the back end of the store. In the warehouse at the back of the store is a large refrigerator divided into compartments and the temperature graded to suit their large stock of butter, eggs, vegetables, etc., in fact it may more correctly be termed a cold storage system on a scale suited to the business.

John Robertson the founder of the business, entered the grocery trade in Montreal in 1857 and has ever since been directly in the trade. He was for 32 years in business on Phillips square, where Henry Birk & Co.'s jewelry store now stands, and only removed to his firm's present quarters two years ago. The move to St. Catherine street from an advertising point of view was a good one as the traffic is constant and good. Mr. Robertson has associated with him in business his two sons, C. J. and J. H. Robertson, both of whom are practical, experienced and up-to-date grocers, and the large family trade of the firm is thus carefully and promptly looked after.

CANNED GOODS FOR ENGLAND.

MR. R. L. INNES secretary-treasurer of the Canadian Canners' Consolidated Companies, left last week for Europe. He will visit all the important points in Great Britain and the Continent with the object of enquiring into the possibilities of further extending the export trade and also of meeting the various foreign representatives of the company. The Consolidated hope to give special attention to the export trade this season and one of the objects of Mr. Innes' visit is to organize thoroughly for the coming season's operations.

Business Changes

ONTARIO.

LAPUM & O'CONNOR, general merchants, Centreville, have dissolved parnership. They have been succeeded in business by O'Connor & McGill.

C. H. Schleacou, grocer and liquor dealer Ottawa, is dead.

A. Lesser, general merchant, Webbwood, has compromised.

A. S. Lawrason, general marchant, Woodburn, has sold out.

C. A. Muma, general merchant, Drumbo, has sold out to G. Ross.

Taylor & Cruso, grocers, Fort William, have sold out to Rutledge Bros.

The assets of the North Star Refrigerator Co., Ottawa, have been seized.

D. McIntyre general merchant, Wanstead, has sold out to A. D. Minelly.

C. Elliott, general merchant, Bradford, has sold out to Whimster & Wilcox.

M. J. Debursy, grocer, Pembroke has succeeded Mrs. Troom in the grocery business.

The premises of G. Marshall & Co., tea merchants, London, have been damaged by fire.

The Essex Flax Mills, Essex, have been destroyed by fire; loss partially covered by insurance.

The Ottawa Fruit and Produce Exchange, Ottawa, have opened a branch at Winnipeg, Man.

The premises of Norman & Dawson, general merchants, Leamington, have been damaged by fire.

The German-Canadian Provision Co., Toronto, have assigned to W. J. Gilks, meeting of creditors March 4.

Ritchie & Campbell, general merchants, Wingham, have dissolved partnership. H. Ritchie continues in business.

W. F. Cockshutt & Co., grocers and hardware merchants, Brantford, have sold their hardware business to A. Ballantyne.

Havill & Morden, proprietors of the International Grocery Co., Hamilton, have dissolved partnership and gone out of business.

J. V. Poaps & Co., general merchants, etc., Ottawa and Oznabruck Centre, have disposed of their Oznabruck business to Gemmell & Burton.

W. A. Reid, grocer, Woodstock, has sold out to O. White. Mr. Reid has

$150 FOR A MOMENT OF REFLECTION!

How many Votes do you think will be polled at the next Dominion Elections, expected to be held some time this year?

408 Prizes will be given away Valued at $500

All that you have to do to entitle you to guess is to buy a package of **"Blueol"** (the new Washing Blue) containing 4 Squares. Send in the outside wrapper with your guess plainly stated.

Address envelope as follows:—

"BLUEOL" COMPETITION.

J. M. DOUGLAS & CO.,

21 St. Nicholas Street, MONTREAL, P. Q.

Be careful to write your name and address plainly. Receipt of guesses will not be acknowledged by us and no communications will be replied to in connection with this Competition.

PRIZES ARE

$150 for the first nearest estimate or guess of the number of Votes polled.
$ 75 for the second nearest guess.
$ 25 for the third nearest guess.
$ 10 each for the next five nearest correct guesses.
A Beautiful Colored Panel Picture for each of the next 400 nearest correct guesses.

To assist you in making up your figures we give the returns of the last two Elections, viz:—In 1896; 835,600 Votes were cast. In 1900; 952,496 Votes were cast.

The Competition will close one week before the Election and the guesses will be recorded in the order received and Prizes distributed accordingly after the Government authenticated returns are available.

This Competition is for the sole purpose of introducing "BLUEOL" as we know if once used it will always be used in preference to any other. We expect, and are ready to lose money in making this introduction of "BLUEOL" to the homes where washing is done.

Don't forget, if your Grocer or General Store-keeper has not got it, he will have no trouble in getting it from the Wholesale trade in any part of Canada.

"BLUEOL" is manufactured by... J. M. Douglas & Co.

Established 1857——————MONTREAL.

Guess Early and Often—A 4-Square wrapper with each guess.

N.B.—This is a Bona Fide Competition and we can refer you to Messrs. A. McKim & Co., the well-known Advertising experts, Star Office Building, Montreal, as to our responsibility.

J. M. DOUGLAS & CO.

TEAS

We are offering exceptional value in all grades of Tea—

INDIA **HYSON**

CEYLON **JAPAN**

Our lines of Green Ceylon (Japan Style) surpass anything hitherto offered.
Communicate with us or see our travellers before buying. It will pay you.

THOS. KINNEAR & CO., Wholesale Grocers, **49 Front St. E., Toronto**

There are enough "just as good" articles on the market to worry the life out of retailers and customers alike. In handling jar cheese you can avoid that trouble by offering only "MacLaren's Imperial" and "MacLaren's Roquefort." They are the only "best" kinds. The others are of the "just as good" variety and only give an opportunity for dissatisfaction.

A. F. MacLAREN IMPERIAL CHEESE CO., Limited
MANUFACTURERS AND AGENTS,
51 COLBORNE STREET, TORONTO.

been in business for 47 years and is the longest established grocer in Woodstock.

A winding-up order has been granted the Crown Mfg. Co., manufacturers of grocers' supplies, Toronto. J. P. Langley has been appointed provisional liquidator.

Balfour, Stewart & McLaren, wholesale tea and coffee merchants, Hamilton, have dissolved parnership. Balfour & McLaren continue in the tea business and Stewart in the coffee business under the style of the Puritan Coffee Co.

QUEBEC.

The La Rue Tobacco Co. Montreal, have registered.

Charbouneau & Co., grocers, Lachine Locks, have assigned.

The Domnion Linseed Oil Co., Montreal, have registered.

The assets of A. Demers, grocer, Montreal, have been sold.

The Grocers' Trading Mfg. Co., Montreal, have registered.

The assets of H. Lamouche, grocer, Montreal, are to be sold.

Ferron & St. Onge, grocers, Montreal, have dissolved partnership.

The assets of C. Brault, general merchant, La Macaza, have been sold.

D. O. Michou, grocer, etc., Montreal, has assigned to Lamarche & Benoit.

N. Valade, of N. Valade & Co., barbers and tobacconists, Montreal, is dead.

Consent of assignment of J. I. Bissonette, general merchant, Laprairie has been filed.

The assets of N. Desgroseilliers, grocer, Montreal, were advertised to be sold March 3.

The Diamond Starch Co., starch manufacturers, Montreal, have dissolved partnership.

The Austrian Bosnia & Harzegovina Turkish Tobacco Importing Co., Montreal, have registered.

A. Gagnon, grocer, Quebec has assigned; a meeting to appoint a curator called for 2nd inst.

A meeting of creditors of J. Dupont, general merchant, Valcourt was announced for 1st inst.

The Eagle Mfg. Co., manufacturers of starch and grocers' supplies, Montreal, have registered.

Cote, Boivin & Cie., wholesale produce and hardware merchants, are opening a branch at Roberval.

The dissolution of partnership of Richard & Genois, general merchants, St. Raymond, has been registered.

QUALITY COUNTS, THAT IS WHY

Upton's

PURE FRUIT
JAMS
JELLIES and
ORANGE
MARMALADE

ARE SO WELL LIKED BY THE CONSUMER.

A. F. MacLAREN IMPERIAL CHEESE CO., Limited, SELLING AGENTS. TORONTO.

A meeting to appoint a curator to J. A. Michaud general merchant, Chicoutimi, was announced for 29th ult.

J. Brown wholesale fruit merchant, etc., Montreal, has admitted his sons, R. B. and J. E. Brown to partnership. The style of the firm is J. Brown & Sons.

Demand of the assignment of L. S. Plamondon, general merchant, South Durham, has been made. Mr. Plamondon has since offered 60c. on the dollar, cash.

NEW BRUNSWICK.

H. E. Sinnott, grocer, Sussex, has closed out his business.

O. Poirier, general merchant, Shediac, has been sold out by the sheriff under execution.

NOVA SCOTIA.

Anderson & Letteney, general merchants and fish dealers, Digby, have dissolved partnership.

E. S. Tracey, manufacturer of pickles, syrups, etc., Halifax, has admitted N. Fisher to partnership. The style of the new firm name is the E. S. Tracey Manufacturing Company.

MANITOBA AND N.W.T.

A. McCredie, grocer, Pincher Creek, has sold out.

J. Freeborn, grocer, Morden, has sold out to J. A. Hobbs.

G. D. Stephens, confectioner, Wawanesa, has gone out of business.

J. F. Fudge, pork packer, Wapella, has sold his butcher shop to J. Irving.

W. A. B. Hassett, general merchant, Minnedosa, has sold out to J. McMillan.

J. Snyder, miller Morden has been burned out; loss partially covered by insurance.

F. W. Dunn & Co., general merchants, Red Deer, have sold out to W. J. Robinson.

B. J. Matthews, general merchant, Siglunes, has assigned to C. H. Newton, Winnipeg.

A meeting of creditors of W. & M. Olson, grocers, Strathcona, was announced for 26th ult.

M. Rosner, general merchant, Plum Coulee, has been succeeded in business by Rosner & Fraser.

W. Robe, Jr., of Dickson & Robe, general merchants, Indian Head, is dead. A meeting of creditors of Dickson & Robe has been held.

A meeting of creditors of Westaway & Skilton, general merchants, Battleford, has been held.

Burdick & Blair, general merchants, Lacombe, have sold their stock at Blackfolds to W. Ritson.

The stock of A. B. Grout, general merchant, Swan River, was advertised for sale by auction, March 2.

The Condie Supply Co., general merchants, Condie, have been succeeded in business by Tifton & Heggie.

BRITISH COLUMBIA.

C. B. Hume & Co., general merchants, Trout Lake City, have sold out to A. G. Fraser.

Clark & Pearce tobacconists and liverymen, New Westminster, have sold out to Johnson & Cameron.

PIE PEACHES

3lbs.

We offer a splendid value in this fruit to retail at 10c.—and give you a good margin—

See our travellers or us drop a card.

THE

Davidson & Hay,

LIMITED,

Wholesale Grocers,

TORONTO.

DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

Developing Pork Industry.

MR. W. E. MATTHEWS, of the George Matthews Co., is quoted by the Ottawa Free Press as a strong supported of the fat stock and dairy show which is to be held at the capital from the 7th to 11th inst. Mr. Matthews states that when the packing house in Hull was established by his firm, only 600 hogs were purchased the first year in the district east of Kingston. This was less than one-tenth of the number handled that year, but it was all that could be secured. Last year the Hull factory paid out $725,000 for hogs to the farmers east of Kingston, and $800,000 to farmers farther west. It was found necessary to go to the extreme Western counties of Essex and Kent for a considerable number of hogs.

These figures show at once the great development both of the Matthews Co., which now have large factories at both Peteroboro and Brantford, and the hog raising industry in Eastern Ontario.

At the fat stock show large prizes are offered for live hogs suitable for making Wiltshire bacon, and also for dressed carcasses of the best quality. Practical lectures are given by breeders, butchers, and others with live animals as object lessons in the first part of the program and the carcasses at a later stage of the proceedings. In this way farmers are taught to produce the class of animals that the packers require to maintain and increase their export trade. It was by an educational campaign of this sort through the medium of farmers' institutes that Canadian farmers were first induced to take up the growing of pigs suited to the production of Wiltshire bacon, the result of which was seen in a twenty fold increase ($600,000 to $12,600,000 per annum) in the export bacon trade of the Dominion in a single decade.

Peterboro' Cheese Board.

The annual meeting of the Peterboro' Cheese Board was held in Peterboro' Saturday afternoon last, with a full representation of salesmen present. An address by Mr. N. G. Sommerville of Brockville on cold-curing formed a part of the afternoon's program. The only important matter legislated on was that designed to compel cheese buyers to take cheese purchased at the price at which it was bought. Considerable trouble has been experienced in the past by buyers refusing to pay the price contracted for in the event of the price dropping between the time the cheese was bought and the date of delivery. To obviate this a motion was carried to the effect that the president be instructed to accept no bid on the board unless the sum of $10 be deposited with the salesman of each factory as selected by the buyer at the time of the sale, and the said deposit be satisfactorily made. The following officers were re-elected :. President, J. M. Drummond; vice-president, E. M. Elliott; secretary, J. Riddell; treasurer, J. G. Galvin. The first meeting of the board will be held on May 18th.

To Improve Cheese.

Daniel Derbyshire, president of the Eastern Dairymen's Association, had an interview last week with Hon. John Dryden to ask for an increased grant for the payment of instructors of cheesemakers. Last year $4,000 was the amount of the Government's grant, and in the eastern district 22 instructors were employed. Mr. Derbyshire asked that the grant be raised to $8,000 and that the number of instructors be increased. The factories each contributed $15 to the fund, and it is proposed to increase this to $20.

Making Cheshire Cheese.

An innovation has been introduced this year at the Ontario Agricultural College, in the way of a lady instructor from England, who is teaching the making of Cheshire cheese. The method is very similar to that followed in Canada, except that less heat and acidity are used, and, consequently the cheese thus made are somewhat softer and to some extent more palatable than much of the Summer cheese made in Canada.

The William Davies Co. have opened a new branch store in Galt.

London Butter Trade.

THE butter trade during the past year has been a notoriously big one, says the London, England, Grocery, and still it seems to expand without stop. Our dependence on foreign countries for the productions of butter they can spare us is greater than ever, and it is no exaggeration to say that the total importations of the article into the United Kingdom are now in cash value at the rate of over £20,000,000 sterling per annum. So well and regularly has the London market been supplied from different quarters that seldom, and then only at short intervals, has anything like real scarcity been experienced, though finest sorts of butter have, of course, been less plentiful in proportion to other kinds, and periods of depression have rarely been prolonged. The system of cold storage has been less extensively resorted to for butter than in 1902, with some advantage to the parties chiefly concerned, and all serious risks have thereby been carefully avoided. Sudden and unwarrantable fluctuations in prices have thus been effectively checked by the movements of the market being more under control; nevertheless, as a result of the year's trading in butter the closing quotations in several instances differ widely from those in January last.

Areated Milk.

A new discovery is announced with regard to the treatment of milk, by which it may be kept without having recourse to preservatives in the shape of boric acid and the like. By means of suitable machinery the milk is impregnated with pure oxygen and carbon dioxide, much in the same manner as areated waters are treated with carbonic acid gas. This has the effect of keeping the milk for almost any length of time, provided the bottles remain unopened until required.

It is said that the discovery will enable Canadian farmers to place their cream on the British market at a price which will compare very favorably with the current price of milk to-day. A large plant has been erected in Battersea, and there is already a demand for areated milk.

Telegraphic Address, "DOMINO," Charlottetown.

The Dominion Packing Company, LIMITED.

Codes Used A.B.C. LIEBERS PRIVATE.

Charlottetown, P.E.I. Canada

We control the product of

"The Charlottetown Preserving Co."

Pure Fruit Jams, Canned Fruits, etc.

TO THE TRADE

Our travellers are now out with full samples of our new pack Canned Meats, etc. We guarantee the quality equal to any packed on the American Continent. All bright, artistic labels. Let us give you quotations on your season's requirements—it pays to look ahead.

C. C. Corned Beef, 1's, 2's, 6's and 14's, square tins.
Whole Ox Tongues, sizes, 1½'s, 2's and 2½'s.
Prime Roast Beef, sizes, 1's, 2's and 6's.
Prime Roast Mutton, sizes, 1's, 2's and 6's.
Lunch Tongue, size, 1's, 2 doz. to case.
Oxford Sausage, sizes, 1's and ½'s.
Oxford Brawn, sizes, 1's and 2's, square tins.
Compressed Cooked Ham, sizes, 1's and 2's, square tins.
Potted and Deviled Meats, sizes, ½'s and ¼'s.
Chipped Dried Beef, sizes, 1's and ½'s.
Honeycomb Tripe, sizes, 1's and 2's.
Royal Baked Beans, sizes, 1's, 2's and 3's, either plain or with sauce.
Lunch Sausage, size, ½'s, 4 doz. to case.
Vienna Sausage, size, ½'s, 4 doz to case.
Soups, Ox-Tail, size, 2's, 2 doz. to case
Kidney Stew,
Mutton Broth.

ABOVE ALL PACKED IN KEY-OPENING TINS.

Royal Condensed Mince Meat, 36-12 oz., 36 packages to case.
Home-Made Wet Mince Meat, 2 and 5 lb., fibre packages; 7, 14 and 25 lb. pails, tubs and bbls.

Branches at HALIFAX, SYDNEY and ST. JOHN'S, NFLD

Cheese

We think now is about the time you should buy for your requirements, especially if you want a few good Septembers to hold for Summer trade. Indications are that Spring making will be late this year and English buyers will soon be along picking up all the choice stock. We can give you excellent value, either new or old and in white or colored, also a few prime Stiltons.

F. W. FEARMAN CO., Limited

PORK PACKERS and LARD REFINERS.

HAMILTON, ONTARIO.

Our Hams and .. Breakfast Bacon

are Sugar-Cured, Full-Flavored, Delicious and Appetising.

Just the quality your trade demands.
Prepared from selected Pea-Fed Hogs only.

WE ARE BOOKING EASTER TRADE REQUIREMENTS.

Order now to avoid disappointment.

The Park, Blackwell Co., LIMITED

PORK AND BEEF PACKERS,

TORONTO, ONT.

Easter Trade

is a holiday trade it wants the best.

Rose Brand Hams
Rose Brand Bacon

mild, sweet cured, fresh smoked, give tone and quality to your display. Order now from **Peterborough, Hull** or **Brantford.**

The George Matthews Company, Limited.

Established 1868.

We are buyers of

Poultry, Butter AND Eggs.

The best facilities for handling consignments. Up-to-date Cold Storage.

The J. A. McLean Produce Co., Limited

73-75-77 Colborne Street

Telephone Main 2491. **Toronto.**

PROVISION AND DAIRY MARKETS.

Toronto.

Provisions—Packers have found it difficult to get supplies of hogs on account of the disruption of transportation and one large firm bought a lot of 70,000 pounds that have been held in cold storage for some time at strong figures. In cured business is chiefly with places which must get in supplies while the sleighing lasts, but provision men are already looking forward to the opening of navigation. Prices as quoted below are all firm and lard has been advanced another 1-4c. since last week. We quote:

Long clear bacon, per lb	$ 0 08	$0 08½
Smoked breakfast bacon, per lb	0 12½	0 13
Roll bacon, per lb	0 09½	0 10
Small hams, per lb	0 12½	0 13½
Medium hams, per lb	0 12	0 13
Large hams, per lb	0 11½	0 12
Shoulder hams, per lb	0 09	0 09½
Backs, per lb	0 13½	0 14
Heavy mess pork, per bbl	16 00	16 50
Short cut, per bbl	18 00	18 50
Shoulder mess pork, per bbl	14 00	14 50
Lard, tierces, per lb	0 08	0 08½
" tubs "	0 08½	0 08¾
" pails "	0 08¾	0 08¾
" compounds, per lb	0 07½	0 08
Dressed hogs, light weights, per 100 lb	....	6 50
" " heavy " "	....	6 25
Plate beef, per 200-lb. bbl	....	10 50
Beef, hind quarters	6 50	8 75
" front quarters	4 50	5 50
" choice carcases	6 50	7 25
" medium	5 50	6 50
" common	5 50	5 75
Mutton	6 50	9 00
Lamb	8 00	10 00
Veal	6 00	9 00

Butter—Complaints are heard as to the quality of creamery, which owing, it is said to irregularity in gathering, is not so good as it should be. Dairy being received is on the whole fair. Considerable quantities of butter are thought to be in the country, but receipts are just about equal to demand. Prices are unchanged. We quote:

	Per lb.	
Creamery prints	0 20	0 22
" solids, fresh	0 19	0 20
Dairy rolls, large	0 15	0 16
" prints	0 16	0 17
" in tubs, best	0 15	0 16
Under qualities	0 12	0 14

Cheese—This line continues without interest. Export demand is not making itself felt and local consumption is just normal. Some houses quote as high as 11c. for extra fine large. We quote.

	Per lb.	
Cheese, large	0 10½	0 10¾
" twins	0 11	0 11¼

St. John.

Provisions—Barrelled pork is again higher, though the advance perhaps not as marked as was expected. Beef has shown but little advance, but is very firm. Canadian shippers have made but little difference in price of pure lard but have in several cases withdrawn prices. Refined lard shows a small advance. Smoked meats are held firm, sales light. In fresh meat there is little change, beef is quite plentiful at even prices. Veal is now freely offered. In lamb the market is quite firm. Mutton is rather dull. Pork shows little change. Local packers are buying Ontario pigs. Poultry is very high.

Mess pork, per bbl	$17 00	$19 00
Clear pork "	18 00	20 00
Plate beef "	12 00	14 00
Mess beef "	10 00	12 00
Domestic beef, per lb	0 05	0 07
Western beef "	0 07½	0 08½
Mutton "	0 05½	0 07
Veal "	0 07	0 09
Lamb "	0 07	0 08
Pork "	0 07	0 07½
Hams "	0 12	0 14
Rolls "	0 10	0 11
Lard, pure, tubs "	0 08½	0 08¾
" " pails "	0 09	0 09½
Refined lard, tubs	0 08½	0 08¾
" " pails	0 08¾	0 09

Butter—Some western is being sold, chiefly in better grades. While stocks of medium are quite large, there seems less bad butter than usual.

Creamery butter	0 20	0 22
Best dairy butter	0 18	0 20
Good dairy tubs	0 16	0 18
Fair "	0 14	0 15

Eggs—These continue to be very scarce and prices are fully maintained. Ontario stock is freely sold.

Eggs, henery	0 40	0 45
" case stock	0 33	0 35

Cheese—Stocks are small and prices very firm.

Cheese, per lb	0 12½	0 13

Montreal.

For Montreal dairy and provision markets this week see general Quebec markets.

London Provisions.

Thomas Nesbitt & Co., in their latest report under date of February 15th, say:

Weather fine and colder. Business somewhat improving.

Butter—Market steady and trade more active.

Bacon—Is selling more freely. Irish unchanged. Continental generally 1s. to 2s. dearer, although the arrivals are still large. Canadian steady at about late values.

Hams—In only limited demand.

Lard—Bladdered in fair request. Pails, etc., quiet.

Eggs—Best quiet. Medium and cheaper descriptions wanted.

Cheese—Trade still dull, and prices easier.

Cut in Provision Rates.

Owing to a reduction of ocean freight rates, says the National Provisioner, the Grand Trunk, Canadian Pacific and other lines have announced a cut in provision rates from Chicago for export via Boston, Portland, Me., and St. Johns, N.B.

A WHEAT FOOD

Grocers, urge the sale of Macaroni.

It replaces no other goods you sell.

It pays a good profit.

The Macaroni made by us excels the imported article. Is made cleaner, better and more attractively packaged.

Send for free samples.

When ordering give your wholesaler's name.

NAPOLI MACARONI CO.,
Hayter and Teraulay Sts., TORONTO, CANADA

Seed Corn
All Field Varieties
Write or wire us for prices.
ALSO
HAND-PICKED and PRIME
BEANS
Fred. B. Stevens & Co.
CHATHAM, ONT.

Brooms
Brushes
Baskets

Butter Ware
Butter Paper
Butter Tubs

Wooden Ware
Willow Ware

Walter Woods & Co.
Hamilton and Winnipeg.

THE SUCCESSFUL TRAVELLER.

By Herbert C. Ridout.

THE ideal traveller is not always the man who, the very first trip, brings back a bag full of orders. They may bear testimony to his good talking abilities, and in value represent his wages for the next two or three years, but they are not much good if in the course of a few months he cannot go back and ask for repeat orders. The firm may have given him that first order simply to get rid of him, because he had talked or persuaded them into it, or they may have been busy just at the moment that he called, and gave the order rather than be subjected to persistent interruptions. Or it is not improbable that the traveller has, in his zeal, "put up the back" of some minor member of the firm he is "nursing" and that this individual has put a word in against him.

It behoves a traveller to be as wary as a cat. A chance word here, or even a joke there, has lost many a repeat order.

The ideal traveller is the man who has a standing connection, with which houses he is as welcome as the day, and where he may invariably look for orders to come his way.

The traveller who knows his business does not always lift an order at the first visit. He wants to have a ground well cultivated and which will bear more than one crop of fruit. To take an order on the first visit savors to him too much of grabbing, and he cannot afford to leave such impressions behind him.

He strives to create a good impression that will serve as a standing introduction for him, that will not cause the customer to refuse to see him next time he comes in, but will rather make him inclined toward seeing him. Creating a good impression at the first time of calling is the most important point to the traveller who wants to make a good thing of it, and who is striving to live by it. He does not always talk "shop," indeed the probabilities are that he has a hobby in common with the man he is talking to. And if we could but follow him into one or two of the houses, we should most likely find that whilst in the first he is an ardent piscator, in the second he is devoted to golf, and in the third a philatelist gone mad.

Of course he has discovered that these are the weak points of his prospective customers, and he is playing upon them. But he plays upon them lovingly, as an organist handles the stops of an organ, and just as effectively too. He does not make the mistake of showing the customer how much he himself knows about the sport or game, or whatever it is. No, he makes a good listener, just dropping a word here and there to keep the subject alive. But if the other's interest flags the traveller who knows his business is on his feet in a moment, and ready to bid his customer good-day.

The ideal traveller can sum up the character of the man he is dealing with in a trice. He grasps by intuition whether the man is a possible customer or whether he is not. He is a man of many moods, and he can suit himself to the temperament of the man he is conversing with.

He is not ashamed of his business as so many travellers give one the impression of being. The consequence is that he goes about his work in an enthusiastic way which carries most things before it. His enthusiasm carries him through where less perceptive men would stick fast, and he usually imparts a little of his enthusiasm to all with whom he comes into contact. He looks for success, and it comes to meet him half-way.

The ideal traveller looks every word he speaks; his face as often as not carries the conviction of his word, and people like dealing with him because he looks honest.

He is familiar with his goods from first to last, and can explain away a seeming fault so that even a practised workman is obliged to admit its possibility. Usually he has graduated from the lower rungs of the business ladder, a fact which accounts for many of his characteristics as a traveller. The courtesy one meets with at his hands stamps him as one of nature's noblemen. The knowledge he radiates when talking of the goods he is handling, indicates in itself that he has had a practical inside experience of them.

He is in all things the bearing of a gentleman, and the enthusiasm he possesses and the knowledge he displays more than compensate for any deficiency in flow of rhetoric. As a matter of fact this lack is often a blessing in disguise, for it is sometimes the best speakers among the gentlemen on the road who prove such bores to those they call upon. This does not hold good in every case, however, it must be admitted.

His personality is magnetic, and he is attractive in his manner. He has learnt that there must be as much merit in the man himself as in the goods he stands for, if he is to keep a permanent following and his position. As a natural sequence, his coming is, if not actually eagerly anticipated always welcomed, and he is probably even shaken by the hand whilst other travellers are obliged to content themselves with a wave of the hand as the principal motions them to a seat, or even handed over to a subordinate.

The really successful traveller makes friends wherever he goes, and he is able to claim that measure of success which comes as a reward to keen insight, sagacity, applied wits, resolution, courtesy and unceasing rectitude of behaviour in business matters as well as outwardly. Such men make heads of firms.—Grocery.

THE GROCER OF THE FUTURE.

IS he to be a man or a machine? An organizer or a button in the organization, to be pressed at will? Is his pathway to success through independent policy and action, or through organized effort? Is he to be a mere distributor, or part of a buying organization and manufacturing scheme? These are a few of the questions American grocers are asking, and it is evident that the grocers of the United Kingdom are asking similar questions, and are, like those on this side, going through a process of evolution.

"It is certain," says our esteemed contemporary, the London Grocer, "that the grocer of the future will have to make himself more familiar with the legal points of the trade, and there are three factors that occur to us as important in this connection. In the first place, it has become doubly important that every grocer should regularly and intelligently read his trade paper; secondly, every grocer should belong to a trade association; and thirdly, the coming generation of grocers must be better trained either by a return to the apprenticeship system or some other method. There may not be so much hard manual labor attached to the trade as in bygone days, but it demands a close and intelligent study of a thousand and one details that our fathers knew nothing of, and grocers are entitled to be paid for head work as much as for handiwork. Therefore, while they fight against every form of dishonesty, and endeavor to obey the law in every detail, let traders also see that their legitimate profits are maintained at a level that will remunerate them adequately and raise the whole status of the trade from the foolish cut-throat competition that has too long thrown a shadow over it."—American Grocer.

Grocer general Must . . . . . FITZ

ONE PROOF of the merit of an article is the number of its imitations.

WE WERE THE FIRST

to introduce to the trade in Ontario a fast selling line of PURE TABLE SYRUP, put up in handsome tins—

OUR

"GOLD MEDAL" TABLE SYRUP

RIGHTLY HOLDS FIRST PLACE ON ACCOUNT OF ITS QUALITY.

In Purity, Flavor, Body and Appearance—— it is the standard of its legion of imitators.

PUT UP IN

2-lb. tins, cases	each	24	tins
5-lb. " "	"	12	"
10-lb. " "	"	6	"
20-lb. " "	"	3	"

THE "MONEY-BACK" KIND.

Every tin has our guarantee.

FREIGHT PAID
—ON—
5-CASE LOTS
UP TO NORTH BAY.
SPECIAL PRICES
F.O.B. Winnipeg, Man.

THE EBY, BLAIN CO., LIMITED, Wholesale Grocers, TORONTO.

PACIFIC CAVIARE.

FOR many years, says The Pacific Fisherman, sturgeon was looked upon as a "by-product" of the Columbia River, yet thousands of them were caught and the eggs of the female, pickled and called caviare, netted much profit to a few. Joint legislation of the States of Washington and Oregon recognized the value of this fish and enacted laws that prescribed seasons for the catching of it and the size that could be caught. This law must have answered a long-felt want, or at least attracted attention to the industry, as for several years afterwards no large sturgeon could be caught, it being remembered that the fish laws on the Columbia are very laxly enforced. During the present Winter the catch of sturgeon has shown an increase, and the fish are equally in flavor to any species for the table, but their appearance creates a prejudice against them, and they are generally served at restaurants and hotels as "sea bass," and considered an edible luxury from the ocean. As a matter of fact, if the dealers in the roe of the female was not present, few "sea bass" would ever reach the table.

Practically no supplies of genuine caviare are coming forward at date, and the stricture is intensified by the Arctic weather unprecedented in the district around the Great Lakes. There is a good deal of talk about "spoonbill" caviare of late. The trade is not handling same to any large extent, as the product is susceptible to any change in the temperature and deteriorates greatly if preserved for any length of time. It is, however, in request by delicatessen and saloon counter trade.

W. Scott, general merchant, Hilton, has been succeeded in business by Laird & Gibson.

Perhaps

you have been thinking of buying a COFFEE MILL—If so

you have

the opportunity of buying a "NATIONAL."
A better mill you have

never heard of. It yet remains to be invented. It is a

TIME, MONEY AND LABOR SAVER

Are you interested to know more of the good points of

THE "National"

IF SO—WRITE

THE EBY, BLAIN CO., LIMITED

SOLE AGENTS IN CANADA. TORONTO.

DEPARTMENT OF ADVERTISING SUGGESTION AND CRITICISM

Edited by John C. Kirkwood, TORONTO.

NOTE—Herein are discussed the principles and practice of advertising. Subscribers are invited to send Mr. Kirkwood specimens of their newspaper and other advertising, for the purpose of review in this department. Address care of Department of Advertising, THE CANADIAN GROCER.

An Improved Grocery Advertisement.

IT may recall itself to the readers of this department that I somewhat severely criticized an advertisement of Messrs. Rupple & Co., Elmira, Ont. The advertisement in question was as follows :

The White Grocery

Ruppel & Co.,
Elmira.

I am in receipt of a letter from Messrs. Rupple & Co., in which they say: "We wish to thank you for the criticism of our advertisement. Same has awakened us in the advertising line, but wish to say that we are not in the habit of advertising in that way. We are mailing you this week's advertisement and would be pleased and grateful for any pointers you can give us in improving it."

The chief criticism I have to offer with reference to the accompanying advertisement relates to the display rather than to the matter. The matter is good, so far as it goes. The enumeration of "Stock Taking Bargains" makes a most readable list, and one that cannot help but interest the thrifty housewife. It will be perceived that these are unusual values. The goods offered are seasonable and are good buying at the prices quoted. Then, too, there is no waste matter. It is a "strictly business" advertisement, and the buying public cannot but approve of it. It is in marked contrast in all these respects to such common announcements as

Fresh groceries and provisions of all kinds.

Everything fresh and clean.

Jas. McMurray.

CHOICE GROCERIES

A Complete Assortment.
Quality Guaranteed.
Prices right.
A trial order will convince you.

Wm. Jones

General statements concerning one's business are all right sometimes, but when it comes to selling goods specific announcements are desirable, indeed, necessary.

This advertisement of Ruppel & Co.'s would have looked better and would have been more easily read had the special prices been brought out in a black face type, and extended to the end of the line in each case, so :

ECLIPSE SOAP, reg. 5c. each, now.....7 for 25c.
OLD BROWN WINDSOR SOAP, each..... .01
TEA Dust, reg. 15c., now, per pkge ..... .10

It is very desirable when making out price lists to keep the eye as much as possible, to enable it to skim over the

Stock Taking Bargains

—AT—

"The White Grocery"

For the Public while they last, as follows :

Eclipse Soap, reg 5c. each, now 7 for 25c.
Ivory Bar Soap, regular 5c. each, now 7 for 25c.
Old Brown Windsor Soap 1c. each.
Strengthfude Breakfast Food, reg. 15c., now 10c.
Rokco Cereal, reg. 30c. pkg., now 25c.
Evaporated Pumpkin, reg. 12½c., now 8c.
Tea Dust, reg. 15c., now 10c. pkg.
Home-made Marmalade, in pint sealers, for 25c. and tumblers at 10c. each.
Honey Syrup in 10c., 25c., 50c., and $1 tins,
Mat Figs, 7 lbs. for 25c.
Oranges, 1c. each or 10c. per doz.
Fancy Pepper & Salt Shakers at 5c. each.
Assortment of Plates at 5c. each.
Jardineres at 10c. each.

Ruppel & Co.

list rapidly, and to grasp in a flash the significance of the prices quoted. This is true even when the prices given are not less than regular. It must never be forgotten when preparing advertisements to make the matter read easily and swiftly. An advertisement that taxes the attention of the reader over much will in a majority of cases be passed over unread. Some advertisers go on the assumption that the public read their announcements faithfully, no matter how uninteresting they may be. It is much safer to think that the public is not at all interested, and that its attention and interest must be compelled. Better advertising will result if one holds to an idea of this sort. The man who talks to the public of his own accord, and who desires its closest attention, should seek in all ways to please it, to fulfil its severest exactions.

Stock Taking Bargains

—AT—

"The White Grocery"

For the Public while they last, as follows :

Eclipse Soap, reg 5c. now.....	7 for .25
Ivory Bar Soap, reg. 5c., now.....	7 for .25
Old Brown Windsor Soap, per cake	.01
Strengthfude Breakfast Food, reg 15c....	.10
Rocko Cereal, reg. 30c. per pkg.	.25
Evaporated Pumpkin, reg. 12½c.....	.08
Tea Dust, reg. 15c. per pkg.....	.10
Home-made Marmalade, pint sealers....	.25
" " tumblers	.10
Honey Syrup, in tins	.10, .25, .50, 1.00
Oranges, each 1c. ; per doz.	.10
Fancy Pepper and Salt Shakers...	.05
Assortment of Plates, each	.05
Jardineres, each.....	.10

Ruppel & Co.

The careless advertiser soon loses his audience.

One more criticism of the advertisement under review : It is top heavy. "Stock Taking Bargains" is in a type the size and face of which are too large for what follows. This is a minor fault and must be attributed to the compositor.

I am recasting the advertisement in accordance with my own conclusions and submit same to my correspondents and readers generally for their judgment.

The dissolution of partnership of Newitt & Co., dry goods and general merchants, Ymir, has been registered.

SHARE WITH US

We have built up as you know a large business in Coffees. C. & S. Coffees are considered **Standards.** We have spared no expense in any department. We have spent thousands of dollars in drawing the attention of the public to the merits of our goods. If you will make them a **Feature** and see that your stock in trade is always "kept up" you will **Share With Us** the prosperity that an article of merit always brings.

Chase & Sanborn,

The Growers and Importers, - - - MONTREAL, P. Q.

RED SEAL

Tomato Mustard
Tomato Chutney
Chili Sauce
Worcestershire Sauce

RED SEAL

4 delicious relishes, equal in quality and attractiveness to the best imported, and no higher in price than inferior goods.

Prepared under the personal supervision of an expert processor secured from the United States for this especial purpose.

Send **at once** to **your** wholesale house for a sample assorted case. If they cannot supply you write us for names of wholesalers **who can.**

Be a **leader:** Let your competitor **follow.** You will **have** to have them sooner or later—better, **sooner.**

CANADIAN CANNERS' CONSOLIDATED COMPANIES LIMITED

HAMILTON, ONTARIO.

Mrs. Dooley

is a widow. And it has been said that "A little widow thing." it is dangerous

Mrs. Dooley's Laundry Soap

is being taken up by the retail grocery trade with a fervor quite unusual. Perhaps the charms of Mrs. Dooley may have something to do with it, but a sounder reason is the excellence of the Soap itself—it contains borax, and the fact that it pays about 10 per cent. more profit than other soaps.

Price List on Mrs. Dooley's Laundry Soap:

	100 bars.	60 bars.
1 Case lots - -	$3.70	
5 " " - - -	3.60	2 15
10 " " - -	3.50	2.10
25 " " - - -	3.40	2.05

FREIGHT PREPAID ON 5 BOX LOTS.

Send for Booklet, "The Story of Mrs. Dooley," Free.

THE
Metropolitan Soap Co.
LIMITED
TORONTO.

Fresh and Cured Fish

To Close Canneries.

THE British Columbia Packers' Association will not operate all its canneries during the coming season. G. I. Wilson, president of the British Columbia Packers' Association, says that as but a small run of fish is expected this year, it had been decided to cut a number of the packing plants out of operation on the score of expediency, and next year is expected to furnish the largest run of fish of the past four years. Last year the Fraser pack was but 204,000 cases, and that of the North but 160,000 cases—practically a failure.

The English salmon market is firm just now, according to latest advices of the British Columbia Packers' Association, and while the demand is not very marked at this season of the year, stocks are not so large that prices can be hammered down.

Reports received from Seattle and San Francisco state that many of the canneries of the Alaska Packers' Association will be shut down this year, especially those on the Southeastern Alaskan coast, where the pack is principally pinks. The more northerly of the canneries, which secure reds, will be operated to full capacity if the fish can be secured. Last season's pack of Alaska pinks did not sell very well, on account of there being no demand for that low quality of fish, and packers lost heavily.

B. C. Herring Fisheries.

A Seattle syndicate is thinking of engaging in the herring fishing industry on the east coast of Vancouver Island, says the Victoria Colonist. At the last meeting of the Nanaimo Board of Trade a letter was read in which Mr. Max Johnson, of Seattle, stated that he was considering the advisability of going to Nanaimo to go into the fishing industry. He suggested that permanent traps, fishwheels and seines should be prohibited, and also the deposition of refuse in the harbor, as this practice had driven away the great shoals of herring which formerly visited Port Townsend and Bellingham Bay. He pointed out that the fish which abounded in Nanaimo harbor formed a great source of wealth only requiring a little care to be retained. A committee was appointed to wait upon Mr. Ralph Smith, M.P., with a view of pressing upon that gentleman the necessity of securing regulations along the lines suggested.

Temiskaming Fish.

It is rumored that all commercial fishing in Lake Temiskaming is to be prohibited and that the existing supply will be preserved for the settlers.

Lake Champlain Fisheries.

In 1901 representations were made by fishery officials of the States of Vermont and New York in favor of abolishing seining in Lake Champlain. The fishing on the Canadian side of the lake was mostly in Mississquoi Bay, but only at certain periods of the year. The Canadian Government adopted a regulation prohibiting seining in Mississquoi Bay, but were surprised to find that the seine continued to be used on the United States side of the lake. In answer to a remonstrance, it is said the reply was made that the action of the Americans could not be controlled. In view of these circumstances the embargo against the use of the seine by Canadians in the waters of Lake Champlain will be removed.

APPOINTED SELLING AGENTS.

The International Brokerage Co., of Toronto, have secured the agency for Mrs. Dooley's Laundry Soap from the makers, the Metropolitan Soap Co., and with their staff of salesmen throughout the Dominion will engage in a vigorous campaign to introduce this new soap.

The name "Mrs. Dooley" naturally has caused a flow of wit and humor among the trade, but the makers recognize in the name an advertising asset of no mean proportions. "The Dooley Booklet" has had a wide distribution and contains a very interesting statement. It is worth writing for.

J. L. Roberge & Co., general merchants, Thedford Mines, have assigned. V. E. Paradis has been appointed prosisional guardian.

If a grocer wants a policy by which to do business we'll give him one without extra charge. Sell

Blue Ribbon *Ceylon* Tea

and be honest. The one follows the other and both gleam brightly as the noon-day sun.

Push the Red Label Brand.

Each grocer our agent.

A Profit Earner

B. T. BABBITT'S

TRADE "1776" MARK

SOAP POWDER

Takes the Dirt and leaves the Clothes.

HANDSOME PREMIUMS AND PANEL PICTURES FREE FOR TRADE MARKS.

SEND FOR ILLUSTRATED CATALOGUE.

WM. H. DUNN

Agent Montreal.

ALWAYS ANXIOUS

to please our friends and customers we have had prepared in three colors, a **Map** of **Japan** and **Russia**, which we will send FREE on receipt of the coupon BELOW.

These maps are printed in English and **French**, and will be of great assistance in following the movements of both armies.

Laporte, Martin & Cie.,

MONTREAL, P. Q.

The Canadian Grocer

Messrs. Laporte, Martin & Cie, Montreal:

Kindly send us the Map of Russia and Japan.

NAME .....

PLACE .....

PROVINCE .....

(Write Address Plainly)

CLASSIFIED LIST OF ADVERTISEMENTS.

Ammonia.
Harvey, John G., Todmorden Ont.

Baking Powder.
Capstan Mfg. Co., Toronto.
Eagle Mnfg. Co., Montreal.
Gillett, E. W. Co., Toronto.
McLaren, W. D., Montreal.

Baskets.
Oakville Basket Co., Oakville, Ont.
Woods, Walter, & Co., Hamilton.

Bird Seed.
Nicholson & Brock, Toronto.

Biscuits, Confectionery, Etc.
Browne & Wells, Toronto.
Canada Biscuit Co., Toronto.
Canada Maple Exchange, Montreal.
Christie, Brown & Co., Toronto.
Lamont, Corliss & Co., Montreal.
Lowney, Walter M., Co., Boston, Mass.
McGregor-Harris Co., Toronto.
Mooney Biscuit & Candy Co., Stratford.
Mott & Co., John P., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.

Blue and Black Lead.
Douglas, J. M. & Co., Montreal.
James' Dome—W. G. A. Lambe & Co., Toronto.
Oakey, John, & Sons, London, Eng.

Brooms, Brushes, Etc.
Turner, James, & Co., Hamilton.
Woods, Walter, & Co., Hamilton.

Canned Goods
Anglo-British Columbia Packing Co., Vancouver, B.C.
Black Bros. & Co., Halifax, N.S.
Burlington Canning Co., Burlington, Ont.
Eckardt, H. P., & Co., Toronto.
Gardiner & Co., Vancouver, B.C.
Robertson, Geo., & Son., Kingston, Ont.
Tippet, A. P. & Co., Montreal.

Cash Registers.
National Cash Register Co, Dayton, O.

Cheese Cutter
Computing Scale Co. of Canada, Toronto.

Cigars, Tobaccos, Etc.
American Tobacco Co., Montreal.
Empire Tobacco Co., Montreal.
Erie Tobacco Co., Windsor, Ont.
Fortier, J. M., Montreal.
Horrocks, T. J., Toronto,
McAlpin Consumers Tobacco Co., Toronto.
McDougall, D., & Co., Glasgow, Scot.
Payne, J. Bruce, Granby, Que.
Reid, W. B. & Co., Toronto.
Steele, W. H., Co., Toronto.
Tuckett, Geo. E., & Son Co., Hamilton.

Clothes Lines.
Hamilton Cotton Co., Hamilton.

Cocoanut.
Greig, Robt., Co., Toronto.

Cocoas and Chocolates.
Baker, Walter, & Co., Dorchester, Mass.
Cowan Co., Toronto.
Dutch Chemical Works, Amsterdam, Holland.
Epps, James, Co., London, Eng.
Lowney, Walter M., Co., Boston, Mass.
VanHeuten's—J. L. Watt & Scott, Toronto

Coffee Essence.
Bromley's—W. G. Patrick & Co., Toronto.

Commission Merchants and Brokers.
Cameron, Gordon & Co., Winnipeg.
Clark, R. W., & Co., Victoria, B.C.
Davidson & Hay, Toronto.
Dawson Commission Co., Toronto.
Dominion Brokerage Co., Toronto.
Dunn, Wm. H., Montreal and Toronto.
Hopkins, John, St. John, N.B.
McDonald, Gordon, & Co., London, Eng.
Lambe, W. G. A., & Co., Toronto.
Nicholson, E., Winnipeg.
Patrick, W. G., & Co., Toronto.
Rutherford, Marshall Co., Toronto.
Ryan, Wm., Co., Toronto.
Thomas, J. P., Quebec, P.Q.
Watt, J. L., & Scott, Toronto.

Computing Scales.
Computing Scale Co. of Canada, Toronto.
Wilson, C., & Son, Toronto.

Concentrated Lye.
Gillett, E. W., Co., Toronto.

Condensed Milk and Cream.
Borden's—Wm. H. Dunn, Montreal and Toronto.
Truro Condensed Milk & Canning Co., Truro, N.S.

Crockery and Glassware.
Gowans, Kent & Co., Toronto.
Nerlich & Co., Toronto.
Sydenham Glass Co., Wallaceburg, Ont.

Dairy Produce and Provisions
Clark, Wm., Montreal.
Dominion Packing Co., Charlottetown, P.E.I.
Fearman, F. W., Co., Hamilton.
Matthews, Geo. Co., Brantford.
Maclaren, A. F., Imperial Cheese Co., Toronto.
McLean, J. A., Produce Co., Toronto.
Park, Blackwell Co., Toronto.

Delivery Wagons.
Ewart, James, Toronto.

Financial Institutions.
Bank of Commerce, Toronto.
Bank of Toronto, Toronto.
Bradstreet Co.
British-American Assurance Co., Toronto.
Canada Permanent, Toronto.
Confederation Life, Toronto.
London Guarantee and Accident Co., Toronto.
Metropolitan Bank, Toronto.
Tees & Co., Montreal.
Tolman, Montreal.
Western Assurance Co., Toronto.

Fish.
Black Bros. & Co., Halifax.
Connors Bros., Ltd., Black Harbor, N.B.
Eby, Blain Co., Toronto.
James, F. T., Co., Toronto.
Johnson, C., Gardiner & Co., Vancouver, B.C.
Kinnear, T. & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
White & Co., Toronto.

Flours and Cereals.
Carter, G., Son & Co., St. Mary's, Ont.
Castle, F. J., Co., Ottawa.
Greig, Robt., Toronto.
McCann, Wm., & Co., Toronto.
Napoli Macaroni Co., Toronto.
Tillson Co., Tillsonburg, Ont,

Fruits—Dried, Green and Nuts.
Balfour & Co., Hamilton.
Davidson & Hay, Toronto.
Eby, Blain & Co., Toronto.
Gibb, W. A., & Co., Hamilton.
Gillard, W. H., & Co., Hamilton.
Goodwillie's—Rose & Laflamme, Montreal.
Husband Bros. & Co., Toronto.
Kinnear, T., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
McWilliam & Everist, Toronto.
Tippet, A. P., & Co., Montreal.
Walker, Hugh, & Son, Guelph.
White & Co., Toronto.

Gelatine.
Canadian Gelatine Co., Toronto.
Cox, G. & J.

Grocers—Wholesale.
Balfour & Co., Hamilton.
Davidson & Hay, Toronto.
Eby, Blain Co., Toronto.
Eckardt, H. P., & Co., Toronto.
Hudon, Hebert & Cie., Montreal.
Kinnear, T., & Co., Toronto.
Laporte, Martin & Cie, Montreal.
Lucas, Steele & Bristol, Hamilton
Marceau, E. D., Montreal.
Simpson, R. & J. H., Co., Guelph, Ont.
Turner, James, & Co., Hamilton.
Warren Bros. & Co., Toronto.

Grocers' Grinding and Packing Machinery.
Adamson, J. T., & Co., Montreal.
Coles Mfg. Co., Philadelphia, Pa.
Eby, Blain Co., Toronto.
Enterprise Mfg. Co., Philadelphia, Pa.

Hides.
Page, C. S., Hyde Park, Vt.

Interior Store Fixtures, Trucks, Etc.
Auer Light Co., Montreal.
Dominion Show Case Co., Toronto.
Slingsby, H. C., Montreal.

Jams, Jellies, Etc.
Canada Biscuit Co., Toronto.
McGregor-Harris Co., Toronto.
Pure Gold Mfg. Co., Toronto.
Southwell's—Frank Magor & Co., Montreal.
Upton's — A. F. MacLaren Imperial Cheese Co., Toronto.

Macaroni
Napoli Macaroni Co., Toronto.
Tippet, A. P., & Co., Montreal.

Mince Meat
Capstan Mfg. Co., Toronto.
Clark, Wm., Montreal.
Lytle, T. A., Co., Toronto.
Wethey, J. H., St. Catharines.

Oils.
Queen City Oil Co., Toronto.

Oil Tanks.
Bowser, S. F., & Co., Fort Wayne, Ind.

Pass Books, Etc.
Allison Coupon Co., Indianapolis, Ind.

Patent Solicitor.
Cullen, Orlan Clyde, Washington, D.C.

Peels.
Batger's—Rose & Laflamme, Montreal.

Pickles, Sauces, Relishes, Etc.
American Coffee & Spice Co., Toronto.
Batty & Co., London, Eng.
Canadian Canners' Consolidated Cos., Hamilton.
Colson, C. E., & Son, Montreal.
Douglas, J. M., & Co., Montreal.
Ewing, S. H., & Sons, Montreal.
Horton-Cato Mfg. Co., Windsor. Ont.
Laing's, Dr.—W. G. Patrick & Co., Toronto.
Lytle, T. A., Co., Toronto.
Patterson's—Rose & Laflamme, Montreal.
Stretton & Co., Worcester, Eng.
Sutton, G. F., Son & Co., London, E.C.

Polishes—Metal.
Oakey, John, & Sons, Montreal.

Polishes—Stove.
Morse Bros., Canton, Mass.
Prescott's.—W. H. Dunn, Montreal and Toronto.

Pottery.
Foster Pottery Co., Hamilton, Ont.

Poultry Food.
Greig, Robert, Co., Toronto.

Salt.
Patrick, W. G., & Co., Toronto.
Toronto Salt Works, Toronto.

Seed Corn.
Stevens, Fred B., Chatham, Ont.

Soap.
Duncan Company, Montreal.
Metropolitan Soap Co., Toronto.

Sodas—All Kinds.
Winn & Holland, Montreal.

Soda—Baking.
Dwight, John, & Co., Toronto.

Starch.
Brantford Starch Works, Brantford.
Edwardsburg Starch Co., Cardinal, Ont.
St. Lawrence Starch Co., Port Credit.

Steel Shingles.
Metallic Roofing Co., Toronto.

Sugars, Syrups and Molasses.
Canada Biscuit Co., Toronto.
Canada Maple Exchange, Montreal.
Davidson & Hay, Toronto.
Dominion Molasses Co., Halifax, N.S.
Edwardsburg Starch Co., Cardinal, Ont.
Tea Rose Drips — Rose & Laflamme, Montreal.

Teas, Coffees, and Spices.
Balfour & Co., Hamilton.
Blue Ribbon Tea Co., Toronto.
Ceylon Tea Traders' Ass'n.
Chase & Sanborn, Montreal.
"Commissioner" Tea, London, England.
Davidson & Hay, Toronto.
Dutch Chemical Works, Amsterdam, Holland.
Eby, Blain Co., Toronto.
Ewing, S. H. & A. S., Montreal.
Ewing, S. H & Sons, Montreal.
Gillard, W. H., & Co., Hamilton.
Japan Tea Traders' Ass'n.
Kinnear, T., & Co., Toronto.
Lipton, Thomas J., New York.
Lucas, Steele & Bristol, Hamilton.
Marceau, E. D., Montreal.
Pure Gold Mfg. Co., Toronto.
Rutherford, Jas., & Co., Montreal.
Salada Tea Co., Montreal and Toronto.
Turner, James, & Co., Hamilton.
Warren Bros. & Co., Toronto.
Wood, Thos., & Co., Montreal.

Vinegars.
Canadian Vinegar Co., Montreal.
Grimble & Co., London, Eng.

Wall Paper.
Staunton's Limited, Toronto.

Wall Paper Cleaner.
Ridout, Geo., & Co., Toronto.

Washing Compound.
Fairbanks, N. K., Co., Montreal.
Keen's—Frank Magor & Co., Montreal.

Warehousing.
Cameron, Gordon & Co., Winnipeg.

Woodenware.
Woods, Walter, & Co., Hamilton.

Wrapping Paper.
Canada Paper Co., Toronto.

Yeast.
Gillett, E. W., Co., Toronto.

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THIRTY-NINTH YEAR OF PUBLICATION.

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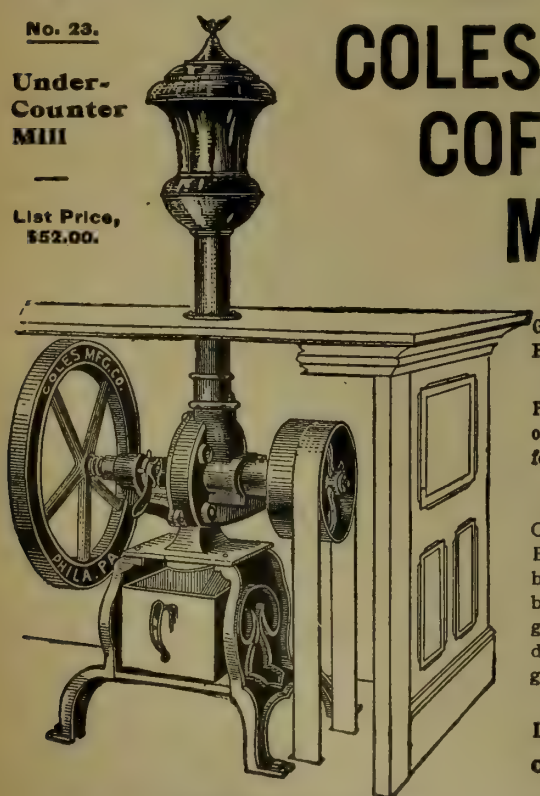

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THE CANADIAN GROCER

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EXPORT TRADE IN CANNED GOODS

MR. MARSHALL announced at the Dominion Grocers' Guild dinner the other night, that the Canners' Company were making plans to systematically develop the export trade in Canadian tinned products, and that Mr. Innes, the son of the president, was now on his way to establish a permanent agency in England. He also stated that their ambition was to secure the British market for these Canadian products, as that market had already been captured by our cheese.

This is a very important announcement. It is a policy The Grocer has advocated for years. It was strongly advocated by the editor of The Grocer when he was secretary of the Canners' Association 17 or 18 years ago.

Some of the canners have, individually, worked up a nice little business, but it was done spasmodically, and Canadian canned products are not generally known in Europe. In some cases, unfortunately they are known unfavorably, because of the inferior quality of the goods placed on the market by some packers who should have known better; packers, who, if they had no respect for their own reputation, should have had some for their country.

Some years ago, for instance, one well-known Canadian packer made large sales of Canadian canned peas and corn which turned out badly. The fraud was exposed by The Grocer at the time. They were "soaked" goods, simply a green variety of the peas and corn usually sold by the bushel, put into tins and covered with water.

While we may differ strongly on the business policy of the Canners' Company in some respects, we are very confident the success of their export plans, if they continue to be controlled by such men as Mr. Innes, Mr. Marshall and Mr. Ferguson, and others who are at present directing the policy of the combination. It is to be hoped that the ambition which gave the president and some of the other packers now in the company their reputations, will be strongly encouraged.

If this idea can be impressed on the minds of the stockholders generally in the Canners' Company, and if they have patience, we will have an enormous and profitable export trade for our canned products.

We have advantages in quality. The slower ripening of Canadian fruits and vegetables give them a flavor much more delicate and vastly superior to Californian or any other packs with which we will compete in Europe. This is easily proved by testing the good Canadian brands alongside any others.

TO REGULATE LIMITED LIABILITY COMPANIES.

THE discussion on Mr. Hoyle's bill to amend the Ontario Companies Act in the Ontario Legislature last week suggests food for thought. There is no doubt but that the limited liability principle is an invaluable expedient in the modern business world, but it is equally evident that it is and has been used for fraudulent purposes.

The prospectus of many of these companies are fearfully and wonderfully made, framed to catch the unwary investor who is but too often an easy victim to the smooth-tongued solicitor.

It may be urged that selling of stock in a company is no different from the selling of any other article of merchandise, but this can not be successfully maintained. The company is working under a charter from the Government, a fact which gives it a certain prestige, and the Government has a right to see that the charter is not used for fraudulent purposes.

Mr. Hoyle's bill, although lost for the session was a step in the right direction, as is any movement likely to confine the prospectus within the limits of the truth.

The suggestion of a board of expert financiers to whom all charters should be referred, if it could be worked out practically would be an excellent thing. Such a board, possessing the confidence of the investing public would be at once a protection against fraudulent concerns and an encouragement to the investing but uninformed public to put their money in legitimate industrial concerns so much needed to develop the resources of this country.

It is to be hoped that a satisfactory and workable scheme may yet be devised.

A CONSOLATION.

A PHILOSOPHER on the street has discovered a silver lining to the storm cloud that has hung over the trade since the first of the Winter. It has given a capital opportunity he suggests, to merchants in the snow bound towns to get rid of shopworn and unsaleable goods. Goods which in his pride the haughty customer rejects, are taken with gratitude when nothing else may be had. It is to be hoped that the philosopher is right and that in compensation for lessened business the merchant has been able to clean out undesirable lines and is ready to stock up afresh so soon as it pleases the weather clerk and the railroads.

UNIVERSITY OF TORONTO'S NEEDS.

A SHORT time ago there appeared in these columns the summary of an admirable address on the field and needs of Ontario's Provincial University delivered by Mr. W. T. White, B.A., manager of the National Trust Co., before the Canadian Club of Toronto.

Among the needs Mr. White mentioned as retarding the advancement and crippling the usefulness of the university was that of a physical laboratory, an indispensible part of the equipment of an up-to-date university in these days of scientific discovery and progress.

It is understood that the Alumni Association of the University of Toronto are arranging for a delegation of graduates, undergraduates and friends of the university, to wait upon the Premier and the Minister of Education at an early date to represent to them the importance of taking immediate steps to provide adequate laboratories for the physical department of the Provincial University.

Another object of the Alumni Association is to secure from the Government a definite pronouncement of its policy as to the university. A commission to investigate the whole university question and the adoption of a forward policy that will allow the institution to expand naturally would also be welcomed.

It is to be hoped that the Government will meet the university people in no picayune spirit. The university represents a very large capital expenditure and its full usefulness should not be suffered to be impared for the lack of adequate equipment through any petty parish view of economy.

Criticisms have been made at various times of some features of the university, some with good reason. The suggestion of a commission should be seized upon by the Government, the whole university question thoroughly examined, the Provincial University raised to the highest degree of excellence in all her departments.

A curious feature, considering the disultoriness of the Government, is that scarcely a member of the Legislature can be found who does not approve of a vigorous university policy.

WHY IS A COMMERCIAL AGENT NOT APPOINTED?

IT is to be regretted that the Dominion Government has not yet appointed a commercial agent in London. Lord Strathcona has undoubtedly done a great deal for the welfare of Canada since his appointment as High Commissioner, but his duties are such that he cannot possibly give proper attention to the commercial interests of the Dominion. He has too much to do in a general way to look after that which demands special attention. Information therefore that would be of value to business men in Canada or Great Britain the High Commissioner's office in London has seldom been able to give.

A couple of years ago the Dominion Government placed $25,000 in the estimates for the support of a commercial agency in London and the Ontario Government allotted $5,000 as a contribution for the same purpose, but in spite of this no appointment has as yet been made.

The Canadian Grocer has been informed on what it believes to be good authority, that Lord Strathcona is in favor of the appointment of a commercial agent in London. In Government official quarters it has been intimated, on the other hand, that the appointment has not been made because of the opposition of Lord Strathcona.

There must be a nigger in the fence somewhere and it is the duty of the Government to state publicly why the appointment has not been made.

Up to within a year or two ago the Canadian Manufacturers' Association and some of the Boards of Trade were active in their advocacy of the appointment of a commercial agent in London, but nothing has been heard from them lately. They appear either to have fallen asleep or to have become discouraged. They cannot expect the Government to be active if they are passive. Governments as a rule do not lead. In most instances they only move as they are pushed. If the business men of Canada want a commercial agent appointed to look after their interests in London, they must push for it, and keep pushing.

OATMEAL PRICES.

THE recent advances in oatmeal have aroused rumors of a trust which have found currency in the daily papers. In conversation with a representative of The Grocer a large oatmeal manufacturer ridiculed the idea of a trust. The oatmeal business, it is claimed, has been on a loosing basis for some time and the advances in the price are said to be amply warranted by the increase in the price of cooperage and of oats. The prices now quoted are moreover for delivery instead of f.o.b., an important item, and afford but a moderate profit. The only arrangement among the manufacturers, it is said, is a gentlemen's agreement not to sell below the price agreed upon, designed to put the industry on a reasonable basis and prevent cutting.

THE FREIGHT BLOCKADE.

SOME idea of the general demoralization of all transportation facilities and complete break down of the railroads in Ontario may be gathered from the fact that a thriving northern town is completely out of sugar and had to have supplies sent in by express at an expense of about a cent a pound. Another town in the Waterloo district, where coffee is consumed largely, ran completely out of this staple article and had also to call in the aid of the express companies. Consignments that were shipped a month or three weeks ago to outlying towns have been completely lost and no one knows where they are. A Western merchant who consigned a lot of butter to a Toronto house a month ago was in that city this week trying to locate his consignment. It has not yet arrived. Brokers are also hard hit. Cars of sugar are three weeks late and as they arrive their contents are distributed thinly among the jobbers. Some lines of tea are short owing to consignments being delayed on the way from the seaboard. Travellers are calling on retailers whose last orders have not yet been delivered.

Things were bad enough until Monday when the blizzard capped the climax. The irritation would be unbearable were we not all comparatively used to the conditions by this time.

THE TARIFF ON MOLASSES.

THE recent desision of the Customs Department that in future the rate of duty on molasses imported into Canada will be determined by subjecting the article to the indirect instead of the direct polarization test, has caused a good deal of comment and no little difference of opinion among the trade.

The duty on molasses testing 40 degrees or over cane sugar or sucrose is 1 3-4c. per gallon. Molasses under 40 and not less than 35 is charged 1 3-4c. per gallon and in addition one cent for every degree or part of a degree under 40. All under 35 degrees must pay a duty of 3-4c. per pound.

The effect of the new ruling is that the low grade molasses which has been an important feature in the molasses trade, especially in Ontario, will not test up to 35 by the new test thus being brought under the 3-4c. per pound schedule. The effect is practically to prohibit the importation of this grade of molasses.

Although the desirability of the low grade New Orleans molasses is a more or less disputed point, the trade regard with concern the disorganization of trade by the new regulation and it is understood that a petition, signed by practically all the trade of Hamilton and Toronto and by a large number in Montreal, has been forwarded to the Minister asking a return to the old test.

The Grocer interviewed a number of the trade in regard to their views:

Sam J. Mathewson, of J. A. Mathewson & Co., Montreal, said: "In my opinion this is a cheap article used largely in Ontario and parts of Quebec for cooking or baking purposes only, and for this it has given perfect satisfaction. With all due deference to the Government it seems to me that this molasses cannot be easily replaced, as it comes in packages that are much easier to handle than the huge casks which have heretofore been shipped from the West Indies. It seems to me to be a useless and unwarranted piece of legislation. I do not know of any molasses coming into this country adulterated with foreign substances. You could not impose such goods on any merchant who knew anything at all about molasses. This cheap molasses is sold for what it is, and for baking purposes is a more satisfactory article to those who use it than West Indian molasses."

Mr. W. G. A. Lambe, Toronto, said: "It will insure a better grade of molasses being imported and will entirely shut out the lower grades. It will be in the interests of the consumer."

Mr. R. S. McIndoe, Toronto, said he was not concerned by the ruling as he did not handle the grades of molasses affected. He thought the regulation would improve the quality of the molasses used in Canada.

Mr. George Stanway, Toronto, said the effect would be to raise the price of cheap molasses about 10 cents a gallon. It would be practically prohibitive, and would shut out a cheap and useful molasses that was in general demand.

Mr. Marshall, of Warren Bros., Toronto, said the ruling would be a blow at low grade molasses and would upset trade.

Mr. J. F. Eby, of Eby, Blain & Co., Toronto, said the department was not well informed on the subject of molasses and that the new test was unreliable.

Mr. Musson, Toronto, said that the molasses shut out though of low grade was in demand in Ontario for cooking and served a purpose.

Other gentlemen on the street interviewed were of conflicting opinions. Some contended that the molasses shut out by the new ruling was unfit for food. Others were of the opinion that though poor stuff it satisfied a demand and should not be excluded from our market. While there were again some who claimed that the molasses was quite suitable for the use to which it was put.

A WAR MAP FREE.

Every subscriber of The Canadian Grocer, by mentioning this paper, may obtain free, a map of the seat of war between Russia and Japan, by addressing Laporte, Martin & Cie., Montreal, Que. This map is printed in three colors and may be had either in French or English. Drop them a card and get a splendid map free. Mention The Canadian Grocer.

BOVRIL WINDOWS.

Some very attractive window displays have been made by Bovril Co. in Montreal lately. Two of the most conspicuous and attractive were those of Fraser, Viger & Co., St. James street, and J. B. Berthiaume, corner St. Lawrence and Prince Arthur avenue. Both these windows were very much commented upon by passers-by and as an advertisement must certainly have been a success. Mr. Mitchell, of the Bovril Co., is to be congratulated on the very effective window artist on his staff.

PERSONAL MENTION.

Mr. D. G. Bell, of Bell & McEachern, general merchants, Stayner, Ont., was a caller at the Toronto office of The Grocer this week.

In the personal column of last week's Grocer the name of Mr. W. Ince was inadvertently substituted for that of Mr. W. Innes, president of the Canadian Consolidated Canners' Co.

Mr. Frank Sloan has returned to Toronto and is again busy in the wholesale house of John Sloan & Co., after a six months' trip to the Western States. His trip appears to have done him good.

Mr. Frank Menzie, who has been travelling for the F. F. Dally Co., of Hamilton, in the Northern part of Ontario for the past number of years, has engaged with H. P. Eckardt & Co., and will look after the trade in the Northwest and British Columbia for this firm.

Mr. A. W. Arnott, of Geo. Ridout & Co., Toronto, was a recent caller at our London offices. Mr. Arnott is in the Old Country getting in close personal touch with the houses his firm represents, and is visiting the trade centres of Great Britain and the continent. News of new agencies of interest to the trade will be announced on his return.

Mr. J. B. Hughes, representing the Ozo Co., Montreal, leaves for Eastern Quebec and the Maritime Provinces this week. Mr. Hughes, who is well acquainted with the trade down by the sea, will have besides his company's well-known brands of vinegar, pickles, tea., &c., an extra line or two of jams and jellies to offer the trade.

EXPORT APPLE TRADE.

The following estimate of the apples exported from Atlantic ports for the week and season ending February 27th was prepared for THE GROCER by Mr. Fred Barker, apple exporter, Church street, Toronto :

	Liverpool.	London.	Glasgow.	Various.	Total.
Portland	26,135	1,628	5,302	....	33,065
New York	4,848	7,296	600	10,008	22,752
Boston	15,765	1,117	1,871	....	18,753
Halifax	2,284	15,341	3,474	....	21,099
St. John, N.B.	....	367	296	....	663
Week's total	49,032	25,749	11,543	10,008	96,332
Same week, 1903	48,290	13,858	16,593	10,517	89,258
Season to date	1,472,861	702,358	439,512	504,224	3,118,955
Last " "	1,321,106	393,008	382,480	219,261	2,316,855

On Wednesday Mr. Barker received the following cable from Liverpool on that morning's apple market:

"Ottoman damaged by frost; market very active; Baldwins, 14s6d. to 22s.; Ben Davis, 15s. to 22s.; Spies and Russets, 16s6d. to 23s.

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

Toronto, March 3, 1904.

Groceries.

IN response to the usual question the trade generally report business good when the weather conditions are considered. But travellers are now on road taking orders where their last orders have not yet been delivered. The railroads were refusing freight more or less right along but Monday's storm simply paralized them. Some outside places are without sugar or coffee and have had to have supplies sent in by express at a cost of a cent a pound in some cases. Some fears of further trouble from floods when the snow melts are also heard, but on the whole the trade is optimistic. Collections have been hurt to some extent but there is no great complaint. Good business is anticipated as soon as it can be got at. Canned goods are firm at the recent advance. Coffee is still unsettled. Spices are unchanged at last quotations. Syrups are unchanged. American molasses is firmer in price, while Barbadoes is lower. Rice is unchanged with Japan hard to get. A good active demand at firm prices is met for most lines of tea and retailers are coming into the market better than of late. Shelled walnuts are a little easier in France as are also currants in Patras. California peaches are a little higher. Cured fish are without feature. There has been a rise of 5c. per 100 pounds on sugar in barrels and 2 1-2c. in bags since last writing and the market is strong with prices firm as we go to press.

CANNED GOODS.

The situation in canned goods continues strong and purchases have been made freely at the advance while a good steady regular trade is being met. Jobbers are still predicting higher prices for corn and peas before the Summer opens. Salmon are firm and demand for fruits quite fair. We quote:

Apples, 3's	....	0 90
" gallons	....	2 20
Asparagus	....	3 50
Beets, 2's	....	0 90
Beets, 3's	....	1 00
Blackberries, 2's	1 50	1 70
Beans, 2's	0 85	1 10
Corn, 2's	....	1 15
Cherries, red, pitted, 2's	....	2 20
" white	....	2 40
Peas, 2's	0 97½	1 45
Pears, 2's	1 45	1 60
" 3's	1 90	2 10
Pineapples, 1½'s	1 50	1 60
" 2's	1 80	2 00
" 3's	2 25	2 40
Peaches, 2's	1 55	1 70
" 3's	2 45	2 60
Plums, green gages, 2's	1 10	1 40
" Lombard	1 00	1 30
" Damson, blue	0 95	1 25
Pumpkins, 3's	....	0 95
" gallon	....	2 50
Rhubarb, 3's	....	1 80
Raspberries, 2's	1 40	1 60
Strawberries, 2's	1 40	1 60
Succotash, 2's	....	1 00
Tomatoes, 3's	....	1 12
Lobster, talls	....	3 35
" 1-lb. flats	3 50	3 70
" ½-lb. flats	1 90	2 00
Mackerel	1 00	1 25
Salmon, sockeye, Fraser	1 65	1 75
" " Northern	1 65	1 75
" " Horseshoe	1 65	1 75
" Cohoes	....	1 15½
Chums	1 25	1 35
Sardines, Albert, ¼'s	....	....
" " ½'s	0 24	0 25
" Sportsman ¼'s	....	0 15
" ½'s	....	0 23
" Portugese ¼'s	0 08	0 10
" P. & C., ¼'s	0 25	0 27
" P. & C., ½'s	0 35	0 38
" Domestic, ¼'s	0 03¾	0 04
" " ½'s	0 09	0 11
" Mustard, ¾ size, cases 50 tins, per 100	8 00	9 00
Haddies	....	1 00
Kippered herrings, domestic	....	1 00
" imported	1 45	1 55
Herrings in tomato sauce, domestic	1 00	1 10
" " " imported	1 45	1 55

SUGAR

The encouraging features of our last report have been amply sustained during the week under review and there have been large sales to American refiners of Cuba centrifugals on basis of 2 1-16c. c. and f. New York. Purchases have been principally for March shipment and total over 160,000 bags. Tone of tendency favors sellers with the demand apparently in excess of offerings which are light at the moment. Following the improvement in raws all New York refined advanced Friday, 26th ult., 5 cents per cwt. and this was quickly followed by a similar advance in our local market, the full advance applying to barrels, bags being advanced only 2 1-2c. per cwt. Since then there has been a further advance of 5c. per cwt. in the New York market without, however, affecting local quotations which remain unchanged on basis of 4.13 for Montreal granulated and 4.03 for Acadia XXX granulated Toronto delivery. There has been a good business doing in American refined, and we think the same could be said of Canada were it not for the terrible demoralization on the railroads.

With the break up of the roads it is reasonable to expect that a very heavy consumptive demand will ensue and the tone of the market as we go to press is strong with refiners holding for full prices.

There have been some fluctuations in European beet during the week, prices reacting to 8s. basis f.o.b. Hamburg and are nominal at 8s. 3d. as we go to press, which is equivalent to parity of 3.70 for 96 test centrifugals or 30 cents per hundred pounds above to-day's quotation, latter grade. The recent upward movement in beets was entirely unexpected and was caused by rumors of a slight decrease in sowings of Germany and Austria, with considerable decrease in France and Belgium. In Europe the value of beet roots has been declining, while the market for grains has been advancing thus giving the farmers the inducement to reduce their sowings of the former while going more extensively into the latter.

Looking at the sugar situation as a whole it is worthy of note that speculators are being interested by the improved sentiment and are buying Cuban sugars with the intention of holding them for a further advance which of course necessitates paying storage charges. This action of speculators may have a very appreciable effect on the future of prices. United States refiners' meltings for week ending February 24 were same as previous week, namely 35,000 tons, and since January 1 these show an increase of 40,000 tons when compared with first two months of 1903. Receipts for week ending February 24th were 30,401 tons, leaving stocks of 105,703 tons, a reduction of 4,600 tons for the week. Combined stocks of United States and Cuba are 263,703 tons, or 91,926 tons less than last year. At latest advices there were 167 central factories grinding, an increase of 3 for the week and 12 over the corresponding period last year. Combined stocks of Europe and America at latest uneven dates were 3,609,703 tons, against 3,516,377 tons last year, the increase being 93,326 tons. We quote as follows:

Paris lumps, in 50-lb. boxes	....	4 78
" in 100-lb. "	....	4 68
St. Lawrence granulated	....	4 13
Redpath's granulated	....	4 13
Acadia granulated	....	4 03
Berlin granulated	....	4 03
Domestic beet, granulated, 1902	....	3 88
Phoenix	....	4 03
Bright coffee	....	3 93
Bright yellow	....	3 88
No. 3 yellow	....	3 83
No. 2 "	....	3 63
No. 1 "	....	3 53

Granulated and yellow, 100-lb. bags, 7½c. less than bbls.

SYRUPS AND MOLASSES.

The demand for these lines is very fair at present. Syrup is quite active; Barbadoes is lower. For United States prices are firmer. In low grade molasses the trade is quite perturbed in consequence of the department's ruling as to the proper test. Opinion is divided as to the wisdom of the course pursued by the department. We quote:

Syrups—		
Dark	....	....
Medium	0 30	0 32
Bright	0 35	0 37
Corn syrup, bbl., per lb.	....	0 02½
" ½ bbls., "	....	0 02½
" kegs "	....	0 03
" 3 gal. pails, each	....	1 30
" 2 gal. "	....	0 90
" 2-lb. tins (in 2 doz. case) per case	....	1 90
" 5-lb. " (in 1 ") "	....	2 35
" 10-lb. " (in ½ ") "	....	2 25
" 20-lb. " (in ¼ ") "	....	2 10
Molasses—		
New Orleans, medium	0 25	0 30
" " ½ bbls	0 27	0 32
" open kettle	0 45	0 50
Barbadoes	0 38	0 45
Porto Rico	0 38	0 42
Maple syrup—		
Imperial qts	....	0 27½
1-gal. cans	0 95	1 00
5-gal. cans, per gal	....	1 00
Barrels, per gal	....	0 75
5-gal. Imp. brand, per can	....	4 50
1-gal. " per case	....	5 10
½-gal. " "	....	5 60
Qts. " "	....	6 00

"We shall therefore treat "SALADA'S" challenge as withdrawn and have nothing further to do with it," are the concluding words of Messrs. Galt's advertisement of last week.

WILL THEY ? NOT IF WE CAN HELP IT.

They have deposited their money and they will not withdraw it if there is any law in Canada to compel them to go on with their acceptance of our challenge printed in this paper. They will not back out if we can help it. We will not allow them to pose as accepting our challenge and then "have nothing further to do with it."

In the meantime we are satisfied to go on with our acceptance of their challenge and our money is in the hands of Messrs. Clarkson & Cross, as is also our money with "The Canadian Grocer" covering their cheque which they deposited when accepting our challenge, and we have warned "The Grocer" to hold on to both cheques.

"SALADA" Toronto and Montreal.

Manufacturers

We can take on one more good line.

Up-to-date Representation.

We create a demand on all the markets of Great Britain for your goods, through our branches.

Dominion Brokerage Co.

43 SCOTT STREET.

TORONTO, - CANADA

Branches: New York, London, Liverpool and Cape Town, South Africa.

We also wish a corresponding broker on all markets of Canada to offer our American Specialties in conjunciton with us.

Take a look at the list of goods we pack, then try them. We are packers of the well-known

"BRUNSWICK" BRAND OF

FISH

SARDINES

In Oil - ¼s.
" Mustard ¼s.
" Tomato ¼s.
" Mustard ¾s.

Finnan Haddies, Boneless Fish.

HERRINGS

In Tomatoe Sauce
Kippered

Clams, Scallops, Clam Chowder, Boneless Codfish.

We offer in season — FRESH FROZEN HERRING and CODFISH.
If open for any of these order promptly as the season is short.

Canned Goods are guaranteed.
For full information, prices, etc., address.

Connors Bros., Limited,

PACKERS OF SEA FOODS, BLACK'S HARBOUR, N.B.

PIPES

THE TITLE TO PIPE SUPREMACY in the Canadian trade is cl
supreme test of prices. It is upon closer prices, coupled with the larg
price supremacy, and make good the reputation we have obtained as

58 Yonge St., Toronto.

The Retail Grocery Trade

of Canada.

Gentlemen:

Many among you sell Tobacco Pipes, and many do not. From you both we beg attention.

First and foremost there is money in selling Pipes. You sell Tobaccos, why not Pipes? No one has a better chance.

With reference to the outlay, it is less than that required for Tobaccos. And the profits—is 100% enough? Frequently it is more.

We sell Pipes—read the page opposite. And we want your business.

Yours very cordially,

W. B. REID & CO.

March 4th, 1904.

THE PIPE HOU

W. B. REID & CO.,

58 YONGE ST

PIPES

y several firms. The question can be settled on but one basis---the
k and widest range of pipes shown in Canada that we base our claim for
PIPE HOUSE OF CANADA.

MAIL ORDERS

Many of our largest customers buy exclusively by mail.

To give the grocery trade generally an opportunity to discover how convenient, simple and satisfactory ordering by mail is we make

This Exceptional Offer:

For **$13.00** we will send, expressage paid, 6 dozen assorted pipes, the retail price of which runs from 25c. to $1 00 each. These goods may be opened and examined and compared with any other pipe values you may be familiar with. No risk. No expense. If you are not perfectly satisfied, return the lot at our expense, and that will end the transaction.

Send an order TO-DAY. Pipe sales are sure, constant and highly profitable.

We carry over 1500 varieties in our pipe stock, including such standard lines as "G.B.D.," "PETERSON'S" and "B.B.B."

E OF CANADA

PIPE SPECIALISTS.

ET, TORONTO.

GORDON McDONALD & CO.

St. George's House, Eastcheap, London, E.C.

having a perfect organization covering the grocery and allied trades throughout Great Britain, are prepared to place any article of food or of household goods on this market.

Correspondence only invited from manufacturers or producers (not merchants) who are full of enterprise and made up their minds to get a share of British trade.

Goods handled either on commission or a buying basis. Office and salesrooms situated in the centre of the grocery trade.

American, Canadian and London References.
Cable Address—"DONABLE," LONDON.
A. B. C. (5th Edition), Riverside and Adams Cable Codes used.

O Yes!

Know all men by these presents that **Batty's Nabob Sauce** has never been surpassed.

We received the Gold Medal in 1851. We received the Gold Medal in 1903, and we were not idle all the time in between.

No store is complete without it.

In witness thereof we have affixed our name :

ESTABLISHED 1824.

Batty & CO.

LIMITED

Sauce and Pickle Specialists,

LONDON, S.E.

The Best Are the Cheapest

Our 1904 models are now ready. Prices, $25 to $650

For twenty years the National Cash Register Company has made the announcement that it could sell a *better* cash register for *less* money than any other concern in the world. We have *never failed* to do this in a single case.

We are the originators of cash registers and have naturally been the target of all other cash register companies. In the face of this competition we did a larger business last year than ever before. This was because our 365,000 users were well satisfied with their "Nationals."

Over two hundred concerns have failed in the cash register business because they could not furnish a cash register without infringing some of our 895 patents.

Some merchants are led to purchase low-grade cash registers by misrepresentation. Later they find they will not give satisfaction. If you are interested in a low-priced machine, don't buy till you see our agent. We guarantee to sell cheaper than anybody else.

FIVE THINGS TO REMEMBER. A "National" takes care of

1. Cash Sales. 2. Credit Sales. 3. Money Received on Account. 4. Money Paid Out. 5. Changing Money.

We employ 1,400 salesmen. If you would like further information, send in attached coupon. Our agent will then call. This puts you under no obligation whatever to buy.

N. C. R. COMPANY, Dayton, O.

Please have your agent call when next in my vicinity. This puts me under no obligation to buy. I saw your ad in CANADIAN GROCER.

Name_____

Address_____

National Cash Register Company

Dayton, Ohio, U. S. A.

TEAS

There has been generally a good demand for all grades of tea, but strictly fine flavory teas are difficult to obtain, the bulk offering being of the good, ordinary class. There is a distinct shortage of several grades of tea on the spot owing to delays in transit from the seaboard. The demand in New York for Young Hyson has been active and shipments have been made from here to that market, which showed a good profit. One jobber reports that this last week has developed a specially good demand for teas, lines being sold where before packages were the limit. London advices show a hardening market in both Ceylons and Indians, owing to reduced offerings. We quote.

Congou—half-chests, Kaisow, Moning, Paking	0 12	0 60
" caddies, Paking, Kaisow	0 19	0 50
Indian—Darjeelings	0 35	0 55
Assam Pekoes	0 20	0 40
Pekoe Souchongs	0 19	0 25
Ceylon—Broken Pekoes	0 36	0 42
Pekoes	0 27	0 30
Pekoe Souchong	0 17	0 35
China Greens—Gunpowder, cases, extra first	0 42	0 50
" half-chests, ordinary firsts	0 22	0 28
Young Hyson, cases, sifted, extra firsts	0 42	0 50
" cases, small leaf, firsts	0 35	0 40
" half-chests, ordinary firsts	0 28	0 38
" " seconds	....	0 23
" " thirds	0 16	0 18
" " common	....	0 15
Pingsueys—Young Hyson, ½-chests, firsts	0 28	0 32
" " seconds	0 18	0 19
" half-boxes, firsts	0 28	0 32
Japan—½ chests, finests May pickings	0 33	0 40
Choice	0 30	0 37
Finest	0 27	0 32
Fine	0 25	0 30
Good medium	0 21	0 28
Medium	....	0 23
Good common	....	0 20
Common	....	0 19

Foreign Dried Fruits.

Locally the dried fruit trade can not be said to be exceptionally brisk. Currants have been bought more freely for import of late probably in consequence of a favorable offer cabled this week from Patras. There is more of a disposition on the part of French houses to sell shelled walnuts and offers below last week's figures have been accepted. A cable from Syrmna advises considerable activity in sultanas with large orders in the market particularly for lower grades. The indications for next season are that after the very heavy production of last year the crop will in no event exceed an average, and may be less. There is no new feature to California fruits except a slight advance in peaches following large sales in the States. The recent reduction in seeded muscatels has stimulated buying in Canada.

PRUNES.

	Per lb.			Per lb.	
100-110s	0 04	0 04½	60-70s	0 06½	0 07
90-100s	0 05	0 05½	50-60s	0 07	0 07½
80-90s	0 05½	0 05¾	40-50s	0 07¾	0 08
70-80s	0 06	0 06½	30-40s	0 08½	0 08¾

CANDIED PEELS.

	Per lb.			Per lb.	
Lemon	0 10	0 12½	Citron	0 15	0 18
Orange	0 11	0 13			

FIGS.

	Per lb.			Per lb.	
Tapnets	....	0 03½	Elemes	0 09	0 20
Naturals	0 06½	0 09½			

APRICOTS.

	Per lb.	
Californian evaporated	0 10½	0 15

PEACHES.

	Per lb.	
Californian evaporated	0 08½	0 12

CURRANTS.

	Per lb.			Per lb.	
Fine Filiatras	0 04½	up	Vostizzas	0 07	0 08
Patras	0 06	0 06½			

RAISINS.

	Per lb.	
Valencia, fine off-stalk	0 06	0 06½
" selected	0 06½	0 07
" selected layers	0 07½	0 09
Sultana	0 06½	0 10
Californian seeded, 12-oz	0 08½	0 09
" 1-lb. boxes	0 10½	0 11
" unseeded, 2-crown	....	0 07½
" " 3-crown	0 08	0 08½
" " 4-crown	0 09	0 10

DATES.

	Per lb.			Per lb.	
Hallowees	0 03½	0 04	Fards	0 08½	0 08¾
Sairs	0 03½	0 03½			

HONEY.

The honey market has picked up considerably this week. Extracted clover honey is ½c. easier in price. Our quotations are as follows :

Honey, extracted clover, per lb	0 06½	0 07½
" sections, per doz	1 50	2 00

BEANS.

The demand for beans is good and prices are firmer. Mixed beans are 5c., and primes 10c., firmer respectively. We quote as follows :

Beans, mixed, per bush	....	1 40
" prime, "	....	1 60
" handpicked, per bush	1 65	1 75
" Lima, per lb	0 05½	0 06½

Fish.

The fish market continues brisk, and stocks are becoming more scarce. Owing to the cold Winter stocks have kept well. It will be a fortnight before dealers can tell whether supplies will be equal to the demand, which has been phenomenally large this week. It is likely that Georgian Bay and the upper lakes will be open for navigation before May 1, which may help to precipitate a fish famine. Last week's prices continue unchanged. Our quotations are as follows :

Whitefish, frozen, per lb	0 09
Trout, frozen, per lb	0 09
Herrings, fresh, per lb	0 07
British-Columbian salmon, frozen, per lb	0 12
Halibut, frozen, per lb	0 12
Perch, per lb	0 06
Mackerel, frozen, per lb	0 10
Haddock, per lb	0 06
Cod, per lb	0 08
Tullibees, per lb	0 06
Fresh-water herring, frozen, per lb	0 04½
Sea herring, per 100	2 25
Finnan haddies, per lb	0 08
Bloaters, mild cured, per box	1 25
Oysters, standard, per small pail	4 60
" selects " "	5 25

Green Fruits.

Trade in green fruits cannot be said to have improved materially since last week. The temporary brightening of the market has been overshadowed by another record storm which is going to hinder outside distribution for some time, shipments by freight being out of the question. The local demand continues good. The demand for oranges is improving and prices are a little firmer if anything. One reason for this is that higher prices are being asked at seaboard. Floridas are scarce, and Mexicans nearly out of the market. The range of prices in California navels is 25c. greater than it was last week. The demand for bitters is excellent. Jamacias are practically out of the market. Valencias find a ready sale and stocks are the best quality they have been in years. Large Valencias are 50c. easier in price. Grape fruit is scarce, but demand is good. One dealer remarks that the day is coming when everyone will use it. Pineapples are coming more freely. Bananas are scarce. Florida tomatoes are becoming more plentiful; stocks are better quality; they show a wider range of prices than last week. The range in prices for apples is wider, poor stock selling as low as $1 per barrel. Almeria grapes are scarce and firm-

Special Announcement!

McGREGOR'S MARMALADE

"ABSOLUTELY PURE."

A staple article in all first-class grocery stores will in future be made by McGregor-Harris Co., Ltd., under the personal supervision of Mr. McGregor, the originator. For sale by all leading wholesale grocers and fruit merchants.

PRICES—Doolittle Quarts, $3.25; pound jars, $1.50; tumblers, $1.00 per doz. F.O.B. Toronto; Quaker Marmalade, $1.70 per doz.

McGregor - Harris Co., Limited

33 Pearl St., TORONTO.

TOBLER'S SWISS MILK CHOCOLATE is delicious. Try it.

BROWNE & WELLS, Limited, TORONTO

CANADIAN AGENTS.

FISH AND OYSTERS

WHOLESALE.

The F. T. JAMES CO., Limited

76 Colborne Street, TORONTO.

Butter Eggs

Poultry Game

CORRESPONDENCE SOLICITED.

The Wm. Ryan Co., ... Limited.

70 and 72 Front St. E., Toronto.

BUTTER and EGGS

—WE ARE—

BUYERS and SELLERS

Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

Rutherford, Marshall & Co.

Wholesale Produce Merchants,

TORONTO.

er in price. Local stocks are used up, and only occasional supplies are received from New York. Lemons are scarce and unchanged in price. Cranberries continue plentiful but the demand is poor. Our quotations are :

Florida oranges, per box	3 00	3 25
Florida tangarines, in straps	5 00	5 50
" " in ½-straps	2 25	2 50
Japan " per bundle (2 boxes)	....	1 25
" " per box	....	0 65
California navels, per box	2 50	3 25
Mexican oranges, "	2 00	2 25
Seville oranges, bitter, per box	...	2 50
Messina oranges, bitter, 106, 200 and 240 boxes, per box	....	2 05
Bitter oranges, Palermo, boxes, per box	2 00	2 40
Messina lemons, new, per box	2 50	3 00
Valencia oranges, 714 case	4 00	5 00
" " 420 case	3 00	4 00
Valencias, large, per case	....	5 00
Bahama grape fruit, per box	....	4 00
Bahama grape fruit, per crate	....	5 00
California grape fruit, per box	....	3 50
Florida pineapples, per crate	5 00	5 50
Bananas, large bunches	1 75	2 50
" small bunches	1 00	1 25
Apples, per bbl	1 00	3 00
Almeria grapes, per keg	....	7 50
Florida tomatoes, per crate	4 50	5 50
Tomatoes, green house, per lb	0 25	0 30
Cranberries, Jersey, per bbl	....	7 00
" Budd's longkeepers	....	8 00
Limes, per case	....	1 25
Limes, In ½-straps	....	2 25

Vegetables.

The demand for vegetables of all kinds continues brisk and stocks are somewhat easier to obtain, although the big storm this week has occasioned temporary difficulty in this respect. Onions are more plentiful with the demand for Valencias good. The range of prices for Valencias is 25c. lower. The first shipment of onions from Bordeaux, France, known in the history of the vegetable trade is noticed on the local market this week. Sweet potatoes are beginning to come in small lots. Celery is still scarce. Greenhouse rhubarb is not so plentiful as it was; the first growth has already been marketed and the second stock is not yet ready for use. Our quotations are :

Cabbage, per doz	0 50	1 00
" red, per doz	0 50	1 00
Potatoes, per bag	1 10	1 25
Potatoes, per bag, car lots	90	1 00
Sweet potatoes, per bush. crate	2 50	3 00
Onions per peck	....	0 50
Onions white, per bag	....	2 50
Onions, red, per bag	1 50	1 75
Spanish onions, per crate	....	1 25
Spanish (Valencia) onions, large cases	3 50	3 75
Bunch lettuce, per doz. bunches	0 30	0 40
Radishes, per doz. bunches	....	0 50
Mushrooms, per lb	....	0 75
Mint, per doz bunches	....	0 30
Parsley, " "	....	0 20
Sage, per doz	....	0 10
Savoury, per doz	....	0 10
Beets, per bush	0 50	0 60
Beets, per bag	....	0 75
Carrots, per bag	....	0 85
Parsnips, per bag	....	1 00
Artichokes, per bush	....	0 75
Yellow turnips, per bag	0 35	0 40
Oyster plants, per doz	....	0 30
Leeks, per doz	....	0 40
Celery, per doz	0 40	1 00
California celery, large case	5 00	5 50
" " small case	....	2 40
Rhubarb, per doz	1 00	1 25
" per bundle	....	0 10
Green onions, per doz	....	0 15
Green house water cress, per doz	....	0 25

Seeds.

The seed market has been dull for the last day or two as a result of the storm. Trade conditions promise to brighten, however, from now on. The only change from last week is an advance of 25c. in red clover. We quote as follows :

Red clover, per bush	5 75	6 25
Alsike "	4 75	5 75
Timothy, per "	1 15	1 75
" flail threshed	....	2 00

Grain, Flour and Breakfast Foods.

GRAIN.

The grain market is dull this week. One buyer stated as his opinion of prevailing conditions that the wheat market "had gone to pot." The future of grain is hard to predict owing to its uncertain sale at the present time. Early in the week of March 1-6 wheat sold on the street in Toronto as high as $1.07, but on March 3 it was down to $1. Manitoba wheat, No. 1 hard, is 1c. easier; Northern, No. 1, is 2c., and Northern No. 2, 3c. easier, respectively. Red and white wheat are each ½c. easier. Barley continues unchanged. Oats are 1½c. firmer and peas 2c. firmer, respectively. Buckwheat has advgnced 2c. and rye is 4c. firmer. Our quotations are as follows :

Manitoba wheat, No. 1 hard, per bush, Toronto.	1 09	1 10
" " Northern No. 1 " "	1 07½	1 08
" " " No. 2 " "	1 03½	1 04
Red, per bushel, on track Toronto	1 03½	1 04
White " " "	1 04	1 04½
Barley " " "	0 48	0 50
Oats " " "	0 38½	0 39
Peas " " "	0 71	0 72
Buckwheat " " "	....	0 59
Rye, per bushel, " " "	0 69	0 70

FLOUR.

The demand for flour is brisk. Last week's prices continue unchanged, although in the interval since last week's qpotations prices have risen and dropped 10c. Wheat has broken, but until the extent is fully known it is impossible to determine whether flour prices will become permanently easier or not. Our quotations are :

Manitoba wheat patents, per bbl	5 10	5 25
Strong bakers "	4 85	5 00
Ontario wheat patents "	4 90	5 15
Straight roller "	4 60	4 70

BREAKFAST FOODS.

The market in breakfast foods is lively with considerable advance in prices on last week's quotations. Manufacturers say the rise in the prices of the manufactured product has not been commensurate with the rise in price of wheat and oats, and that they have purposely kept their prices steady, waiting to see wheat, etc., adjust themselves. Oatmeal is 35c. firmer. Rolled oats, in bags and broken lots, respectively, have advanced 40c. Rolled wheat is 25c. firmer. Split peas have advanced 25c. We quote the following prices :

Oatmeal, standard and granulated, carlots, on track, per bbl	5 05
Rolled oats, standard, carlots, per bbl., in bags	4 50
" " " " in wood	4 75
" " " " for broken lots	4 90
Rolled wheat, per 100-lb. bbl	3 00
Cornmeal	3 50
Split peas	5 00
Pot barley in bags	3 75
" in wood	4 00
Swiss food, per case	2 88
Aunt Sally's Pancake Flour, per case	2 00

Country Produce.

EGGS.

Receipts of newly laid eggs are improving and the opinion is that there are some in the country which may shortly be expected in. Eggs have slumped 10 cents or more in Chicago and it is reported that some have been brought into the local market. We quote only:

Eggs, fresh laid, per doz	0 35

POULTRY.

Little interest is manifested in this line. Little is being received and only nominal demand met. We quote:

Chickens, live per lb	0 09	0 10
Old hens " "	0 05	0 06
Chickens, dressed, per lb	0 10	0 13
Old hens, " "	0 06	0 07
Turkeys, " "	0 14	0 15

Hides, Skins and Wool.

A weaker tone in the local market for hides is noted. A decline of 1-2c. is reported in all grades except cured, which remain unchanged. As usual, the influence of the outside markets is largely responsible for the weaker tendency. We quote the following prices:

HIDES.

No. 1 green, per lb	....	0 07
" 2 " "	....	0 06
" 1 " steers, per lb	....	0 08½
" 2 " " "	....	0 07½
Cured, per lb	....	0 08½

CALFSKINS.

Veal skins, No. 1, 6 to 12 lb. inclusive	....	0 09
" " " 2 " " "	....	0 07
" " " 1 15 to 20 lb "	....	0 08
" " " 2 " "	....	0 06
Deacons (dairies), each	0 60	0 70
Lamb and sheep skins	0 95	1 00

WOOL.

Unwashed wool, per lb	0 09	0 10
Fleece wool, "	0 17	0 18
Pulled wools, super, per lb	0 19	0 22
" extra "	0 23	0 24
Tallow, per lb	0 04½	0 05

QUEBEC MARKETS.

Montreal, March 3.

Groceries.

FOR a week or so trade showed considerable improvement, owing to improved weather conditions and shipments went forward briskly; but again came snow blockades, and this week the movement of goods has been by no means active. Wholesalers and retailers alike may well be excused a good deal of impatience at the delay in deliveries of goods. Remittances have shown some improvement, but they still are much behind. Sugar, on the 23rd went up 5c. in yellows, and on the 26th another advance followed in all sugars of 5c. in barrels and 2 1-2c. in bags. In the Maritime Provinces, Manitoba and the Northwest Territories advances have also been made. Syrups and molasses have remained unchanged on the local market, and teas have also been fairly stationary. In other staples, canned goods, spices and coffee, rice and dried fruits there has been little change in the condition of the market. Fish continue to be a very active item, and green fruits also are going a little better. Pure lard and American pork are higher, jobbing houses now quoting $1.77 1-2 for the former in pails, and $20.50 to $23 per barrel for American pork. Canadian macaroni and vermicilli has advanced 1-2c. per lb. In boxes the price is now 5c. and in barrels 4 1-2c. Oatmeal is quoted 40c. higher in barrels and 20c. in bags. Some manufacturers of biscuits have advanced the price of their makes 1-2c. per lb., in sympathy with the rising flour market. Coal oil is 1c. lower. Silver Star is now worth 21 1-2c., Acme Prime White, 22c., Imperial Acme, 22 1-2c., Standard Acme, 23 1-2c. and Astral, 25c.

SUGAR.

The price of yellow sugars went up on the 23rd 5c. On the 26th another 5c. was added to all sugars in barrels, and 2 -12c, on sugar in bags. Cream

RETURNED
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"BLUE CROSS"

CEYLON TEA

Ceylon Black Teas, packed in London, England, by THE BRITISH & BENINGTON'S TEA TRADING ASSOCIATION, LIMITED, and the favorites since many years in Great Britain.

The following shipment just received into store:

YELLOW LABEL. FINE QUALITY CONGOU.

50 cases,	1-lb. lead packets, each 28 lbs. -	40c. per lb.
175 cases,	½-lb. lead packets, each 28 lbs. -	40c. "
75 cases,	¼-lb. lead packets, each 28 lbs. -	40c. "

BLUE and GOLD LABEL. CHOICE QUALITY SOUCHONG.

25 cases,	1-lb. lead packets, each 28 lbs. -	50c. per lb.
50 cases,	½-lb. lead packets, each 28 lbs. -	50c. "
25 cases,	¼-lb. lead packets, each 28 lbs. -	50c. "

RED and GOLD LABEL. FINEST QUALITY PEKOE.

40 cases,	1-lb. lead packets, each 28 lbs. -	60c. per lb.
40 cases,	1-lb. lead packets, each 28 lbs. -	60c. "
20 cases,	1-lb. lead packets, each 28 lbs. -	60c. "

BRITANNIA.

50 cases, 1-lb. Fancy Enamelled, decorated tins, each 28 lbs. - - - - - 70c. per lb.

LESS 25 PER CENT. TRADE DISCOUNT.

F.O.B. Montreal, 30 Days Net, or 1 per cent. 10 Days.

Lots of 5 cases or over freight prepaid to any Railway Station in Canada, from Halifax to Vancouver.

Ask for miniature sample packets for trial and comparison.

HUDON, HEBERT & CIE.

Agents in Canada, - - - MONTREAL.

HONEY.

There has been an easing off in prices this week though trade is still very quiet. We quote:

Comb honey	0 13	0 13½
Buckwheat	0 06	0 07
Strained, white clover	0 08½	0 09

POTATOES.

Potatoes are about 2c. per bag higher, on account of a temporary scracity locally. Carlots have sold at 71 to 72c. per bag, ex-track, and smaller lots at 82 to 85c. per bag.

EVAPORATED APPLES.

The price of evaporated apples is firm, though no quotable change has been made, and wholesalers prices are 6 1-2 to 8 1-2c. for small lots.

Flour and Feed.

FLOUR.

Prices are again higher than at our last quotations, following the advance in wheat. But at present, owing to a quiet trade, and an easier tone to the wheat market, there is not the same strength shown. We quote:

Manitoba spring wheat patents		5 40
" strong bakers'		5 10
Winter wheat patents	5 00	5 25
Straight rollers	4 75	4 90
Extra	3 80	3 90
Straight rollers, bags	2 30	2 35
Extra, in bags	1 90	2 00

FEED.

Ontario bran is again higher. There is a fair trade doing. We quote:

Ontario bran, in bulk	18 50	19 00
shorts	20 00	21 00
Manitoba bran, in bags	19 00	20 00
shorts		21 00
Mouillie	26 00	28 00

OATMEAL.

There has again been an advance in rolled oats, and prices are very firm. Carload lots are quoted at $4.55 to $4.60 per barrel, and $2.24 per bag. Oatmeals are quoted by jobbers as follows:

Fine oatmeal, bags		2 90
Standard oatmeal, bags		2 90
Granulated " "		2 90
Rolled oats, bags		2 55
" bbls.		5 30

HIDES.

There has been no change. Offerings are more liberal, but still not up to what is expected. We quote:

No. 1 beef hides	0 08	0 08½
No. 2 "	0 07	0 07½
No. 3 "	0 06	0 06½
Lambskins		0 75
No. 1 calfskins		0 11

MONTREAL.

Provisions—A fair trade in provisions and hog products has been done this week, though the present demand runs mostly on small lots for immediate requirements. The tone of the market is steady. Smoked meats are quiet, as is usual during the Lenten season. Pure lard has again advanced since last report, and the price in pails is now 5c. higher, $1.77 1-2 for small lots. Grocery jobbers are finding an improved local demand for American pork, and prices are stiffening. They are now quoting $20.50 to $23 per barrel in single barrel lots. Canadian short cut mess is also higher, though trade is quiet.

The market for dressed hogs is not active. Prices, however, since last week have risen considerably owing to light receipts. Sales of fresh killed abattoir dressed stock were made at $7.25 to $7.50. Light country dressed are quoted at $6.75 to $7.25.. We quote:

Canadian short cut mess pork	$17 50	$18 00
American short cut clear	16 50	17 00
American fat back		17 50
Bacon, Wiltshire, per lb	0 12	0 12½
Extra plate beef, per bbl	11 50	12 00
Lard—"Boar's Head" brand, tierce basis		0 07½
Carloads, less		0 00½
20-lb. tin pails, tierce basis		
Half-bbls., over tierce		0 00½
60-lb. tubs, "		0 00½
20-lb. wood pails "		0 00½
10-lb. tins, "		0 00½
5-lb. tins, "		0 00½
3-lb. tins, "		0 01

Wood net, tin gross weight—

	Wood.	Tin.
Pure lard, pails		1 77½
" tubs		0 08½
" cases (6 10-lb. tins)		0 03½
" cases (12 5-lb. tins)		0 09½
" cases (24 3-lb. tins)		0 09½

Butter—The butter market shows a fair local trade, and a better export demand than last week, though, naturally, there is but little butter sold for foreign account at present. Dairy tubs are quoted a shade higher this week, prices being 15 to 16c., though we hear that some butter has been sold by carload at 14 3-4c. Dealers report that of late there has been quite a good demand for undergrades. Butter exporters are expecting to see a big increase in Canadian exports, should the Russian-Japanese war continue through the Spring. We quote.

Fancy Winter creamery	0 20	0 21
Summer goods	0 19	0 19½
Dairy rolls	0 16½	0 17
" tubs	0 15	0 16
Finest Fall made		0 21
" fresh prints	0 21	0 22

Cheese—September and October cheese are both quoted now at 10 1-2c., there being practically no difference between them now. There is a good deal more enquiry from the other side, but as buyer and seller still cannot come to terms, the enquiry has led to very little business. Buyers in England are doubtless holding off just now to learn the condition of the stocks at the first of the month. The probability is that there will be less than 100,000, which is not at present a very large amount. According to mail advices, however, Old Country dealers are expecting a goodish amount of cheese to go forward later on, and they think the Canadian sellers' outlook is not very rosy. Holders, however, in this market seem confident that their goods will shortly be needed, and have not shown any inclination to shade prices as yet. Local trade is quiet, which is the usual thing at this time of year. Grocery prices (in small lots) are 11 1-2c. for large cheese, and 11c. for small, mild cheese (20 lbs.).

NOVA SCOTIA MARKETS.

Halifax, Feb. 29th, 1904.

WHILE wholesale houses are making no complaints, business has undoubtedly been very quiet throughout the entire month of February in the Maritime Provinces. The year opened with a heavy failure list and since then weather and other conditions have not been favorable to a revival of trade. For the last ten days vast quantities of drift ice have been in evidence in all the bays and harbors of the Atlantic Coast, and have interfered with fishing operations. The lobster fishermen have suspended work and it is safe to say that the Nova Scotia Winter fisheries this season have been the smallest on record. The price of lobsters until lately have been low and our people have realized less money than usual from this industry. This, following an unprecedentedly short Spring and Summer fishery, naturally has had a detrimental effect in all the shore counties. On the other hand, the districts in which orcharding is the mainstay, have been unusually prosperous owing to the large crop of apples and big prices realized on the other side. The mining and manufacturing centres are also prosperous and the increased demand for goods from these districts will probably offset any falling off in other quarters.

* * *

There is still much interest in the flour market and prices have further advanced. Stocks in this province are low, there being less than 4,000 barrels held in this city. Owing to the freight blockade it will be some weeks yet before further supplies can be obtained from the mills in Ontario and the West. Several large handlers of flour at provincial points have been buying here of late as their stocks are exhausted and cannot be replenished from the mills as usual. Manitoba hard wheat patents are quoted here now at $5.80, and one dealer says he is considering the holding of what he has on the spot for six dollars per barrel. The Halifax bakers have announced that the price of bread will be advanced to-morrow. Hitherto the price for a number of years has been five cents for the one and a-half pound loaf, but after to-day it will be six cents. The Sydney and St. John bakers have also advanced their prices. Cornmeal is higher and bran and middlings were marked up 50 cents per ton this week. There is not much middlings on the spot and these are chiefly in the hands of one firm.

* * *

West India merchants here are pleased with the new ruling regarding the importation of mixed molasses, as it is considered that it will lead to a larger demand for the genuine West India article. The principle on which the department seems to be acting is that the lower the percentage of cane sugar in molasses the higher the duty shall be Merchants here hold that the effect will be to shut out mixtures from the United States now greatly used in the upper provinces, and encourage the use of West Indian molasses. Merchants here also hail with satisfaction the announcement that British Guiana has decided to extend a preference of ten per cent. on Canadian imports. It is expected that West India Islands will follow suit and in a few years the business which now goes to the United States will come to Canada, in which event Halifax, from its situation, is bound to derive an advantage. In the last year there has been a large increase in Canadian trade with British Guiana, and conditions seem to be shaping for a revival of the West India trade in which a half century ago Halifax merchants amassed considerable wealth.

NEW BRUNSWICK MARKETS.

Office of The Canadian Grocer,
St. John, N. B., March, 1904

THIS has been, what all are terming, an old-fashioned Winter. Steady cold weather with thermometer often below zero, steady sleighing for now over two months, and piles of snow. In two months but two days of thaw, when we had heavy rain. This is also unusual. It has affected business, though the quantity of snow has not been so great in the other parts of the province. The snow blockade on the railways, as well as the rush of Winter port business, makes it almost impossible to get cars of goods for local consumption through from the West. In flour, meal, etc., our dealers have cars which have been out for weeks. In fact stocks in the city are running quite low. There is much dissatisfaction on the part of importers in reference to the service of the Furness Line steamers from London. Not only do the boats run irregularly, paying no attention to sailing dates, and making long trips, but they nearly every trip land their cargo in more or less bad condition. Of course the season has been very stormy, but the boats are too small and cargo is stored very badly on the other side. Where a subsidy is granted, the government should see that a proper service is given. As it is our merchants make heavy losses. Paper is reported very scarce. A large number of mills are shut down, the exceptional season in one way or another being the cause. Our merchants are put to great disadvantage by the service as performed by the New Brunswick Southern. The new railway commissioner should at once take into consideration these branch lines. They should be made to give the public something in return for the privileges they enjoy.

Oil—In burning oil the only change is in the retail price. Our grocers have always sold this line very close, but are trying to get a better profit. In linseeds the price continues low. Turpentine is still high. Dealers in lubricatings are pushing sales. Fish oil continues scarce.

Salt—The steamers are bringing out small lots, quite regularly, of Liverpool coarse salt, for local consumption, as well as larger quantities for shipment West, some going as far as Chicago. In fine salt, there is light sale.

Canned Goods—Holders of stock feel quite happy as nearly every line shows increased value, particularly vegetables. There is quite a fair stock of tomatoes held, but corn is in light supply. The dull line would seem to be gallon apples. Beef tends higher. In domestic fish stocks are light. Haddies are about out of the market.

Sugar—This is one line which keeps very low. Dealers while they carry quite full stocks do not seem to expect much change. Stocks of foreign sugar held are not large.

Molasses—This is a quiet line. Prices are rather lower with still lower prices quoted for the latter part of the month. The trade buy in very small lots. On account of local competition this is likely to be a line of interest during the season.

Fish—This is a season when there is a good, steady sale. The demand is chiefly for fresh fish. There has been a fair supply. Prices rule quite firm. Herring have been in better supply than for years. In dry fish stocks are light with prices very firm and tending higher. Smoked herring are very scarce. Pickled are a fair supply only. Finnan haddies tend higher.

Flour, Feed and Meal—These have been the lines of chief interest. Flour holds the quite full advance of the last few weeks and millers do not push sales. Feed is higher. Oats show quite an advance with oatmeal again higher. Cornmeal also hold the advance. Beans are following in line, though more slowly. In barley stocks are light and prices firmer. Split peas are scarce and high. Seeds sell quite freely, prices being quite low. Alsike is offered well below red clover, which seems the firm line, prices tending higher.

MANITOBA MARKETS.

THROUGHOUT the week the market for groceries here participated fully in the interest which has characterized it in Eastern cities. The war in the Orient, the changed conditions in the sugar market and the advances in canned goods have all had their due effect here, and in the process the market has been stimulated as has seldom been the case in the Winter season. The first change to take effect was that in canned goods and the lines included were corn, peas and tomatoes. The advance is proportionate with that given in Eastern advices of last week. On Friday all refined sugars were advanced in sympathy with new quotations established at refineries that day. Sugars in wood are now 10c. higher and in bags 5c. higher. The reason assigned by brokers here for the discrepancy between the two is that wood is costing the refiners so much more money now that they are obliged to ask this difference for barreled goods.

Flour has continued its upward tendency and another 15c. has been added to the price, making the jobbing quotation now $2.75 per sack of 98-lbs. for best Hungarian patents; second patents are worth $2.60 and strong bakers $2.20.

The strength in Japan goods continues although there have been no further advances in prices.

The various lines of farm produce are scarce in the Winnipeg market at present, due largely to the cold weather which has been so prominent a feature for several weeks past. Choice dairy butter is scarcely to be had and dealers are offering 21c. for this grade in bricks. Eggs are hardly to be had at all in quantity and the commission house price for case lots of fresh, delivered here, is 30c. per dozen. New laid eggs are quoted at 65c. per dozen, the highest price since 1882.

Trade is good for the season in all departments and expectations for Spring are high.

The large attendance of farmers and breeders in Winnipeg during the past week has given an excellent opportunity of finding out conditions in country districts at first hand, and it would seem that there is a much larger proportion of wheat in farmers' hands than was supposed, the amount is now variously estimated at 6,000,000 to 7,000,000. This is actually in farmers' hands, and does not include what is in store in country elevators. It is likely that there is at least 5,500,000 in farmers' hands and at present there is practically none moving, the railway companies not being in a position to handle it, even if the farmers were willing to sell, while they certainly are not.

BRITISH COLUMBIA MARKETS.

Vancouver, B.C., Feb. 26.

UNDOUBTEDLY the most interesting feature of the markets this week is to be found in the flour situation. The prices, as announced in the East and in Manitoba, have continued to increase, several advances having been advised within the past few weeks. The first 15c. advance was not followed sharply by the market here, because dealers were stocked. The second raise of 15c. found dealers here still jobbing at $5.60 per barrel. They promptly raised to meet it, and last week a further advance of 10c. put the mill price up to $6. This week the jobbers are quoting flour at the mill price, $6, and strange to say the retailers are still selling the consumers at the same figure.

Of course many retailers bought at the lower prices and stocked up all they could stand. The jobbers, facing that position, and having also stocked up are selling at $6, though that is the firm quotation on this market by Ogilvie's, Lake of the Woods, and other big concerns. In fact one big Winnipeg mill has at present withdrawn its quotations, and orders are being accepted subject to approval. None of them have been turned down yet, but as the market is on mill price basis yet, it may not be long till orders are refused.

It is the small miller's opportunity at the present time. In the nature of things many of the smaller and less known mills of the Northwest and Manitoba do not find so ready a market for their make as the better known brands. As a consequence prices are always quoted a little lower per barrel for these mills, not that the flour is of poorer quality necessarily. Now that the price of flour has gone up so very high, the small mills can sell at lower rates and with some attraction to consumers.

* * *

The local trade to the north has begun to assume the activity of the Spring season. On the last two steamers sailing from this port there were fully two hundred passengers, most of whom were for Dawson or White Horse. Many of those going to the latter place were preparing to go in to the new fields of the Alsek district. The shipments of provisions and supplies were pretty liberal. A feature was the shipment of a large quantity of goods which will go in over the ice to Dawson.

It is interesting to learn details of how the shippers, or freighters on the trail manage to carry perishable goods in without freezing. Formerly it was done by having closed in sleighs with heaters in them, but this was discarded

as it proved too expensive altogether. Now it is handled about this way. Take eggs for instance. Each egg is wrapped in paper and the crates are also lined and covered outside with several thicknesses of paper. Then as the freight is not all made up of perishables, several teams going together will divide up the perishables placing them in the middle of the loads. Not a very long day is made with the freighting, as men and teams cannot stand it too long with slow travel in the open air.

When a stopping place is reached where it is intended to put up for the night, a tent is pitched. In this a stove is placed and fire is kept up all night so that the precious goods are kept from freezing and are warmed up as well, so that the packages contain sufficient latent heat to keep from freezing during the few hours of the day's travel. Other goods which have to be protected are wrapped in similar manner. With several teamsters travelling together one extra man is carried to keep the fires on at night and heat the perishable goods. But they are expensive at best when landed in Dawson. Some of the shipments going in on last boat were butter and eggs, indicating that these articles were becoming scarce.

Local market conditions are fairly active this week. Aside from flour, butter and eggs are perhaps the most interesting articles on the market. The egg supply is still short though the return of milder weather has induced a more liberal supply of fresh laid local eggs. Prices from California have dropped also. Quotations will bring them now down to 28c. jobbing, which will allow a corresponding reduction in the retail price which has been 35c. for the past two weeks. Local fresh sell for 40c. now.

A car of Ontario butter is due to arrive for local jobbers, to be distributed. It is not yet announced what the wholesale quotation will be. The Australian steamer arriving this week had a consignment of butter for a local firm. The expected arrival of a car from Ontario has caused a slight reduction in the price quoted for Manitoba and N. W. T. Government creamery. It is now at 24c. Local fresh creamery is still quoted at 30c. at which price it is likely to remain.

Lard is quoted ½c. higher in sympathy with Eastern advances. It costs now 7½c. in tierces, Eastern base, which makes the jobbing figure about 9½c. tierces, with smaller sizes ¼c. higher for each size.

* * *

In groceries arrivals of rice by the steamer Athenian have not affected quotations. The steamer brought 125 tons Japan rice, and the local jobbing price is still firm as quoted at $90 per ton. So long as the Japanese control the sea, as they do now, the shipments of rice may not be interferred with, unless the Japanese Government should prohibit export of Japan rice. China rice is not in favor in the general demand on this market.

Very active feeling marks the movement of California dried fruits. The prices will all have to be moved up ½c. on peaches, apricots and other lines. The movement of staples from the East in anticipation of very active demand for Northern shipments has begun. The consignments of condensed milk, for instance on the way for wholesalers here, are very heavy. Last year the trade did not get what they ordered, and in renewing contracts they took the precaution to insert a penalty clause, so that they are more likely to get the goods this season. Canned vegetables are held firm, in anticipation of active movement, as soon as Spring trade North opens.

Local salmon canners are much exercised over the reported granting of permission to set down fish traps. They have protested against the allowing of traps any where near the Fraser river or its mouth. It is likely the salmon canning industry will be very conservatively administered this season, few canneries being operated on account of anticipated small pack. Prices of salmon in the Old Country market are reported firm.

* * *

In vegetables, the California shipments make practically a full line of green vegetables now. There are radishes, green peas, string beans, new cabbage, sprouts, tomatoes, etc., and local forced lettuce and rhubarb is on the market. The rhubarb, which is new on the market this week, is 1 c. per lb. Tomatoes from California are $2.50 per case. Celery, California grown, is 75c. per dozen.

The potato market is in a rather peculiar situation. There is a very firm belief in some quarters that the ranchers of the Fraser valley are holding up large supplies. Others say that there is not the big stock on hand which has been the experience of recent years. The fact remains that potatoes are held firm and that dealers are looking afield for supplies. One firm this week bought over 300 tons in the Okanagan country, which has not as a rule shipped many potatoes to Vancouver.

* * *

Fruit shows little new. Oranges are, if anything, lower in price. Navels are as low as $2.50 per box, with the few seedlings on the market quoted at 50c. less. Demand is fairly good. There are a few boxes of Jap oranges which have been in cold storage now being sold at 90c. per box. Apples are beginning to become scarce. The stock of Coldstream apples will be replenished as soon as weather permits of them being shipped down from Vernon.

HINTS TO BUYERS.

Contributors are requested to send news only, not puffs of goods they handle, or the arrival of standard goods that everyone has in stock, or that they are offering goods at close figures, or that they have had an unusually large sale this season.

Special values are offered this week by James Rutherford & Co., Montreal, in Japan teas to retail at 25c., 30c., and 35c. lb. See their ad. in another part of this issue.

The attention of the trade is called to ad. of G. F. Sutton, Sons & Co., London, Eng., in this week's issue. Special lines of essences, sauces, herbs, &c., are noted.

L. Chaput, Fils & Cie, are offering an attractive line for temperance people in Dubonnet Tonic Wine, a very fine appetizer.

L. Chaput, Fils & Cie, report a good demand for canned salmon. They have a large and well assorted stock, talls, flats, at some very attractive prices.

L. Chaput, Fils & Cie, are offering a very fine range of dried fruits, raisins, valencias, table, sultana, currants, figs, dates, etc.

A shipment of Magee's canned smelts arrived this week for H. P. Eckardt & Co.

John P. Gallagher, Notre Dame street, Montreal, reports that sales for Small's maple cream and other maple syrup specialties are increasing rapidly. Mr. Gallagher's sales of MacGregor butter scotch in the city are also most satisfactory. Eastern trade requirements in these lines are carefully looked after by Mr. Gallagher.

The R. & J. H. Simpson Company report having exceptional value in canned salmon. A word to the wise is sufficient.

The T. Upton Co. wish to remind the trade that they are now shipping this season's orange marmalade. Put up in 12 oz. and 16 oz. glass jars, 2 and 5 lb. tins, and 7 lb. wood pails.

The firm of John Hopkins, St. John, N. B., are in receipt of a car of eggs which will repay attention of interested parties.

Dawson & Co., Toronto, have received another car of Redland Beauty California navel oranges, and report a car of lemons on the way from shipboard at New York. They have received a car of Valencia onions, and expect two additional car shipments within a day or two.

White & Co., Toronto, report the arrival of a shipment of French onions from Bordeaux, the first ever received in Toronto. The shipment consists of 300 cases, each case weighing 115 pounds net, and is going nicely at $3 per case. This firm have also received a car of bananas. No. 1 Jamaica fruit.

Laporte, Martin & Cie, Montreal, are offering a splendid map of the seat of war between Russia and Japan. See their ad. in another part of the paper.

SITUATION VACANT.

WANTED—Head clerk for a good store in a Manitoba city (married man preferred); must be a good grocer and have knowledge of crockery business; to the right man this will eventually mean a partnership in a good business. Apply, with references, stating age, experience and salary, Box 113, THE CANADIAN GROCER, Toronto. (12)

SITUATION WANTED.

AS traveller for groceries, flour or cereals; salary or commission. Box 111, THE CANADIAN GROCER, Toronto. (10)

WANTED.

We are open to buy Chickens, Fowl and Ducks, best quality only. Also Eggs and Creamery Butter, 2-lb. prints and solids, finest quality. Quote prices f.o.b, or delivered here.

JOHN HOPKINS,
Mnfr. of Pork and Beef Products, ST, JOHN, N.B.

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HIGH-GRADE VINEGARS

Under Excise Supervision
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Factory and Office: 35a, 35c, 37 St. Antoine Street,
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"Condor" Japan and Black Tea, Baking Powder, Mustard, Vinegar.

Madam Huot's Coffee

—THE GEM.—

"Nectar" Black Tea, in lead packets and fancy tins only.

TEAS ARE MOVING

Rapidly they are going in spite of cold weather and bad roads.
My stock is heavy and I am in a position to give you
the very best values in all lines.

There is Money in Buying Now—and Don't You Forget It!

THE LAST LOTS INTO STORE.

146 Catties Ping Suey Gun Powder, good sound Tea, at - - - - - - **13c.**

34 Chests fancy finished leaf Young Hyson **Indian Green Tea.** The handsomest leaf and best liquor possible, at - - - - - - - **22½c.**

9 Chests Darjeeling Orange Pekoe Indian Black Tea, "Ring Tong," at - **50c.**

THE HIGHEST QUALITY OF ITS KIND, WITH THE TRUE HIGH GROWN DARJEELING FLAVOR.
YOU MAY GO THROUGH FIFTY SAMPLES BEFORE FINDING ONE AS GOOD

Some of my Registered Brands in Special Packages.

"Old Crow" Blend Black Tea, in parchemin lined, air tight, fancy packages, cases 50 lbs., assorted, 1s, ½s and ¼s, at - - - - - - - - **20c.**

NO RETAIL PRICE MARKED ON IT.

"Golden Pheasant" Japan Blend Tea, in parchemin lined, air tight, fancy packages, 50 lbs., assorted, 1s and ½s, at - - - - - - - - **20c.**

NO RETAIL PRICE MARKED ON IT.

All my Teas are selected for their liquoring qualities. Think of that when buying and ask for my samples. It pays!

Speciality of high class goods in Teas, Coffees, Spices and Vinegars.

"Old Crow" Baking Powder, Mustard, Vinegar, Black Tea.

E. D. MARCEAU

281-285 ST. PAUL STREET

MONTREAL

"EMD" Baking Powder, Vinegar, Spices, Coffee

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Rest, - - - - $3,000,000

HON. GEO. A. COX, President. B. E. WALKER, General Manager.

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Cranbrook	Kamloops	Nelson	" East End
Fernie	Ladysmith	New Westminster	Victoria

MANITOBA AND NORTHWEST TERRITORIES:

Calgary	Elgin	Moose Jaw	Regina
Carman	Elkhorn	Moosomin	Swan River
Dauphin	Gilbert Plains	Neepawa	Treherne
Dawson	Grandview	Ponoka	White Horse
Edmonton	Innisfail	Portage la Prairie	Winnipeg
	Medicine Hat	Red Deer	" North

ONTARIO AND QUEBEC:

Ayr	Dundas	Ottawa	Stratford
Barrie	Dunnville	Paris	Strathroy
Belleville	Fort Frances	Parkhill	Toronto, 8 offices
Berlin	Galt	Peterboro'	Toronto Junction
Blenheim	Goderich	Port Perry	Walkerton
Brantford	Guelph	St Catharines	Walkerville
Cayuga	Hamilton	Sarnia	Waterloo
Chatham	London	Sault Ste Marie	Wiarton
Collingwood	Montreal	Seaforth	Windsor
Dresden	Orangeville	Simcoe	Woodstock

MARITIME PROVINCES:

Amherst	Canning	New Glasgow	Springhill
Antigonish	Halifax	Parrsboro'	Sydney
Barrington	Lockeport	Sackville	Truro
Bridgewater	Lunenburg	St John	Windsor
	Middleton	Shelburne	

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RESERVE FUND, - - 1,000,000.

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Open at all Branches. Accounts solicited.

FINANCE AND INSURANCE

AS a means of forcing American currency out of circulation, the banks of Edmonton, Alta., have decided to charge a substantial discount on all United States currency passing through their hands, says a western exchange. There is no question that the profit on the coinage in circulation in Western Canada should be made by the Canadian Government, and moreover that the coinage in circulation in Canada should be Canadian coinage. On the other hand it must be remembered that the prevalence of considerable quantities of United States currency in Western Canada at the present time is due to a particular cause, namely, the remarkable influx of settlers from the United States. The whole West has apparently every reason to extend the most cordial welcome to such desirable immigrants; the desire of the business community as a whole seems to be to give the newcomers the full value of their money. It is doubtful in view of the special circumstances whether a wiser course on the part of the Edmunton banks would not have been to invite the local merchants to turn in to them all United States currency coming into their hands. The banks could express it to the United States, and the total expense involved which the banks could charge against the merchants or bear themselves as they saw fit, would be inconsiderable.

* * *

THE annual statement of the Merchants' Bank of Prince Edward Island issued December 31, 1903, reveals the following satisfactory condition of affairs: Net profits for the year were $55,595.57, to which is added the amount brought forward from 1902, $1,187.59, making a total of $56,783.16. From this sum after the payment of two dividends and sundry appropriations the sum of $30,363.18 was transferred to rest account, together with the premium on new stock issued, $30,636.82, making that account now $266,000.00, or $77,781.51 in excess of paid-up capital.

* * *

IT is reported that the name of the company which will take over the assets and property of the Consolidated Lake Superior Company is the Canadian Improvement Company. It will be capitalized at about $40,000,000, which with bond issues of $13,000,000 will bring the total amount of securities of the new company up to $53,000,000. W. L. Bull and J. T. Terry, of New York, and R. Pitcairn, of Pittsburg, are among the leading interests which propose to rehabilitate the old company.

INSURING BANKS AGAINST LOSS.

THE majority of civilized people are already reasonably well posted on insurance, and if the number of insurance agents continues to increase in the same proportion as it has during the last ten years there is reason to believe every mother's son of us will have at least an opportunity of becoming a wiser and better man in this generation.

The latest insurance novelty reported is an association to insure United States national banks against loss; what is more, expert financiers have declared the application of principles of insurance to banking to be entirely practicable. The scheme is to levy an annual tax on the capital or deposits of every bank in the country, the amount of tax to be calculated according to the mortality among banks, and the percentage of probable loss. In this way, a reserve will soon be built up which will be sufficient to meet every loss incurred, pay in full the liabilities of every failing bank, and make good every impairment of capital. Statistics show that if a tax of 3-8 of one per cent. had been levied annually upon the outstanding circulation for the last 39 years it would have been sufficient to redeem the outstanding notes of every national bank that has failed during the same period wtihout having to fall back upon bonds held as security or other funds.

WALL STREET AND THE COUNTRY.

Atlantic Monthly

OF the many lessons to be learned from recent experience, one of the most obvious is that the outsider should not enter the stock market in the gambling spirit, but only for investment, and then only when he has made a careful study of values of properties and their earning power, and of the conditions which affect the market ..... Other things being equal, two important elements operate upon the price paid for an investment—its safety and the net return paid in interest or dividends. A high degree of safety will contribute towards raising the price of an investment, but the rise in price will render it less attractive upon the other side by reducing the return upon it. For the owner of an investment security and especially for him who has it to sell, a scarcity of safe securities and a rise in their price are acceptable and desirable. For the owner of capital seeking investment, however, an excess of such capital in the market and a high price for securities are an injury, because they reduce the earning power of his capital in whatever securities he may invest it. To meet his needs new demands for capital must be found from time to time, equal to the amount of capital created.....The path followed during the past few years has been the conversion into large corporations of industrial enterprises aggregating about nine billions of dollars. When the earning power of a number of mills or factories could be capitalized into bonds and preferred stocks, a supply of securities could be created which would meet the demand for new forms of investment arising from among those who were rapidly making money under favorable commercial conditions..... This tendency to create securities has undoubtedly been overdone within the last few years. There followed the phenomenon of a mass of

undigested securities which could no longer find the market of a few years before. The public victimized by such were themselves to blame quite as much as misguided or dishonest promoters. If they passed by conservative companies and safe investments to seize upon glittering offers of speculative stocks by mushroom companies who was to stay them or retrieve their errors, so long as those who deluded them kept barely within the line of indictable fraud.....Every new form of financial organization has to pass the test of fire. The ultimate capacity of the joint stock system of organization is still untested. During the past century it has been extended to nearly every form of manufacture and to the complicated problems of transportation by land and sea. It contains, however, other possibilities which have not yet been developed. Among those recently put into practice have been the consolidation of great industries, the leasing of one corporation's property to another, and the control of operating companies by companies holding their securities. Whether these new forms of joint stock enterprise will be successful must be determined by experience. The secret of success here as in the whole of finance, industry and competition in foreign markets is to obtain a given result by the greatest possible economy of capital and of effort.

BANKING AND INSURANCE NOTES.

The Traders' Bank of Canada is erecting a new bank building at Rockwood.

The Royal Bank has opened branches at Westmount, Montreal, and Amherst, N.B.

The Canadian Banks of Commerce is erecting a $20,000 building at Portage La Prairie.

Mr. McArthur, manager of the Sovereign Bank, Hensall, has resigned. He will be succeeded by H. Arnold, of Toronto.

G. M. Patterson, Stratford, has been promoted to the management of a branch of the Canadian Bank of Commerce, Winnipeg.

The Metropolitan Bank are erecting a building at the corner of Dundas and Arthur streets, Toronto to be occupied by the bank as soon as it is completed.

P. A. Curry, manager of the Union Bank, Middleton, N.S., has been promoted to a similar position at New Glasgow. He will be succeeded at Middleton by C. E. Jubien, formerly of Sherbrook, Que.

Clay, Sharp & Co., bankers, Burk's Falls, have been succeeded by the Sovereign Bank of Canada. The Sovereign Bank has also opened a branch at Stanbridge East, Quebec., having purchased the private banking business of Colonel Gilmour.

R. H. Fulton, inspector of the Sovereign Bank, has been promoted to the position of superintendent of agencies. He will be succeeded as inspector by L. P. Snyder of the St. Catharines branch. The bank purposes to erect handsome new offices on St. James street, Montreal.

The Crown Bank has secured premises at 34 King street west, Toronto, which will be entirely remodelled and used both as the head office and office of the Toronto branch. The bank has also secured permanent offices in Ottawa, in the G.N.W. building at the corner of Sparks and Metcalfe streets.

On January 7, 1904, A. E. Ames & Co., Toronto, issued a circular letter to their unsecured creditors proposing the formation of a corporation to be known as the Securities Holding Company, Limited, which should take over the firm's assets and assume all its liabilities. Unsecured creditors were asked to consent to accept stock in the proposed Securities' Company to the full amount of their claims against the firm. Since then a great majority of the unsecured creditors have consented to the proposal and Ames & Co. have formed the Securities Holding Company and transferred thereto all their assets, each unsecured creditor having been mailed a certificate of stock in the Securities Holding Company, representing the full amount of his claim against Ames & Co.

Money Loaned

salaried people, retail merchants, teamsters, boarding houses. Easy payments. Largest business in 50 principal cities. TOLMAN, 517 New York Life Building, Place d'Armes, Montreal.

THE BEST STOCK
TEES
DESKS!!!
THE LOWEST PRICES
TEES & CO.
300 St. James St., - - MONTREAL

WESTERN ASSURANCE COMPANY. Incorporated 1851
FIRE AND MARINE
Head Office Toronto, Ont.
Capital - $2,000,000.00
Assets, over - - 3,333,000.00
Annual Income - 3,536,000.00
HON. GEO. A. COX, President.
J. J. KENNY, Vice-President and Man. Director.
C. C. FOSTER, Secretary.

BRITISH AMERICA ASSURANCE COMP'Y
FIRE AND MARINE.
Incorporated 1833
CASH CAPITAL, $1,000,000.00.
TOTAL ASSETS, $1,864,730.13.
LOSSES PAID SINCE ORGANIZATION, $22,527,817.57.
HEAD OFFICE, - BRITISH AMERICA BUILDING,
Cor. Front and Scott Sts., Toronto.
GEO. A. COX, President. J. J. KENNY, Vice-President.
P. H. SIMS, Secretary.

REPRESENTATIVE OF ENGLISH FIRM.

MARTIN NIERMEYER, export manager for G. F. Sutton, Sons & Co., London, England, manufacturers of condiments, is at present making a trip through Canada, calling upon the grocery trade. Mr. Niermeyer arrived in Halifax the 14th of February and reports having had very satisfactory business in both Halifax and St. John, N.B.

Mr. Niermeyer is at present calling on the trade in Montreal and Quebec, and is making his commercial headquarters at the Queen's Hotel, Montreal, where he carries a full line of his company's samples.

As Sutton's goods are practically a household article in Great Britain he expects that the trade in Canada will, as it has in every British colony, appreciate and take hold of his goods. "Our principal of business," said Mr. Niermeyer, "for the last 40 years, has been to make pure goods, and supply them to the trade at the most reasonable prices so that we are in a position to compete against any English firm of reputation. The British Lancet in a criticism of Sutton's goods, speaks of them as being prepared with special care, and free from ingredients of an obnoxious kind, their flavoring essences being free from prussic acid."

It is Mr. Niermeyer's intention to visit all the principal commercial centres of Canada. He expects to be in Toronto during the coming week, and will make his quarters at the Queen's Hotel, where he will be pleased to receive calls from the trade. He will also visit the jobbing and retail merchants in each city.

Communications addressed to Mr. Niermeyer at Queen's Hotel, Montreal, will receive prompt attention.

A THREE-IN-ONE LUBRICANT.

This utilitarian age will undoubtedly welcome the suggestion of a universal panacea for the ills of the housekeeper, sportsman, mechanic or artisan. Woodwork becomes marred, tools rust and get dull, and sewing-machines need occasional lubricating if they are not to clog up. Men needs must tinker up the old until it simulates the new, what better means is conceivable of refurbishing, or renewing the lost virtue of a thousand and one accessories than "Three-in-one" lubricating, cleaning and polishing oil, manufactured by G. W. Cole & Company, New York. Its uses are legion, and its excellent features mentioned elsewhere in this issue of The CANADIAN GROCER, are sufficient to recommend "Three-in-one" successfully to every man and woman in Canada who have come to the years of discretion, provided only they have 10 or 25c. at their disposal.

U may not be able

2 judge a man by his clothes, but

U can tell a pure article

BY THE TASTE.

Clark's Sliced Smoked Beef

HAS THE TASTE.

CAPSTAN BRAND

Pure Baking Powder.

Put up in ¼-lb., ½-lb., 14-oz., 1-lb. and 5-lb. Tins.

Guaranteed to give perfect satisfaction.

If our traveller does not reach you, write for quotations, or ask your wholesale grocer for it.

The Capstan Mfg. Co., Toronto, Ont., Can.

EPPS'S

GRATEFUL. COMFORTING.

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.

In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg.

THE MOST NUTRITIOUS. COCOA

Genuine Pratts Astral Lamp Oil

Sold in all countries and recognized as the highest grade oil manufactured.

WHOLESALE ONLY

THE QUEEN CITY OIL COMPANY, Limited, - TORONTO, ONT.

James Ewart

MANUFACTURER OF

High-Grade Delivery

WAGONS

Grocer, Baker, Confectionery, Laundry Wagons of every description.

257-9 QUEEN ST. EAST

TORONTO.

Write For Prices. Phone Main 1188

Window and Interior Displays

Timely Hints and Suggestions

An Attractive Display.

THE window that sells goods, the window that every merchant wants and that every window dresser strives after is the one that calls attention to a particular line. It is not the window that contains a sample of every line carried, that is going to pay for the trouble and time expended upon it. A display must be for the purpose of advertising a particular line, and every other line must be excluded from the window save when it is connected with the main feature, or as it is deemed necessary to be inserted to take off some of the stiffness and monotony of a solid arrangement of one class of goods.

In this window, shown by Michie & Co., Toronto, this idea has been quite well carried out, the main part of the display being bottled goods, catsups, jellies, olives, pickles, marmalades, etc. A background is made up of boxed goods, but this does not in any way distract the attention from the principal line, but rather brings out more distinctly the bottles shown. There is nothing intricate in the arrangement, but sufficient design and symmetry is observed to make it effective. The large display bottles contained olives and other fruits with the branches on which they grew. A somewhat better effect might have been obtained by an arrangement that would have had a more prominent central figure of the bottles and by a design that would have more prominent figures or points.

The floor is covered with crepe paper, one of the prettiest and cleanest appearing foundations that a grocer can use. Some such trimming is necessary at almost all times unless the floor is built of hard wood. The paper is drawn quite tight and fastened in small pleats. Any color can be used to match any color in the goods, and the cost is not more than ten cents for an average-sized window. Clean white or yellow paper is sometimes made use of, but it is cheaper looking and not so tasty as the crepe paper or plain colored tissue paper.

A Bottled Goods Display—Shown by Michie & Co., Toronto.

Our Metallic Ceilings and Walls

Are an ideal finish for all kinds of buildings, because they combine both beauty and utility.

We make an almost countless assortment of artistic designs—the plates fitting accurately, the joins imperceptible, and the pattern continous in perfect precision throughout.

The sanitary superiority, fireproof protection, handsome effect, and moderate cost, appeal to all progressive people.

By ordering from us you make sure of reliable quality.

Full Information in our Catalogue—It Makes Interesting Reading.

THE

Metallic Roofing Co., Limited

TORONTO, MONTREAL, WINNIPEG.

Merchants Who Buy Hides

I purchase Hides, Caltskins, Sheep Pelts, Tallow and Bones. I pay spot cash, full market values, freights, customs charges. I want an agent in every town and village in Canada. I furnish the money and keep my agents fully posted. Write me for fuller particulars.

CARROLL S. PAGE, = HYDE PARK, VT

Orlan Clyde Cullen, C.E.L.L.M.

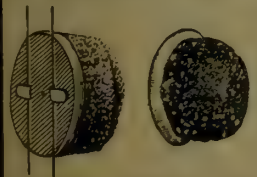
Counseller at Law U.S. Supreme Court.
Registered Attorney U.S. Patent Office.

U. S. and Foreign patents, Caveats, Copyrights and Trade Marks. Military and Naval inventions a specialty. Address,

Box 264, Station G., Washington, D. C.

GUN SHOP and MODEL SHOP,
Warren White Sulphur Springs,
Totten P. O. Virginia.

A SELLING ARTICLE.



We have had an exceptionally large demand for our bird seed of late, due to two causes. **1 The low price** at which we have been able to sell it, notwithstanding the advance. **2. The quality,** which has always been the same.

Samples and full particulars free.

NICHOLSON & BROCK, TORONTO

CLERKS WHO ATTEND TO BUSINESS.

NO clerk who expects to be a success will be lacking in self-respect, says a writer in the Commercial Bulletin. He is lacking in self-respect if he is one of those who are continually trying to work the travelling salesman for extra favors. While the travelling salesman may grant such concessions as a matter of business policy, the opinion of that clerk which he carries away with him is not likely to be favorable.

In the many stores I visit I run across all types of clerks. I can count on my fingers the clerks who have the stamp of real business men and are developing fast. There are many indifferent clerks in those stores who seem to care little about the future. Then there is the big group which is always looking for the treat and seems to attend to business when it has nothing else to do.

It is always easy to pick the clerk who has the right idea. He is there to make money for the store and he shows it in his actions. He is the kind of a clerk the traveling salesman likes to treat, but he is not one of the kind who do business on treats. He wants to know about your goods, why they are better values than others, what their strong selling points are, and the profit they pay.

I have universally found that the clerk who is constantly suggesting free cigars is the poorest kind of a clerk. Instead of attending to business he is hanging around the visitors and "joshing" after his style. He completely loses sight of the fact that by showing a little more self-respect and dignity he could lift himself several notches above his present condition.

By endeavoring to make himself more of a business man and a little less of a grafter he would make friends that might be of use to him, where on his cheap grafting basis he actually damages his prospects.

Among the salesmen with whom I have a close acquaintance is one man who has considerable trouble with these grafting clerks. In a certain store which he visits regularly he was told not long ago that unless he "set up" the cigars his goods would be boycotted. In another store he was asked to contribute a certain amount of money for some "blow-out" the clerks were giving and the gentle hint thrown out that failure to do so would put the clerks at work on another brand of goods.

Now, that is a fine thing, isn't it? Here are clerks paid to sell goods purchased by the proprietor. The proprietor buys them because he considers the quality is what he wants and the price right. But here is an outfit of clerks who propose to "knock" certain goods regardless of the interest of the proprietor, if their demands are not granted by the salesman.

In some cases the proprietors themselves are to blame. I have seen enough of the bad results from this grafting to convince me that I would allow none of it in a store of mine. The clerk who keeps away from it wins in the estimation of people who are in a position to do him good.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postages, etc.

AGENCIES WANTED.

AGENCIES wanted for Montreal and Province of Quebec by gentleman with established connection—grocers' specialties and sundries. Close attention paid to all lines. Box 104, Montreal. (10)

BUSINESS CHANCES.

IF you contemplate seeking business, any kind, Manitoba and Northwest, write for list. The Locators, Leading Business Chance Brokers of Northwest, Merchants Block, Winnipeg, Man. (13)

FOR SALE.

GROCERY and Crockery Business—In the best town in Southern Manitoba (population 1,700); stock turned six times last year; stock and fixture; about $3,000; property to be sold with business; four cosey living rooms over store; a snap to right man. Apply to Box 856 Morden, Man. (10)

GROCERY business in Brandon, doing a large and regular city trade. Property to be sold with the business includes store, warehouse, dwelling and stable. Apply to Box 346, Brandon, Man. (12)

PARTNER WANTED.

WANTED—Partner, active or silent, with some capital, to invest in well-established business subject to great expansion; highest references exchanged; only acceptable parties need apply. Box 101, CANADIAN GROCER, Montreal. (10)

SITUATIONS WANTED.

WANTED—Position as clerk in wholesale grocery by young man with two years' experience in retail trade. Best references. Address Box 110, CANADIAN GROCER, Toronto. (12)

TO RENT.

FOR RENT—A large well-lighted floor (size 30 x 100) in a Montreal up-town store (St. Catherine street, west). Suitable for china and glassware, furniture, carpets or house furnishing goods. Use of passenger elevator and goods hoist. Moderate rental to desirable tenant. Correspondence solicited. CANADIAN GROCER Office, Box 25, Montreal. (10)

TRAVELLER WANTED.

TRAVELLER going to the Coast wanted to handle, as a side line on commission, a clear Havana cigar; references. Apply Box 106, CANADIAN GROCER, Toronto. (10)

CLEVELAND WALL PAPER CLEANER

CLEANS WALL PAPER.

1-lb. tin retails at 25c.

GEO. RIDOUT & CO.,
77 York St., Toronto.

IRELAND

Wants Canadian products. If you have any to sell communicate with

J. H. SHERIDAN,
(12) 6 D'Olier St., Dublin.

Only Those Who Use
VAN HOUTEN'S COCOA

KNOW HOW ***GOOD*** IT IS TO ***DRINK***
AND HOW ***ECONOMICAL*** IT IS IN ***USE***

BEST AND GOES FARTHEST

Dominion Agents { J. L. WATT & SCOTT, - - TORONTO
WATT, SCOTT & GOODACRE - MONTREAL

MOLASSES

New Crop 1904
Barbados.

We have just landed a small lot of the above which is very choice No. 1 quality. We can offer it at a low price. Send for sample.

The Dominion Molasses Co.,
Limited

HALIFAX - - - - NOVA SCOTIA.

Received Highest Award **GOLD MEDAL** Pan-American Exposition

The full flavor, the delicious quality, the absolute **purity** of **Lowney's Cocoa** distinguish it from all others. It is a **natural** product; no "treatment" with alkalies or other chemicals; no flour, starch, ground cocoa shells or coloring matter; nothing but the the nutritive and digestible product of the **choicest** Cocoa Beans. A quick seller and a **profit** maker for dealers.

THE WALTER M. LOWNEY COMPANY, No. 447 COMMERCIAL STREET, BOSTON, MASS.

ORANGE MARMALADE

Now is the time to buy. We have it in 5-lb. tins and pails. Quality and price right.

THE CANADA BISCUIT CO., LIMITED

King St. West and Bathurst St. Cars pass our Works.

King and Bathurst Streets, TORONTO.

Biscuits And Confectionery

Biscuits in Grocery.

THE wonderful development in the confectioner's and biscuit maker's art in recent years has made a great change in this department in the progressive grocery. With the advent of the individual package and the use of tin as its material of construction the biscuit and cake maker has been able to give his genius full scope. The toothsome confection that comes from his oven, can now be kept for any reasonable period as fresh and tasty as on the day it was baked.

The effect of this on the average housewife has been what one might have imagined. She is no longer under compulsion to experiment with home made dainties when in a hurry, when overcrowded with work or with the thermometer up around the nineties. The corner grocery can supply, if the proprietor is up-to-date, a most enticing variety of fancy biscuits, which in appearance daintiness and healthfulness are in nine cases out of ten away ahead of the domestic product.

Many housewives are acquainted with these facts and are accordingly generous buyers of fancy confections from the grocer, but the trade could be much extended by a little effort on the part of the grocer. The thing itself is its own best advertisement. If the grocer takes the trouble to locate his fancy biscuit department where it will be seen by every person who enters the store he will find a large increase in his sales.

With their glass fronts these handsome tin boxes show forth their sweet contents to very great advantage, and there are few women who looking around for "something nice for tea" are able to see such a display as this without placing an order.

It is not enough, however, in order to get the best results merely to have these biscuits on exhibition, a hint, a suggestion from the salesman will often add the last straw to the customer's determination to invest.

This is a department that will repay attention.

Cakes Gone Up.

An advance of from 25 per cent. to 30 per cent. has been made in the price of cakes by the Toronto master bakers this week. One of the master bakers states that they were forced to make this increase because of the unprecedented prices they had to pay for materials, and especially eggs. Eggs a year ago were available at 15 to 25 cents a dozen, but to-day 40 cents a dozen is the price, or at the rate of $12 a case for limed eggs. Flour has also gone up considerably.

The increase went into effect on Monday, and will hold until April 1st in any event. The fear is entertained that the bread bakers will be compelled to follow the example of the cake bakers and raise the price of bread.

Modifying the Sweetness.

Mr. Blower had had a difference with the local grocer, and he had openly vowed never to patronize the emporium again. Therefore, the merchant in question was agreeably surprised when one afternoon his late customer entered and ordered half a stone of sugar, with complete nonchalance.

Prudence would have dictated silence; but human nature is weak, and as he tied the string the grocer could not resist saying:

"I though you declared you would never darken my door again, Mr. Blower."

"That is true, and I should not have done so," was the retort, "but I've just received a fine lot of carnation cuttings, and I had no sand for potting them."
—Stray Stories.

Demise of Biscuit Manufacturer.

The Scottish Trader reports the recent death of Mr. Henry Carr, head of the well-known firm of biscuit manufacturers, Carlisle, from heart disease while walking along Scotch street, Carlisle, to his offices. He was the last surviving son of the late Mr. Dodgson Carr, the founder of the firm, and was about 70 years of age. He took a deep interest in various religious movements, and was

When a Brand of Soda Biscuits Acquires a Fame

that extends from sea to sea, it is safe to conclude that it is a good biscuit.

Perfection Cream Sodas

are good by this test.

Good also by other tests.

Let us have an order.

3-lb. Cards or Tins.

THE Mooney Biscuit & Candy Company, LIMITED,

Stratford, - Canada.

When You Say "I want the Best,"

You have said all that can be said about MOTT'S DIAMOND CHOCOLATE

PURE GOLD TALK.

No. 7.

Some years ago we put on the market a Jelly Powder. It was a new thing, and its acceptance by the trade was immediate.

Since that time there have been twenty-four—we think this figure is right—other jelly powders put on the market. We can't object to this. A good idea is perhaps too good to be long the possession of any one man or firm. But we do think that those appropriating our idea should not have imitated our package, directions, recipes, etc. All we can do now is to insist upon the fact of the unquestionable excellence of Pure Gold products. When the Pure Gold Company undertakes to make anything, the grocery trade may rest assured that what they make is the superlative quality. We experiment a long time before ever the public hears of a new thing bearing our name.

In **JELLY POWDERS** we say without hesitation that ours is still the best made, the standard, and certainly the best for the discriminating grocer to stock and push.

We sustain the grocer's reputation in sustaining our own.

THE

Pure Gold Mfg. Co.

LIMITED

Toronto.

a strong supporter of the charitable institutions of Carlisle.

Confectionery Notes.

The egg shortage has resulted in many of the Toronto confectioners stopping the making of cream puffs, jelly rolls and other delicacies in which the egg is a prominent constituent.

CORRESPONDENCE.

LOCAL FREIGHT CHARGES.

Editor The Canadian Grocer: You frequently deal in your editorials and through your columns on subjects of interest to the merchants of Canada, and grocers in particular, but there is one grievance which I have not noticed mentioned in your valuable paper, namely, the excessive local freight charges.

Not so very long ago we had a minimum freight rate of 35c. To this rate a minimum charge of 10c. cartage was added, and lately another 5c., making the minimum 50c. to points where there is cartage at one end, and 65c. where there is cartage at both ends.

Would not the manufacturers, jobbers and wholesalers of Toronto, and other cartage points, deliver their goods F. O. B. as at places where there are no cartage agencies. This may seem a trivial grievance, but it means considerable to a grocer who is constantly receiving shipments—some large and others small.

Could not the boards of trade and similar organizations, and all interested, make an appeal to the railroads and make an effort to get this adjusted properly?

I hope I have made myself understood. I am not used to writing up matters of this kind, but I trust you will give it the attention which I think it deserves.

F. A. HADDY,
(Successor to Young & Co.)

Bowmanville, Feb. 19, '04.

* * *

THE TEA QUESTION.

Editor Canadian Grocer: Messrs. Galt in their last week's advertisement in your paper endeavored to cover up with a mass of verbiage, the fact that they are trying to escape from the acceptance by the Blue Ribbon Tea Co. of our challenge issued some time back. We want to make it plain to your readers and yourself, that we issued a challenge; this was plainly accepted in a three-quarter page advertisement by the Blue Ribbon Tea Co. Messrs. Galt then issued another challenge; we accepted it, and placed two $500 cheques to cover both our challenge accepted by Messrs. Galt, and their challenge accepted by us. Messrs. Galt are willing to go on with the latter, and that is proceeding, but if they imagine that they are going to escape liability from the former, they are very much mistaken, as we will invoke the aid of the law to compel them, if necessary, to proceed with both, and, in the meantime, we again take the opportunity of warning you to hold on to Messrs. Galts' cheque now in your hands, as well as ours covering it. Every word in our challenge, and acceptance of Messrs. Galts' challenge, appeared in the clearest and best faith, and there was no "bluff," there was a pure statement of facts which we are willing to go on with, and Messrs. Galt cannot expect that they can come out before the grocers of Canada, accept our challenge, then escape from all liability. There are two challenges before the public, one issued by Messrs. Galt and accepted by us; one issued by us and accepted by the "Blue Ribbon Tea Co." These shall be gone on with, if we can compel them to go on with them. So far, as we said, one is being proceeded with and both cheques covering it are in Messrs. Clarkson & Cross' hands; the other must also be gone on with, as we will not allow our competitors to pose before the grocers in Canada as bravely accepting our challenge and then getting out of the acceptance.

With kind regards, we are,
Yours truly,
SALADA TEA Co.

Toronto, Feb. 26, '04.

* * *

HE GOT RESULTS.

The following letter is self-explanatory:

Editor The Canadian Grocer—Referring to advt. in Canadian Grocer in reference to calender, for goodness' sake please say stock exhausted for this year. Since Monday the typewriter has done nothing but open letters and send out calenders to all parts of Canada. Next year will double the quantity and please the disappointed customers.

Yours truly,
W. P. DOWNEY.

Montreal, Feb. 18, 1904.

PROFITABLE LINE FOR GROCERS.

THE activity of makers of stock foods in soliciting the grocery trade to act as selling agents for their wares clearly indicates the increased consumption of cattle, horse and poultry foods throughout Canada. These foods besides being of approved value to stock and poultry raisers are very profitable for the dealer and hence constitute an excellent line for the grocery trade to handle.

A firm that has lately begun operations in Canada is the Myers Royal Spice Co., of Niagara Falls. This concern is by no means a new one; indeed it is among the oldest, having for over half a century been making a spice food, the sale of which has until recently been confined to the old world, particularly England, the centre of its manufacture. Wherever sold Myers' spice has established an enviable record, and medals and diplomas have testified to its good qualities for many years.

A branch has been opened in the United States, and recently in Canada. American stock men have given hearty endorsement to Myers' "Spice of Life," and in Canada there doubtless awaits this food additional triumphs. Interesting and instructive literature will be mailed to grocers on application to the company at Niagara Falls.

SAY "GEL-O"

Your customer wants a quick dessert.

The New Dessert

Gel-O is the best of its sort made.

Cases hold 4 and 12 doz.

SEND ORDER DIRECT.

THE CANADIAN GELATINE CO.
528-530 Front St. W.,
TORONTO, CANADA.

COWAN'S

Perfection Cocoa (Maple Leaf Label). **Royal Navy Chocolate, Queen's Dessert Chocolate, Chocolate Cream Bars, Cowan's Cake Icings,** Chocolate, Pink, Lemon Color and White

Cowan's Swiss Milk Chocolate, Famous Blend Coffee, etc., etc.

Are the standard goods for purity and excellence.

Manufacturers
THE COWAN CO., Limited - - TORONTO

An Irresistibly Delicious Confection

PETER'S
THE ORIGINAL
MILK-CHOCOLATE

Gives Eating Chocolate a New Meaning

MADE IN VEVAY, SWITZERLAND—FOR EATING ONLY.

A Wholesome Food, Especially Nourishing and Sustaining. Recommended for Invalids and Persons of Weak Digestion.

Push Peter's. The Original. Other Brands are Imitations. Send for Sample.

LAMONT, CORLISS & CO., Agents, 27 Common St., Montreal

Crosses
are plentiful with every housewife.

How is your stock? Order from your jobber or direct.

"EAGLE" Brand Baking Powder will do it.

Mr. Grocer
you can relieve many a housewife of these crosses.

Eagle Manufacturing Co.
MONTREAL.

Dutch Chemical Works
AMSTERDAM.

EXCEPTIONAL VALUE FOR THE GROCERY TRADE

SPECIAL OFFERS
Recommend Themselves.

WE OFFER OUR MAGNIFICIENT

"Butterfly Brands"

	¼-lb.	½-lb.	1-lb.
COFFEE and CHICORY per doz tins.....	2/3	4/–	7/–
PURE DUTCH COCOA per doz. tins.....	4/3	8/–	15/–

Goods delivered, freight paid, to any Canadian port, duty not included. TERMS: Cash with order.

The COFFEE and CHICORY is packed in cases of one cwt., while the COCOA is supplied in cases of 56 lbs.

SAMPLES FREE ON APPLICATION.

HAMILTON GROCEHS' AT-HOME.

THE Hamilton Retail Grocers held their annual "At-Home" in the Board of Trade rooms on Tuesday of last week and as usual the affair turned out to be a big success. Nearly every grocer in the city was present as were also the travelling fraternity and a number of outsiders.

The invitations sent out were such as not to be overlooked and the programmes which were of a striking character caused much amusement. The "At-Home" took the form of a smoker, and cigars and little clay pipes loaded to the brim were everywhere in evidence, inviting the devotee of the weed to indulge in the entrancing occupation of blowing rings.

Refreshments were served in abundance and of a quality which encouraged the appetite to do wonders. An excellent musical and literary programme was presented and the performers were rewarded with heary and vigorous applause.

James Main presided and was asssited by Adam Ballentine.

The programme was as follows:

Mandolin Duet.....Master Wilson and Noble.
Song.....Walter Hyslop.
Recitation.....H. S. Moore.
Song.....R. Woodcroft.
Cornet Solo.....W. McDougall.
Song.....George Allan.
Recitation.....H. Turkett.
Song.....H. Hawkins.
MIXED DRINKS.....Everybody.
Song.....Angus Sutherland.
Recitation.....M. Cleworth
Song.....H. Hamilton.
Magician.....B. Johnson.
Song.....F. Hendershott.
Song.....B. Stoneman.
Recitation.....J. B. Nelligan.
Song.....H. Extien.
Remarks.....B. Hill.

GOD SAVE THE KING.

The committee, which had charge of the affair was composed of W. Smye, chairman; Geo. Cann, Geo. Powell, John Forth and M. R. Hill.

Fine speeches were delivered during the evening by the following: J. H. Horning, Mr. Trent, Toronto; D. Dewey, R. Moncur, J. Sommerville, Mr. Stewart, J. Price, B. B. Morden and Cyrus King.

REINHOLD MFG. CO.

The Reinhold Manufacturing Company, of Detroit, Michigan has filed articles of associaton for the purpose of manufacturing, buying and selling ice choppers, ice shavers, ice cube cutting machines, etc. Capital stock is $40,000, all paid in. Stockholders are Frank J. Reinhold, Alexander M. Reinheld and Frederick H. Bolton.

TRUCKS
for **Warehouse and Factory.**

Save You Money
Do Men's Work
Draw no Salary

Our Trucks are guaranteed satisfactory. Turn in their own length.

MADE IN CANADA.

H. C. Slingsby for Canada.

Factory, Ontario Street, Temple Building, MONTREAL.

BUY
Star Brand
COTTON CLOTHES LINES
—AND—
COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.

For sale by all Wholesale Dealers
See that you get them.

Are You Selling it?

REMEMBER WE GIVE YOU A LARGER PROFIT THAN ANY OTHER PREMIUM SOAP, AND GIVE CONSUMERS BETTER PREMIUMS—1 CENT IN GOODS FOR EACH WRAPPER.

The Duncan Company of Montreal.

40 HIGHEST AWARDS In Europe and America

Walter Baker & Co. Ltd.

Trade-mark.

The Oldest and Largest Manufacturers of

PURE, HIGH GRADE COCOAS AND CHOCOLATES

No Chemicals are used in their manufacture.

Their **Breakfast Cocoa** is absolutely pure, delicious, nutritious, and costs less than one cent a cup.

Their **Premium No. 1 Chocolate**, put up in **Blue Wrappers and Yellow Labels**, is the best plain chocolate in the market for family use.

Their **German Sweet Chocolate** is good to eat and good to drink. It is palatable, nutritious, and healthful; a great favorite with children.

Buyers should ask for and make sure that they get the genuine goods. The above **trade-mark** is on every package.

Walter Baker & Co. Ltd.
Established 1780.
Dorchester, Mass.
Branch House, 12 and 14 St. John St., Montreal

MARKETS ADVANCING

In a great many lines handled by the **GROCERY TRADE** the markets are advancing or have an upward tendency. **RETAILERS**, has it occurred to you that it would be a good time now to anticipate your requirements a little ahead? You can make money by putting in a stock of Japan Teas, Ceylon Blacks, Ceylon Greens and Hysons, also Canned Goods, Rice, Tapioca, Sago, Oatmeal, Rolled Wheat, Lard, etc. It will pay you to communicate with us. We can name prices that will interest you.

The R. & J. H. Simpson Co.,
WHOLESALE GROCERS AND TEA IMPORTERS,
Guelph, Ont.

We solicit your orders for Spring Trade, for

Lea & Perrins' Sauce.

Prices and Terms on application.

J. M. DOUGLAS & CO., Canadian Agents, - MONTREAL.

ESTABLISHED 1857.

MAPLE SYRUP, SUGAR, Etc.

COPY OF CERTIFICATE.

Montreal, May 26th, 1902.

I hereby certify that I have analyzed samples of **MAPLE SYRUP,** marked **"SMALL'S MAPLE DEW DROPS,"** which were purchased by me on the 19th inst., on the Montreal market, and my tests failed to detect the presence of any adulterant or preservatives whatsoever.

MILTON L. HERSEY,
City and Provincial Analyst.

Maple Syrup sells and brings a price IN SEASON; later it is slow, even though quality be the finest. We have as usual large quantity of No. 1 Bowse sugar, stored from last season, that we run into syrup, the re-cooking gives a fine flavor that can hardly be detected from new.

We have it. Order now.

SMALL'S MAPLE CREAM bids fair to become World Famous.—Ottawa Evening Journal.

Your Syrup is superior to anything I have seen on the market.—H. Mockford, Charlmond Road, London, Eng.

Your goods are A1 quality.—J. H. Anderson, Produce Co, Winnipeg, Man.

The Purity, Flavor and High-class Quality of Small's Maple Products have been commended on every side throughout the Dominion.—Ottawa Free Press.

Your goods are all right.—J. A. Mathewson & Co., Montreal.

Life-long experience is ours. Results are: Quality, tasty packages, free from preservative acids, perfect keeping for all time, netting dealer fair profits and pleased customers. Guarantee on every package.

Small's brand has captured all Gold and Silver Medals offered in Canada, with awards at Paris Glasgow and Cork. With due appreciation of the many brands, we believe Small's is market standard.

TRADE MARK

Small's

MAPLE CONFECTIONS ARE STANDARD.

We require 40 cases more, quick. Wire as we have orders waiting.
Clemes Bros.,
Toronto.
April 31, 1902.

Why the delay? We have had to refuse orders. Add to order and ship at once.
De la Ronde & Son,
Ottawa.
Mar. 28, 1902.

Small's brand Maple Syrup Products have won every Gold and Silver Medal offered in Canada, but one exception; also at Paris, Glasgow, Cork, Japan, and wherever exhibited.

For sale through the jobbing and wholesale trade only.

CANADA MAPLE EXCHANGE, Dunham,
Head Office, 118 King St., MONTREAL.
'Phone 1315.

McWILLIAM
Mc. AND E.
EVERIST

25-27 Church St., - TORONTO

We'll have 'em for your Easter Requirements

We mean: Southern Fruits and Vegetables — arrangements have been made for our supply of Strawberries, etc.

Our purpose in advising you early is that you may know where to get them (if they're on the Market) when in want.

The DAWSON Commission Co., Limited

FRUIT, PRODUCE AND COMMISSION MERCHANTS.

Cor. Market and Colborne Streets. TORONTO

WE BUY

BRIGHT DRIED APPLES.
HIGHEST MARKET PRICES.

The W. A. GIBB CO.

5 and 7 Market St., HAMILTON

TWO SNAPS.

Fancy Navel Oranges, all sizes, $3.00 bx.
Messina Lemons, 300's, 360's, $2.25 to 2.50 "
Fresh Sea Herring, in barrels and casks.
ORDER QUICK.

HUSBAND Bros. & Co.

Wholesale Fruit and Commission Merchants.
82 Colborne St., TORONTO
Phones—Main 54, Main 8428.

GREEN FRUITS

Apple Exporting.

A WINTER such as has been experienced this year presents many difficulties to apple exporters, who must ship long distances by rail. Fresh fruit requires protection from frost and as the extreme cold weather has been continuous since the latter part of December the problem of safe shipping has been hard to solve. In conversation with a representative of The Grocer, McWilliam & Everist, apple exporters, Toronto, explained their method of getting apples to the seaboard in good condition during the Winter. The shipping season of Winter apples extends over a period of about 6 months, October to March inclusive, and 50,000 bbls. will represent the exports of this firm during the present season. In order to forward this quantity weekly shipments of about 2,000 bbls. average must be made, and the shipper must quickly adapt himself to weather conditions. Years ago, before suitable cars were provided for fruit, apples were loaded in box cars (about 150 bbls. each) with wood stoves in centre of car. These cars had not the proper facilities for circulation of heat and the result was that those near the stove were too hot while those at either end of the car were too cold.

This to a large extent has been overcome in the best equipped cars of today. Inside the car is a compartment holding an oil heater, which is easily reached through a special small door at the side of the car, when filling or refilling with oil and turning the heat off or on, as the temperature of the apples require it. Thermometers are placed in each car.

Special trains of from 7 to 15 cars each convey the apples to the Atlantic seaboard, and each and every train is accompanied by a representative of the firm whose duty it is to look carefully after the condition of the cars in transit. The railroad companies furnish the heater, supply the oil at divisional points and assist their employe in every way possible.

The apples are in these cars from 5 to 8 days. The last shipment though delayed very much by snow and storms has arrived o. k. This week's lot of 11 cars is now on the way and the exporters are in receipt of a wire from their man, who posts them daily, that shipment is carrying well.

The importance of delivering our Canadian apples in Europe in first-class condition is two-fold. First, it insures the highest market price; second, increased trade will follow.

Those who have seen apples packed in Canada and the same sold in Liverpool, say, "If we could only land them in the condition we ship them they would sell better."

The shipping facilities are steadily improving both on land and sea, and for our Canadian apple exporters we bespeak a profitable return and a gradually increasing business.

Growth of the Banana.

THERE is a vast amount of ignorance among intelligent people of the north concerning the growth, production and marketing of bananas. Many people imagine that the natives in tropical climes step out of their huts in the early morning and pluck and eat bananas fresh from the plant the same as they would oranges and other fruits.

Bananas ripened on the plant are not suitable for food, and would be much the same as the pith which is found in the northern cornstalk or elder. Bananas, sold in Canada, even after travelling 3,000 miles in a green state, are every bit as good as bananas ripened under a tropical sun. This is probably true of no other fruit. The plant of which the bananas are the fruit is not a tree, nor is it a bush or vine. It is simply a gigantic plant, growing to a height of from 15 to 20 feet. About 18 feet from the ground the leaves, oftimes 8 feet long, come out in a sort of cluster, from the centre of which springs a bunch of bananas. These do not grow with the bananas pointing upward, naturally, and if the stem grew straight they would hang exactly as seen in the fruit stores and grocers' windows. This, however, is not the case; the stem bends under the weight of the fruit, and this brings it into directly the opposite position, with the large end of the stalk up and the fringes pointing toward the sun.

A word of explanation concerning some banana terms. Each banana is called a "finger," and each of these little clusters of fingers surrounding a stalk called a "hand;" the quality and value of each bunch depend on the num-

ber of hands it has. Some may wonder how the fruit is cut from the top of a plant 15 feet from the ground. The native laborers cut the stalk part way up its height, the weight of the fruit causes the stalk to slowly bend over until the bunch of bananas first nicely reached the ground, then the bunch is cut off with the ever-ready machete and carried to the river or railroad for shipment. The plant at the same time is cut close to the ground. The banana is a very prolific reproducer of itself, and at every cleaning of the land it is necessary to cut down many of the young plants, or "suckers," as they are termed, in order that they may not become overcrowded up to a certain limit; the less suckers on a given area the larger the fruit they will produce.—Roxbury Times.

Spanish Onions **Marmalade Oranges**

Two seasonable lines just to hand, also

Two Cars Lemons, Two Cars Navel Oranges

We guarantee goods free from Frost.
Prices Low. Order Quick.

WHITE & CO., 84 FRONT ST. EAST, TORONTO.

PHONES { Main 4106 / " 4107

Wholesale Fruit and Produce.

Dealers in Butter, Eggs and other Country Produce on commission.

1904

Prompt **SAME OLD STORY.** Reliable

Selling best goods obtainable at lowest possible prices.
Thats's how we hold our trade. Quality tells. Try us.

Hugh Walker & Son, Wholesale Fruits, **Guelph, Ont.**

Nova Scotia Apples.

The Crystal Palace authorities have presented a special commemoration medal to the Nova Scotia Government for the splendid exhibition of apples displayed by the Fruit Growers' Association. The exhibition received the personal attention of the agent general.

Advice to Apple Shippers.

Mr. Peter Ball, Canadian Commercial Agent at Birmingham, advises Canadian apple shippers not to pour the whole of their fruit crop into London, Liverpool, Manchester and Glasgow, within a few weeks, for sale in auction rooms, but to spread them over the different towns, placing them in the hands of firms who could take regular supplies. The latter course would pay better.

"I could place," he states, "among different towns in this district up to 10,000 barrels a week, divided among respectable men, if any of our apple shippers would care to get into communication for regular supplies."

Mediterranean Fruit Ships.

Montreal, will the coming Spring, receive the usual number of fruit cargoes from the Mediterranean. The three steamships already arranged for are the Thomson Liners Fremona, Jacona and Escalona or Bellona. Their probable ports of call will be Messina, Catania, Marsala, Palermo, Sorrento and Leghorn, Italy; Tarragona, Valencia, Cadiz, Spain; and at other ports where sufficient cargo is offered. The loadings have been arranged as follows: Steamer Fremona, begins to load at Messina about March 18, completing at Sorrento, and is expected to arrive at Montreal as soon as the opening of navigation will permit.

The Jacona will start loading at Messina about a week later, also finishing at Sorrento. These steamers will be followed either by the Bellona or the Escalona, commencing at Leghorn and proceeding to Sicilian and Spanish ports.

Dried Fruit

cleaned and renovated by the latest improved machinery and appliances.

GUARANTEED TO GIVE SATISFACTION.

J. T. ADAMSON & CO.
27 St. Sacrament Street,
MONTREAL.
Tel. Main 778.

Complaints of Frozen Fruit.

G. W. Hunt, fruit dealer, of Ottawa, has written the Railway Commission, complaining as to the large amount of fruit which was frozen this year, while in transit on railways. He asks if anything can be done by the commission in a matter of this kind. If so, he would like to lay the matter before that body.

B. C. Apples at St. Louis.

British Columbia apples will be exhibited at the St. Louis World's Fair, says the Vancouver World. The Government wrote to Mr. Henry, the Vancouver nurseryman, asking him to take in hand the fruit exhibit for St. Louis. Mr. Henry replied that the Lower Mainland of the province could not produce hardy fruit suitable for exhibition purposes, and he referred the Government to W. L. Fortune, of Kamloops; T. Earle, of Lytton, and Charles Ambrose, of Enderby, as fruit growers who could produce apples fit to compete with any in the world. As a result, arrangements with these gentlemen have been made and there will be an exhibit at the St. Louis Fair of a fine collection of the large, rosy-cheeked, fine-flavored specimens for which the Upper Country is so justly famous.

Green Apples Scarce.

According to the circular issued for the exclusive use of the International Apple Shippers' Association the storage stocks of apples in the United State, Canada and Nova Scotia on February 1 were 2,450,458 barrels, compared with 3,124,689 on February 1, 1903, a decrease of 674,231 barrels. And this proportion of decrease promises to be maintained as long as there are any apples in the refrigerators.

FLOUR AND CEREAL FOODS

The Great Bull Movement.

THE Armour bull operations in wheat, which for months were carried on with the world in opposition, are now moving along with all the world in accord.

Prices are up 23 to 29¾ cents from the low price last November, when the bull undertaking was begun, and when speculators here and abroad were all believers in wheat in the sixties. May wheat last week sold at $1.08¾. The movement for higher prices began at around 76 cents in the middle of last November.

The war situation and the possibility that powers other than Russia will become involved are now the motives which are making wheat speculators buyers the world over. But when the leader in the great movement began his operation in the late Fall there were no signs of war. The Armour buying of wheat was on the theory that good grain was scarce and that the necessities of the millers would compel higher prices before the season was out. The millers themselves were believers in this theory.

About the only company the Chicago man had in his position for higher priced wheat was the group of big flour men in the Northwest.

The Armour effort for high wheat was continued through the Fall and into the Winter without any very exciting episodes. By December the price had been advanced to over 80 cents. The sentiment generally was intensely bearish. The foreigners seemed able to get along without much American wheat, and it was the popular view that, with prices abroad relatively lower than the American, there could be no higher market on this side. Through December and January it was a campaign of defence, with all efforts necessary to support prices against the selling inclination of the world. Toward the close of January the situation seemed to develop in a way that supported the Armour position of scarcity. May wheat price moved from the 80's up to 90.

By this time the speculation in May wheat had become large enough to attract attention everywhere. Europe talked about it. It was everywhere, however, referred to as a manipulation, and speculators as a body were hostile to it. The Armour holding was probably around 20,000,000 bushels. It was bought for May, with some hedging done for July. In January painstaking efforts were made by this interest to learn the true wheat situation. Men were sent to the Northwest to decide as to the Spring wheat supplies, and to the Southwest to decide as to the reserves of Winter wheat. The cables were used unsparingly and the European sources of information were exhausted to disclose the true wheat position abroad.

The situation had become a bullish one before the war between Russia and Japan began. On its declaration the wheat sentiment the world over seemed suddenly to change. Since then there has been no need of support for prices, but there has been advance upon advance, and the speculation has grown from moderate to vast proportions. The Armour interests has still remained the great one, and the Armour profit is the biggest one. But the market is no longer a one man affair. There have been the two incentives for higher prices. The theory of cash wheat scarcity, the motive for the Armour undertaking, has been demonstrated. With an extraordinary advance in prices, there has been dwindling rather than increasing wheat movement. The millers have been more anxious for the cash wheat at high prices than they were at low.

But this price help has been overshadowed by the more speculative one, the war. It stirred the whole world, and foreign markets have been advancing rapidly on it. The speculative market has been turned from a humdrum contest over prices into a tremendous competition among the grain interests of the world.

The Armour theory has been demonstrated, and there is probably a profit on the Armour operations of $2,000,000 to $3,000,000. The great May line held by this interest, probably 20,000,000 bushels, and which cost in the seventies, can now be sold out over $1. The profits have been secured by enormous sales of July against the May holding, sales at high prices of wheat bought 10 or 15 cents lower. It has been a most remarkable speculative effort, notable because on such a scale and because begun with the rest of the world in opposition, and finishing with the whole grain world in accord.

It now seems as if everybody was taking a hand in wheat at Chicago.

New Elevator at Fort William.

The Ogilvie Flour Mills Company have signed a contract with the McDonald Engineering Company, of Chicago, for the erection of an elevator at Fort William. The elevator will be constructed of steel, and will have a storage capacity of half a million. The contract calls for the completion of the work by September 1 next.

Mills for Minnedosa.

Minnedosa, Manitoba, is in hopes of securing a flour mill. A recent despatch says: W. H. Harvey, of Brandon, was here this week, looking over the ground with a view to building a flour and grist mill. He has made a proposition to the town council which will be considered at the next meeting of that body. It is also understood that an offer has been made by responsible parties to establish an oatmeal mill here, this point offering splendid facilities for a mill of that character, there being an abundance of wood for fuel, plenty of building stone, easily secured, and an abundance of sand and gravel, while the district round about produces oats of the very highest quality.

Wheat Fields Under the Flag.

Sir Gilbert Parker, M. P., speaking upon tariff reform in Brixton, London, urged that the wheat productions of the United States were decreasing and population increasing so fast that Britain imported American flour as well as wheat. He warned his hearers that in seven years' time, as the United States used up wheat stocks further and further, we should be paying more and more for our bread. We must redress the adverse balance of agriculture by increasing the wheat fields over which our flag was flying. He pleaded for a great colonial alliance, which should ensure our prosperity in the future.

The public are studying food values more than ever before. That is why they are asking for Tillson's pan-dried Oats, a food, not a fad. They know its nourishing qualities and its appetizing flavor. You should always be ready to supply it.

Tillson's Pan-dried Oats

The Tillson Company Limited, Tillsonburg, Ontario.

TELEPHONE { MAIN 1257 / " 4675

Wm. McCann Milling Co.

MILLERS
AND GRAIN DEALERS

192 King Street East TORONTO.

FLOUR FEED CEREALS

Place a Trial Order with Us for a Full Line of Our Goods.

QUALITY UNEXCELLED. **SATISFACTION GUARANTEED.**

Ontario Winter Patents,
Manitoba Blends,
Pure Manitoba.

Rolled Oats (Standard and Granulated)
" Barley, Oatmeal,
" Wheat, Pot and Pearl Barley
Wheatlet, Farina, Split Peas.

"Matchless" Feed.

THE G. CARTER, SON & CO., Limited,
ST. MARYS, ONTARIO.

Yes? Wheat is higher than for years,—but

"Wee McGregor's" Breakfast Food

retails at same price.

"It's Gran' for the Morn's Mornin'"

The F. J. Castle Co., Limited, WHOLESALE GROCERS,
OTTAWA, ——— CANADA.

Pure Wheat for Seed.

MR. CLARKE, chief of the seed grain division of the department of Agriculture at Ottawa, in a recent interview with the representative of a Western paper, described the work his department was doing to keep up the standard of Western grown wheat. Mr. Clarke said: My division at present is taking an interest in the best methods of keeping up the standard of Western grown wheat. At the present time we find that there is very little pure red fyfe wheat in the West and the favorite milling wheat of the West is becoming mixed with a variety of wheat that are of poorer milling qualities. These varieties drop earlier than red fyfe and a larger amount of them is dropped on the ground and come up the next year as a volunteer crop and thus increase the impurity of the original seed. It is the intention of the division to form an association to be known as the Western Canadian Seed Growers' Association or something similar to encourage the raising of pure seed, to appoint a man who will give all his time to looking after this matter and to secure several men in each district where wheat is grown to devote their entire time to the raising of pure red fyfe wheat. The association will print and circulate catalogues telling just where this pure seed can be obtained, and in this and other ways do all possible to make the seed wheat of the West pure and keep it so.

Another matter to which my division is giving much attention is that of the prevention of weeds, and the eradication of those that have got in. A bill was introduced into the Dominion House last year and passed its second reading providing for the inspection of all commercial seeds. It was thought best not to pass the bill finally until the farmers had pronounced upon it as to whether they approved of the measure.

His Fourteenth Birthday.

J. C. McKeggie, for eight years chairman of the grain section of the Toronto Board of Trade, celebrated his fourteenth birthday on Monday. Members of the section who esteem Mr. McKeggie very highly gathered in the rotunda at noon and presented him with a handsome loving cup, bearing a few words of congratulations and appreciation of the long services of the chairman. Mr. McKeggie is over 50 years of age, but as he was a 29th of February baby his birthdays are four years apart. On Monday he received many expressions of good-will from members of the board outside the section over which he presides.

Wheat Stores in the West.

G. V. HASTINGS, manager of the Lake of the Woods Milling Co., interrogated as to the real ground for the re-shipment last week of 50,000 to 75,000 bushels of wheat to the Keewatin mills from Fort William, said: The Lake of the Woods Milling Co. has plenty of good milling wheat at Keewatin. It has abundance of such wheat in store to the West. The re-shipping of wheat from Fort William to Keewatin is a temporary expedient to guard against stocks becoming too low from the closure of traffic to the West.

The mills are not out of wheat or near it, continued Mr. Hastings, but it is our custom to carry always large stocks, and the blockading of the railways has prevented proper replenishment. During February and part of January our average receipts daily from our stocks in store to the West have been two cars, a small fraction of our usual run, and with still plenty on hand at the mills we though it as well to replenish over the one line that was open. Our Western stocks are large, even the cellars being filled in some cases, and so it will eb seen that there is no hint of a shortage. We apprehend not the slightest trouble and the moment the Western lines are opened up, we will resume our movement over these lines, discontinuing that from Fort William.

Nottawa Mill Burned.

A despatch from Collingwood reports that the Nottawa flour and grist mill was burned to the ground Saturday night at 12 o'clock. It was owned by John Breckenridge and contained 5,000 bushels of wheat and was valued at $10,000.

Got Coal at Last.

The Ogilvie mills at Winnipeg, which, as announced in last week's Grocer, had to close down owing to lack of fuel, have again received a consignment of five cars of coal from the Roche Persee Mines via Brandon.

W. A. Black, the manager, states that the railway officials had done all in their power to help the company and the shortage of coal which closed down the mills for the past week was due to circumstances for which no one could be blamed.

Oatmeal Mill Purchased.

Orr Bros'. oatmeal mill at Windsor has been absorbed by the Canadian Oatmeal Manufacturing Co., completing, it is said, a list of 25 mills in Ontario alone. The Canadian Oatmeal Manufacturing Co. is said to control 90 per cent. of the output of oatmeal manufactured in the Dominion.

Purchased Wellesley Mill.

Messrs. McEachern & Debus of Tavistock, have purchased the Wellesley flour mill and took possession on March 1st, under the name of the Wellesley Milling Co., Limited. The mill was purchased from the Tavistock Milling Co. which company bought it some two years ago, installing new machinery and putting it in first-class condition. Mr. Debus was appointed manager of the new mill. Mr. McEachern has been head bookkeeper at the Tavistock mill for the last three years and has enjoyed the respect and friendship of all.

Ontario Barley Upheld.

Christopher Gaton, brewer, of Owne Sound, Ont., has circulated among the members of the London Corn Exchange a statement dealing with the remark attributed to Mr. Chaplin, M. P., to the effect that the soil of the colonies was unfitted for the growth of barley, and likely to remain so for years to come. Mr. Eaton claims that Ontario raises the finest barley in the world, and Ontario alone could supply Britain with sufficient requirements.

Cereal Notes.

The Co-operative Bakery, Winnipeg, had a rather serious fire last week. Lhe flames were extinguished, however, before great damage was done.

ENQUIRIES FOR CANADIAN TRADE

The following were among the inquiries relating to Canadian trade received recently at the Canadian Government office in London, Eng.:

1. A colonial produce merchant in London, with good connections, is desirous of opening up business relations with some Canadian exporters of eggs, butter, cheese, bacon, etc., who are not already represented in England.

2. A provision merchant covering a fairly large district in the North of England, is open to take up agencies for canned fruits, etc., from Canada.

3. A gentleman with experience of the poultry trade is anxious to connect himself with one or more large Canadian exporters of fowls, and offers good references.

4. A French firm desires to get into touch with Canadian houses engaged in the sale of hosiery.

[The names of those making inquiries may be obtained from the Editor of THE CANADIAN GROCER.]

White Swan Baking Powder
White Swan Flavoring Extracts
White Swan Cocoanut
White Swan Coffees
White Swan Cream Tartar
White Swan Baking Soda
White Swan Borax
White Swan Jelly Powders
White Swan Cake Icings
White Swan Spices—full line
White Swan Herbs and Seasonings
White Swan Flaked Rice
White Swan Barley Crisps
White Swan Flaked Peas
White Swan Flaked Breakfast Food
White Swan Rolled Oats
White Swan Whole Wheat Flour
White Swan Graham Flour
White Swan Gluten Flour
White Swan S.R. Buckwheat Flour

The number of grocers throughout Canada who are daily recommending **WHITE SWAN** goods to their customers is growing larger every day. The reason is not far to seek—good goods at consistent prices will always win out. This is the one idea we always have in mind, and all the facilities of our big new factory are being used distinctly to emphasize this thought. We honestly believe that our White Swan goods cannot be surpassed in quality anywhere. This is the basis on which we are building business, and whether our customer be large or small, we are always glad to get his orders, and to give all equal attention. Don't you think it will pay you to push **WHITE SWAN** this season?

DROP A CARD FOR OUR LIST.

THE ROBERT GREIG CO., Limited WHITE SWAN MILLS, TORONTO

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR RETAIL MERCHANTS.

He Counted Them.

GOOD cigar travellers seem somewhat difficult to obtain, says the London Cigar and Tobacco World. There are, of course, heaps of good ones on the road. The real, right sort, most of them. But there are some wasters off it as any cigar manufacturer who has been in want of a creditable representative well knows. Really, any fool thinks he can sell cigars. Nice, easy kind of occupation. Plenty of smokes, and so forth.

It was some such innocent as this who applied to an importer of our acquaintance in response to an advertisement. He was so firmly convinced, to all appearance, that what he didn't know about selling cigars was not worth knowing, that the importer determined to give him a showing up.

"What does that mean?" said he, pointing to the word "Claro" on a cigar box. "Oh, er, that alludes to the quality, y'know." "And 'Madura?'" indicating another box. "Er—that refers to the quality, too, y'know." "How many cigars are there in that box?" the importer next ventured, handing the applicant a fifty. And the budding genius commenced to count the contents. "That'll do," sobbed the importer, "you're too good for the cigar trade. Your talents would be wasted on it. Please go away."

Cigarette Smoking in Japan.

THE increase in the consumption of tobacco in Japan is stated to have been very marked in the last ten years. Cigarettes are being smoked more from year to year, supplanting the old Japanese pipe, which formerly was practically the only way tobacco was consumed. The tobacco industry became a monopoly of the Japanese Government on August 15, 1899, since which time the cigarette exports have increased very noticeably. In 1898, 78,000,000 cigarettes were exported, mostly to Asiatic countries; in 1902 the number rose to 717,000,000. On November 1, 1901, the tobacco monopoly law was so modified as to permit cigarettes and cut tobacco being imported by private parties upon the payment of a 150 per cent. advalorem duty. Japan first came to be regarded as an important market for American tobacco in the year 1896, and since then the exports thereto have been increasing yearly. Cigarette machinery has not been introduced into Japan to the same extent as into other countries, but German manufacturers are now making successful efforts to introduce their machines.

To Keep Boys From Smoking.

An enterprising Nottingham tobacconist has opened a special competition for boys under the age of sixteen. He offers as a prize a phonograph and records to the lad who gives the most interesting answer to the question, "Why should boys not smoke?" The promoter of the competition states as his candid opinion that, "whilst tobacco is both harmless and beneficial to grown up people, it is positively injurious to growing boys;" and he adds: "I hope every manly lad who goes in for this competition will abstain from smoking until such time as it will not have a harmful effect on him."

Free Pipes.

The Quaker Oats people are becoming a thorn in the side of the English cigar dealer. They are giving pipes for box fronts of their goods. The bowls are selected French briar and each pipe is mounted with hall marked silver band and packed in rich leather buckskin lined case. Mouth-pieces are of best amber. Silverwear. Irish linen handkerchiefs, pure woollen hosiery, etc., are also given in the same manner.

Must Pay Duty.

Because of the abuse of the privilege granted to officers, soldiers, sailors and employes of the United States serving in other countries, of sending cigars and

Old Chum

CUT PLUG SMOKING TOBACCO

satisfies the most exacting customers.

Sold By All Leading Wholesale Houses

CURRENCY

Plug Chewing Tobacco

is a

Quick Seller.

Handled by all Leading Wholesale Houses.

PHAROAH 10c.

PEBBLE 5c.

J. BRUCE PAYNE, Limited, Mnfrs.

The first step is the makers,—their reliability; the quality of their work; the guarantee of "money back" if their goods won't sell.

The second step is "Pebble,"—a 5-cent cigar. All cigar trade must have a 5-center that is absolutely trustworthy. "Pebble" is value received.

The third step is "Pharoah,"—a 10-center. For the trade that turns down 5-centers "Pharoah" is the solution of the problem for customer and grocer.

J. BRUCE PAYNE, Limited, GRANBY, QUE.

T & B

10-cent size.

OCCASIONALLY one comes across a grocer who doesn't sell **T & B** tobacco. He is new in the business, perhaps, or it may be that he is indifferent,—thinks any tobacco will do, and "anyway, there's no money in smoking tobacco."

A mistake! **T & B** above all others is the tobacco to sell, and the most profitable.

THE GEO. E. TUCKETT & SON CO., Limited, HAMILTON.

A SQUARE DEAL.

We send at our expense 3 dozen assorted pipes for $6 00—pipes that will retail at from 25c. to 75c. each.

If you don't like the pipes when you see them, return them.

That closes the matter.

Isn't this a square deal?

W. B. REID & CO.

Wholesale Tobacconists.

58 Yonge St., Toronto

DON'T

be without

QUEEN'S NAVY

CHEWING TOBACCO

It is a trade builder.

The Erie Tobacco Company

WINDSOR, ONTARIO.

IF YOU HANDLE THE RONTO 5c. CIGAR

Your customers will be satisfied. Best for the money.

Manufactured by

T. J. Horrocks,

Wholesale Tobacconist

176 King St. East, - TORONTO

The Chamberlain Cigar

The best value in Canada! Sold the world over! It will help your trade tremendously! Order a sample lot to-day!

SAVE THE BANDS AND RETURN THEM TO

J. M. FORTIER, Limited,

MONTREAL.

MANUFACTURERS OF

Cigarettes and Cut Tobaccos

HIS WINTER, with its severe and prolonged cold, McAlpin's Tobaccos have been enjoyed more than ever---our increased sales are proof. Our increased sales mean that the grocers have sold more. The reasons for the growing favor of McAlpin's Tobaccos are not hard to find.

SMOKING—
TONKA,
SOLID COMFORT,
PINCHIN'S
HAND-MADE

CHEWING—
BRITISH NAVY,
KING'S NAVY,
BEAVER,
APRICOT.

McALPIN CONSUMERS TOBACCO CO., Limited, TORONTO

cigarettes to relatives and friends, the president has issued an order that hereafter all such packages shall pay duty. It was found that certain individuals had been receiving such goods and were selling them for their own account.

London's Raw Leaf Trade.

THE English raw leaf tobacco trade are giving evidence of a determination to make a strong bid for at least a share of the trade in this city, says the London Free Press. Apparently they have just awakened to the fact that the Canadian trade in this line is something worth catering to. Within the past few days Mr. L. P. Leverson, representing a large English house, has been in the city, and expressed surprise at the extent of the trade here.

Some idea of the importance of the raw leaf trade with the cigar manufacturers of London may be gained from the fact that last year the quantity of raw leaf consumed was 592,791 pounds. The value of this ranged all the way from 16 cents to $1.50 per pound, and it is estimated that the sum paid out for leaf within the year was at least $200,000.

This trade has thus far been monopolized by the Americans. They have not been interferred with in any degree by the British houses, and have come to regard the business as strictly their own. In the event of the British houses making a bid for a share of the trade there is little doubt that the Americans would put up a stiff fight.

The men engaged in the raw leaf tobacco jobbing houses in the United States are very largely Jews. Among the travellers who regularly visit this city representing these houses are very few other than Jews. They form a jolly group of commercial men, and are always well received here. Whether the presence in the field of Englishmen will have a tendency in their favor it is hard to say. In all probability the question of which channel the trade shall flow in will be determined on the cold basis of dollars and cents.

The English dealers, however, are at a disadvantage with their American cousins in one important particular. The Americans are directly upon the ground. The great New York jobbing houses have ready access to the Canadian markets, and also to the growers' market. They understand the needs of the local manufacturer better than do the English. Mr. Leverson, in conversation with local manufacturers, found that what is demanded of his house in England is very different from what would be demanded here. The grades and treatment of tobacco differ very largely. And until the English learn these needs they cannot hope to compete. However, they do not propose to be baffled by any such difficulty, and it is likely that an agent will be appointed for Canada by one of the English houses as an experiment, who will deal exclusively with the London, Toronto and Montreal cigar manufacturers.

The position of the trade in London is very satisfactory so far as the securing of their supplies is concerned. They have but to sit in their office chairs and buy or leave alone as they choose. There is never the necessity of going to New York or elsewhere to look over possible purchases. It is estimated that upon an average a half-score of raw leaf travellers visit this city every month, and they invariably remain for several days.

Essex Tobacco Crop.

The year's crop of tobacco grown in Essex County has now all been delivered. It is estimated that fully 3,000,000 lbs. were grown in this section. The McAlpin Consumers Tobacco Co. will erect a warehouse at Harrow.

Fraud Charged.

IN the Toronto police court on Friday last, the Blumensteil Tobacco Co., of New York, through its representative, Mr. W. R. P. Parker, brough a charge of fraud against F. Edwards, cigar manufacturer of this city.

Lewis Jacobs, a traveller for the New York firm, said that his firm had sold quantities of tobacco to Mr. Edwards on the strength of his representations that he was solvent.

Mr. Parker contended that Mr. Edwards was insolvent at that time and the goods were bought only that he might borrow money on them. The goods had been ordered in January, and after that had been held in Dixon's storage warehouse until March, when they were pledged with Mr. Robert Carrie, warehouseman, Front street. The amount due by Mr. Edwards is $1,432.

The contention that Edwards represented his business as flourishing was met by letters written to the New York firm by Edwards, asking for renewals of his paper on account of slack business.

The case was adjourned a week, to allow Mr. Parker to secure further evidence as to the representations made by Mr. Edwards and the actual conditions of his business at the time.

Patent Process.

The Consumers' Tobacco Co., Leamington, have been engaged for the past two weeks installing a new patent process machine for curing tobacco, says the Post. It promises to do very much for the tobacco industry in that vicinity. It will have a capacity of ten thousand pounds of tobacco per day. The process for curing is said to only forty minutes.

Tobacco Notes.

A tobacco factory is to be started at North Sydney, N. S.

T. J. Horrocks is just putting on the market a new 10c. brand of cigars known as "Symbol." A particularly good line of tobacco is used and the package is unique.

The W. H. Steele Co., wholesale tobacconists, Toronto, are offering some special values in pipes and cigars for the Spring trade. Particulars may be had by writing them.

FREE

THE SILENT DRUMMER

Illustrated Catalogue

1904

Showing Great Values in Pipes and Cigars.

NOW READY, WRITE FOR COPY.

THE W. H. STEELE CO., LIMITED

Wholesale Tobacconists,

40 SCOTT ST., TORONTO.

Should be in the mouth of every smoker. What? a

McDougall Scotch Clay Pipe

Be sure and ask for it, and see that you get it.

D. McDougall & Co., Glasgow. Scotland.

Our "Coronation."

This case with its ALL GLASS Top (no wood above the glass) is THE VERY FINEST display case in the world to-day. We are making TWENTY of this style of case to ONE of ANY OTHER, and are receiving orders from ALL parts of the Dominion for this MAGNIFICENT case. It is fitted with the very best British Plate Glass THROUGHOUT, including the mirrors in the doors and the shelves, in short, it is the MOST EXQUISITE and most UP-TO-DATE floor case on the market anywhere in the world to-day.

A large number of Grocers throughout the Dominion are now handling cigars as a special branch and ARE doing WELL with them. Are YOU right in line with these progressive and wide-awake men? If not, YOU OUGHT TO BE. If you desire to fall in the ranks by taking up this GOOD PAYING side-line you cannot do better than consult us about the very best and most modern display cases made especially for that line of business. In order to make a good display of, and to keep your cigars right it is necessary to have a first-class case of OUR manufacture. We turn out nothing but the very best goods, and our prices ARE REASONABLE for such goods.

Dominion Show Case Co.

53 Richmond St. East, - - TORONTO.

WALL PAPER

PREPARATIONS FOR SPRING.

DURING the month of March the Spring housefurnishing usually commences. An early Spring sees March a busy month with the merchant, while a late Spring may delay the buying until April and May. At any rate all preparations must be made during this month, so that whenever the season opens there will be no delay in catching the first sales.

The stock room must be carefully and intelligently arranged so that the salesman can find in a moment just what he desires, any price and any pattern. The display fixtures must be attended to, to see that no mending or alterations are required. It is a good plan, too, to prepare the advertisements beforehand, as all will be a rush during the season and little time allowed for good ideas in the advertising. As soon as the stock or samples arrive, the clerks should carefully examine every pattern so that they can turn up any required shade or style of

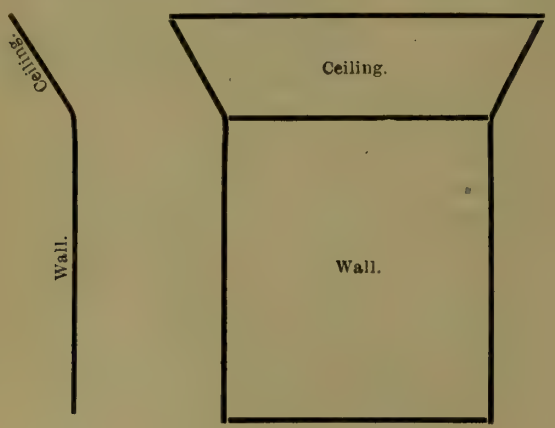


Figure 1. Figure 2.

pattern without loss of time, and can show to the customer that the stock is thoroughly known.

In examining his display fixtures, attention should be directed to the very best methods obtainable. The window is the best advertisement and certain fixtures will be required. Very many use the simple stands, from which the unrolled portion of the roll depends, the roll itself being concealed behind. This is simplicity itself, and it may be said that the best methods of displaying wall paper are those which are simple. Wall paper must hang straight, just as it is seen on the walls; fancy displays are useless and inartistic.

If enough business is done to warrant a small expense, there is a structure that can be built for window display purposes, that can be excelled by nothing. It is in reality a section of a room showing the walls with its paper and freize in position, and above it the ceiling with the suitable paper.

Figure one shows a side view of the structure which is made of a framework covered tightly with cotton. On this is pasted a lining paper, and over it the papers to be shown. The ceiling slants off at an angle that gives the proper effect, and can be distinctly seen from the front. Figure two is a front view of the same fixture. If the window is large a couple of these might be built in. Of course they should be constructed so that they will do year after year. On the same plan foundations can be built for a display of panel work. This style of wall decorations is too little brought before the public, and such a scheme is almost necessary and will be sure to sell where a description would be inadequate.

A cheap fixture for demonstrating the use of two papers on a wall, one above and the other below a heavy moulding placed about five feet from the floor is to build two troughs in relatively the same positions as the ceiling moulding would be in the room. In the under trough are placed two or three rolls of the quieter patterns of the lower half of such a room, with the end hanging to the floor. In the upper trough there are the rolls of larger-patterned, brighter-colored paper of the upper half of the room, with the ends hanging down to the lower trough. These ends are all fixed tightly so that the combination is seen just as it would appear in the room.

These fixtures with the addition of others which the merchant may think of should be prepared in plenty of time for the housefurnishing season. After that he can consider the designs he will follow in his arrangements of the goods in the window. A simple change of paper without any alteration in design is sufficient to retain the attention of the public on the window, for some time.

THE COFFEE SITUATION.

IN their last weekly statistical report Willett & Gray say: The coffee market remains much unsettled owing to the continued heavy liquidations and the fact that the American visible supply of Brazilians and milds together is the largest on record, say 3,750,000 bags. The arrivals at consuming markets of coffees outside of Rio and Santos have been extremely large. The principal increase in these arrivales was in December and January and the total up to February 1st is 2,856,000 bags, compared with 1,782,000 bags the same period last year, and it must be noted that for the first three months of the season, July-August-September, the quantities were about the same as last year, the great increase having taken place since the market advanced. This probably means that coffees which were held back owing to low prices during the past two years in what are known as mild coffee countries have come forward, a fact not to be ignored.

It very much depends upon whether, during the balance of this crop the arrivals of mild coffees continue on such a large scale and whether the present large excess over last season will be kept up. It is possible of course, that some of these countries have shipped out their coffees in larger quantities than they can do later, but for the time being they weigh very heavily, and may to a large extent make up for the deficiency in the current Brazil crop.

WALL PAPER

MOIRE SILKS--

are very popular this season. For Wall and Ceiling panelling they are particularly attractive. We have several excellent designs in a variety of colorings. You should have an assortment in stock. Samples mailed on request.

STAUNTON'S Limited
TORONTO CANADA

Chinaware

Open stock patterns in

Finest Quality German

and

Haviland French

RETURNED
MAY 5 1904

"Rosegarland"

A fine quality open stock pattern in German China.

WRITE FOR PRICE LIST.

NERLICH & CO.,

146-8 Front St., West, . TORONTO
MONTREAL, 301 St.James St.,

SAVE 25% on your HOUSE PAINTING.

If the grocers who intend painting their residences next Spring will follow the directions given below and wash the buildings with a solution of ***GOLD DUST*** Washing Powder, they will use one-third less paint than if they merely attempted to brush the dust off the house without washing it.

DIRECTIONS.

Dissolve one-quarter pound of **GOLD DUST** in a pint of water, then add the solution to 4 gallons of hot water; apply with a stiff brush, and follow with use of a hose. The stronger the hose is turned on the quicker and more effectual the work will be.

The use of less paint can be accounted for by the fact that after washing the house with **GOLD DUST** it leaves a smooth surface, so that the same quantity of paint will go fully one-fourth further. Furthermore, it leaves no layer of dirt between the paint and the woodwork, and, as a consequence, the paint will wear longer.

We have letters from several of our customers who used this method, and after washing their houses with **GOLD DUST** they were so well pleased with the appearance of them that they concluded not to paint them at all.

Retail grocers will do well to call this matter to the attention of their customers, as $3.00 worth of **GOLD DUST** Washing Powder will make the house look as well as the expenditure of $100.00 in re-painting it would.

Any grocer may experiment with a 5c. package of **GOLD DUST** by emptying the contents into 8 gallons of hot water, which should convince him that it will pay him to continue.

GOLD DUST can be used for any kind of outdoor work that needs renovating.

THE N. K. FAIRBANK COMPANY,

Wellington and Ann Sts., MONTREAL, QUE.

Chicago, New York, St. Louis, New Orleans, San Francisco, Baltimore, Boston, Philadelphia, London, Eng., Hamburg, Ger.

MANUFACTURERS' AGENTS AND BROKERS.

TORONTO.

W. G. PATRICK & CO.,

AGENTS AND IMPORTERS,

29 Melinda St., - TORONTO

W. G. A. LAMBE & CO.

TORONTO.

Grocery Brokers and Agents.

Established 1885

WEST LORNE.

BEANS. Hand-Picked Beans a specialty. Can ship in Jute Bags, Cotton Bags, or Barrels, to suit customers. Good broker wanted to represent me.

J. G McKILLOP, - West Lorne, Ont.

QUEBEC, P.Q

J. P. THOMAS

GENERAL AGENT AND COMMISSION MERCHANT,

25 ST. PETER STREET,

QUEBEC.

To Manufacturers' Agents

THE CANADIAN GROCER has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a Special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

Address, BUSINESS MANAGER,
CANADIAN GROCER,
Montreal and Toronto.

VANCOUVER, B.C.

C. Gardiner Johnson & Co.,

VANCOUVER, B. C.

Importers of...

Skinner's Queensland Turtle Soup.

Sole Agents for Canada.

Supply C.P.R. Company's Cars, Steamers and Hotels, and leading Clubs of Canada.

VICTORIA, B.C.

Victoria, B.C. has opportunities for serving manufacturers and shippers interested in the Oriental trade beyond any other Canadian trade centre. We maintain Mr. A. R. TUFTS at Kobe as our special representative. We invite correspondence.

R. W. Clark & Co., Brokers, Victoria, B.C.

WINNIPEG.

IF YOU HAVE ANYTHING TO SELL WRITE CAMERON GORDON & Co. WHOLESALE COMMISSION AGENTS WINNIPEG MANITOBA

EASTERN MANUFACTURERS

—AND—

SHIPPERS.

All **EYES** are turned on

MANITOBA AND THE WEST.

I

Represent some of the leading houses in

CANADA and the U.S.

INCREASE YOUR TRADE. WRITE ME.

E. NICHOLSON, - WINNIPEG,

Wholesale Commission Merchant and Broker

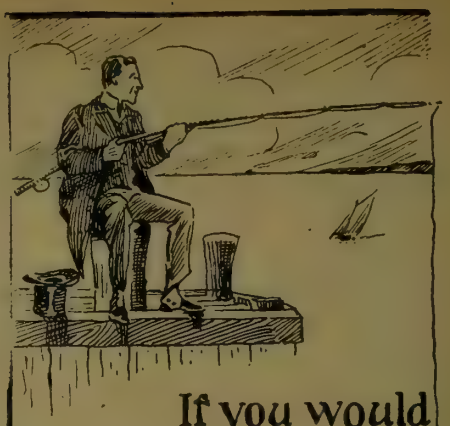
LONDON, ENG.

TEA.

AGENTS REQUIRED in Canada and United States to sell and obtain wholesale orders for **Ceylon Black** and **Green Teas** on commission. Apply,

"COMMISSIONER,"

CANADIAN GROCER,
109 Fleet Street E.C. London, Eng.



If you would catch fish, you must cast your line.

—and cast it where there are fish.

Good fishermen go where fish are plentiful—use the right kind of bait—and make many a good haul.

Shrewd advertisers use THE CANADIAN GROCER because plenty grocers of read it—they use the right kind of bait and make many a good haul of new customers.

Suppose the fish don't bite at fust,
What be yew goin' tur dew?
Chuck down yewr pole, throw out yewr bait,
An' say yewr fishin's threw?
Uv course yew haint; yew're goin' tur fish,
An' fish an' fish an' wait
Until yew've ketched yewr basket full,
An' used up all yewr bait.

Our Department of Advertising Service provides good bait—for those who desire it—without any extra charge.

If you would have more business cast your line to grocers in THE CANADIAN GROCER.

Dollar fish are biting.

Catch?

The Canadian Grocer,

10 Front St. E. Toronto. 232 McGill St. Montreal.

"ACME" TABLE SALT

Ask your wholesale grocer for it. Put up in 24 3-lb. cartoons in a case, and in 50-lb. box.

TORONTO SALT WORKS, Toronto, Ont.

Harvey's Ammonia.

Gives the Wholesale Grocer over 38 per cent. profit. Always full strength. Put up in quart and pint sizes—also Dry Powdered Ammo., the strong kind.

JOHN G. HARVEY,
Manufacturing Chemist, Todmorden, Ont.

ALL THE VARIETIES
OF FRUITS

GROWN IN CANADA

ARE PACKED IN GLASS

—BY—

H. Goodwillie and Son,

WELLAND, ONT.

NOTED FOR

THEIR DELICIOUS FLAVOR
GOODNESS and PURITY.

1 DOZ. IN A CASE.

Agents:

ROSB & LAFLAMME,

MONTREAL.

BATGER'S

NEXT TIME

YOU REQUIRE

GOOD MARMALADES

ORDER

BATGER'S

SPLENDID QUALITY
PURE
READY SELLERS.

Agents,

ROSE & LAFLAMME,

MONTREAL.

Current Market Quotations for Proprietary Articles

March 3, 1904.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes	$4 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 3 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ½ " "	14 00

W. H. GILLARD & CO.

Dianiond—	
5-lb. tins, 2 doz. in case	$2 00
2-lb. tins, 3 " "	1 25
1lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4 doz.	10c.	$0 85
3 doz.	4-oz.	1 20
3 doz.	6-oz.	1 75
1 doz.	12-oz.	3 50
2 doz.	12-oz.	3 45
3 doz.	12-oz.	3 40
2 doz.	16-oz.	4 45
3 doz.	16-oz.	4 35
1 doz.	2½lb.	10 40
1 doz.	5lb.	19 50

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

JERSEY CREAM BAKING POWDER.

ze, 5 doz. in case	$0 40
" 4 " "	0 75
" 3 " "	1 25
" 2 " "	2 25

OCEAN MILLS.

	Per doz.
Ocean Baking Powder, ½ lb., 4 doz.	$ 45
Ocean Baking Powder, ½ lb. 5 doz.	90
Ocean Baking Powder, 1 lb., 3 doz.	1 25
Ocean Borax, ½-lb. packages, 4 doz.	40
Ocean Cornstarch, 40 pks. in a case	78

Freight paid, 5 p.c. 30 days.

ROYAL BAKING POWDER CO.

Sizes.	Per Doz.
Royal—Dime	$ 1 00
" ½ lb.	1 60
" 6 oz.	2 25
" ½ lb.	2 90
" 12 oz	4 50
" 1 lb.	5 75
" 3 lb.	15 50
" 5 lb.	25 50

Sizes.	Per Doz.
Cleveland's—Dime	$ 1 00
" ½ lb.	1 50
" 6 oz.	2 20
" ½ lb.	2 80
" 12 oz.	4 25
" 1 lb.	5 50
" 3 lb.	15 00
" 5 lb.	25 00

"VIENNA" BAKING POWDER.

	Per doz.
1-lb tins, 4 doz in box	$2 25
½-lb tins, 4 doz in box	1 25
¼-lb tins, 4 doz in box	75

BEE BAKING POWDER.

1-lb. tins, cases 4 doz, per doz. $2 25

EAGLE BAKING POWDER

	Per doz.
Cases of 48-5c. tins	$0 45
" 48-10c. tins	0 75
" 24-25c. tins	2 25

Blacking.

HENRI JONAS & CO.

Jonas'	Per gross $9 00
Froments	" 7 50
Military dressing	" 24 00

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ¼ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes, according to size	0 02 0 10

J. M. DOUGLAS & CO.—Laundry Blues.

"Blueol"—10-lb. boxes containing 50 pkgs., 4 squares each.....per lb. 15c

"Sapphire"—14-lb. boxes, ½-lb. pkgs. per lb.....12½

"Union"—14-lb. boxes, assorted, 1 & ½-lb. pkgs. per lb. 10

Black Lead.

Reckitt's, per box $1 15

Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz.; or ¼ gross, 4 oz.

JAMES' DOME BLACK LEAD.

	Per gross
6a size	$2 40
2a size	2 50

Borax.

"Bee" brand, 5 oz., cases, 40 pkgs.	1 40
" " 10 oz., cases, 48 "	3 25
" " 16 oz., cases, 48 "	4 25

EAGLE BORAX.

	Per doz.
Cases of 5-doz. 5c. packages	$0 80
" 5-doz. 10c. "	0 85

Freight prepaid on 25 case lots and upwards, to any railway station in Ontario and Quebec.

Brooms.

UNITED FACTORIES, LIMITED. doz. net.

Boeckh's Bamboo Handles, A, 4 strings	$4 70
" " " B, 4 "	4 40
" " " C, 3 strings	4 10
" " " D, 3 "	3 85
" " " F, 3 "	3 55
" " " G, 3 "	3 20
" " " I, 3 "	2 85

Canned Goods.

HENRI JONAS & CO.

Mushrooms, Rionel	$15 50
" 1st choice Dutheil	18 50
" " Lenoir	19 50
" extra Lenoir	22 00

Per case, 100 tins.

French Peas, Delory's—	
Moyen's No. 2	$9 00
" No. 1	10 50
½ Fins	12 50
Fins	14 00
Tres fins	15 00
Extra fins	16 50
Sur extra fins	18 00

French Sardines—	
½ Rolland	9 50 10 00
¼ Delory	10 50
¼ Club Alpins	2

FRED. MAGEE

	Per doz
Smelts in spices, in ½-lb round tins	0 90 $1 00
" mustard, in ½-lb oval "	0 95 $1 05
" Tomato, in ½-lb. " "	0 95 $1 00

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag.	0 18½
Quaker Oats, 2-lb. pkgs., per case	3 00
Tillson's Oats, 2-lb. pkgs., per case	00

As near to the "home-made" as possible is the aim of

SOUTHWELL'S JAMS.

They are in demand at this time of year when stocks in the cellar are low. Good profits and pleased customers.

Price List, etc., for the asking.

FRANK MAGOR & CO.,

DOMINION AGENTS, 403 St. Paul St., MONTREAL.

It's nip and tuck nowadays

with the competition of business getting keener every year. The only safe way is to be sure of your goods and surround the selling with every possible courtesy.

We guarantee every package of

to be uniform in quality and strictly the best. You can recommend it without question. It speaks for itself.

John Dwight & Co., Manufacturers.

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Hygienic, 1-lb. tins ..... per doz.	$6 75
" ½-lb. tins ..... "	3 50
" ¼-lb. tins ..... "	2 00
" fancy tins ..... "	0 85
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50
Perfection, ½-lb. tins, per doz.	2 40
Cocoa Essence, sweet, ½-lb. tins, per doz.	

Chocolate—	per lb
Queen's Dessert, ¼'s and ½'s	$0 40
" 6's	0 42
Mexican Vanilla, ¼'s and ½'s	0 35
Royal Navy Rock, " "	0 30
Diamond, " "	0 25
" 8's	0 28

FRY'S.

Chocolate—	per lb
Caraccas, ¼'s, 6-lb. boxes	$0 42
Vanilla, ¼'s	0 42
"Gold Medal," sweet, ¼'s, 6-lb. boxes	0 29
Pure, unsweetened, ¼'s, 6-lb. boxes	0 42
Fry's "Diamond," ¼'s, 14-lb. boxes	0 24
Fry's "Monogram," ⅛'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ¼'s, 1 doz. in box	2 40
" ½s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ¼'s, 14-lb. boxes	....
" ½'s, 12-lb. boxes	....
Epp's Cocoa, case of 14 lb., per lb.	0 35
" quantities	0 37½

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

¼ lb. tins, 4½ doz. to case ..... per doz.	$ 90
½ " " 4 " " ..... "	2.40
½ " " 2 " " ..... "	4.75
1 " " 1 " " ..... "	9.00

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.

	Per lb
Mott's Broma	$0 30
Mott's Prepared Cocoa, ¼s and ½-boxes	0 28
Mott's Breakfast Cocoa, ¼s in boxes	0 40
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caracas Chocolate	0 40
Mott's Diamond Chocolate	0 23
Mott's Navy Chocolate, ½s in boxes	0 27
Mott's Cocoa Nibbs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross	1 00
Mott's Confectionery Chocolate	0 21 0 32
Mott's Sweet Chocolate Liquors	0 20 0 36

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 38
Vanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 27
Breakfast cocoa, ¼, ½, 1 and 5-lb tins	0 43
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 35
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5's, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 56

LOWNEY'S.

Breakfast cocoa—
6-lb. boxes, 12 boxes in case, 1-5-lb. tins. 45c.
6-lb. boxes, 12 boxes in case, ½-lb. tins. 42c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins. 42c.
Sweet chocolate powder—"Always Ready."
6-lb. boxes, 12 boxes in case, ½-lb tins. 32c.
Premium chocolate—
6-lb bxs., 12 bxs. in case, ½-lb. pkgs. 34c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs. 34c.
Medallion sweet chocolate—
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. 48c.
Milk chocolate—
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. 40c.
Tid-Bit chocolate—
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. 32c.
Vanilla sweet chocolate—
3-lb. bxs. 24 bxs., in case, ½-lb. pkgs. 32c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. 32c.
Diamond sweet chocolate—
6-lb. boxes, 12 bxs. in case, ½-lb. pkgs. 27c.

Condensed Milk.

Anchor" brand, cases 4 doz., per case	$5 00
" evap. cream, cp. 4d. "	4 65

Borden's Condensed Milk Co.

Eagle" brand	$1 65
Gold Seal" brand	1 30
Peerless" brand evaporated cream	1 02

"Reindeer" Brand
Case (4 doz) $5.60

Coffee.

"Bee" brand, 1 lb. tins, cases, 30 tins	9 00
" " 2 lb. tins, cases, 15 tins	8 70

THE EBY, BLAIN CO., LIMITED.

In bulk—	Per lb.
Club House	0 32
Royal Java	0 31
Royal Java and Mocha	0 31
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Fancy Bourbon	0 20
High Grade package goods—	
Gold Medal, 2-lb. tins	0 30
Gold Medal, 1-lb. tins	0 31
Kin Hee, 1-lb. tins	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars	0 30
English Breakfast, ground only 1-lb. tins	0 18

JAMES TURNER & CO.

	Per lb.
Mecca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.

	Per lb.
"Old Crow" Java	$0 25
" Mocha	0 25
"Condor" Java	0 30
" Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 31
" " " 2-lb. tins	0 30
100 lb. delivered in Ontario and Quebec.	
Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" II. 40-lb. boxes	42½c.
" III. 80-lb. boxes	37½c.
" IV. 80-lb. boxes	35c.

WILLISON'S TURKEY COFFEE.

	Per lb.
1-lb tins, 48-lb cases	30

S. H. & A. S. EWING'S.

	Per lb.
Mocha and Java coffee, in 1-lb tins, 30-lb cases	32
Mocha and Java coffee, in 2-lb tins, 30-lb cases	29

Cheese.

Imperial—Large size jars ..... per doz.	$8 25
Medium size jars ..... "	4 50
Small size jars ..... "	2 40
Individual size jars ..... "	1 00
Imperial holder—Large size "	18 00
Medium size "	15 00
Small size "	12 00
Roquefort—Large size "	2 40
Small size "	1 40

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c.

Allison's Coupon Pass Book.

$1 00 to 3 00 books	3 cents each
5 00 books	4 "
10 00 "	5½ "
15 00 "	6½ "
20 00 "	7½ "
25 00 "	8 "
50 00 "	12 "

Cane's Clothes Pins.

UNITED FACTORIES, LIMITED.

Clothes pins (full count), 5 gross in case, per case	$0 62

Always Ready and Promptly Shipped:

2-lb. tins—cases 2 doz. Also in Brls., ½-Brls., Kegs and Pails.
5 " " " 1 "
10 " " " ½ "
20 " " " ¼ "

Freight paid on 5 cases and over to all railway stations East of North Bay.

—the most perfect "Essence of Corn"
that experience can produce is

"Crown" brand Table Syrup.

Try a case of 2-lb. tins and observe how your customers will be pleased—

See that you get "Crown" brand

MADE ONLY BY

EDWARDSBURG STARCH CO'Y, Limited

ESTABLISHED 1858

53 Front St. East, TORONTO, ONT.
Works: CARDINAL, ONT.
164 St. James St., MONTREAL, P.Q.

4 doz. packages (12 to a case)..... 0 75
6 doz. packages (12 to a case)..... 0 95

Cleaner.

	Per doz.
4-oz. cans	$ 0.90
6-oz. "	1.35
10-oz. "	1.85
Quart "	3.75
Gallon "	10.00

Wholesale Agents.
The Davidson & Hay, Limited, Toronto.

Extracts.

HENRI JONAS & CO.

	Per gross.
-oz. London extracts	$ 6 00
2-oz. " " (no corkscrews).	5 50
2-oz. " "	9 00
2-oz. Spruce essence	6 00
2-oz. "	9 00
2-oz. Anchor extracts	12 00
4-oz. " "	21 00
1-oz. " "	36 00
1-lb. " "	70 00
1-oz. flat "	9 00
2-oz. flat bottle extracts	18 00
2-oz. square bottle "	21 00
4-oz. " " (corked)	36 00
8-oz. " " "	72 00
	Per doz.
8-oz. " glass stop extracts	$3 50
8-oz. " " "	7 00
2½-oz. round quint essence extracts	2 00
4-oz. jockey decanters "	3 50

Food.

	Per doz
Robinson's patent barley ½-lb. tins	$1 25
" " " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " 1-lb. tins	2 25

Ge'atine.

	Per gross.
Knox's No. 1 sparkling	$15 00
	Per doz.
" " " 6 doz., at	$ 1 30
" No. 3 acidulated, at	$ 1 50

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant " "	1 85
Other jams	1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.

Pure Fruit Jams—	
1-lb. glass jars, 2 doz. in case, per doz.	$0 95
2½-lb. tin pail, 2 doz. in crate, per lb.	0 06½
5 and 7-lb. tin pails, 8 and 9 pails to crate, per lb.	0 06
7, 14 and 30-lb. wood pails, "	0 06
Pure Fruit Jellies—	
1-lb. glass jars, 2 doz. in case, per doz.	0 95
7, 14 and 30-lb. wood pails, per lb.	0 06
Home Made Jams—	
1-lb. glass jars (16-oz. gem.) 1 doz. in case, per doz.	1 50
5 and 7-lb. tin pails, per lb.	0 09
7, 14 and 30-lb. wood pails "	0 09

BRAND & CO.

Brand's calf's foot	$3 50
Real turtle jelly	7 75

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" " 100 sticks	0 73
Dulce large cent sticks, 100 in box	

Lye (Concentrated).

GILLETT'S PERFUMED.

	Per case.
1 case of 4 doz.	$ 3 60
3 cases "	3 50
5 cases or more	3 40

Matches.

UNITED FACTORIES, LIMITED.

	Per case.
Surelight (Parlor)	$3 50
Flashlight (Parlor)	5.75
Kodak (Sulphur)	3 80

Mince Meat.

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., ½-lb. tins, per doz.	$ 1 40
" ½-lb. tins "	2 50
" 1-lb. tins "	5 00
Durham 4-lb. jar, per jar.	0 75
" 1-lb. jar "	0 25
F. D., ½-lb. tins, per doz.	0 85
" ½-lb. tins "	1 45

HENRI JONAS & CO.

	Per gross.
Pony size	$ 7 50
Imperial, medium	9 00
Imperial, large	12 00
Tumblers	12 00
Mugs	13 20
Pint jars	18 00
Quart jars	4

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—	
½-lb. tins, per lb.	$ 0
½-lb. tins "	0 35
1-lb. tins "	0 32½
4-lb. jars, per jar	1 20
1-lb. jars "	0 35
Old Crow," 12-lb. boxes—	
½-lb. tins, per lb.	0 25
½-lb. tins "	0 23
1-lb. tins "	0 22½
4-lb. jars, per jar	0 70
1-lb. jars "	0 25

Olive Oil.

	Per case
Barton & Guestier's quarts	$ 8 00
" " pints	9 00

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand, 1-lb. glass	$1 50
" " quart gem jars	3 40

T. UPTON & CO.

1-lb. glass jars, 2 doz. case, per doz.	$ 0 95
Home-made, in 1-lb. glass jars "	1 50
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 06

CLEMES BROS.

Pure fruit stock—	
10-oz. glass jars, 2½ doz. case, per doz.	$1 00
16-oz. glass jars, 2 doz. case "	1 50
Quart gems, 1 doz. case "	3 35
In 5-lb. tins, per lb.	09

Pickles.

STEPHENS'.

A. P. Tippett & Co', Agents.

Cement stoppers (pints), per doz.	$ 2 30
Corked " "	1 90

Sauces.

BRAND & CO.

Worcester	$1 85
Tomato catsup	2 60
Mayfair relish	2 60
Indian chutney	1 75
Mango "	2 25
A 1	1 70 2 60 3 15

Soda.

COW BRAND.

Case of 1-lb. conta in ing 60 pkgs., pe box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. (containing 96 pegs.), per box, $3 00.

EMPIRE "EMPIRE" BRAND.

Brunner, Mond & Co.

Case 120 ½-lb. pkts. (60 lb.), per case, $2 70.

Case 96 10-oz. pkts. (60 lb.), per case, $2 80.

"MAGIC" BRAND.

	Per case.
No. 1, cases, 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " { 30 1-lb. " / 60 ½-lb. " }	2 75

No. 5 Magic soda—cases 100—10-oz. pkgs.

1 case	2 85
5 cases	2 75

"BEE" BRAND.

	Per case
"Bee" brand, 8 oz., cases, 120 pkgs.	
" " 10 oz., cases, 96 pkgs.	$2 75
" " 16 oz., cases, 60 pkgs.	

Soap and Soap Powders.

A. P. TIPPET & CO., Agents.

Maypole soap, colors, per gross	$10 20
" " black "	15 30
Oriole soap "	10 20
Gloriola soap "	12 00
Straw hat polish "	10 20

Borden's Brands of CONDENSED MILK and EVAPORATED CREAM at Canadian Prices

We beg to announce that we have established a branch factory at Ingersoll, Ont., and that we are now prepared to fill all orders for the Canadian trade promptly, and at considerably reduced prices, owing to the establishment of the Canadian Branch. Our **Eagle Brand Condensed Milk, Gold Seal Brand Condensed Milk** and **Peerless Brand Evaporated Cream,** unsweetened, can be obtained through our local representatives.

BORDEN'S CONDENSED MILK CO.

Originators of Condensed Milk. Established 1857.

Selling representatives in Canada: W. H. Dunn, Montreal and Toronto. Erb & Rankin, Halifax. W. S. Clawson & Co., St. John, N.B. Scott, Bathgate & Co., Winnipeg, also Shallcross, Macaulay & Co., Victoria and Vancouver, B.C.

CHASER SOAP.

1 case	$2 40
5 cases	2 30
10 cases	2 20
20 cases	2 10

5 per cent. 10 days or 60 days acceptance.
WM. H. DUNN, AGENT.

Babbitt's "1776" 100 6-oz. pkgs $3.50 per bx.
5 boxes, freight paid and a half box free.
Babbitt's "Best" soap, 100 bars, $4 10 per bx.
" Potash or Lye, bxs., ea. 2 dz., $2 per bx.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. cartons	$ 0 06
No. 1 " " 3-lb. "	0 06
Canada laundry	0 05
Silver gloss, 6-lb. draw-lid boxes	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05½
Benson's enamel....per box 1 25 to	2 50
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 06¾
Canada Pure Corn	0 05½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps	0 08½
"Bee" brand, cases, 4 packages	5 00

BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 05
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 06
Barrels, 200 lb.	0 05½
Kegs, 100 lb.	0 05½
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 45 cartons, per case	3 40
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 05½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 06½
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.	0 06½

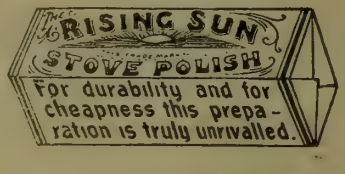
ST. LAWRENCE STARCH CO., LIMITED.
Ontario and Quebec.

Culinary Starches—	
St. Lawrence corn starch, 40 lb	0 06½
Durham corn starch, 40 lb	0 05½
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 06
" 3-lb. cartons, 36 lb.	0 06
" 200-lb. bbl.	0 05½
" 100-lb. kegs	0 05½
Canada Laundry, 40 to 46 lb.	0 05
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 05½

OCEAN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$3 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00

WM. H. DUNN, AGENT.

	pr. dz.
Enameline No. 4, bxs., ea. 3 dz.	0 38
Enameline No. 6, bxs., ea. 3 dz.	0 65
Enameline liquid, bxs, ea. 3 doz.	0 75
Blackene, 5-lb. cans, per lb.	0 10

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

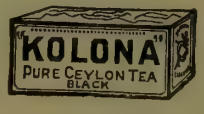
	Per case.
Enamelled tins, 2 doz. in case	$2 40
Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 90
5 " 1 " "	2 35
10 " ½ " "	2 25
20 " ¼ " "	2 10

(10 and 20 lb. tins have wire handles.)

Teas.

SALADA CEYLON.

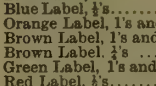
	Wholesale.	Retail.
Brown Label, 1's	$0 20	$0 25
" " ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c	$0 19
" " ½-lb. " "	0 20
Blue Label, retail at 30c	0 22
Green Label. " 40c	0 28
Red Label, " 50c	0 35
Orange Label, " 60c	0 42
Gold Label, " 80c	0 55

Cases, each 60 1-lb.	$0 35
" " 60 ½-lb. }	0 35
" " 120 ½-lb.	0 36



LUDELLA CEYLON, 1's AND ½'S PKGS.

Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

"CROWN" BRAND.

	Wholesale.	Retail.
Red Label, 1-lb. and ½s	$ 0 35	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½s	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—	
"Condor" I 40-lb. boxes	$0 42
" II 40-lb. boxes	0 40
" III 80-lb. "	0 37
EMD AAA Japan, 40 lb "at	0 35
" AA " 40 " "	0 32½
Blue Jay, basket fired Japan, 70 lbs.,	0 30
"Condor" IV 80-lb. "	0 43
" V 80-lb. "	0 30
" XXXX 80-lb. boxes	0 25
" XXXX 30-lb. "	0 26
" XXX 80-lb. "	0 22½
" XXX 30-lb. "	0 23½
" XX 80-lb. "	0 20
" XX 30-lb. "	0 21
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 30

Black Teas—"Nectar" in lead packets	
Green Label.....retails	0 26 at 0 20
Chocolate Label.... "	0 35 at 0 25
Blue Label..... "	0 50 at 0 36
Maroon Label..... "	0 60 at 0 45
Fancy tins—Chocolate, 1-lb	0 32½
" " —Blue, 1-lb	0 42½
" " —Maroon, 1-lb	0 50
" " —Maroon, 1-lb	1 50

"Condor" Ceylon black tea in lead packets

Green Label, ⅛s, ¼s and ½s, 60-lb. cases.....retail	0 25 at 0 20
Grey Label, ⅛s, ¼s and ½s, 60-lb. cases.....retail	0 30 at 0 23
Yellow Label, ¼s and ½s, 60-lb. cases.....retail	0 35 at 0 26
Blue Label, ⅛s, ¼s and ½s, 50-lb. cases.....retail	0 40 at 0 30
Red Label, ⅛s, ¼s and ½s, 50-lb. cases.....retail	0 50 at 0 34
White Label, ⅛s, ¼s and ½s, 50-lb. cases.....retail	0 60 at 0 40

Black Teas—"Old Crow" blend—

Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1 per lb.	0 35
No. 2 "	0 30
No. 3 "	0 25
No. 4 "	0 20
No. 5 "	0 17½

LIPTON'S TEA (in packages).

Color of Label.	1 lbs & ½ lbs. per lb.	¼ lbs. per lb.	Sold for per lb.
Ceylon-India, Ex. ch'st A Yellow	45	47	70
" " B Red	40	42	60
" No. 1 C Pink	35	37	50
" 2 C Orange	28		40
" 3 C L. Blue	22		30
" 4 C L. Green	20		

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 3½s, 5s. and 10s	$0 39
" Amber, 8s. and 3s	0 60
Chewing—Stag, bars, 10¾oz	0 43
" Bobs, 5½s. and 11s	0 44
" " 10¾ oz. bars, 6s	0 44
" Currency, 12 oz. bars, 12s	0 47
" " 6½s. and 12's	0 47
" Old Fox, narrow, 12s	0 47
" Snowshoe, 14½oz b'rs, sp'c'd 6½	0 51
" Pay Roll, 7s and 6½s	0 52
" Fair Play, 8s. and 13s	0 53

Vinegars.

E. D. MARCEAU, Montreal. Per gal.

EMD, pure distilled, highest quality	$0 30
Condor, pure distilled	0 25
Old Crow	0 20

Special prices to buyers of large quantities

GRIMBLE'S MALT.

Bulk, ¼-casks, 25 gals	$5 45	$10 95
" casks, 60 "	10 25	22 40
Bottles, cases, 3 doz	3 25	4 40

Washing Powder.

FAIRBANK'S GOLD DUST.

Five cases assorted—	
24 25c. packages	$4 65
100 10c. "	7 80
100 5c. "	3 90

Freight prepaid.

Cane's Woodenware.

UNITED FACTORIES, LIMITED.

	Per doz.
Washboards, Victor	$1 35
" Crown	1 45
" Improved Globe	1 60
" Standard Globe	1 70
" Original Solid Globe	2 00
" Superior Sld. Bk. Globe	2 15
" Jubilee	2 10
" Pony	0 95
Diamond King (glass)	3 10
Tubs, No. 0	10 50
" " 1	8 50
" " 2	7 50
" " 3	6 50
Pails, No. 1, 2 hoops	1 75
" "	1 90

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case	$1 00	
Gillett's cream yeast, 3 doz	1 00	
Jersey cream yeast cake, 3 doz. 5c	1 00	
Victoria " " 3 doz. 5c	1 00	
" " " 3 doz. 10c	1 80	

BRUNNER, MOND & CO.'S

SODAS

Bicarb
Sal
Concentrated Sal
Caustic

EVERYWHERE KNOWN TO BE THE BEST.

WINN & HOLLAND, Sole Agents for Canada, MONTREAL.

We have recently taken up the manufacture and sale of the

Templeton Cheese Knife

It is the greatest device for merchants retailing cheese. "Soon pays for itself," is the testimony of everyone who has used the machine for the past year.

KEEPS CHEESE FRESH
SAVES FROM WASTE
EASY TO OPERATE
PLEASES EVERY CUSTOMER

Sold on easy terms. Write us for particulars.

The Computing Scale Co. of Canada, Limited, - - 164 King St. West, Toronto.

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ALWAYS TRUST-WORTHY

Established 1725.

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D. MASSON & CO., Montreal.
ARTHUR P. TIPPET & CO.,
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are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.

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We make them in all shapes and sizes. We have

Patent Strawboard Berry Box
Grain and Root Baskets,
Clothes Baskets,
Butcher Baskets,

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

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Oakville Basket Co.

Oakville, Ont.

You are Interested in Something.

Why not get the best items that are printed on the subject.

We read and clip thousands of newspapers every week — therefore we can equip you **speedily** and **economically** for a debate, speech, lecture, essay or anything else requiring up-to-date information and more of it than your competitors are likely to get.

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Send for our Booklet which fully explains the scope of the clipping industry.

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The Best Grocers make a point of Keeping it always in Stock.

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Good Goods
Cheap:

"PEARLS OF PROSPERITY."

Our latest glass assortment

Staple Articles.	Sets,
Bright Pattern.	Butters,
Lowest Price.	Creams,
	Jugs,
	Salvers,
	Nappies,
	Large and Small

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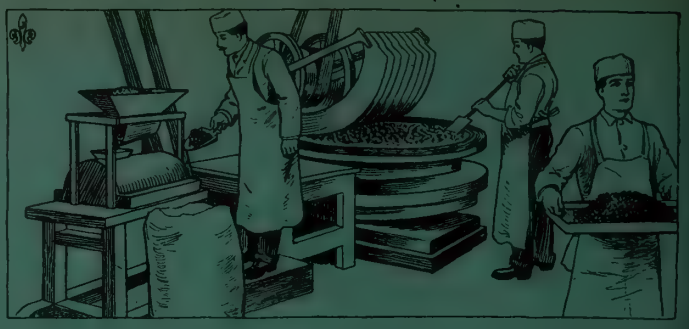
16 Front St., East, - TORONTO.



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"To have and to hold" trade you must give satisfaction. Quality should be your first thought. Give your customers.

Wethey's Mince Meat

and you'll hold their trade and get their friends'. Wethey's Mince Meat is good Mince Meat, that is why it is a good trade getter.

J. H. Wethey, Limited
ST. CATHARINES, ONT.

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Pickles, Sauces, Jams and Preserved Provisions.

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PUBLISHED EVERY FRIDAY

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MUSTARD

that IS MUSTARD

KEEN'S D.S.F. Mustard

IN SQUARE TINS.

Keen's Mustard Aids Digestion—Therefore Lengthens Life.

CHRISTIE'S MALTA BISCUIT

...IS...

Good for Your Customers

Good for Your Trade

SEND FOR A TRIAL ORDER.

Christie, Brown & Co., Limited

TORONTO and MONTREAL.

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Successors to
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DOMINION LICORICE & NOVELTY CO.
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Y. & S., SCUDDER, and M. & R. Brands of PURE STICK LICORICE, Acme Licorice Pellets, M. & R. Wafers in bags, Licorice Lozenges, and a full line of Licorice Specialties, including the celebrated soft licorice lines sold under the Company's brands as follows: THE FLEXIBLE LICORICE, THE PLIABLE LICORICE, THE ELASTIC LICORICE.

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Illustrated Catalogue on request.

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"TURNS NIGHT-TIME INTO DAY-TIME."

New Styles. Lower Prices.

No. 21
100 Candle Power.

Do you want a lamp which won't tire your eyes?

Do you want a lamp which makes sewing or reading a pleasure?

Do you want a lamp which gives more light than half a dozen kerosene ones for less money?

Do you want to sell the best lamp on the market?

THEN WRITE FOR OUR CATALOGUE AND DISCOUNTS.

Every Lamp Guaranteed.

AUER LIGHT CO., 1682 NOTRE DAME ST., MONTREAL.

THE ONLY ESSENCE PRESCRIBED BY THE MEDICAL PROFESSION OF KING EDWARD'S DOMINIONS FOR PURITY AND EXCELLENCE OF QUALITY.

Bromley's Coffee Essence

NO GLUCOSE
NO CARAMEL
NO COFFEE FININGS
used in its manufacture.

WARRANTED under the FOOD AND DRUGS ACTS.

A SURE TRADE WINNER.

THE BEST SAUCE AND THE BEST VALUE IN THE WIDE WORLD.
IT PLEASES THE MOST FASTIDIOUS PALATE.

THE RESULT OF SEVEN YEARS SPENT IN SCIENTIFIC EXPERIMENT AND RESEARCH.

DR LAING'S CREAM SAUCE

ITS CERTIFICATE OF CHARACTER IS UNQUESTIONABLE.

The only Sauce in the world in which has been successfully achieved the thorough emulsification and blending therein a suitable proportion of
PURE GRAPE JUICE AND RICH DEVONSHIRE CREAM.

SOLE AGENTS FOR CANADA: W. G. PATRICK & CO., Merchants, 29 Melinda St., TORONTO

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This is put up in packets making one quart of rich **Gelatine.**

It dissolves **instantly** in hot water.

The Standard Gelatine of the World.

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NOTE OUR GRADES.—Orleans No. 16, and Nos. 16, 18 and 24 malt, concentrated and distilled.

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Sterling Brand Pickles

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In price and quality and in flavor the Sterling Brand Pickles are very satisfactory. It is very handy to have some article in your store that you can always depend on. You can then recommend it to your most particular customers. These pickles are of a dependable quality. Put up in an attractive form they sell well.

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To the Retail Grocery Trade—

Do you require a line of shelf goods that will give you a liberal profit to make up for low profits on other lines and losses in perishable goods. Then get a case of Stretton's Prize Medal Sauce in pints or half-pints.

It is used as a flavor for soups and steaks and to bring your customer again.

One enterprising grocer at least uses such an article to pay running expenses. The order clerks make a special push to get an order from each customer visited.

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GOOD COFFEE.

If there is one line in particular that a grocer carries, that should be good, it's COFFEE. Nothing goes farther amongst a merchant's customers than a reputation for GOOD COFFEE. It means increased trade. You can gain this reputation by handling

S. H. & A. S. Ewing High-Grade Coffees

S. H. & H. S. EWING

ESTABLISHED 1845

The Montreal Coffee and Spice Steam Mills.

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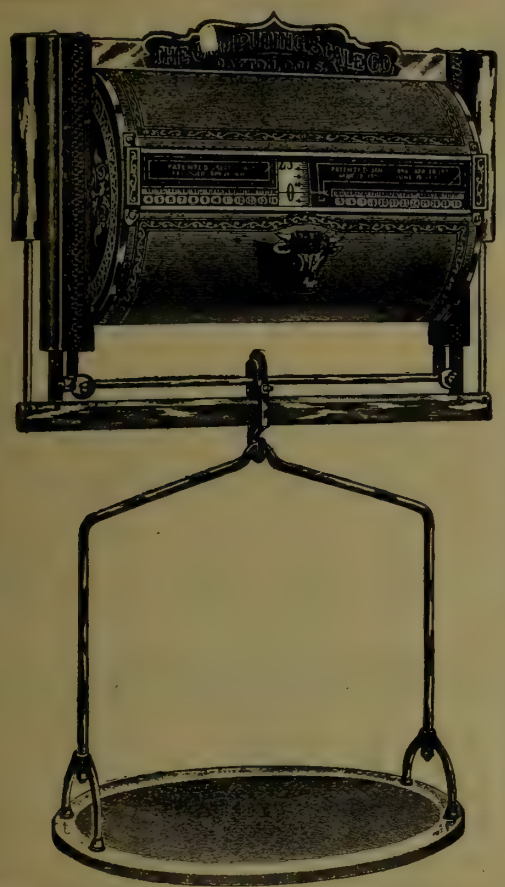

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SOCKEYE **SALMON**

"Sovereign" and "Lynx"

Brands

ARE THE CHOICEST IN THE MARKET.

EVERY TIN GUARANTEED.

TO BE HAD OF ALL GROCERS.

YOU DON'T WANT

to sell goods that you can't back up.

You take no chance when you tell your customers that

REINDEER BRAND

condensed milk is the best that money can buy.

W. G. A. LAMBE & CO., Agents.

the increase in tea exports
from Japan to Canada

last year
was

1,485,325 pounds

and this enormous increase in the face of the low-priced cheap imitations that are being imported—

you can never get any tea to take the place of the **pure, clean, healthy, nourishing,** teas of **JAPAN**

they are in a class by themselves.

Please your customers and hold their trade by selling

JAPAN TEAS

How is Your Coffee Trade?

Good, Eh!!

Then you must sell our famous **CLUB COFFEE**

—Put up in 1-lb. and 2-lb. Tins.— A POPULAR BLEND.

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96 KING ST., MONTREAL.

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" Merchants 522.

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Telephone orders receive prompt attention.

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MOST PROFITABLE to the GROCER

and

MOST SATISFACTORY to the LAUNDRESS

is Cold Water **STARCH IVORINE**

ASK TRAVELLERS THE PRICE

THE ST. LAWRENCE STARCH CO., Limited, - PORT CREDIT, ONT.

THE HEIGHT OF MAPLE SYRUP EXCELLENCE

IS FOUND IN EVERY TIN OF

"IMPERIAL BRAND"

THAT'S WHY IT SELLS SO WELL.

ROSE & LAFLAMME, Agents, MONTREAL.

A GOOD SELLER

PATERSON'S WORCESTER SAUCE

and why—because it always pleases the customer—uniform quality.

ROSE & LAFLAMME,
Agents,
MONTREAL.

If you are ambitious to be

THE TEA MAN

of your locality, the
best advice you can take
is to put your trust in

CEYLON TEA.

There are other teas, of course, that you must keep in stock, but, after all, your main trade will be in Ceylons.

This has already become a fact, and is every day becoming more noticeable.

THE REASON IS PLAIN.

Ceylon Teas have just the qualities demanded by the Canadian trade. No other teas succeed like them.

PULL WITH THE STREAM.

Ceylon Teas, Black and Green, are splendid value at present prices.

Had you not better stock now than wait for higher prices?

Black or Green Ceylon Teas are unexcelled.

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BEST COMMERCIAL SCHOOL IN ONTARIO.
Write for Handsome Catalogue.
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Use Live Bait.

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Catches Trade
and Holds all it catches.
Let your customers know you recommend the BEST.
It will make you money.
ROYAL SALAD DRESSING is making new friends every day.

The Horton-Cato Mfg. Co.,
DETROIT, MICH., - WINDSOR, ONT.

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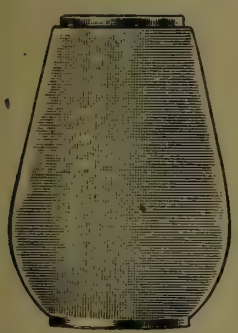

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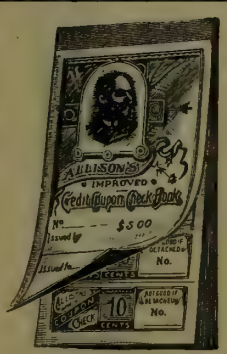
Aetna or Quaker Flint Chimneys?

Give them a Trial.

THE SYDENHAM GLASS CO.
OF WALLACEBURG, LIMITED.

Cultivating Weeds

wouldn't be considered very profitable by the farmers, yet thousands of merchants are cultivating the weeds of business by continuing the Old Style Pass book—errors every day. Forgotten charges. Hundreds of little things make a big aggregate amount. Adopt the modern ALLISON COUPON SYSTEM and throw away your time wasting devices. Look here—



IF A MAN WANTS CREDIT

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. **NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING.** There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

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THE EBY, BLAIN CO., Limited, TORONTO.
C. O. BEAUCHEMIN & FILS, MONTREAL.
ALLISON COUPON CO., Manufacturers,
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Tomatoes for Soup

Prepared, however, by "the Burlington Way," which removes skins, seeds and fibre. Result is a pulp of great density. Ideal for soup. Costs no more than ordinary tomatoes. Sell it.

$1.00 per doz. f.o.b. Burlington.
Any quantity.

The Burlington Canning Co.
Limited
BURLINGTON, ONT.

Every Housewife...

knows the advantages of a good broom. It's the foundation of a clean home. We want you to know our brooms. They are good brooms. Drop us a line and our traveller will call.

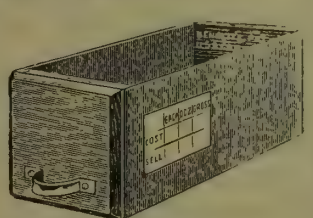
The **Waterloo Broom and Brush Co.,**
WATERLOO, ONT.

...THE...

Bennett Manufacturing Co.

Bennett's Patent Shelf Box and Cabinets for Hardware, Grocery, Seed and Drug Trades, etc.

Owing to the steady and rapid growth of our business new quarters were needed.



Address all communications to our New Factory:
Pickering, Ontario

Want Ads.

In this paper cost 2 cents per word first insertion, 1 cent per word subsequent insertions. Contractions count as one word, but five figures (such as $1,000) may pass as one word. Cash remittance to cover cost **must in all cases** accompany orders, otherwise we cannot insert the advertisement. When replies come in our care 5 cents additional must be included for forwarding same. Many large business deals have been brought about through advertisements of 20 or 30 words. Clerks can be secured, articles sold and exchanged, at small expenditure.

MacLEAN PUBLISHING CO., Limited
Montreal and Toronto.

Do you use . . **FOSTER'S POTS?**

STRONG DURABLE LIGHT

POROUS AND CHEAP

THOSE WHO DO WILL HAVE NO OTHER.
A post card brings price list and all particulars.

The FOSTER POTTERY CO.
HAMILTON, ONT. Limited

MAPLE SYRUP

Your goods are A1 quality.—J. H. Anderson, Produce Co'y., Winnipeg, Man.

Your goods are all right.—J. A. Mathewson & Co., Montreal.

Small's Maple Cream bids fair to become world famous—Ottawa Evening Journal.

Small's brand has captured all Gold and Silver Medals offered in Canada, with highest awards at Paris, Glasgow and Cork. With due appreciation of the many brands we believe Small's is market standard.

Life long experience is ours. Results are: Quality, tasty packages, free from preservative acids, perfect keeping for all time, netting dealer fair profits and pleased customers. Guarantee on every package.

MAY BE HAD THROUGH ALL WHOLESALE GROCERS.

PUT UP BY

CANADA MAPLE EXCHANGE

DUNHAM, QUE. **Head Office: MONTREAL.**

SEND FOR PRICE LIST.

In manufacturing wrapping papers you have to think of the use to which they are put. Our brown and manilla wrapping papers are

FULL COUNT
FULL WEIGHT
AND
FULL STRENGTH

CANADA PAPER CO.
Limited
Toronto, Montreal and Windsor Mills Que.

TO HELP THE SALE of the BEST FISH EVER SOLD

WE believe we are now supplying to the trade of this country the most toothsome fish products that consumers have ever tasted. We believe that, in every particular, they are calculated to attract and interest the people instantly and permanently. From the time the fish leaves the water until ready to be sold by the dealer, we leave nothing undone that would tend to obtain the very highest standard of quality. Cleanliness, carefulness, and thoroughness in every branch of the work at the factory is the standing order to employees in each department, and by this method we ***should*** secure a fish product fit for the Royal Table. Such, we believe, can truthfully be claimed for the fish product we are selling to-day.

So much for quality.

Now for our packages. What can we say about them?

You know what ought to be said if you have seen them. Never saw anything nicer in packages, have you? This is the opinion we hear from Halifax to Winnipeg, and farther west.

What else are we doing? We are advertising in the leading dailies and in other ways. Did you see what the ***Canadian Grocer*** said recently about our window cards? It was a graceful compliment to down east enterprise, and we liked it. Have you seen our "Daily Hints during Lent," in the "***Montreal Daily Star***?" These and other things we are doing to help the demand for **"Halifax," "Acadia" and "Bluenose" Fish,** and having done so much, may we ask you to do your share. Say a good word to consumers when you can. You will not regret it and we know they will not.

The fish habit is a good one for them, you and us.

BLACK BROS. & CO.,

HALIFAX, N. S. Limited.

A. H. BRITTAIN & CO., Agents, Board of Trade Building, Montreal.

Dutch Chemical Works
AMSTERDAM.

EXCEPTIONAL VALUE FOR THE GROCERY TRADE

SPECIAL OFFERS
Recommend Themselves.

WE OFFER OUR MAGNIFICIENT

"Butterfly Brands"

	¼-lb.	½-lb.	1-lb.
COFFEE and CHICORY per doz tins.....	2/3	4/-	7/-
PURE DUTCH COCOA per doz. tins.....	4/3	8/-	15/-

Goods delivered, freight paid, to any Canadian port, duty not included. TERMS: Cash with order.

The COFFEE and CHICORY is packed in cases of one cwt., while the COCOA is supplied in cases of 56 lbs.

SAMPLES FREE ON APPLICATION.

F. C. CALVERT & CO.
Manchester, England,

whose specialties have been awarded more than 100 Medals and Diplomas for superior excellence in competition with other manufacturers

Calvert's Carbolic Preparations include Disinfectants, Dentifrices, Soaps and other toilet specialties, which are well known, reliable articles, finding a ready sale in England, the colonies and many foreign countries. The Soaps are probably of most interest to grocers and full particulars and prices of the various qualities, suitable for the Canadian market, in addition to the two enumerated below, are given in price list mailed free on request.

Calvert's 20 per cent. Carbolic Soap affords protection against mosquitos and other insects, and is also refreshing to use. Each tablet is packed in a metal box. Retail price, 30 cents a tablet.

Calvert's No. 5 Carbolic Soap is a good soap for all ordinary purposes, retailing at the low price of 5 cents a tablet.

F. C. C. & Co. ensure the quality and efficiency of their soaps by guaranteeing definite percentages of carbolic acid.

have now opened a wholesale depot for the further extension of their Canadian trade, at

807 Dorchester St., Montreal.

W. T. LEACH, Representative.

Price Lists, etc., mailed on application.

"KKOVAH"
REG'D

SUPERIOR TO ALL

Jellies

FLAVORED WITH RIPE FRUIT JUICES ONLY.

THE GREIG MANUFACTURING CO.

MONTREAL. LIMITED

AURORA CORN SYRUP

A Pure Golden Syrup Made from Golden Grain. **A Great Spread for Daily Bread.**

Better in flavor and purity than any other.
Good for everybody. **A pleasaant surprise to all.**

2-lb. tins, cases, each 24 tins, $1.90 per case.
5 " " " 12 " 2.35 "
10 " " " 6 " 2.25 "
20 " " " 3 " 2.10 "

Freight paid on 5-case lots. Price subject to change without notice.
Ask our travellers about our Pure Maple Syrup.

W. H. GILLARD & CO., Wholesale Grocers, - HAMILTON.
Branch CANADA GROCERS LIMITED.

LIKE AN INDEX FINGER.

WOOD'S BOSTON COFFEES
THOMAS WOOD & CO.
IMPORTERS AND ROASTERS
BOSTON, MASS.
PURITY, UNIFORMITY AND EXCELLENCE GUARANTEED.

They point straight to just what you want.

Your requirements may be few, or they may be many.

Their variety is recognized and all tastes gratified in the broad and exhaustive list of **WOOD'S COFFEES.**

It is easy for the grocer to make selections when with each new purchase he finds **purity** with uniformity maintained in every line.

Canadian Factory and Salesroom,
No. 428 St. Paul St., MONTREAL.

WOOD'S BOSTON COFFEES
THOMAS WOOD & CO.
IMPORTERS AND ROASTERS
BOSTON, MASS.
PURITY, UNIFORMITY AND EXCELLENCE GUARANTEED.

Keep your on

"BLUEOL"

COMPETITION!

Full particulars on full page in issues of FEBRUARY 5, MARCH 4, MARCH 25 and APRIL 29.

J. M. DOUGLAS & CO.,

Established 1857 **Manufacturers,** **MONTREAL.**

Has stood the test of every climate.

HIGHEST AWARD

Wherever demonstrated, including the following Dominion, State, and International Exhibitions

Industrial Exhibition	-	Toronto, Canada	- 1903
Provincial Exhibition	-	Halifax, N. S.	- 1903
Provincial Exhibition	-	Victoria, B. C.	- 1902
Pan-American Exposition		Buffalo, N. Y.,	- 1901
Paris Exposition	-	Paris, France	- 1900
Trans. Miss. Exhibition	-	Omaha, Neb.	- 1898
World's Fair	-	Chicago, Ill.	- 1893

The products of **THE ST. CHARLES CONDENSING CO.** are famous the world over for HIGH QUALITY, ABSOLUTE PURITY, and ADAPTABILITY for all the purposes of fresh milk.

Home Office and Address: **Correspondence and trade orders solicited.**

St. CHARLES, ILL., U.S.A. **FACTORIES: Ingersoll, Ontario, Canada, St. Charles, and Chenning, Ill.**

MANUFACTURING GROCERS' SECTION ANNUAL MEETING

THE annual meeting of the Manufacturing Grocers' Section of the Canadian Manufacturers' Association was held on Friday last, March 4th, in the rooms of the association, Board of Trade Building, Montreal.

The meeting opened at 10 o'clock a. m., with R. A. Donald, chairman, presiding. In the absence of W. A. Mitchell, Toronto, vice-chairman, S. W. Ewing officiated in that capacity. R. J. Young, secretary of the Manufacturers' Association, performed the duties of secretary owing to the absence of J. F. M. Stewart, regular scribe of the section. Among the members present were noted :

W. L. Hamm, of the Maritime Coffee & Spice Co., St. John, N. B.

Wm. H. Johnston, of R. Herron & Co., Montreal.

J. C. Rose, of Rose & Laflamme, Montreal.

W. P. Downey, Montreal.

Royal A. Ewing, of S. H. & A. S. Ewing, Montreal.

John Harper, of Kerry, Watson & Co., Montreal.

I. S. Wotherspoon, Montreal.

Andrew H. Ewing, of S. H. Ewing & Sons, Montreal.

W. H. Halford, of S. H. Ewing & Sons, Montreal.

A. Wills, Montreal.

J. Russell Murray, commissioner, West Indies, Montreal.

John Carsley, president Ozo Co., Montreal.

E. D. Marceau, Montreal.

W. H. D. Miller, representing transportation department of the Manufacturers' Association.

E. T. Cooper, secretary Montreal branch of the Manufacturing Grocers' Section, Montreal.

S. W. Ewing, of S. H. Ewing & Sons, Montreal.

R. A. Donald, of the Pure Gold Mfg. Co., Limited, Toronto.

Letters of regret were received from W. A. Mitchell, of Todhunter, Mitchell & Co., Toronto; F. F. Dalley, of the F. F. Dalley Co., Hamilton; T. J. Ward, of John P. Mott & Co., Halifax, N. S.; T. A. Lytle, of the T. A. Lytle Co., Toronto; R. Greig, of the Robert Greig Co., Toronto; J. J. MacLaren, of the Hamilton Coffee & Spice Co., Hamilton; A. Huckels, Ottawa; W. Gorman, of Gorman, Eckert & Co., London.

Mr. Donald, the chairman, expressed his pleasure in being again in the old city of Montreal. He always was delighted to come here, but particularly when he came to discuss with his business associates matters tending to improve the conditions of trade.

"We have had," he said, "considerable satisfaction with this section of the Canadian Manufacturers' Association; we have had several meetings since its organization, and at every one of them there has been information of undoubted value imparted to those who thought enough of the meetings to sacrifice a little time to attend the same."

Mr. Donald then referred to the matters to be brought before the members, such as reports of committees concerning adulteration, application of "Foods Act" to imported goods, freights, discounts and tariff grievances.

The discussion of the reports of committees re adulteration, and the application of the "Foods Act" to imported goods, was an interesting one and the concensus of opinion was that stringent measures with adequate penalties be enacted to put a stop to the importation and selling of adulterated goods. A committee was subsequently appointed to lay the matter before the government. One feature which developed during the discussion was the fact that the act as it is constituted at present makes itself felt in the wrong direction; the exceedingly heavy penalty of $500 for selling adulterated goods falling upon the retailer instead of upon the manufacturer. The retailer is often the innocent victim in the sale, and the imposition of such a heavy penalty means his ruin. A reduction of this fine was desirable. In case of action by the government against a vendor of adulterated goods, the retailer would move heaven and earth to work the member of his constituency and other powerful political friends to save himself; but if the fine were made one which he could pay without crippling himself, the chances are he would pay it. He would, however, be on his guard in future, and insist upon getting pure goods.

W. H. D. Miller addressed the meeting on the "Responsibilities of the Carrying Companies and the Remedy for the Apparent Indifference on part of the Railways to the Shipper and Consignees." He also went into the matter of claims and payments of freights, and his remarks which were concisely and clearly expressed, were listened to with evident interest and satisfaction. Mr. Miller has a good grasp of transportation matters and expressed himself as ready at all times to lend his assistance to the Manufacturing Grocers' Section in straightening out any tangles or difficulties with the freight carriers.

Professor J. Wallace Walker, F. R. S. C., of McGill University, read an interesting paper on "The Scientific Preservation and Adulteration of Food," certain points of which struck the members as being extremely valuable. Professor Walker on concluding his address answered a number of questions asked by the members, such as : What is the action of certain preservatives on fruits and vegetables ? A cordial vote of thanks was extended to Prof. Walker, to which that gentleman replied, regretting that a pressure of academic duties, the shortness of time allowed him for preparing the paper, and the condition of his health, had prevented him from preparing a more interesting paper. (A report of the paper will be found subjoined).

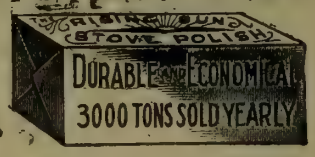
An adjournment was made until 2.15 p. m., when the meeting was promptly opened. E. L. Prior, of New York, who had prepared an address on the subject of "Peppers," was unable to be present, and sent his article to A. Wills, who read it at the request of the chairman. Mr. Prior's views are worthy of the greatest attention and weight, as his extensive travels in tropical climes, and his thorough knowledge of spices, make him an authority on the subject, and his genial personality was very much missed. (A report of the address is unavoidably crowded out of this week's issue of Grocer, but will be published in full next week, verbatim.)

The election of officers was then gone on with, resulting as follows :

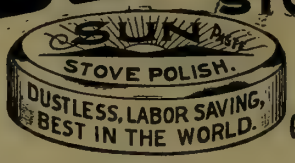
Chairman—S. W. Ewing, Montreal.
Vice-Chairman—Wm. Gorman, London.
Secretary—E. H. Cooper, Montreal.
Executive Committee :
R. A. Donald, Toronto.
W. A. Mitchell, Toronto.
J. J. MacLaren, Hamilton.
T. J. Ward, Halifax.
R. Ewing, Montreal.
W. H. Johnston, Montreal.
W. L. Hamm, St. John, N. B.

S. W. Ewing on taking the chair expressed his thanks for the honor of his

RISING SUN STOVE POLISH IN CAKES
WELL KNOWN AND RELIABLE



SUN PASTE STOVE POLISH IN TINS
GUARANTEED TO THE TRADE



Our packages are larger and more attractive in style than any others.
The quality of our goods is superior to anything else on the market.

MORSE BROS., Proprietors, Canton, Mass.

For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

appointment to the chairmanship of the section, and assured the members that his best efforts would be put forth in the interests of all. He had a hard man to follow in Mr. Donald, and trusted that whatever his executive and himself might accomplish would be considered by the members as having been done willingly and with best intent. Mr. Ewing then extended an invitation for a drive to the Park Slide on the mountain, and a number availed themselves of the opportunity to make the great chute. After the tobogganing, came a walk to the club house of the St. George's Snow Shoe Club, Westmount.

The Dinner.

The dinner tendered to the visiting and other members at the St. George's Club House, by S. W. Ewing, was a great success from every point of view, and it is safe to say that every participant enjoyed himself thoroughly. The members who sat down to the banquet were S. W. Ewing, chairman; R. A. Donald, W. H. D. Miller, R. J. Young, J. Carsley, Col. J. B. MacLean, J. C. Rose, W. H. Halford, A. H. Ewing, E. T. Cooper, Mr. Crean, A. W. Grant, Mr. Dougall, J. R. Murray, A. Wills, Mr. Slater, T. Davidson, A. Carmichael, and W. H. Seyler of The Canadian Grocer.

After full justice had been done to the good things provided, the health of the King was drunk and the chairman called for short speeches. These were of a high and suitable order, and as the evening progressed it became evident that as far as post-prandial speakers were concerned, the Manufacturing Grocers' Section of the Canadian Manufacturers' Association could fairly well hold its own. As a chairman Mr. Ewing is a model, and he certainly deserved all the flattering remarks that were passed across the board.

At the conclusion of the banquet an adjournment was made to the cosy and commodious concert hall of the club, where cigars, tobacco and liquid refreshments were passed around. The concert arranged was most enjoyable; the cello solos of A. Wills, and rousing songs by W. H. Halford, R. A. Donald, R. Dionne and J. E. Monday, two local singers of high rank, being highly appreciated. Shortly after 12 o'clock the meeting broke up with three rousing cheers for the King and the genial chairman.

An excursion was planned to Quebec, where a banquet was tendered the visitors by the Quebec section, at the Chateau Frontenac.

Interviews.

Mr. W. L. Hamm, of the Maritime Coffee & Spice Co., St. John, N. B., was a visitor to Montreal last week attending the meeting of the Manufacturing Grocers' Section of the Canadian Manufacturers' Association. Mr. Hamm stated in an interview with The Grocer that business down East has been quiet lately, the weather conditions being detrimental to activity in trade. Roads are very bad, railways blockaded and the wonder is that trade is not duller. Mr. Hamm has one complaint against Western manufacturers, which has, said he, been aired before in the columns of The Grocer, namely, "That some of the Western manufacturers have been prone to make the Maritime Provinces a sort of dumping ground for inferior goods. We try to put up pure goods, and I will not say that there are no manufacturers in our line down our way, but local complaints are few." Mr. Hamm intimated that the enforcing of the law as regards adulteration would have a beneficial effect in reducing the number of complaints. A good business year is anticipated in St. John and the provinces.

Interviewed by The Grocer as to business in the West, R. T. Donald, of Pure Gold Mfg. Co., Toronto, stated that the Toronto merchants were bothered considerably by the inclement weather, and that the wholesale trade as well as the manufacturer was bound to lose a good many dollars on account of inability of the transportation companies to move freight out or to bring any into the city. Most of the shipments that have been made are stalled at various points in the country. The volume of business must naturally be far below that of previous years. "It is a question in my mind whether any of the lost trade can ever be made up," said Mr. Donald. "On occasions of this kind it seems the people decide to do without what they might have bought and used."

Asked as to the development of trade in the Northwest, Mr. Donald unequivocally stated that Toronto has benefitted very much from it, and that shipments to that section have more than doubled in volume. "One good feature in connection with this Northwest trade, said Mr. Donald, "Is that as freights are practically as high on cheap quality goods as on high-grade, merchants are generally buying the best goods.

"As regards our company's goods, it is known to the trade that we have been striving for years to raise the standard of quality so that Canadian goods would be a credit to the industry. It is still a wonder to us that so much money goes out of the country for goods not a whit better than the home-made article. Of course, there are exceptions, but it is to the credit of the manufacturers as a whole that they are bringing up their products in this respect so as to leave nothing to be desired. It is a matter of extreme regret to those who desire to put up superior goods to find that it is almost impossible to get the profit that is made on inferior goods. One of the objects in coming down here was to get together and try to devise means looking toward the elimination of all undesirable make-shifts, particularly with spice substitutes, many of which are worthless, but owing to the lax administration of 'Adulteration of Food Products Act' have assumed too great volume. The great pity is that the purchasing public is absolutely fooled in the matter since the retail price is generally at the top notch, although it does not necessarily follow that the public get the goods cheaper."

NOW IS THE TIME TO BUY

OLD VIRGINIA SALAD DRESSING—pint and half-pint.
ROYAL SALAD DRESSING—pint, half-pint and pic-nic.
SYLMAR OLIVE OILS—pint, half-pint, quart, gallon and half-gallon.
DANDICOLLE and GAUDIN OLIVE OILS—half-pint and quarter-pint.
Also **C. & B. LUCCA**—quart, pint and half-pint.

LUCAS, STEELE & BRISTOL, Wholesale Grocers, **Hamilton.**

BROOMS FOR THE MILLIONS

made from the finest selected Whisk Corn.

Ask for "IMPERIAL" Brooms, the best on the market. Give us a trial order of 6 doz., and your customers will be satisfied.

We have also children's "Hearth Brooms" and Whisks, at very lowest prices, looking to value offered.

James Turner & Co.

Branch, Canada Grocers, Limited. HAMILTON, ONT.

You can save money by asking for our sample when open to buy—

TRY US.

Teas and Coffees

We have a large stock of all kinds always on hand

CEYLON GREEN SIFTINGS, - -	from 5c. up.	CONGOUS, - - - - - - - -	from 10c. up.
JAPAN FANNINGS, - - - - - -	" 6½c. up.	JAPANS, - - - - - - - - -	" 15c. up.
CEYLON AND INDIAN GREENS, -	" 12½c. up.	CEYLON AND INDIAN BLACKS,	" 14c. up.

Special values now in Japans to retail at 25c, 30c and 35c. WRITE FOR SAMPLES—THEY'LL PLEASE YOU.

James Rutherford & Co.

IMPORTERS

27 St. Sacrament St. MONTREAL.

Monthly Banquet of Canadian Manufacturers' Association.

THERE was a swing and an enthusiasm about the banquet of the Canadian Manufacturers' Association, held at the Chateau Frontenac, Quebec, last Saturday night, which rendered the occasion a memorable one to all who had the pleasure of being present. The "Ancient Capital" has always been noted for the hospitality of her citizens and to say that the banquet was held in Quebec implies at once that the visitors from the West were accorded a royal reception. The speaking was of a high order of merit, and the assurances given the association by Honorables Fitzpatrick and Prefontaine of the sympathy of the Government with their aims were greeted with loud applause. F. D. Monk who delivered a most eloquent and effective speech, worthily represented the attitude of the Opposition towards the association and its fiscal aims.

A jolly party of manufacturers left the Place Viger station, Montreal, at 2 p. m., Saturday. They were the last arrivals, as many others from the West were found at the Chateau on their arrival.

The banquet was held in one of the spacious banqueting halls of the famous Chateau. It was gaily decorated with Union Jacks, but perhaps the feature of the decorations which caught the eyes of most was a picture of two hands clasped with the inscription, "The grip and pass-word of a true Canadian—'Made in Canada.'" "Made in Canada" was in truth the key note of the speeches of the evening.

The Menu.

The menu cards were handsomely designed, the cover being ornamented with a maple leaf and below it once again the words "Made in Canada." The menu was a sumptuous one as may be judged from what follows :

Russian Caviare on Toast

Oloroso

Consomme a la Doria

Fillet of Sole a la Marguery

Sauterne — Pommes Noisettes

Graves — Vol-an-Vent a la Monglas

Club Claret — Boiled Turkey, Cranberry Sauce

Oyster Plant Fritters

Brussel Sprout

Mashed Potatoes

Punch au Rum

Moet and Chandon

Haunch of Moose Venison

Sauce Grand Veneur

Fruit Jelly

Bombe Glacee au Chocolat

Petits Fours

Liqueurs — Dessert — Cafe Noir

When ample justice had been done to the array of good things just mentioned, Geo. E. Amyot, chairman of the Quebec branch, who presided, rose to make some announcements. He was greeted with a storm of applause which left no doubt of his popularity with his fellow manufacturers. He called on Secretary R. J. Younge to read some letters and telegrams. Mr. Younge announced the receipt of letters and telegrams of regret from Sir Wilfrid Laurier, R. L. Borden, Sir Charles Ross, Hon. J. C. McCorkill, Geo. E. Drummond, and W. K. George.

The King.

Mr. Amyot then rose to propose the toast of the King, and in doing so took occasion to address a few words of welcome to the visitors to Quebec. He was a man of few words (cries of hear! hear! and oh! oh!), but the inspiration of such a large gathering might move any man to eloquence. The government and parliament of the country, the civic authorities and the great industrial interests of the country were here represented. The visitors had come at a time of frigidity in which Quebec excelled as in all things else.

When the toast of the King had been duly honored, Mr. Amyot called on Secretary R. J. Younge, of Toronto, in the unavoidable absence of President Geo. E. Drummond owing to illness which was much regretted, to propose the toast of

Canada and The Empire.

Mr. Younge on rising was greeted by the inspiring strains of "He's a Jolly Good Fellow," and for some minutes owing to the applause with which he was received could not proceed. He said he regretted very much the absence of Mr. Drummond, and it was with fear and trembling that at his urgent request he had taken up the duty of proposing this important toast. He wished in the first place to congratulate the Quebec members on the success of the banquet. In the whole history of the association no more successful banquet had ever been held. Special thanks were due to Mr. Amyot, who was recognized as a tower of strength in the association.

Canada and the Empire ! This was the greatest toast which could be given to any young Canadian. Where is the Canadian whose heart does not thrill with pride as he thinks of the boundless possibilities of Canada, of her mountains stored with mineral wealth, of her pariries capable of producing wheat for the Empire, of her cities and towns with their rapidly growing industries ? Surely no young Canadian can fail to feel what a glorious heritage is ours. But of what value are our resources unless we appreciate them ? We should not glory in jingoism, but we should have a consciousness of our greatness and our destiny. For every one of us, there is a duty to perform. We should know our country and confidently rely on our own brain and muscle which have no superior in the world. (Cheers). "A few years ago one manufacturer showing another through his works would have gloried in the fact that his materials were imported. To-day he points with pride to the fact that every ounce of his manufactured product was 'Made in Canada.'"

The name of Canada was found linked on the toast list with that of the Empire. How fitting that Canada and Great Britain should stand together. Hand in hand are linked young Canada with her infinite possibilities and wonderful future, and Great Britain with her historic associations and reputation for light and justice which have made her loved and respected. (Loud cheers).

It is our duty to contribute to the support of that Empire our just proportion. Let us hope for a greater unity as a result of the great fiscal fight now in progress.

He might be pardoned for speaking of the association which is such a great factor in the building up of Canada and the Empire. It is the largest organization of its kind in the world, and its influence is felt in every part of the world. It was once thought that it existed for the intimidation of the Minister of Finance, but its aims are now better understood. The association had justified its own existence. Its railroad and transportation committees, its department of commercial intelligence, its exhibition committee encouraging the display of Canadian goods in foreign fields, were all important. It furnishes, moreover, a uniting link which binds province to province, and fosters a national pride in all to which we can give the name Canadian.

The tariff is a side issue but it receives attention. The position of the Manufacturers' Association is well known. It is the national business standpoint. It is the policy which will keep our country for Canadians. (Cheers). The most regretful circumstance in all our past history is not the loss of our sons on the field of battle or the loss of territory in boundary awards —it is that a million and a half of Can-

St. John Takes First Place in Direct Importation of Tea From Ceylon and India.

CUSTOMS FIGURES YEAR ENDING JUNE 30, 1903:

Direct Imports of Black and Green Tea from Ceylon and India through the three chief ports:

ST. JOHN	-	**3,377,165** lbs.
Toronto	-	2,762,850
Montreal	-	1,724,596

St. John is third and presses Toronto very close for second place in total imports.

Total imports of Tea into chief ports of Canada for same period:

Montreal	-	5 832,125 lbs.
Toronto	-	4,975,278
ST. JOHN	-	**4,448,942**
Hamilton	-	1,686,004
Halifax	-	1,594,620
Winnipeg	-	1,328,300
Vancouver	-	1,313,700
Ottawa	-	983,487
London	-	809,819

Trade always seeks the most natural and easy course. The above figures prove that St. John is the Natural Port for the distribution of Ceylon and Indian Teas, and the results show I was right in establishing my business in St. John.

T. H. ESTABROOKS,

TEA IMPORTER AND BLENDER,

Branch Offices:—TORONTO, WINNIPEG.

ST. JOHN, N. B.

TEAS

We are offering exceptional value in all grades of Tea—

INDIA **HYSON**

CEYLON **JAPAN**

Our lines of Green Ceylon (Japan Style) surpass anything hitherto offered.

Communicate with us or see our travellers before buying. It will pay you.

THOS. KINNEAR & CO., Wholesale Grocers, **49 Front St. E., Toronto**

Imperial Cheese Silver Holders.

Every Jar of

MacLaren's Imperial

and of

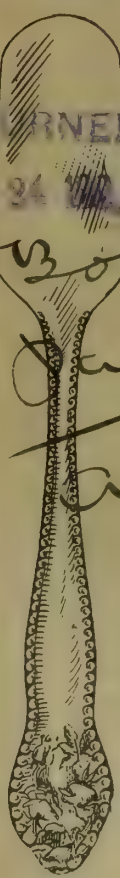
MacLaren's Roquefort

contains a coupon offering the valuable premiums here shown on the following basis:—

Our Offer

Imperial Cheese Knife - - -	4 coupons and		$ .20
" Individual holder -	4	"	.65
" Small " - - -	4	"	.85
" Medium " - - -	4	"	1.00
" Large " - - -	4	"	1.25
Roquefort Cheese Holder, small	4	"	.65
" " " large	4	"	.85

which is about one-third actual value of the ware.



Imperial Cheese Silver Knife

Guarantee

If the ware is not perfectly satisfactory when you receive it, please return and we will refund your money.

No charge for mailing knife or holder when you address the coupons and the cash (or stamps) to

A. F. MacLAREN IMPERIAL CHEESE CO., Limited,
51 Colborne St., Toronto, Ont.

(The coupon below, if cut out and sent to us, will be accepted as one coupon.)

(Write Plainly.)

Name.....

Street and No.....

Post Office.....

adians are in the service of our competitors across the line.

The toast was honored with "Rule Britannia."

Hon. Chas. Fitzpatrick.

Hon. Chas. Fitzpatrick, on rising to respond, was accorded a flattering reception. Few subjects, he said, had been more universally treated than "Canada and the Empire." He wished to echo what the chairman had said in praise of old Quebec. He had been born in this historic city inseparably connected with the romance and history of Canada. For many years the possession of Quebec City had carried with it the lordship of the North American Continent. "Within a stone's throw of the Chateau Frontenac lie the bones of the French and English soldiers who met on the Plains of Abraham, and in their graves lie buried forever all the old dissensions which separated the two peoples."

"But this is a gathering of business men," said Mr. Fitzpatrick. "What has sentiment to do with business?" The speaker ventured the assertion that after all the buzz of the machinery is not the sweetest music to the manufacturers' ear.

What should he say of the resources of the country. In the East, iron ore and coal lie side by side; in the West and Northwest, riches beyond the dreams of avarice requiring only the hand of labor to gather them. And in spite of the chairman's reference to a time of frigidity, we have the most favored climate in the world.

It is a commonplace in economics that commercial supremacy depends on the amount of mechanical force which a country possesses. England's coal and iron had been the basis of her supremacy won in earlier years. To-day coal is giving place to a greater power than even the writer of the Arabian Nights ever dreamt of. We in Canada can command boundless electrical power which is now becoming the controlling factor. Hundreds of rivers are now running idle

to the sea and when once she has harnessed them Canada will enter the struggle for manufacturing supremacy backed by a power which will give her an immense advantage over the whole world.

The speaker quoted figures to show the growth of Canada's foreign trade. The showing was satisfactory. We have come to the front and we mean to stay there.

There are United States politicians who hope to keep us tied to their country commercially. But Quebec, Montreal and Toronto must not be allowed to become the distributing points for United States products; nor must Canada be allowed to become the dumping ground of American goods. (Loud cheers). The speaker disclaimed the ability to speak eloquently of free trade or protection. But his eyes are open to changing conditions and it is not right to say that the thing which has been must be. We must always adapt our policy to changing circumstances.

We must remember how much the manufacturers have invested in their industries. Canada is intended for the Canadians. He had no desire to raise a Chinese wall around Canada, but if a coping stone is needed to prevent dumping he, for his part, was in favor of adding it.

Reverting to the toast of Canada and the Empire, Mr. Fitzpatrick said it would be a crime to desire any change in the political relations in the Empire. "No change can take place by which we would benefit; no change can take place by which we would not lose."

He was glad of an opportunity of meeting so many Canadian manufacturers. The manufacturers are doing a public service of importance in giving the government advice. The government must learn from business men.

F. D. Monk.

Mr. Monk was accorded a reception which left no doubt of his popularity and which must have been very gratifying to him. He said it was always a pleasure to him to come to Quebec. He felt he would have failed in his duty if he had not come to this demonstration in honor of the most important business organization in Canada. It might seem strange that a gathering of practical business men should meet in this city of historic associations, but after all it was a fitting tribute to the importance of the industries of the "Ancient Capital." The toast was an important and patriotic one. The man who has not seen Canada can not properly appreciate the mission of the Manufacturers' Associations. We learn far too little of our own country from our early education. He had seen enough of the natural resources of the older provinces to know that we have a magnificent inheritance. We must keep that untold treasure for Canadians. And then when we see the great West beyond, acquired by men who saw farther into the future than their fellows, we can understand the patriotic duty of the manufacturer. He himself had seen the great West with the amazement of the child who first stands before the ocean. In area the West is an Empire in itself—the manufacturer and business man must play an important part in developing that Empire. Statesmen must recognize the justice of the manufacturers' claims.

"There is an impression abroad in some quarters that you are looking only for your own interests. But that must be corrected. Your aim is not a narrow one. You are intent on building up the country and you are entitled to the greatest consideration."

He knew that the country had prospered during the past few years, but when England is reconsidering her position does it not behoove us in the face of the hostility of other nations to look to ourselves? On the principle of "Canada for the Canadians" is it not our duty to shape our conduct and arrange our tariffs so that we shall not suffer from the rivalry of other nations intent on protecting themselves?

None of us want a Chinese wall, as the Minister of Justice has said. But if we are agreed on the principle at stake is it not the case that the best men to give the government information are the manufacturers? "Admitting

Buy goods that you can sell again. There are cheaper Jams, Jellies and Orange Marmalade than

Upton's

Does it pay you to buy them?

A. F. MacLAREN IMPERIAL CHEESE CO., Limited, SELLING AGENTS. TORONTO.

PIE PEACHES

3lbs.

We offer a splendid value in this fruit to retail at 10c.—and give you a good margin—

See our travellers or us drop a card.

THE Davidson & Hay,

LIMITED,

Wholesale Grocers,

TORONTO.

the necessity of tariffs in the face of foreign hostility, I for one would be ready to support the creation of a commission which would communicate with your association and give effect to principles on which we are agreed giving our industries the protection which those of the United States receive."

In all our banquets now a place is found for the toast to Canada. With the name of Canada is coupled that of the Empire. There was no man born under the British flag who would not cordially drink the toast of the Empire. We talk of the vast extent of the Empire upon which the sun never sets, but whatever may be the fate of England it will be said of her that she has given birth to such dependencies as Canada and Australia, and has endowed them with that glorious freedom which is the birthright of every citizen of the Empire. No other nation could make such a boast.

There was no more interesting spectacle than the great discussion in England of the fiscal question and the relations of the different parts of the Empire. The speaker's mind and heart was an open one with respect to any new relations which might be the outcome of the present discussion. We are happy now and, thanks to the liberty which England has given us, we must be left free to examine those proposals whatever they may be. He entertained no doubt but that with the spirit of liberty which animates the Empire the examination of those proposals would result in the good of all concerned. (Long continued applause).

The City of Quebec.

Mr. Amyot then called upon C. C. Ballantyne, chairman of the Montreal branch, to propose the toast of the City of Quebec, coupling with it the names of Mayor Parent and W. A. Marsh.

C. C. Ballantyne.

Mr. Ballantyne said it was always a pleasure for him and other members of Montreal branch to visit Quebec. The city was quite familiar to him. He first visited it 12 years ago and he knew no city which had made the same progress. At that time there were no electric cars, there was no Chateau Frontenac, the streets were not paved. It is largely owing to the efforts of Mayor Parent that this city has made greater progress than any other in Canada. Mr. Parent was the best mayor in Canada. Also premier of the province, he has taken a wide interest in public affairs. His example was an inspiration to all business men for the speaker understood that he invariably starts work at 8 o'clock in the morning.

He would not refer to the past history of Quebec. That aspect had been dealt with by previous speakers. The city should be proud of her sons Fitzpatrick and Parent.

The Minister of Justice had said that Quebec was noted for her vegetables, but the speaker wanted to add that it is noted for the most charming ladies of Canada. ("Hear and Hear," and cries of dissent. "What about Toronto?" "What about Montreal?")

Mayor Parent.

When the toast had been duly honored Mayor Parent on rising received the ovation of the evening. "Napoleon," as his admirers fondly call him, is a favorite in Quebec.

He said that he appreciated very much the honor of responding to this toast. Mr. Ballantyne's remarks were especially gratifying because he came from Montreal. But he could not claim so large a personal share of the credit for the progress of the city; much was due to the loyal support of his colleagues in the council.

The interchange of ideas at such gatherings must facilitate business intercourse. In the Province of Quebec business men are willing and ready to profit from suggestions.

After welcoming the visitors to Quebec Mr. Parent told some interesting stories of business in Quebec in the 17th and 18th centuries, when the manufacturers were accorded a protection that was absolute prohibition of imports. Person found with an article of foreign manufacture was fined. Vessels carrying foreign goods to Quebec were confiscated. The merchants of Montreal were allowed to buy only from those of Quebec. He took it that the manufacturers of to-day were asking nothing unreasonable.

Mayor Parent was given another ovation at the conclusion of his speech.

W. A. Marsh.

Mr. Marsh said there were three reasons why he had little to say. The first was his innate modesty, the second was the fact that he is a manufacturer and not an orator, the third was that "there were others." "If you have enjoyed your visit to Quebec as I have enjoyed your company, that banquet has been a success. If the assurances of the politicians mean anything, we manufacturers can stop talking and go to work."

Canadian Industries and Commerce.

Mr. Amyot then called upon Hon. J. D. Rolland to propose the toast of "Canadian Industries and Commerce," coupling with it the names of Alderman Sadler, Montreal, and Hon. Raymond Prefontaine.

H. J. D. Rolland.

Hon. Mr. Rolland spoke briefly in French, the keynote of his address being "Canada for the Canadians." He referred to the motto on the wall—"The grip and password of a true Canadian, 'Made in Canada.'"

Alderman Sadler.

Alderman Sadler said he had enjoyed the banquet but would have enjoyed it more if he had not been requested to take the place of Col. Burnham. He would not go back 200 years, as Mayor Parent had done, but he would compare 1891 with 1904. In 1891 the manufacturers of Canada had invested between four and five hundred millions in the industries of this country, whereas now their investments are between eight and nine hundred millions. When such large amounts are at stake, the interests of the manufacturers demand careful attention. He agreed with Mr. Monk that a commission was desirable to arrange the tariff. Half of our imports are manufactured products and three-quarters of these goods come from the United States. A commission might find how much of those goods we can manufacture in Canada.

Hon. Raymond Prefontaine.

Mr. Prefontaine spoke briefly in French. He dwelt upon the necessity of building up and fostering Canadian industries and declared amid applause that the manufacturers are undertaking a patriotic duty. He spoke of the possibilities of the St. Lawrenre route and of the growing trade of Canadian ports. The exodus of young Canadians to the United States was being stopped. He declared himself unreservedly in favor of protection to Canadain industries.

The Chairman.

This was the last toast on the program, but before the applause had died away Robert Crean was on his feet to propose the health of Chairman Amyot. The growing membership in Quebec City was largely due to the efforts of Mr. Amyot.

He wished to impress upon the members of the Government that the Manufacturers' Association commenced a few years ago with a membership of 130, which has since grown to 1,500. During the last year, new members have been added at the rate of 25 to 50 per month. It was the aim of the association to make its membership so influential that it could approach the Government with confidence. "When you eat sausages, gentlemen, all that you want is confidence."

Louis Breithaupt.

Mr. Breithaupt said he had come 600 miles from Berlin to attend this banquet. It was always a pleasure to him to come to Quebec, a city noted for its hospitality. He had been interested in the speeches of the politicians who, as usual, "talked around the stump."

He spoke of the industries of Berlin, which sends out 100 travellers. From Limburger cheese to lager beer, everything was manufactured in Berlin.

"We are here representing both sides of politics. but we are agreed on a policy although we are not sure what to call it. I am not sure whether it is "adequate protection," or some other kind, but we want enough of it to keep Canada for the Canadians."

The speaker closed with a word for the ladies of the West, next to whom the ladies of Quebec are undoubtedly the best.

Mr. Amovt briefly thanked the manufacturers for coming to Quebec. He hoped that the annual meeting might soon be held in Quebec.

The gathering then dispersed to the tune of "God Save the King."

Notes.

"Napoleon" Parent was a favorite.

The "Leather Section" contributed much to the hilarity of the evening.

The absence through illness of President Geo. E. Drummond was much regretted.

"Pure Gold" stories, serious and humorous, kept the Montreal party entertained during the trip to Quebec on Saturday afternoon.

Secretary R. J. Younge, who was called upon at the last minute to propose the toast of "Canada and the Empire," in place of President Geo. E. Drummond, delivered a very eloquent address.

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MONTREAL.

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LIMITED,

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DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

Provisions Imported by Britain January, 1904.

THE British Board of Trade returns for January just available afford some interesting information for the provision trade. It seems that the only articles of provisions in which the imports for January, 1904, exceeded those for the corresponding month in 1903 were fresh beef, (preserved meat), cured or salted fish and butter.

Fresh Beef—The value of importations of fresh beef to the United Kingdom for the month of January, 1904, total £651,091, an increase of £16,609 over those for the corresponding month in 1903. Of this total £488,069 represents the value of the fresh beef imported from the United States, and £134,501 that of the same commodity from Argentina, the latter being slightly less than last year's importation. The total importations of preserved meat during January, 1904, are valued at £241,579, as against £194,088 for the same month last year, the increase in beef alone being £64,984.

Fish—There is also a large increase in the value of cured or salted fish importations; £227,081 represents the total importations for January, 1904 an increase of £106,651 over those for January, 1903.

Butter—Is noticeably on the up grade. The United Kingdom imported during January, 1904, butter to the value of £1,939,168, as against £1,850,313 worth in January, 1903. Denmark easily heads the list with £758,347; although the imports from the premier butter-producing country in the world are away behind those of last year. The value of Canada's contribution for January, 1904, is modest, being only £13,767, yet it shows an increase of £1,441 over her butter exports to the United Kingdom for January, 1903. It is also significant that importations from foreign countries have generally declined, including those from the United States, while the quantity of butter imported from the colonies and dependencies of the British Empire has increased prodigiously. For instance; importations from Victoria this January are valued at £266,509 as against £8,313 for the same month last year. In 1903 New South Wales did not send any butter to the Moutherland; this January she sends to the value of £130,-407. There is likewise an increase in importations from New Zealand.

There are several interesting features where imports for January, 1904 are behind those of 1903. In cheese there has been a falling off representing £81,-623, principally noticeable in importations from the United States, although there have been marked increases in the value of cheese imports from the colonies of Great Britain. In eggs there has been a slight decrease. Importations for January, 1904 are valued at £441,846 as against £446,623 for January, 1903.

Visible Stocks of Lard.

THE N. K. Fairbank Co., Chicago Ill., under date of March 1st, wrote The Canadian Grocer as follows: Our cable advices give the following estimates of the stocks of lard held in Europe and afloat, on the 1st inst., to which we add estimates of former years, and stocks in cities named:

Victuallers Complain Against Grocers.

AT the monthly meeting of the Montreal Licensed Victuallers' Association, in Monument Nationale, Montreal, on March 2, the secretary, Alderman L. A. Lapointe, reported that under the instructions of the Federation of Wine and Spirit Merchants of the Province of Quebec, and the Licensed Victuallers' Association of Montreal, he had written to the provincial treasurer asking whether the Government intended to amend the license act during the coming session, and if so to allow the Federation the privilege of submitting certain recommendations.

Complaints have been made that grocers having liquor licenses have been violating the law by selling drinks over the counter after the style of restaurants. Mr. Lapointe suggested as a remedial measure that grocers' licenses be limited to 400, cutting out some thirty offenders known to the association. He also hoped the Association of Grocers would take the matter in hand as it was manifestly unfair that hotel and restaurant keepers were obliged to promise not to transgress the license laws, while certain grocers openly defied the laws with impunity.

The potato crop of Russia for 1903 is estimated at 931,009,626 bushels, against 1,041,098,242 bushels in 1902.

	1904. Mar. 1.	1904. Feb. 1.	1903. Mar. 1.	1902. Mar. 1.	1901. Mar. 1.	1900. Mar. 1.
Liverpool and Manchester	30,000	15,000	13,500	5,500	6,500	29,000
Other British ports	8,000	2,200	3,500	3,500	5,000	6,000
Hamburg	12,000	16,000	15,000	13,000	9,000	10,000
Bremen	1,000	1,000	2,000	1,000	2,000	3,000
Berlin	2,500	2,500	2,000	2,500	2,000	2 000
Baltic ports	11,500	9,500	10,000	8,500	6,500	5,000
Amsterdam, Rotterdam, Mannheim	1,200	500	2,000	2,500	1,000	2,000
Antwerp	3,000	3,000	7,500	2,500	1,500	3,000
French ports	1,800	1,800	500	1,800	4,500	4,000
Italian and Spanish ports	500	500	500	1,000	1,000	1,000
Total in Europe	71,500	52,000	56,500	41,800	39,000	65,000
Afloat for Europe	50,000	65,000	50,000	75,000	75,000	60,000
Total in Europe and afloat	121,500	117,000	106,500	116,800	114,000	125,000
Chicago prime steam	58,324	16,760	12,293	58,361	44,272	112,017
Chicago other kinds	21,419	15,235	12,011	13,567	8,283	14,251
East St. Louis	1,725	1,090	....	1,545	7,321	9,000
Kansas City	13,157	6,756	6,423	12,241	7,268	4,713
Omaha	4,290	2 365	3,703	6,302	2,771	3,340
New York	6,934	9,095	6,525	7,904	7,465	9,621
Milwaukee	6,634	3,683	862	2,300	2,078	7,041
Cedar Rapids	....	....	....	1,030	2,356	4,159
South St. Joseph	5,970	4,190	2,694	5,276	3,099	1,395
Total tierces	239,953	176,174	151,011	225,326	198,913	290,537

Telegraphic Address, "DOMINO," Charlottetown.

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Pure Fruit Jams,
Canned Fruits, etc.

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C. C. Corned Beef, 1's, 2's, 6's and 14's, square tins.
Whole Ox Tongues, sizes, 1½'s, 2's and 2½'s.
Prime Roast Beef, sizes, 1's, 2's and 6's.
Prime Roast Mutton, sizes, 1's, 2's and 6's.
Lunch Tongue, size, 1's, 2 doz. to case.
Oxford Sausage, sizes, 1's and ½'s.
Oxford Brawn, sizes, 1's and 2's, square tins.
Compressed Cooked Ham, sizes, 1's and 2's, square tins.
Potted and Deviled Meats, sizes, ½'s and ¼'s.
Chipped Dried Beef, sizes, 1's and ½'s.
Honeycomb Tripe, sizes, 1's and 2's.
Royal Baked Beans, sizes, 1's, 2's and 3's, either plain or with sauce.
Lunch Sausage, size, ½'s, 4 doz. to case.
Vienna Sausage, size, ½'s, 4 doz to case.
Soups, Ox-Tail, size, 2's, 2 doz. to case
Kidney Stew,
Mutton Broth.

ABOVE ALL PACKED IN KEY-OPENING TINS.

Royal Condensed Mince Meat, 36-12 oz., 36 packages to case.

Home-Made Wet Mince Meat, 2 and 5 lb., fibre packages; 7, 14 and 25 lb. pails, tubs and bbls.

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Fresh Pork SAUSAGE

Always a savory subject to talk about. Just now we can make it interesting for you also. Write us, wire us, or call us up by phone. For two weeks shipments have been cut off on account of snow blockade, that is now over, the sun shines once more. Sausages are wanted.

Also Beef, Bolognas, Liver and Blood Pudding, Frankfurters and Brawn. All sent promptly by express.

F. W. FEARMAN CO., Limited

PORK PACKERS and LARD REFINERS.

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Our Hams and .. Breakfast Bacon

are Sugar-Cured, Full-Flavored, Delicious and Appetising.

Just the quality your trade demands.
Prepared from selected Pea-Fed Hogs only.

WE ARE BOOKING EASTER TRADE REQUIREMENTS.

Order now to avoid disappointment.

The Park, Blackwell Co., LIMITED

PORK AND BEEF PACKERS,

TORONTO, ONT.

Easter Trade

is a holiday trade it wants the best.

Rose Brand Hams
Rose Brand Bacon

mild, sweet cured, fresh smoked, give tone and quality to your display. Order now from **Peterborough, Hull** or **Brantford.**

The George Matthews Company, Limited.

Established 1868.

Large Profits

on cheap goods don't pay in the long run.

Your profits on Gillett's Goods are good all the time because the goods are PURE, well advertised and steady sellers.

Try **MAGIC BAKING POWDER** as a sample test.

Ask your jobber for it.

E. W. GILLETT COMPANY LIMITED

London, Eng. **TORONTO, ONT.** Chicago, Ill.

We are buyers of

Poultry, Butter AND Eggs.

The best facilities for handling consignments. Up-to-date Cold Storage.

The J. A. McLean Produce Co., Limited

73-75-77 Colborne Street

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PROVISION AND DAIRY MARKETS.

Toronto.

Provisions—The provision trade is beginning to improve as a result of the milder weather. Supplies of hogs are coming more freely than last week because of the improvement in transportation facilities. There is a fair demand for cured meats, in which trade at this season of the year is never more than average. Lard holds firm at recent advanced prices. Dressed hogs have advanced 25c. per hundredweight and plate beef is 50c. firmer. Long clear bacon has advanced 1-4c. Short cut pork is 50c. firmer. Heavy mess pork and shoulder mess pork show a wider range of prices than last week although provision dealers are not unanimous on this point, the general tendency is for pork to become firmer. Beef, mutton, lamb and veal are quiet, with last week's prices unchanged. Our quotations are as follows:

Long clear bacon, per lb	$ 0 08	$0 08½
Smoked breakfast bacon, per lb	0 12½	0 13
Roll bacon, per lb	0 09½	0 10
Small hams, per lb	0 12½	0 13½
Medium hams, per lb	0 12	0 13
Large hams, per lb	0 11½	0 12
Shoulder hams, per lb	0 09	0 09½
Backs, per lb	0 13½	0 14
Heavy mess pork, per bbl	16 50	17 50
Short cut, per bbl	18 50	19 00
Shoulder mess pork, per bbl	14 50	15 00
Lard, tierces, per lb	0 08	0 08½
" tubs "	0 08½	0 08¾
" pails "	0 08½	0 08¾
" compounds, per lb	0 07½	0 08
Dressed hogs, light weights, per 100 lb	....	6 75
" heavy " "	....	6 50
Plate beef, per 200-lb. bbl	....	11 00
Beef, hind quarters	6 50	8 75
" front quarters	4 50	5 50
" choice carcases	6 50	7 25
" medium	5 50	6 50
" common	5 50	5 75
Mutton	6 50	9 00
Lamb	8 00	10 00
Veal	6 00	9 00

Butter—The quantity of butter coming forward this week has decreased considerably. The quality of creamery received recently has not been up to the mark; much coming to hand has a "turnipy" flavor. Receipts of dairy butter are also light. Creamery butter is 1c. firmer in price all around. Diversity of opinion prevails regarding the price of dairy prints one firm says there has been an advance, another, that the price quoted below rules, and that there is a plentiful supply on the market with prospects of further receipts shortly. We quote as follows:

	Per lb.	
Creamery prints	0 21	0 22
" solids, fresh	0 20	0 20½
Dairy rolls, large	0 15	0 16
" prints	0 16	0 17
" in tubs, best	0 15	0 16
Under qualities	0 12	0 14

Cheese—The cheese market continues featureless. There is no particular local demand and the English market seems to be at a standstill. Our quotations are as follows:

	Per lb.	
Cheese, large	0 10¼	0 10½
" twins	0 11	0 11½

MONTREAL.

Provisions—The market has ruled steady during the week, and no quotable changes are reported. The demand for smoked meats has been fair, considering the season. Lard is quiet and unchanged. Some reduced prices are said to have been quoted on round lots of Canada short cut pork. The market for dressed hogs has not been active. Prices remained at $7.25 to $7.50 for fresh killed abattoir stock, and $6.75 to $7.25 for light country killed. We quote:

Canadian short cut mess pork	$17 50	$18 00
American short cut clear	16 50	17 00
American fat back	....	17 50
Bacon, per lb	0 12½	0 13½
Hams	0 11	0 13
Extra plate beef, per bbl	11 50	12 00
Lard—"Boar's Head" brand, tierce basis	....	0 07½
Carloads, less	....	0 00½
20-lb. tin pails, tierce basis		
Half-bbls., over tierce	....	0 00½
60-lb. tubs, "	....	0 00½
20-lb. wood pails "	....	0 00½
10-lb. tins, "	....	0 00½
5-lb. tins, "	....	0 00½
3-lb. tins, "	....	0 01

Wood net, tin gross weight—

	Wood.	Tin.
Pure lard, pails	....	1 77½
" tubs	....	0 08½
" cases (6 10-lb. tins)	....	0 0
" cases (12 5-lb. tins)	....	0 09½
" cases (24 3-lb. tins)	....	0 09½

Butter—The change in the weather did not affect the local butter trade to any appreciable extent. There has been a fair demand locally since the beginning of Lent, and a better feeling is reported in England. Not much, however, is expected from that at this late date. Summer goods are quoted lower this week, and it is not thought that more than 19c. could be obtained. There is, however, not a great deal on the market now. Dairy rolls are this week quoted at the same price as dairy tubs. We quote:

Fancy Winter creamery	0 20	0 21
Summer goods	0 18	0 19
Dairy rolls	0 15	0 16
" tubs	0 15	0 16
Finest Fall made	....	0 21
" fresh prints	0 21	0 22

Cheese—A slightly lower quotation is given this week, though dealers strongly deny that this is any indication of weakness in the market. There is nothing of any consequence doing, at the new price, which is 10 to 10 1-4 for September or October make. Some dealers, however, are apparently a little easier in their views. But as far as the statistical condition of stock here and in the Old Country is concerned, the position of Canadian holders of cheese is a good one, and there seems to be no reason why they should not stick to their prices. In view of the usual consumption of cheese in the Old Country, and the Board of Trade reports as to the amount of goods held there, it seems almost a certainty that they will be forced to buy before the new goods can be marketed. A good many cables are passing between the two countries, but it results in very little business. Some cheese is going forward, but it is likely stock that was held here for English account. Our estimates last week of the stock held here, proved to be about right, there being slightly over 100,000.

St. John.

Provisions—In barrelled pork and beef the market is firm though prices show but slight advance. Considerable quantities of domestic packed pork is offered. In pure lard a large stock is held. While prices seem higher Chi-

WANTED.

We are open to buy Chickens, Fowl and Ducks, best quality only. Also Eggs and Creamery Butter, 2-lb. prints and solids, finest quality. Quote prices f.o.b, or delivered here.

JOHN HOPKINS,
Mnfr. of Pork and Beef Products, ST, JOHN, N.B.

YOU WHO BUY IN CARLOADS,

take up with us the subject of

MACARONI

We have a better article and a better selling article and a more profitable article than that imported—you to be the judge.

Send for samples and price list.

NAPOLI MACARONI CO.,
Hayter and Teraulay Sts.,
TORONTO, CANADA

REFRIGERATORS.

Fit up your store with a Eureka Refrigerator and you will have a refrigerator that will dry wet matches.

Write for our catalogue, guarantee test and testimonials which are free.

Eureka Refrigerator Co.
Wilbert Hooey, Manager.
54 Noble St., TORONTO
This cut represents No. 13. Phone Park 513.

Brooms
Brushes
Baskets

Butter Ware
Butter Paper
Butter Tubs

Wooden Ware
Willow Ware

Walter Woods & Co.

Hamilton and Winnipeg.

It Commands Attention

"Cardinal" CHAMPAGNE!

Cardinal Champagne is a true wine, most agreeable to the taste, and highly prized by the consumer.

It is an excellent product, and the price is reasonable, leaving a substantial profit to the retailer.

Ask our prices.

They will interest you.

We are agents for Canada for

CARDINAL CHAMPAGNE.

Special values in

Japan Teas,

—ALSO—

Barbados Molasses

—If you have not yet received
—one of our 3-color maps of
—the seat of war between
—Russia and Japan, write for
—one. It will be sent to
—you FREE.

Laporte, Martin & Cie.

Wholesale Grocers and Wine and Spirit Merchants,

MONTREAL.

4.
Cut Book 11

THE "MONEY-BACK" KIND.

ANCHOR BRAND TRADE REGISTERED

PRESERVES and MARMALADE

We know you would if you know their good qualities.

Don't you want some ?

At this season of the year mostly all of your customers have used up their home-made preserves, and are looking for something to take their place until fresh fruits come in. You can fill the demand with our "ANCHOR" goods.

PRESERVES

made from the choicest fruits only. No filling of any kind.

Put up in 15 and 20-oz. Glass, cases 2 Doz.

MARMALADE

made from selected Seville Oranges and finest Granulated Sugar.

In 1-lb. (net) Glass Jars, Quart Gem Jars, and 7-lb. Sealed Tins.

GUARANTEED ABSOLUTELY PURE.

TWO GOOD REASONS TO PURCHASE :

FIRST—They are QUICK and PROFITABLE sellers. SATISFACTORY alike to both Dealer and Consumer.

SECOND—OUR QUOTATIONS at present are particularly attractive.

THE EBY, BLAIN CO., LIMITED, Wholesale Grocers, TORONTO.

cago market is unsteady. Refined lard is held firm. Rolls and hams are unchanged. In fresh meats a fair business is reported at even prices. Some particularly nice veal is offered. Pork is offered freely. Lamb is firmer and in light supply. Mutton is dull. Dealers largely depend on the Winter port steamers.

Mess pork, per bbl	$17 50	$19 00
Clear pork "	19 00	21 00
Plate beef "	13 00	14 00
Mess beef "	10 00	12 00
Domestic beef, per lb	0 05	0 07
Western beef "	0 07½	0 08½
Mutton "	0 05½	0 07
Veal "	0 07	0 09
Lamb "	0 07	0 08
Pork "	0 07	0 07½
Hams "	0 12	0 14
Rolls "	0 10	0 11
Lard, pure, tubs "	0 09	0 09½
" " pails "	0 09½	0 09¾
Refined lard, tubs	0 08½	0 08¾
" " pails	0 08¾	0 09

Butter—There is a fair supply of medium grade, but for best quality the trade is buying freely in the West.

Creamery butter	0 21	0 22
Best dairy butter	0 18	0 20
Good dairy tubs	0 16	0 18
Fair "	0 14	0 15

Eggs—The supply is still short. Except for Western eggs here, market would be practically bare. It is thought the limit has been reached.

Eggs, henery	0 45	0 50
" case stock	0 35	0 38

Cheese—There is but a light supply, but holders of stock are not making the profits of last Spring.

Cheese, per lb	0 12½	0 13

Provision Notes.

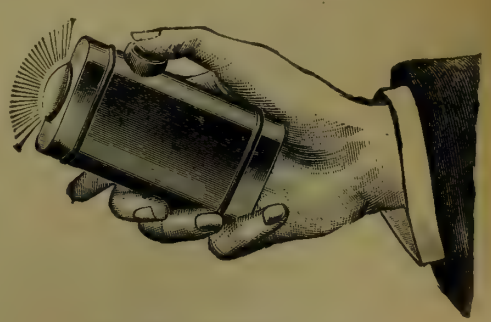
The regular show of the Eastern Ontario Live Stock and Poultry Associations announced for March 7-11 at Ottawa is in progress as The Grocer goes to press.

The annual meeting of the Kemptville Cheese Board was held March 2, when the secretary reported 33,958 boxes of cheese boarded 7,000 of which were white and that operations for the last season had been satisfactory to buyers and all parties concerned. The old officers were all re-elected.

The annual exhibition of the Quebec Poultry Association at the Drill Hall, Grande Allee, Quebec, was formally opened on March 1 by Hon. A. Turgeon, Provincial Minister of Agriculture. The consensus of opinion is that this year's exhibition is the most successful ever seen in Quebec.

ELECTRIC VEST POCKET LIGHT.

THE American Electrical Novelty & Mfg. Co., 232 McGill street, Montreal, are offering the Ever Ready vest pocket light here illustrated. It is especially serviceable for merchants, clerks in entering warehouses, cellars, as well as for tourists or travellers, as it can be placed under the pillow for instant use. It is very compact, weighing but 7 ounces and measuring, over all, 3 3-8x2 5-8x15-16 inches. The body is black with ends of nickel plated brass. In one end is an electric light bulb with reflector and bull's eye lens the light be-



Ever Ready Vest Pocket Light.

ing supplied by two cylindrical dry batteries, the necessary circuit being closed by pressing the push button as shown. This device gives a generous light, the batteries being renewable at nominal cost, and easily obtained from any of a large number of depots handling their goods, of which there is a large line of the same general character.

Mrs. Dooley

is getting a prominence that is pronounced enough to turn the head of some people. But people can't afford to be vain in business, and so Mrs. Dooley is as humble as the circumstances require.

Mrs. Dooley's Laundry Soap

—the soap that contains borax, is being sold now from ocean to ocean, a remarkable achievment for a soap that has not been offered to the trade until only about six weeks ago. And the secret of its expanding trade lies in the merit of the soap itself.

And you! Have you inquired for it yet?

THE
Metropolitan Soap Co.
LIMITED
TORONTO.

Why?---that's the question. Why should the grocer handle Orange Meat —the New Cereal?

We shall provide answers to this question week by week and we want you to listen.

THE FRONTENAC CEREAL CO.,
Limited
43 Scott St., Toronto.

Fresh and Cured Fish

Herring-Curing in Canada.

THE following extract from the Fish Trades Gazette, on "Herring-curing in Canada," cannot fail to interest all concerned in the fisheries of the Dominion:

"Our Canadian friends in the herring trade are getting stirred up a bit, in order that they may attend better to their own interests. The Dominion Minister of Marine and Fisheries, Mr. Prefontaine, has the opinion that Canadian herring do not command the price and favor they would, were more attention paid to the curing and packing by those interested in this important part of the business. He proposes to bring over to Canada Scotch fishermen and others practical in the catching and curing of herring to instruct the local fisherfolks in the best way of preparing the fish for market.

"The initial operations to be commenced within two or three months at Canso, and possibly other points on the Atlantic Coast, will be watched with anxious interest, and as the practical part of the work is to be in the hands of a most competent and energetic herring curer from Scotland, the object lessons which these first experiments will provide must have a widespread effect.

"There is abundant evidence that the fishing population has awakened to the importance of this scheme. They realize that the herring fisheries of the Dominion have yielded them not more than a fraction of the wealth that will come into their hands by the adoption of improved methods of handling and curing their catch."

Fishing on the Decline in Nova Scotia.

"Last season marks the beginning of the decline of the banking industry of Lunenburg," says a prominent Nova Scotian. He bases his remarks on the fact that last season's partial, in fact almost total, failure of the fisheries, has discouraged the fishermen. The outlook for the coming season is very poor. A large number of the fishermen have left for Gloucester and other American fishing ports and many others are planning to go. At the present time it is almost impossible to secure men to man the vessels this season, and it is very likely that a number of boats will have to lay at their wharves all Summer on that account. Since the fleet arrived home a number of vessels have been sold and several others have been cast away. No new ones are being built; at the same time last year there were over twenty under construction.

This looks bad for the fishing industry of Lunenburg for 1904. But it must be admitted that if the coming season turns out to be a good one, the tables will be reversed another year.

Fish Notes.

On account of the depressed condition of the salmon market many canneries in Alaska will not be operated this year. The cause for unfavorable market conditions is primarily over-production.

A new fish firm to be known as the J. Sutton Clark Co., is seeking incorporation in New Brunswick. It will take over the sardine canning business at L'Etang, Charlotte County, and New Edinburg, Digby County, now carried on by J. S. Clark.

The Dominion Government will shortly consider New Brunswick's claim to the ownership of the sea coast fisheries and tidal waters, and to a share of the Halifax fishery award. New Brunswick wants to have a test case referred to the supreme court in order to determine her rights.

A conference of fishery representatives of the different states bordering on the great lakes and Ontario, was called for March 8, at Detroit. The object of the conference was to agree upon a uniform set of fishing regulations for use in both Canadian and American waters.

It is reported that the Dominion Government has finally agreed to allow the erection of fish traps near Victoria, B. C. Canners on the Fraser River, until recently bitterly opposed to the innovation, see now that it is the only effective way of check-mating the destructive work done by American traps at Point Robert.

At the Salmon Fisheries Congress recently held in Seattle, one of the items of particular interest was a discussion of the proposed hatchery to be located on the Fraser River. American canners are desirous of arriving at some "modus vivendi" for a joint American and Canadian hatchery on the Fraser.

The Pickle Question

is an important one to every grocer and general merchant. It is to you. Consequently, when you are credibly informed that last year we sold to the trade of Canada over **25,000** cases of

ROWAT'S PICKLES

it must strike you that these pickles must have merit in a high degree to secure such an enormous sale against the many domestic and foreign brands on the market.

Let us tell you these facts:

ROWAT'S Pickles are sellers, they are not "shopkeepers." They are sold **all the time,** not asked for now and again by your customers, but once sold always bought. Isn't that an argument for you to handle them? Think it over, and when ordering **Pickles** again ask for **Rowat's**.

SNOWDON, FORBES & CO.
MONTREAL.

NOTICE: On account of our having been notified by Messrs. Lea & Perrins, of Worcestershire, England, that our label was a colorable imitation of their label, and therefore an infringement of their patent, we have decided rather than enter upon a law suit to change the style of our label and wrapper. We herewith publicly disavow any intention or desire to injure our esteemed competitors, Messrs. Lea & Perrins, and regret that we have seemed to transgress their rights.

OUR NEW LABEL.

The trade who have handled our Sauce are well aware of its superior merit. It is made from the old East India recipe of Dr. Samuel Langley, Malvern, Worcestershire. Labels have their value, but our Sauce does not depend upon labels for its sale when once known. Our new label---a more attractive one in our opinion than the old---indicates no change whatsoever in the contents of our package.

We cordially thank the trade for their kind patronage and generous recommendation of our Sauce, and confidently hope for a continuance of favor from both the trade and the public.

The American Coffee & Spice Co.

109 Front St. East, TORONTO.

CLASSIFIED LIST OF ADVERTISEMENTS.

Ammonia.
Harvey, John G., Todmorden Ont.

Baking Powder.
Capstan Mfg. Co., Toronto.
Eagle Mnfg. Co., Montreal.
Gillett, E. W. Co., Toronto.
McLaren, W. D., Montreal.

Baskets.
Oakville Basket Co., Oakville, Ont.
Woods, Walter, & Co., Hamilton.

Bird Seed.
Nicholson & Brock, Toronto.

Biscuits, Confectionery, Etc.
Browne & Wells, Toronto.
Canada Biscuit Co., Toronto.
Canada Maple Exchange, Montreal.
Christie, Brown & Co., Toronto.
Imperial Biscuit Co., Guelph, Ont.
Lamout, Corliss & Co., Montreal.
McGregor-Harris Co., Toronto.
Mooney Biscuit & Candy Co., Stratford.
Mott & Co., John P., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.
Stewart, A. J., Toronto.

Blue and Black Lead.
Douglas, J. M. & Co., Montreal.
Oakey, John, & Sons, London, Eng.
Reckitt's—Gilmour Bros., Montreal.

Brooms, Brushes, Etc.
Turner, James, & Co., Hamilton.
United Factories, Toronto.
Waterloo Broom and Brush Co., Waterloo, Ont.
Woods, Walter, & Co., Hamilton.

Canned Goods.
Anglo-British Columbia Packing Co., Vancouver, B.C.
Black Bros. & Co., Halifax, N.S.
Burlington Canning Co., Burlington, Ont.
Gardiner & Co., Vancouver, B.C.
Tippet, A. P. & Co., Montreal.

Cash Registers.
National Cash Register Co., Dayton, O.

Cheese Cutter.
Computing Scale Co. of Canada, Toronto.

Chewing Gum.
Row & Co., Brockville, Ont.

Cigars, Tobaccos, Etc.
American Tobacco Co., Montreal.
Empire Tobacco Co., Montreal.
Erie Tobacco Co., Windsor, Ont.
Fortier, J. M., Montreal.
Horrocks, T. J., Toronto,
McAlpin Consumers Tobacco Co., Toronto.
McDougall, D., & Co., Glasgow, Scot.
Payne, J. Bruce, Granby, Que.
Reid, W. B. & Co., Toronto.
Steele, W. H., Co., Toronto.
Tuckett, Geo. E., & Son Co., Hamilton.

Cocoanut.
Greig, Robt., Co., Toronto.

Cocoas and Chocolates.
Cowan Co., Toronto.
Dutch Chemical Works, Amsterdam, Holland.
Epps, James, Co., London, Eng.
VanHouten's—J. L. Watt & Scott, Toronto

Coffee Essence.
Bromley's—W. G. Patrick & Co., Toronto.

Commission Merchants and Brokers.
Cameron, Gordon & Co., Winnipeg.
Clark, R. W., & Co., Victoria, B.C.
Davidson & Hay, Toronto.
Dawson Commission Co., Toronto.
Dingle & Stewart, Winnipeg.
Dunn, Wm. H., Montreal and Toronto.
Hopkins, John, St. John, N.B.
McDonald, Gordon, & Co., London, Eng.
Lambe, W. G. A., & Co., Toronto.
Nicholson, E., Winnipeg.
Patrick, W. G., & Co., Toronto.
Rutherford, Marshall Co., Toronto.
Ryan, Wm., Co., Toronto.
Thomas, J. P., Quebec, P.Q.
Watt, J. L., & Scott, Toronto.

Computing Scales.
Computing Scale Co. of Canada, Toronto.

Concentrated Lye.
Gillett, E. W., Co., Toronto.

Condensed Milk and Cream.
Borden's—Wm. H. Dunn, Montreal and Toronto.
St. Charles Condensing Co., Ingersoll.
Truro Condensed Milk & Canning Co., Truro, N.S.

Crockery and Glassware.
Gowans, Kent & Co., Toronto.
Sydenham Glass Co., Wallaceburg, Ont.

Dairy Produce and Provisions
Clark, Wm., Montreal.
Dominion Packing Co., Charlottetown, P.E.I.
Fearman, F. W., Co., Hamilton.
Matthews, Geo. Co., Brantford.
Maclaren, A. F., Imperial Cheese Co., Toronto.
McLean, J. A., Produce Co., Toronto.
Park, Blackwell Co., Toronto.

Financial Institutions.
Bradstreet Co.

Fish.
Black Bros. & Co., Halifax.
Connors Bros., Ltd., Black Harbor, N.B.
Eby, Blain Co., Toronto.
James, F. T., Co., Toronto.
Johnson, C., Gardiner & Co., Vancouver, B.C.
Kinnear, T. & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
Todd, J. H., & Son, Toronto.
White & Co., Toronto.

Flours and Cereals.
Castle, F. J., Co., Ottawa.
Frontenac Cereal Co., Toronto.
Greig, Robt., Toronto.
McCann, Wm., & Co., Toronto.
McIntosh, P., & Son, Toronto.
Mackay, John, Bowmanville, Ont.
Napoli Macaroni Co., Toronto.
Tillson Co., Tillsonburg, Ont,

Fruits—Dried, Green and Nuts.
Balfour & Co., Hamilton.
Davidson & Hay, Toronto.
Eby, Blain & Co., Toronto.
Gibb, W. A., & Co., Hamilton.
Gillard, W. H., & Co., Hamilton.
Goodwillie's—Rose & Laflamme, Montreal.
Husband Bros. & Co., Toronto.
Kinnear, T., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
McWilliam & Everist, Toronto.
Tippet, A. P., & Co., Montreal.
Walker, Hugh, & Son, Guelph.
White & Co., Toronto.

Gelatine.
Canadian Gelatine Co., Toronto.
Cox, G. & J.

Grocers—Wholesale.
Balfour & Co., Hamilton.
Chaput, L., Fils & Cie, Montreal.
Davidson & Hay, Toronto.
Eby, Blain Co., Toronto.
Hudon, Hebert & Cie., Montreal.
Kinnear, T., & Co., Toronto.
Laporte, Martin & Cie, Montreal.
Lucas, Steele & Bristol, Hamilton.
Robertson, Geo., & Son., Kingston, Ont.
Snowdon, Forbes & Co., Montreal.
Turner, James, & Co., Hamilton.

Grocers' Grinding and Packing Machinery.
Adamson, J. T., & Co,, Montreal.
Coles Mfg. Co., Philadelphia, Pa.
Eby, Blain Co., Toronto.

Hides.
Page, C. S., Hyde Park, Vt.

Interior Store Fixtures, Trucks, Etc.
Auer Light Co., Montreal.
Dominion Show Case Co., Toronto.

Jams, Jellies, Etc.
Canada Biscuit Co., Toronto.
Eby, Blain & Co., Toronto.
Greig Mfg. Co., Montreal.
Herron, R. & Co., Montreal.
McGregor-Harris Co., Toronto.
Pure Gold Mfg. Co., Toronto.
Southwell's—Frank Magor & Co., Montreal.
Upton's — A. F. MacLaren Imperial Cheese Co., Toronto.

Macaroni
Napoli Macaroni Co., Toronto.
Tippet, A. P., & Co., Montreal.

Mince Meat
Capstan Mfg. Co., Toronto.
Clark, Wm., Montreal.
Lytle, T. A., Co., Toronto.
Wethey, J. H., St. Catharines.

Pass Books, Etc.
Allison Coupon Co., Indianapolis, Ind.

Patent Solicitor.
Cullen, Orlan Clyde, Washington, D.C.

Peels.
Batger's—Rose & Laflamme, Montreal.

Pickles, Sauces, Relishes, Etc.
American Coffee & Spice Co., Toronto.
Colson, C. E., & Son, Montreal.
Douglas, J. M., & Co., Montreal.
Ewing, S. H., & Sons, Montreal.
Horton-Cato Mfg. Co., Windsor, Ont.
Laing's, Dr.—W. G. Patrick & Co., Toronto.
Lytle, T. A., Co., Toronto.
Patterson's—Rose & Laflamme, Montreal.
Snowdon, Forbes & Co., Montreal.
Stretton & Co., Worcester, Eng.
Sutton, G. F., Son & Co., London, E.C.

Polishes—Metal.
Oakey, John, & Sons, Montreal.

Polishes—Stove.
Morse Bros., Canton, Mass.
Prescott's.—W. H. Dunn, Montreal and Toronto.

Pottery.
Foster Pottery Co., Hamilton, Ont.

Poultry Food.
Greig, Robert, Co., Toronto.

Refrigerators.
Eureka Regrigerator Co., Toronto.

Salt.
Canadian Salt Co., Windsor, Ont.
Patrick, W. G., & Co., Toronto.
Toronto Salt Works, Toronto.

Shelf Boxes.
Bennett Mfg., Co., Pickering, Ont.

Soap.
Calvert, F. C., & Co., Manchester, Eng.
Metropolitan Soap Co., Toronto.

Sodas—All Kinds.
Winn & Holland, Montreal.

Starch.
Brantford Starch Works, Brantford.
Edwardsburg Starch Co., Cardinal, Ont.
St. Lawrence Starch Co., Port Credit

Steel Shingles.
Metallic Roofing Co., Toronto.

Sugars, Syrups and Molasses.
Canada Maple Exchange, Montreal
Dominion Molasses Co., Halifax, N.S.
Edwardsburg Starch Co., Cardinal, Ont.
Imperial Maple Syrup—Rose & Laflamme, Montreal.

Teas, Coffees, and Spices.
Balfour & Co., Hamilton.
Blue Ribbon Tea Co., Toronto.
Ceylon Tea Traders' Ass'n.
Chaput, L., Fils & Cie., Montreal.
Chase & Sanborn, Montreal.
"Commissioner" Tea, London, England.
Davidson & Hay, Toronto.
Dutch Chemical Works, Amsterdam, Holland.
Eby, Blain Co., Toronto.
Estabrooks, T. H., St. John, N.B.
Ewing, S. H. & A. S., Montreal.
Ewing, S. H & Sons, Montreal.
Gillard, W. H., & Co., Hamilton.
Japan Tea Traders' Ass'n.
Kinnear, T., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
Pure Gold Mfg. Co., Toronto.
Robertson, Geo., & Son Kingston.
Rutherford, Jas., & Co., Montreal.
Salada Tea Co., Montreal and Toronto.
Turner, James, & Co., Hamilton.
Wood, Thos., & Co., Montreal.

Vinegars.
Canadian Vinegar Co., Montreal.
Grimble & Co., London, Eng.
Hill, Evans & Co., Worcester, Eng.

Warehousing.
Cameron, Gordon & Co., Winnipeg

Washing Compound.
Keen's—Frank Magor & Co., Montreal.

Watches.
Ingersoll, Robt. H., & Bro., New York.

Wines, Liquors and Beer.
Laporte, Martin & Cie., Montreal.

Woodenware.
United Factories, Toronto.
Woods, Walter, & Co., Hamilton.

Wrapping Paper.
Canada Paper Co., Toronto.

Yeast.
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"Sovereign" and "Lynx" Salmon.. 3
Steele, W. H., & Co 67
St Charles Condensing Co 10
Stretton & Co 2
St. Lawrence Starch Co 5
Sutton, G. F., Sons & Co..... 45
Sydenham Glass Co 7

Thomas, J. P 57
Tippet, Arthur P., & Co 1
Todd, J. H., & Son..... 35
Toronto Salt Works 57
Tuckett, Geo. E., & Son Co..... 66
Truro Condensed Milk & Canning Co 3
Turner, James, & Co..... 13

United Factories 19
Upton, Thos., & Co 17

Walker, Hugh, & Son 59
Waterlo Broom and Brush Co 7
Watt, J. L., & Scott 50
Wethey, J. H.....outside back cover
White & Co. 59
Winn & Holland 70
Wood, Thomas, & Co 10
Woods, Walter & Co. 23

Salt—Reduced Prices

Having completed alterations and improvements we are now in a position to fill all orders. Our plant, as reconstructed, is the most modern in existence, and has the largest capacity in the British Empire for the production of high-grade Salt.

The improvements made having enabled us to effect a considerable saving in the cost of manufacture, we have issued new Price Lists, showing very large reductions.

As it is almost impossible to secure cooperage stock we suggest that our customers order ordinary fine Salt in sacks. Write for new Price List.

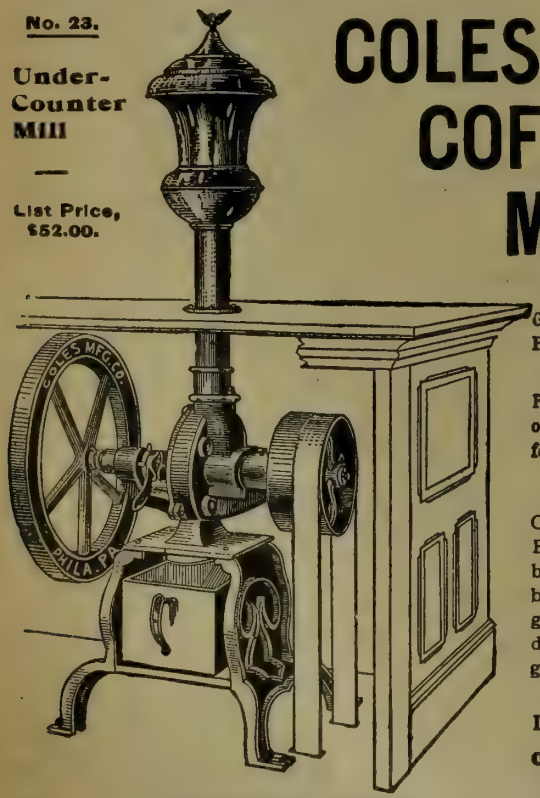
The Canadian Salt Co., Limited,
Windsor, Ont.

No. 23.

Under-Counter Mill

List Price, $52.00.

COLES COFFEE MILLS



None better for Granulating or Pulverizing.

Our mills will Pulverize without heating Coffee.

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders.

A GREAT LABOR-SAVER.

Our Grinders wear longest

Agents { TODHUNTER, MITCHELL & CO., Toronto
DEARBORN & CO., St. John, N.B.
FORBES BROS., Montreal.
GORMAN, ECKERT & CO., London, Ont

COLES MANUFACTURING CO., PHILADELPHIA

It is easy to sell a good article—Celluloid Starch practically sells itself. So many women know that

Celluloid Starch
Never Sticks Requires no Cooking

that they will not use any other kind. It is easy for them to use, and easy for you to sell.

THE BRANTFORD STARCH WORKS, LIMITED.
BRANTFORD, CANADA.

THE CANADIAN GROCER

President:
JOHN BAYNE MACLEAN,
Montreal.

The MacLean Publishing Co.
Limited

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, North-West Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

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TOURIST TRADE.

SIGNS are not wanting that the Summer of 1904 will see an unprecedented rush of tourists and Summer visitors to Canada, and the wise merchant will spend some of the leisure time which the snow blockade has given him in planning ways and means whereby this profitable tourist trade may be secured. Canada is now "looming large" before the British public and the number of English visitors to Canada is bound to be largely increased. The newspapers have remarked on the large number of English tourists who have braved the rigors of an exceptionally severe Winter and have enjoyed themselves. When such large numbers have come in Winter how many may we not expect during the Summer months?

But perhaps the greatest increase may be expected from the United States where the wealthy classes in their search of Summer enjoyment are becoming more and more interested in Canada. That the great railways realize the possibilities of this trade is evidenced by the increasing attention which they are devoting to the task of attracting tourists. L. O. Armstrong, colonization agent for the C.P.R., attended the Sportsman's show held recently in New York and he has returned to Canada more than ever impressed with the possibilities of this class of trade. He found the wealthy classes taking more interest in the show than ever before and inspired with an ever increasing love of a life such as is offered in and about Canadian woods, streams and lakes. He found that many of the wealthiest people in the United States are arranging for a Summer's outing in Canada, some at the regular Summer resorts and some in British Columbia, the Northwest, and the northern portions of Ontario and Quebec. The lake regions of Southern Quebec and the natural beauties of the Maritime Provinces also claimed their admirers.

The delights of Canadian Summer resorts and the pleasures of a Summer in the Canadian lake regions were placed before the visitors at the Sportsman's Show by the representatives of the Canadian railroads and the result is bound to be a larger influx than ever of American visitors.

The C.P.R. had a very large exhibit at the show and its corps of ten guides, some from British Columbia, some from the northern posts of the Hudson Bay Company, and others from the northern sections of Ontario and Quebec were kept busy arranging details with parties for next Summer. In previous years, the railways have had difficulty in finding a sufficient number of trained guides, and the C.P.R. is now contemplating the establishment of a school for the instruction of guides. This shows that one railway at all events is thoroughly in earnest.

Now what does all this mean to the merchant in Canada? It means that many Canadian towns are to see a great influx of visitors this Summer the majority of whom have money to spend and are willing to spend it. In a town where tourists may be expected, the merchant should make a special effort to cater to this class of trade. If possible, souvenirs of local interest should be collected for this trade. The merchant could gather many ideas by a visit to city shops where such goods are sold. But trade need not be confined to souvenirs. There are many staple articles which will be required during a Summer's visit and this class want the best. The merchant whose town is favored by the Summer visitor should prepare to supply this trade.

THE RECIPROCITY QUESTION.

IT is not sound economically to contend that reciprocity in its proper sense with the United States would not be a good thing commercially.

Reciprocity with the United States is not a defunct issue because it is an undesirable international business arrangement. It is because the people of Canada are as fully persuaded as they are of their existence that reciprocity, as the compilers of dictionaries, economists and business men understand the term, is not so understood in the United States. And yet we were told 13 years ago by a writer in the North American Review that the word was first officially used in 1782 in the provisional treaty of peace between Great Britain and the United States.

"Mutual equality of rights and benefits" is the definition of reciprocity according to one of their own lexicographers. But the interpretation they put upon it is the very opposite of the root meaning of the word. No arrangement which does not allow at least 90 per cent. of the advantage to accrue to them is acceptable.

Our tariff is about 50 per cent. lower than that of the United States and as they already sell us about $66,000,000 worth more of merchandise than they buy from us they should, as an evidence of their good intentions, approximate their tariff to ours. Both countries would be then on an equal footing and perhaps nearer than they now are to the starting point for an equitable reciprocal arrangement.

In the meantime the National Board of Trade, manufacturers' associations and other commercial bodies in the United States may pass many resolutions and scatter broadcast much printed matter. It may help them to appreciate Canada and perhaps incidentally to learn what reciprocity really means. But until they bring forth fruits meet for repentence there is not even a possibility of reciprocity with Canada being obtained.

GROCERS' PROTECTIVE ASSOCIATION.

AMONG the interesting news items for the week is that of the formation of a Protective Association by the Grocers of Gananoque, Ont. In their anxiety to profit from the experience of older associations of a similar character they would be glad to receive through their spokesmen, Shields Brothers, general literature bearing on the subject of grocers' associations, and in particular, copies of constitutions of such associations.

The Grocer would also be glad to receive copies of constitutions of grocers' organizations for its bureau of information, where they will be placed on file for future reference, the same to be always available for the use of the friends and patrons of The Grocer.

THE REMEDY FOR CORRRUPTION.

IT is clear that Canada must look beyond the two great party organizations for a remedy for the corruption which is so frequently disclosed in voting contests, municipal, provincial and Federal. The organizations of the two parties are two skilfully devised machines whose first and final duty is to win. To leave to them the guardianship of the morality of our voting system would be an anomaly.

It is said that the balance of political power rests with the man who does not attach himself to either party. Granting this, it is at once apparent that the business men of Canada or of any section of the Dominion could readily, by united decision to hold out for any reasonable and just end, so influence the electorate as to make imperative their demands.

A few years ago municipal politics in Montreal had reached such a level that business men under the leadership of Mr. Ames, now a candidate for parliamentary honors, instituted a reform movement, the cumulative force of which resulted this year in the election of Mayor Laporte by an extraordinary majority.

A few weeks ago the business men of Regina organized to invigorate the Town Council, which had got into a rut and was hindering the progress of that town by its lassitude. The results of the organization have been remarkable. The town has been improved in appearance, in its status as a distributing centre, and in its reputation for progressiveness and enterprise—a valuable asset to a town as well as to a business concern.

A grave responsibility rests upon the business men in these matters. They understand the trouble and they have the remedy in their own hands. Have they the moral courage to ignore party exigencies and look first to the welfare of the country? 'Twill be their own loss if they do not.

NOT THE MAN FOR THE PLACE.

London, March 2.—The Daily Chronicle, referring to the rumor that Sir Richard Cartwright is to succeed Lord Strathcona, says that the former is a slashing debater, a man of culture and a friend of the late W. E. H. Lecky.

THE above press despatch refers to a rumor which has from time to time gained considerable credence on this side of the Atlantic. It is to be sincerely hoped that "there's nothing in it."

Sir Richard Cartwright is one of the foremost public men of Canada, one of the most effective debaters in the Canadian House of Commons; his career has been as honorable as it has been long. He has, in fact, fairly earned the title of "Nestor of the Canadian Parliament."

Yet he is not the man to succeed Lord Strathcona in London. The office of Canadian High Commissioner is one that calls for strenuous and virile business enterprise and progressiveness in addition to its social and diplomatic obligations.

Lord Strathcona has been a business man in the truest sense and his presence in London has done much to establish better business relations between the two countries. But even with Lord Strathcona in authority not enough attention has been paid to the needs of the industrial and commercial interests. So strong has been the agitation for improvement in this regard that Parliament voted $25,000 toward the establishment of a commercial agency in London.

The responsibility for the expenditure of this money rests with Sir Richard Cartwright as Minister of Trade and Commerce. What has he done? What steps have been taken toward the establishment of this agency, which is so seriously needed and so insistently demanded by the business interests of Canada? We are still waiting to hear of the first step in the right direction, the first move in this matter. And from present indications we are likely to continue waiting—for how long none can say!

It is not surprising in view of Sir Richard's seemingly contemptuous indifference to this matter, to his inaction where prompt and progressive action was looked for, that Canadian business men should look upon his appointment to the office of Canadian High Commissioner in London with serious misgivings; more, even with anger.

If Sir Richard Cartwright is sent to London as Canada's representative the social and diplomatic duties may safely be entrusted to him, but another man of proven ability must be sent to take care of Canada's business interests. Such men are to be found in the Dominion Parliament if that be deemed advantageous. Out of the House there are many men of the right type.

In the meantime it is to be hoped that influence may be brought to bear upon Sir Richard to induce him to establish the commercial agency in London for which the necessary money has been set aside.

BANQUET NOTES.

Manufacturing Grocers' Section of Canadian Manufacturers Association, Montreal, March 4, 1904.

THE mild suburban air of Westmount was laden with the refrain in duet of "Where is my Sammy, my Sammy ?" and Messrs. Donald and Carsley's voices blended harmoniously.

* * *

As an accompanist Mr. Halford certainly is a revelation, he having that proper feeling of shading so lacking in the ordinary amateur and average professional musician.

* * *

A perceptible shiver passed through the cross-barred banner of St. George adorning the walls of the concert hall when R. T. Donald rendered that Scotch song—with omissions— —.

* * *

As a cellist Alexander Wills was a decided success, and his solos were highly appreciated. Westmount is to be highly congratulated on possessing within her borders such a finished player.

* * *

There will be a mystery unexplained unless Messrs. Halford and Ewing inform the public as to "What became of that dog ?" It's about as puzzling as to tell "Who struck Billy Patterson ?"

* * *

Sam'l W. Ewing, the host of the evening and new chairman of the Manufacturing Grocers' Section, was most attentive to his guests, and the recipient of many flattering remarks. Certainly he left nothing to be desired.

* * *

W. H. D. Miller, of the Transportation Department of the Canadian Manufacturers' Association, is a most effective after dinner speaker, and Mr. Younge's running comments are decidedly interesting.

Spice and "P.D."

E. H. Cooper, Montreal, secretary of the section, received congratulations on his improved health. The trip to the West Indies has done him a world of good.

* * *

E. T. Cooper's West Indian experiences were highly appreciated and his recital brought out the importance of better trade relations between the Islands and Canada in a degree calculated to make those present think.

STORAGE FACILITIES IN WINNIPEG.

BY referring to their advertisement on page 42 of this issue, it will be noticed that Dingle & Stewart, Winnipeg, Man., are making a specialty of storage and distribution of merchandise. Last Fall they moved into a new warehouse in order to provide accommodation for this branch of their business. At the rear of their warehouse is a double track railroad and their premises are in every way convenient for the conducting of general storage and commission business. Mr. Guy V. Dingle one of the members of the firm, has been in Toronto and other points in Canada during the last couple of weeks in the interest of his firm. In conversation with The Grocer he said there was every indication that business this year would be good in the West. Building operations in Winnipeg promise to be fully as extensive as those of last year. Mr. Dingle leaves for the West the latter part of this week.

EXTRACTS FROM EXTRACT PEOPLE.

The Greig Manufacturing Co. has been taken over by R. Herron & Co., of Montreal, who in conjunction with their own extensive plant, will continue to push the "Crown" brand extracts, which have been on the Canadian market for the last 20 years, and have always enjoyed a reputation of being at the top of the ladder as regards high quality and purity among the many brands of extracts before the public.

Herron & Co.'s reputation for high-grade goods in the other lines they manufacture, such as Red Cross Jelly Powder, and a fine line of coffees, spices, etc., will be followed out in the Crown brand extracts, and the trade can rest assured that the quality will be the same as that which has made them popular from ocean to ocean.

PERSONAL MENTION.

Mr. R. Oaten, formerly in the grocery business in Hamilton, died on March 6.

Mr. J. McNally, manager of the Montreal Fruit Auction Co., died on March 5.

Mr. G. Newton, of the British Columbia Sugar Refining Co., is ill at the hospital in Brandon.

Mr. D. W. Douglas, representing E. W. Gillett & Co., Toronto, is doing Ottawa City, the Gatineau Valley and Pontiac Districts.

Mr. Hamill, the newly appointed Canadian manager for the N. K. Fairbank Co., was in St. John this week. The sale for Gold Dust Washing Powder has been very large this season.

Mr. John H. Magor, of Frank Magor & Co., Montreal, is on a business trip to Toronto, Hamilton and London, in the interests of his well-known English houses, Keen's, Colman's, Cadbury's, &c.

Mr. E. Nicholson, wholesale commission merchant and broker, Winnipeg, has opened up a branch of his business in Calgary, N. W. T., under the style and name of Nicholson, Bain & Johnston.

Mr. Martin Niermeyer, export manager for G. F. Sutton, Sons & Co., wholesale French and Italian warehousemen and manufacturing chemists, London, Eng., is in Toronto this week calling upon the wholesale and retail trades.

Mr. C. W. Gregory, representative of Snowdon, Forbes & Co., was a caller at the Montreal offices of The Grocer this week. Mr. Gregory has no complaints of trade. "'Bee' brand goods are sellers," he says.

Mr. John Dickie, of John Dickie & Co., general merchants, Pickering, in an interview with The Grocer this week stated that his business had been surprisingly good during the past two months in spite of adverse weather conditions.

Mr. James Marshall, representing Park-Blackwell Co., Toronto, in Montreal and Eastern Townships, reports having has good business despite the extremely hard weather and bad roads. "P. B. brands bacon and hams are in the front rank," said Mr. Marshall, "and we are proud of them."

Mr. P. G. Shallcross, of Shallcross, Macauley & Co., Vancouver, was a visitor to Montreal this week. Mr. Shallcross, while in the city, interviewed a few of the leading manufacturers and arranged for representation in British Columbia, the Northwest and Yukon Territories.

Mr. A. Stuart Ewing, of S. H. & A. S. Ewing, Montreal, is now on a business trip through Manitoba and the Northwest Territories. Reports submitted say business is fair and prospects for Spring and Summer trade good. Mr. Ewing does not intend going further on this trip than Edmonton.

Mr. Paul Gumlich of the Montreal Import Co., has recently returned from a two months' trip to England, Germany, etc., in the interests of his business. Mr. Gumlich has purchased many new and interesting lines, particularly in picture postal cards.

Mr. C. Gyde, Montreal, is on a business trip to Toronto, Hamilton, London and as far as Windsor. Mr. Gyde is meeting with great success in the introduction of Macintosh Toffees, a line lately placed on the Canadian market, and one most suitable for the grocery trade.

Mr. Miles S. Chapman, for the past 7 years head clerk with John Dickie Co., general merchants, Pickering, Ont., has bought out the hardware business of W. J. Reazin. Mr. Chapman will add a stock of tin and granite ware, and a stock of stoves later on. The prospects for Mr. Chapman are bright. He takes with him in his new business the good will of a large circle of buyers; he has youth, fitness, and energy on his side; and the territory he will serve is both large and prosperous. His place in Dickie & Co.'s will be taken by Mr. S. Gormley, whose home is Pickering, but whose acquaintance extends all over Western Canada.

"TIMES ARE PRETTY GOOD JUST NOW

SO MAKE HAY WHILE THE SUN SHINES"

BLACK or NATURAL GREEN — Sealed Lead Packets Only. Retailing 60c., 50c., 40c., 30c., 25c. per pound.

Prosperity can't last forever, some day the clouds may darken . . . Now, you don't want to await the emergency before planning to meet it . . . Isn't it safer to give a thought now by seeing that each department of your business is in good trim . . . Sort out the "culls," the unsaleable goods, the lines that you were told would sell well, but didn't; "don't sell them at a sacrifice"; better send them back to the wholesaler you purchased them from than associate your reputation with goods of questionable merit.

At all times your Tea department will be safe—by using "SALADA" Ceylon Tea as a "Leader."

It's cash value is the invoice cost.
Redeemable by the packers at par.

Think It Over!

"SALADA," Toronto and Montreal.

"Horse Shoe" SALMON

For 25 years the standard in Canada.

Every can guaranteed.

The quality unexcelled.

It is so thoroughly known among consumers that all grocers should give it prominence.

New Pack is in the hands of the wholesale trade

Take a look at the list of goods we pack, then try them. We are packers of the well-known

"BRUNSWICK" BRAND OF

FISH

SARDINES

In Oil - ¼s.
" Mustard ¼s.
" Tomato ¼s.
" Mustard ¾s.

Finnan Haddies, Boneless Fish.

HERRINGS

In Tomatoe Sauce
Kippered

Clams, Scallops, Clam Chowder, Boneless Codfish.

We offer in season —FRESH FROZEN HERRING and CODFISH.
If open for any of these order promptly as the season is short.

Canned Goods are guaranteed.
For full information, prices, etc., address,

Connors Bros., Limited,

PACKERS OF SEA FOODS, BLACK'S HARBOUR, N.B.

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

Toronto, March 10, 1904.

Groceries.

TRADE generally is reported to be improving, but retail merchants have been slow in responding to the strong position of the market prevailing, on account of the recent snow blockade and stoppage in freight. With transportation facilities improving steadily an active market in all lines is anticipated. In the interval, wholesalers and retailers have been equally handicapped; the former not having been able to get goods to his country customers. Prices are shading up a little generally and restocking by retailers is beginning on a large scale. Canned goods continue firm with prospects of steady prices for considerable time yet. Spices are firm, and coffee is quiet with prices easier. The molasses market is unsettled with prices showing tendency to advance. Sugar is in big demand, and prices advanced 5c. per cwt. all round on Monday. The tea market is active; low grade Ceylons have advanced in price locally as well as Japan tea in New York Prices in teas generally are likely to advance still further. Trade in dried fruits is quiet.

CANNED GOODS.

The market for canned goods continues firm. At the present time it looks as if there would be no surplus stocks at the end of the season. Fresh canned goods will begin to enter the market about August with the arrival of green peas. Fairly large stocks of canned goods are being held, and prices are unlikely to change materially before the middle of the Spring. We quote as follows:

Apples, 3's	....	0 90
" gallons	....	2 20
Asparagus	....	3 50
Beets, 2's	....	0 90
Beets, 3's	....	1 00
Blackberries, 2's	1 50	1 70
Beans, 2's	0 85	1 10
Corn, 2's	....	1 15
Cherries, red, pitted, 2's	....	2 20
" white	....	2 40
Peas, 2's	0 97½	1 45
Pears, 2's	1 45	1 60
" 3's	1 90	2 10
Pineapples, 1½'s	1 50	1 60
" 2's	1 80	2 00
" 3's	2 25	2 40
Peaches, 2's	1 55	1 70
" 3's	2 45	2 60
Plums, green gages, 2's	1 10	1 40
" Lombard	1 00	1 30
" Damson, blue	0 95	1 25
Pumpkins, 3's	....	0 95
" gallon	....	2 50
Rhubarb, 3's	....	1 80
Raspberries, 2's	1 40	1 60
Strawberries, 2's	1 40	1 60
Succotash, 2's	....	1 00
Tomatoes, 3's	....	1 12
Lobster, talls	....	3 35
" 1-lb. flats	3 50	3 70
" ½-lb. flats	1 90	2 00
Mackerel	1 00	1 25
Salmon, sockeye, Fraser	1 65	1 75
" " Northern	1 65	1 75
" " Horseshoe	1 65	1 75
" Cohoes	....	1 15½
Chums	1 25	1 35
Sardines, Albert, ¼'s	....	....
" " ½'s	0 24	0 25
" Sportsman ¼'s	....	0 15
" ½'s	....	0 23
" Portugese ¼'s	0 08	0 10
" P. & C., ¼'s	0 25	0 27
" P. & C., ½'s	0 35	0 38
" Domestic, ¼'s	0 03½	0 04
" ½'s	0 09	0 11
" Mustard, ¼ size, cases 50 tins, per 100	8 00	9 00
Haddies	....	1 00
Kippered herrings, domestic	....	1 00
" " imported	1 45	1 55
Herrings in tomato sauce, domestic	1 00	1 10
" " " imported	1 45	1 55

SUGAR

The strong tone in the sugar market noted in our last report has been more than maintained and raw sugars have recorded an advance of 1-16 for the week on very large sales of Cuba centrifugals to United States refineries. There is an unconfirmed report that these sales will total fully 500,000 bags, although this may be an exaggeration. Prices are firm on basis of 2 1-8c. c. and f. New York, which is equivalent to 3 5-16c. duty paid. Cereals are mostly for second half of March and April shipments, though refiners have also been buyers of spot for 3,000 bags. San Domingo centrifugals afloat. In sympathy with the strong position, New York refined is 10c. dearer for the week. This has been reflected in the local market where prices advanced 5c. over the entire list on Monday, March 7. Refiners and different sellers report deliveries on recent contracts exceptionally heavy since the raising of the freight blockade. The European market shows a slight fluctuation for the week the price of 88 per cent. beet having advanced to 8s. 3 1-4d. and fallen to 8s. 2 1-4d. It is thought that the decline is to be attributed to the break in prices of grain.

Receipts at United States Atlantic ports for the week ending March 2, were 31,825 tons, with meltings 34,000 tons, the latter being 1,000 tons less than for the previous week, but 9,000 tons greater than for the corresponding week last year. Stocks in all hands were 103,529 tons or 53,146 tons less than for the same period last year. Combined stocks of United States and Cuba at latest advices were 280,528 tons, a decrease of 100,544 tons from last year.

There are 169 factories grinding in Cuba at the present time as against 160 last year. It is interesting to note that the estimated total crop of 10,200,000 tons, the Cubans have already sold approximately 40 per cent. This seems to indicate a strong position for the Spring months, since it will become more difficult as the weeks advance to secure large quantities in the island. Now that weaker holders have realized and sugar is believed to be in strong hands, with speculators operating to a certain extent, there is every reason to acknowledge that the market has assumed a very strong position.

Combined stocks of Europe and America at latest uneven dates were 3,627,528 tons against 3,543,819 tons for last year, the excess being 8,370 tons. We have to repeat what we said in a recent report, that the excess of stocks is entirely apparent in European figures, that is, for Continental countries. In this connection we would point out that 88 per cent. beet sugar is still being held at about 30c. per 100 lbs. above the parity of cane sugars in the New York market. Probably this difference will be equalized in the near future, and the indications seem to be in favor of canes advancing to nearly parity of beets. We quote as follows:

Paris lumps in 50-lb. boxes	4 83
" in 100-lb. "	4 73
St. Lawrence granulated	4 18
Redpath's granulated	4 18
Acadia granulated	4 08
Berlin granulated	4 08
Domestic beet, granulated, 1902	3 93
Phoenix	4 08
Bright coffee	3 98
Bright yellow	3 93
No. 3 yellow	3 88
No. 2 "	3 68
No. 1 "	3 58

Granulated and yellow, 100-lb. bags, 7½c. less than bbls.

SYRUPS AND MOLASSES.

Although the demand for these lines is fairly good the market is in an unsettled state. In low grade molasses very little buying is being done by the trade which is waiting to see what will be done on the New Orleans grade test. Prices show a tendency to advance although it is reported that a lot of inferior molasses is being brought on the market to sell at present prices. Our quotations are as follows:

Syrups—		
Dark	....	....
Medium	0 30	0 32
Bright	0 35	0 37
Corn syrup, bbl., per lb.	....	0 02½
" ½ bbls., "	....	0 02¾
" kegs "	....	0 03
" 3 gal. pails, each	....	1 30
" 2 gal. "	....	0 90
" 2-lb. tins (in 2 doz. case) per case	....	1 90
" 5-lb. " (in 1 ") "	....	2 35
" 10-lb. " (in ½ ") "	....	2 25
" 20-lb. " (in ¼ ") "	....	2 10
Molasses—		
New Orleans, medium	0 25	0 30
" ½ bbls	0 27	0 32
" open kettle	0 45	0 50
Barbadoes	0 38	0 45
Porto Rico	0 38	0 42
Maple syrup—		
Imperial qts	....	0 27½
1-gal. cans	0 95	1 00
5-gal. cans, per gal	....	1 00
Barrels, per gal	....	0 75
5-gal. Imp. brand, per can	....	4 50
1-gal. " per case	....	5 10
½-gal. " "	....	5 60
Qts. " "	....	6 00

TEAS.

The leading feature of the tea market is the uncertainty hanging over Japan, which has unsettled buyers of Japan tea. It will be months, however, in any event, before results will be serious. Low grade Indian Ceylons are higher in price. The London market has advanced in all lines and an extraordinarily active demand is reported; the reason for this is the free purchases on Russian account of all growths, con

bined with the fact that the arrivals from India and Ceylon have been smaller than the trade had allowed for. Another feature of the British market is the increased attention now being paid to medium kinds of tea which have been depressed for some time. In the local market Japan tea is selling more freely and advances in price have been nominal. In the United States where the higher grades of Japan are dealt in freely, the market has advanced 5c. per lb. since the war broke out. It is expected that prices will appreciate considerably during the next few weeks. There has been a slight easing in the price of Ceylon greens. Inquiries for China greens are becoming more frequent on account of the war in the East. We quote as follows:

Congou—half-chests, Kaisow, Moning,	0 12 0 60
caddies, Pakling	0 19 0 50
Indian—Darjeelings	0 35 0 55
Assam Pekoes	0 20 0 40
Pekoe Souchongs	0 19 0 25
Ceylon—Broken Pekoes	0 36 0 42
Pekoes	0 27 0 30
Pekoe Souchong	0 18 0 35
China Greens—Gunpowder, cases, extra first	0 42 0 50
" half-chests, ordinary firsts	0 22 0 28
Young Hyson, cases, sifted, extra firsts	0 42 0 50
" cases, small leaf, firsts	0 35 0 40
" half-chests, ordinary firsts	0 28 0 38
" " seconds	0 23
" " thirds	0 16 0 18
" " common	0 15
Pingsueys—Young Hyson, ½-chests, firsts	0 28 0 32
" " seconds	0 18 0 19
" half-boxes, firsts	0 28 0 32
Japan—½ chests, finests May pickings	0 38 0 40
Choice	0 33 0 37
Finest	0 30 0 32
Fine	0 27 0 30
Good medium	0 25 0 28
Medium	0 21 0 23
Good common	0 20
Common	0 19

COFFEES.

Coffee is quiet this week and it is believed that the high prices have had their day. The condition of the market is unsettled and buyers are not anxious to move until it becomes more stationary. The recent sudden break is attributed largely to speculators who ran up the price of coffee and subsequently stocks have been unloaded. The drop in price has not been so noticeable in Brazil as in New York, although it is no less than 2c. a pound from the highest point. Options have dropped and practically no coffee is offering at present. The European market is firmer and there is a tendency for prices to advance. Our quotations are as follows:

	Per lb.
Green Rios, No. 7	0 08
" " No. 6	0 08½
" " No. 5	0 08½
" " No. 4	0 08¾
" " No. 3	0 09 0 09½
" Mocha	0 21 0 25
" Java	0 22 0 35
" Santos	0 10 0 12
" Plantation Ceylon	0 26 0 35
" Porto Rico	0 22 0 25
" Guatemala	0 22 0 25
" Jamaica	0 15 0 20
" Maracaibo	0 16 0 23

SPICES.

The spice market is holding firm. A slight advance in nutmegs is reported. Our quotations are as follows:

	Per lb.		Per lb.
Peppers, blk	0 18 0 19	Cloves, whole	0 25 0 35
" white	0 23 0 27	Cream of tartar	0 25 0 30
Ginger	0 18 0 25	Allspice	0 14 0 17

Foreign Dried Fruits.

Trade in dried fruits is exceptionally quiet this week and enquiries are few. The last mail advice from Greece reports a steady market for currants. The raisin situation continues unchanged; the recent reduction of 1c. per lb. for the Canadian trade was unsucessful in bringing increased business, because no one has been inclined to enter the market for large quantities. A slight easing of the market is noted with respect to prunes and the demand for prunes is about to begin and is likely to continue for the balance of the season; previously prunes have been hanging fire. Our quotations are as follows:

PRUNES.

	Per lb.		Per lb.
100-110s	0 04 0 04½	60-70s	0 06½ 0 07
90-100s	0 05 0 05½	50-60s	0 07 0 07½
80-90s	0 05½ 0 05¾	40-50s	0 07¾ 0 08
70-80s	0 06 0 06½	30-40s	0 08½ 0 08½

CANDIED PEELS.

	Per lb.		Per lb.
Lemon	0 10 0 12½	Citron	0 15 0 18
Orange	0 11 0 13		

FIGS.

	Per lb.		Per lb.
Tapnets	0 03½	Elemes	0 09 0 20
Naturals	0 06½ 0 09½		

APRICOTS.

	Per lb.
Californian evaporated	0 10½ 0 15

PEACHES.

	Per lb.
Californian evaporated	0 08½ 0 12

CURRANTS.

	Per lb.		Per lb.
Fine Filiatras	0 04½ up	Vostizzas	0 07 0 08
Patras	0 06 0 06½		

RAISINS.

	Per lb.
Valencia, fine off-stalk	0 06 0 06½
" selected	0 06½ 0 07
" selected layers	0 07½ 0 09
Sultana	0 06½ 0 10
Californian seeded, 12-oz	0 08½ 0 09
" " 1-lb. boxes	0 10½ 0 11
" unseeded, 2-crown	0 07½
" " 3-crown	0 08 0 08½
" " 4-crown	0 09 0 10

DATES.

	Per lb.		Per lb.
Hallowees	0 03½ 0 04	Fards	0 08½ 0 08½
Sairs	0 03½ 0 03½		

Country Produce.

EGGS.

The market has eased since last week and stocks are sufficient to supply demand. The slump in Chicago being largely influential in bringing down the high price. At the present time receipts of eggs from suburban sections are increasing rapidly, and plenty of Chicago stocks are procurable if desired. At the time of going to press dealers predict a further drop to 20c. Our quotations are as follows:

Eggs, fresh laid, per doz	0 23

POULTRY.

The market continues quiet; with no poultry practically coming forward. Last week's prices continue unchanged. Our quotations are:

Chickens, live per lb	0 09 0 10
Old hens " "	0 05 0 06
Chickens, dressed, per lb	0 10 0 13
Old hens, " "	0 06 0 07
Turkeys, " "	0 14 0 15

BEANS.

The bean market is a little firmer this week. Prices have advanced 5c. all round in the country. Primes are 10c. easier. We quote a cheaper line of strained stocks this week. Our quotations are as follows:

Beans, mixed, per bush	1 40
" prime, "	1 50
" handpicked, per bush	1 65 1 75
" water-stained "	1 00
" Lima, per lb	0 05½ 0 06½

HONEY.

Honey is quiet this week, although one firm reports increased sales. Stocks continue plentiful. We quote the following prices:

Honey, extracted clover, per lb	0 06½ 0 07½
" sections, per doz	1 50 2 00

Fish.

The feature of the fish market this week is a lively trade and increasing scarcity of stocks, particularly in whitefish. Dealers are unable to tell as yet whether present stocks will last out the season or not. Last week's quotation prices remain unchanged. We quote the following prices:

Whitefish, frozen, per lb	0 09
Trout, frozen, per lb	0 09
Herrings, fresh, per lb	0 07
British-Columbian salmon, frozen, per lb	0 12
Halibut, frozen, per lb	0 12
Perch, per lb	0 06
Mackerel, frozen, per lb	0 10
Haddock, per lb	0 06
Cod, per lb	0 08
Tullibees, per lb	0 06
Fresh-water herring, frozen, per lb	0 04½
Sea herring, per 100	2 00 2 25
Finnan haddies, per lb	0 08
Bloaters, mild cured, per box	1 25
Oysters, standard, per small pail	4 60
" selects "	5 25

Green Fruits.

The market in green fruits has brightened appreciably during the last week. As the railroads have finally lifted the embargo on perishable fruit, fruit merchants are able to begin filling back orders. Stocks in the country are believed to be light. California navel oranges are moving freely, quality is good and flavor particularly sweet. Stocks begin to show signs of wasting so that it will be necessary to repack fruit en route from California in refrigerator cars. Florida oranges are out of the market. The demand for tangerines is practically over, and stocks are about done for. Mexican oranges are also out of the market. No Seville bitter oranges have been noticed during the past week. Palermo bitters are 40c. firmer. An increasing demand has been found for Valencia oranges. Stocks are good and the price for large Valencias is 50c. firmer, that for 420 cases is $1 firmer. Bahama grape fruit is scarce and has advanced in price; Bahama stocks are in demand although California stocks are inclined to drag on the market. Pineapples are beginning to arrive in larger quantities; the regular shipments are now on the way, and after the next few weeks pines will be a common article on the market. One fruit firm expects a weekly turn over of two or three carloads beginning in the near future. Pineapples and bananas will be the fruits most in demand from now on until strawberries come on the market. Bananas are scarce this week, although continuous mild weather will bring in plentiful supplies. Almeria grapes are growing scarce. Lemons are firm, and supplies are below the average. Cranberries are quiet, with considerable stocks on the market. Strawberries will be the feature of next week's market and will retail at 50c. a box.

Florida tangarines, in straps	5 00 5 50
" " in ½-straps	2 25 2 50
Japan " per bundle (2 boxes)	1 25
" " per box	0 65

California navels, per box	2 50	3 25
Seville oranges, bitter, per box	....	2 50
Bitter oranges, Palermo, boxes, per box	2 00	2 40
Messina lemons, new, per box	2 50	3 00
Valencia oranges, 714 case	4 00	5 00
" " 420 case	....	4 00
Valencias, large, per case	....	5 50
Bahama grape fruit, per box	5 50	6 00
Florida pineapples, per crate	5 00	5 50
California grape fruit, per box	....	3 50
Bananas, large bunches	1 25	2 50
Apples, per bbl	1 25	3 00
Almeria grapes, per keg	....	7 50
Florida tomatoes, per crate	4 50	5 50
Tomatoes, green house, per lb	0 25	0 30
Cranberries, Jersey, per bbl	....	7 00
" Budd's longkeepers	....	8 00
Limes, per case	....	1 25
Limes, In ½-straps	....	2 25

Vegetables.

The demand for all varieties of vegetables continues lively, and supplies are beginning to come a little more freely. Onions are in big demand although not so scarce as last week. With the advent of milder weather the onion trade will slacken appreciably. The recent shipments of French onions from Bordeaux did not take well with the trade, Valencias having easily outdistanced them. Parsnips are scarce. Sweet potatoes are a little easier. There is a big demand for California celery with supplies slightly less than in previous years. Canadian celery is scarce. Potatoes are easier. Lettuce is plentiful and easier in price. Radishes are comparatively scarce. Green cucumbers are noticed on the market for the first time this week. Our quotations are as follows:

Cabbage, per doz	0 50	1 00
" red, per doz	0 50	1 00
Potatoes, per bag	1 10	1 25
Potatoes, per bag, car lots	90	1 00
Sweet potatoes, per bush. crate	....	2 50
Onions per peck	....	0 50
Onions white, per bag	....	2 50
Onions, red, per bag	1 50	1 75
Spanish onions, per crate	....	1 25
Spanish (Valencia) onions, large cases	3 50	3 75
Bunch lettuce, per doz. bunches	....	0 35
Radishes, per doz. bunches	....	0 50
Mushrooms, per lb.	....	0 75
Mint, per doz bunches	....	0 30
Parsley, " "	....	0 20
Sage, per doz	....	0 10
Savoury, per doz	....	0 10
Beets, per bush	0 50	0 60
Beets, per bag	....	0 75
Carrots, per bag	....	0 85
Parsnips, per bag	1 00	1 25
Artichokes, per bush	....	0 75
Yellow turnips, per bag	0 35	0 40
Oyster plants, per doz	....	0 30
Leeks, per doz	....	0 40
Celery, per doz	0 40	0 75
California celery, large case	....	5 00
" " small case	....	2 40
Rhubarb, per doz	1 00	1 25
" per bundle	0 10	0 15
Green onions, per doz	....	0 15
Green house water cress per doz	....	0 25
Green cucumbers per doz	1 00	1 25

Seeds.

The market for seeds has been improving steadily since the mild weather set in. Seed merchants report a particularly good demand for the last day or two. The only change from last week's prices is a wider range of 10c. in red clover. We quote as follows:

Red clover, per bush	5 75	6 35
Alsike "	4 75	5 75
Timothy, per "	1 15	1 75
" flail threshed	....	2 00

Grain, Flour and Breakfast Foods.

GRAIN.

The tendency of grain is still downward. The market this week is quiet. "In fact there is nothing doing," said one buyer. The recent soaring of grains was largely due to the manipulation of the market by speculators, and the subsequent drop is probably due to the same cause. Prices are unsteady. Manitoba wheat, No. 1 hard, has dropped from 1-2 to 1c., Northern, No. 1 is 1c. easier, and No. 2 Northern 21-2c. easier respectively. Red wheat is 2 to 21-2c. lower, and white 21-2 to 3c. lower. Barley is 1c. firmer. Oats, peas, buckwheat and rye continue unchanged. We quote the following prices:

Manitoba wheat, No. 1 hard, per bush, Toronto	1 08½	1 09
" " Northern No. 1 " "	1 06½	1 07
" " " No. 2 " "	1 01	1 01½
Red, per bushel, on track Toronto	1 01	1 02
White " " "	1 01	1 02
Barley " " "	0 49	0 51
Oats " " "	0 38½	0 39
Peas " " "	0 71	0 72
Buckwheat " " "	....	0 59
Rye, per bushel, " " "	0 69	0 70

FLOUR.

The flour market is uncertain, partly on account of recent speculation. Millers complain that flour is hard to get and that it will continue to be so until the country roads become passable, and freight moves more easily on the railroads. Last week's prices continue unchanged. Our quotations are the following:

Manitoba wheat patents, per bbl	5 10	5 25
Strong bakers "	4 85	5 00
Ontario wheat patents "	4 90	5 15
Straight roller "	4 60	4 70

BREAKFAST FOODS.

Trade in breakfast foods is quiet this week, with demand not so brisk as during the preceding week. The tendency is largely due to large quantities of will be controlled almost entirely by the war situation in the East, and the conditions of traffic locally. There are no changes in prices since last week. Our quotations are as follows:

Oatmeal, standard and granulated, carlots, on track, per bbl	....	5 05
Rolled oats, standard, carlots, per bbl., in bags	....	4 50
" " " " " " in wood	....	4 75
" " " " for broken lots	....	4 90
Rolled wheat, per 100-lb. bbl	....	3 00
Cornmeal	....	3 50
Split peas	....	5 00
Pot barley in bags	....	3 75
" in wood	....	4 00
Swiss food, per case	....	2 88
Aunt Sally's Pancake Flour, per case	....	2 00

Hides, Skins and Wool.

Still further decline of 1c. per lb. is noted in No. 1 and 2 steers while cured hides have dropped off 1-4c. This is largely due to large quantities of inferior goods being placed on the market. The market also denotes a scarcity of lamb and sheepskins which have advanced 5 to 10c. apiece since our last quotations. Our quotations are as follows:

HIDES.

No. 1 green, per lb	....	0 07
" 2 " "	....	0 06
" 1 " steers, per lb	....	0 07½
" 2 " "	....	0 06½
Cured, per lb	....	0 08

CALFSKINS.

Veal skins, No. 1, 6 to 12 lb. inclusive	....	0 09
" " " 2 " "	....	0 07
" " " 1 15 to 20 lb "	....	0 08
" " " 2 " "	....	0 06
Deacons (dairies), each	0 60	0 70
Lamb and sheep skins	1 00	1 10

WOOL.

Unwashed wool, per lb	0 09	0 10
Fleece wool "	0 17	0 18
Pulled wools, super, per lb	0 19	0 22
" extra "	0 23	0 24
Tallow, per lb	0 04½	0 05

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PRICES—Doolittle Quarts, $3.25; pound jars, $1.50; tumblers, $1.00 per doz. F.O.B. Toronto; Quaker Marmalade, $1.70 per doz.

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Rutherford, Marshall & Co.

Wholesale Produce Merchants,

TORONTO.

QUEBEC MARKETS.

Montreal, March 10, 1904.

Groceries.

THE weather has again been the most important factor as affects the trade. Though the thaw has greatly removed snow throughout the country, yet roads are still in a shape far from satisfactory. Still should the mild weather continue the rush of Spring trade will shortly be upon us, and by all appearances the said rush will be one long to be remembered. Prospects for a Spring and Summer business of the most lively character are extremely bright. We have again to record an advance of 5c. per 100 lbs. in all sugars, throughout Canada, with an extra advance of another 5c. in the Maritime Provinces. Syrups and molasses show a better movement this week, the latter being quoted 3c. lower for Barbadoes. Rice and tapioca have been moving satisfactorily. Tapioca, especially, is in better demand, and medium pearl tapioca is firmer at 3 to 3 1-2c. In almost all lines of breakfast cereals there have been advances in sympathy with the strong tone prevailing in the market for oatmeals. Sisal rope is 1-2c. per lb. higher. The price is now 12 1-2 to 14c., according to size. Dried fruits are dull and entirely without feature this week. In green fruits the Spring demand seems to have commenced, and this week a fair trade in several lines was done. The rush for fish is about over, though the demand is still heavy, and stocks have become very light on many lines. In spices Jamaica ginger has been attracting some attention and sales are reported at 8 3-4c. and upwards. Pimento is in fair demand, and firm at 9c. per lb. Peanuts are 1-4c. higher. Roasted are now quoted at 8 1-2 to 12c.; green, 1c. less.

SUGAR.

On Monday an advance of 5c. on all sugars was announced to take effect in all the provinces. On Friday, 4th inst., there was an advance of 5c. in the Maritime Provinces, making the price 10c. higher since last reported. The first advance in the Maritime Provinces followed upon a similar advance in New York by Arbuckles, the American and National sugar refineries. The tone of the sugar market is still firm, both in raw and refined, in New York and foreign markets. On the local market there has been some improvement in the demand, which is expected to increase from now on. We now quote:

Granulated, bbls.	$4 10
" ½-bbls	4 25
" bags	4 00
Paris lump, boxes and bbls	4 65
" " ½-boxes and 1½-bbls	4 75
Extra ground, bbls	4 50
" " 50-lb. boxes	4 70
" " 25-lb. boxes	4 80
Powdered, bbls	4 30
" 50 lb. boxes	4 50
Domino lumps, boxes and bbls	4 55
" " ½-boxes and ½-bbls	4 65
Phoenix	4 00
Bright coffee	3 90
" yellow	3 85
No. 3 yellow	3 80
No. 2 "	3 60
No. 1 " bbls	3 50
No. 1 " bags	3 40
Raw Trinidad	3 20
Trinidad crystals	3 30

SYRUPS AND MOLASSES.

Our statement that a certain wholesale house had been offered new Barbadoes at 25c. last week was taken exception to by another wholesale dealer in molasses. It is a fact, however, that such an offer was made, and with the subsequent decline of 3c. in Barbadoes molasses it looks as though the dealer who offered it at that knew his business pretty thoroughly. Barbadoes in puncheons is now quoted at 30c., and the tone of the market is easy. It is estimated that there are still about 10,000 puncheons of old molasses in stock in Canada and Newfoundland, and that the new crop will amount to between 40,000 and 50,000 puncheons, against the 20,000 of last year. There has been some improvement in the demand of late. One of the largest Canadian molasses importing firms writes us as follows: "In regard to the outlook for Barbadoes molasses, we may tell you that we expect to see some very low prices this year. There is quite a large stock of old molasses still held both in Canada and Newfoundland, and this will curtail buying in Barbadoes to some extent, we expect, therefore, that the price in Barbadoes will go quie low. This will probable increase the consumption somewhat over last year. But perhaps not, as people have got accustomed to other sweets, owing to the high prices last year, and it may be difficult to get them back to the use of molasses again. This is about the way we look at the situation, and we have formed our opinions from a general investigation." We quote as follows:

Barbadoes, in puncheons		0 30
" in barrels		0 32½
" in half-barrels		0 33½
New Orleans	0 22	0 35
Antigua		0 37
Porto Rico	0 45	0 48
Corn syrups, bbls.		0 02½
" ½-bbls.	0 02½	0 03
" ¼-bbls.		0 03
" 38½-lb. pails		1 30
" 25-lb. pails		0 90
Bbls., per 100 lb.		2 75
½-bbls. "		2 75
Kegs "		3 00
Cases, 2-lb. tins, 2 doz. per case		1 90
" 5-lb. " 1 doz. "		2 35
" 10-lb. " ½ doz. "		2 25
" 20-lb. " ¼ doz. "		2 10

COFFEE.

There is a fair demand for coffee at steady and unchanged prices. There have been some fluctuations in New York during the week, but this has had little if any effect on local conditions. We quote:

Good cucutas	0 10	0 10½
Choice "	0 11½	0 12½
Jamaica coffee	0 10½	0 11
Java	0 18	0 22
Mocha	0 16	0 19
Rio	0 09	0 10

TEA.

Japan teas remain very firm, and under a good demand stocks in wholesale hands are getting low. Wholesalers report that they find no Japan siftings or fannings available under 6 1-2c. or perhaps 7c. For good to mediums 18c. for lower grades is quite a low quotation considering the condition of the market, but wholesalers are still selling at that figure, though an advance is likely to take place shortly. There is a better demand for Ceylon greens, enquiries being received from all parts of the country. The tone of the market for low grade Ceylons has been stronger, and in England prices are 1-2d. higher since our last report. Sales are said to have been made at 7 3-4d., c.i.f. Pealeaf and gunpowders are firm. Low grade congous are reported scarce. We quote:

Good to medium Japans	0 18	0 24
Fine to choice Japans	0 25	0 35
Ceylon greens	0 16	0 20
Indian greens	0 18	0 30
Japan style China congoes	0 08	0 10
Pealeaf and Pinhead Gunpowders	0 23	0 40
Coarse to good Gunpowders	0 13	0 22
Ceylon blacks	0 14	0 30
Indian "	0 12	0 20

CANNED GOODS.

There has been an improved demand for canned goods. Tomatoes have aroused some interest among the jobbing trade. It appears that there have been two or three canners who are not in the Canners' Association, who hold small stocks which they refuse to sell sometimes even at the association price. They ask higher prices for their goods, though they usually aim to quote lower. No one, however, seems to doubt their wisdom in holding off for higher prices. Canners are not offering "Refugee" string beans now. Corn and peas are selling well at firm prices. We quote:

Tomatoes		1 12½
Corn		1 15
Peas	0 87½	1 50
String beans	0 85	0 90
Strawberries, preserved	1 40	1 60
Succotash		1 00
Blueberries		1 10
Raspberries		1 40
Lawtenberries, 2s		1 50
Raspberries, black		1 35
Gooseberries		1 55
Pears, 2s	1 45	1 60
3s		2 10
Peaches, 2s	1 55	1 67
" 3s	2 40	2 60
Plums, Lombard 2s		1 30
" Green Gage, 2s		1 40
Cherries, red pitted, 2s		2 20
Baked beans, 3s		0 90
3-lb. apples		0 90
Gallon apples		2 20
2-lb sliced pineapples	2 00	2 10
Grated pineapples		2 40
Singapore whole pineapples		2 40
Pumpkins, per doz		0 95
Spinach		1 00
Sugar beets	0 90	1 40
Salmon, pink	0 90	1 00
" spring		1 40
" Rivers Inlet red sockeye		1 50
" Fraser River red sockeye	1 50	1 70
Lobsters, talls		3 45
" 1-lb. flats		4 00
" ½-lb. flats		2 25
Canadian Sardines, ¼s	3 65	4 00

Foreign Dried Fruits.

There is very little doing in this line. Advices from Greece again bring up the subject of the protection of the currant trade, by the Chamber of Deputies. Various schemes are discussed by that body, among them being to increase the limit at which the Currant Bank will be compelled to purchase all fruit offered; to provide cash to sources of the bank that immediate payment might be made for all fruit delivered, and at the same time a prohibition against new plantations for a period of ten years. The present position of the currant market in Greece is considered quite strong. According to statistics the available supply for export is now down to 28,500 tons, and if the usual demand is met with from consuming countries (which there is no reason to doubt) the entire

export supply in Greece will be disposed of. We quote:

VALENCIA RAISINS.

New, finest off-stalk, per lb	0 06	0 06½
Selected, per lb.		0 07
Layers "	0 07½	0 07½

FIGS.

Comadres, per tapnet	1 00	1 10
Elemes, per box, new		0 90

DATES.

Dates, Hallowees, per lb	0 03½	0 04

CALIFORNIAN EVAPORATED FRUITS.

Apricots, per lb		0 12½
Peaches "		0 09½
Pears "		0 12½

MALAGA RAISINS.

London Layers	1 75	1 90
"Connoisseur Clusters"		2 00
"Royal Buckingham Clusters," ½-boxes		1 00
"Excelsior Windsor Clusters"		4 25
" " ⅛s		1 25

CALIFORNIAN RAISINS.

Loose muscatels, per lb.	0 07½	0 08
" " seeded, in 1-lb. packages		0 10½
" " in 12-oz. packages		0 08

PRUNES.

	Per lb.	Per lb.
30-40s.		0 09
40-50s.		0 08
50-60s.		0 07½
60-70s.		0 06½
70-80s.		0 06
80-90s.		0 05½
90-100s		0 05
Oregon Prunes (Italian style) 40-50s		0 08
" " 50-60s		0 07½
Oregon prunes (French style), 60-70s		0 06½
" " 90-100s		0 04½
" " " 100-120s		0 04

CURRANTS.

Fine Filiatras, per lb. in cases	0 04½	0 05
" " cleaned	0 05	0 05½
" " in 1-lb. cartons	00 6	0 06½
Finest Vostizzas "	0 06½	0 07½
Amalias "		0 05½

SULTANA RAISINS.

Sultana raisins, per lb.	0 06½	0 08
" " 1-lb. carton		0 09

Green Fruits.

There is a fair general movement, trade being stimulated by the apparent commencement of Spring weather. There is still a quantity of frozen stock of California oranges on this market, some five or six cars having been here, and what is to be done with it is an unanswerable question at the moment. They, however, have not affected the price of good stock. Probabilities are that an advance will be made here shortly in Californian navels of about 50c. Importers have now to pay that advance for new oranges at the coast. This is on account of the large increase in the demand, thought the supply is reported very large. We quote:

Cranberries	8 00	9 00
Cocoanuts, per bag of 100		4 00
Canadian apples, in bbls.	2 50	4 00
Pineapples, 24 to case		5 00
30 to case		4 50
Bananas	2 25	2 50
Valencias oranges 714's		4 50
" " 420's		4 00
Sweet potatoes, per bbl	5 50	6 00
Spanish onions, cases		3 25
French onions, 110-lb. cases		3 00
New Messina lemons 300's		2 75
" " " 360's		2 50
Florida oranges, per box		4 75
California navels	2 50	3 00
Florida tomatoes, per crate		5 00
California celery		5 00
Californian cauliflower, case		4 00

Fish.

There is still a very good demand for all fresh fish. Supplies of frozen, having been practically exhausted, they continue to be drawn from United States sources. Stocks have run very low on many lines, and it is apparent that by the end of the season, there will be very little fish left on the market, for which dealers are duly grateful. Tommy cods have taken a big drop this week, on account of the soft weather, and are now quoted 50 to 75c. cheaper. Choice red B.C. salmon is $1 higher per barrel. We quote:

Frozen herring, medium, per 100 fish	1 40	1 50
Large Halifax sea herring	1 80	2 00
Haddies		0 08
Smoked herring, per box		0 16
Fresh haddock, per lb.	0 05½	0 06
Dore, per lb., frozen, fancy Winter	0 07	0 07½
Pike, " round	0 04½	0 05
Halibut, frozen, per lb.	0 09	0 10
Gaspe salmon, frozen, per lb.		0 14
Frozen B.C. salmon, per lb.	0 08½	0 09
Smelts		0 08
Steak cod		0 05
No. 1 Herring, Labrador, per bbl.	5 00	5 25
" " half bbl.	2 75	3 00
No. 1 Holland herring, per half bbl.		6 50
No. 1 Scotch herring, " "		6 50
" " per keg		0 95
Holland herring, per keg	0 65	0 75
No. 1 green codfish, new, per 200 lb.		7 00
No. 2 green cod, bbls. 200		5 00
No. 1 green haddock, bbls. 200		5 50
No. 1 large green codfish, new, per 200 lb.		7 50
Green pollock, bbls. 200		4 00
Salt eels, bbls. 200 lb		0 6½
Mackerel, per lb		0 12
Boneless cod, 1 and 2-lb. blocks, per lb.		0 06½
" fish, " "		0 05
" " loose, in 25 lb. boxes		0 04½
Boneless fish, in crates, 12 5-lb. boxes		0 05
Skinless cod, cases 100 lb.		4 75
Dried codfish, new, per 100-lb. bundles		5 00
B. C. salmon, choice red, per bbl.		14 00
Marshall's kippered herring, per doz.		1 40
Canadian kippered, per doz.		1 00
Canadian ¼ sardines, per 100	3 75	4 00
Canned cove oysters, No. 1 size, per doz.		1 30
Canned cove oysters, No. 2 size, per doz		2 25
Shell oysters, No. 1 Malpecques	6 00	8 00
" " " common	3 00	4 00
Standard bulk oysters, per gal.		1 50
Selects		1 75
Qualla salmon, frozen, cases	0 07	0 07

R. HERRON & CO.
MONTREAL.

WE have added to the **Extract Department** of our extensive business the well-known **"CROWN"** and other brands manufactured by the Greig Mfg. Co., Limited, whose entire manufacturing department has been purchased by us. It is our intention to keep up the high quality of these goods, which have been on the market for about 20 years.

We trust that the old patrons of "Crown" brand Extracts will continue to place their orders for these goods with us. Same will have our prompt and careful attention.

Choice round trout	0 06½	0 07
Whitefish, small	0 06½	0 07
Tommy cods	1 75	2 00

Country Produce.

EGGS.

The egg market shows improved conditions now, and with increased receipts both from Canadian and American sources, there is also a better demand. Old stock has been about cleaned up. Large supplies are expected of fresh stock shortly, and the market has again weakened, and for single cases 27c. is now quoted, with sales of fair sized lots at 25c. Should the mild weather continue indications are that prices will go down rapidly.

BEANS.

There has been absolutely no change in the conditions of this market. There is not much demand, though no weakening in prices is reported. Primes sold at $1.35 to $1.40 per bushel in carlots; smaller lots at $1.40 to $1.50 and lots of 1 to 5 bbls., $1.60 to $1.65.

HONEY.

There is no actual change in prices. White clover comb is somewhat scarce, and a little firmer. We quote:

Comb honey	0 13	0 13½
Buckwheat	0 06	0 07
Strained, white clover	0 08½	0 09

POTATOES.

There has been a fair but steady demand for potatoes at prices quoted before, and the market is now moderately active, at 71 to 72c., in carlots, on track, and 82 to 85c. per bag. Some frozen stock is reported to have sold on the market very cheaply.

MAPLE PRODUCTS.

A few samples of new syrup were received here last week. It is expected that there will be a good run this season, owing to the heavy snowfalls. There is but little demand for old stuff, but a better trade has been done than a week ago. We quote:

Maple syrup, in wood, per lb	0 05½	0 06
Maple syrup, in large tins	0 70	0 75
Pure sugar, per lb	0 07	0 07½
Pure Beauce sugar, per lb	0 08½	0 09

Flour and Feed.

FLOUR.

There is still a firm feeling in this market, though with the exception of straight rollers there has been no actual advance. In Manitoba grades should the weak feeling in wheat continue, a decline will be looked for, but at present prices are steady. We quote:

Manitoba spring wheat patents		5 40
" strong bakers'		5 10
Winter wheat patents	5 10	5 25
Straight rollers	4 85	5 00
Extra	3 80	3 90
Straight rollers, bags	2 30	2 35

FEED.

There is a moderate demand for feed, and a fair trade is doing. Ontario bran has taken another advance, and is now 50c. higher. Shorts are also up somewhat. We quote:

Ontario bran, in bulk		19 00
" shorts		21 00
Manitoba bran, in bags	19 00	20 00
" shorts		21 00
Moullie	26 00	28 00

OATMEAL.

Rolled oats have again advanced and the market is firm under a good demand. Business in a jobbing way is done on a basis of $2.50 per bag and $5.15 to $5.20 per barrel. Oatmeals are quoted by the wholesale houses as follows:

Fine oatmeal, bags		2 90
Standard oatmeal, bags		2 90
Granulated "		2 90
Rolled oats, bags		2 55
" bbls.		5 30

HIDES.

There has been no quotable change. Receipts have picked up to some extent, though the quality is still not the most desirable. We quote as follows:

No. 1 beef hides	0 08	0 08½
No. 2 "	0 07	0 07½
No. 3 "	0 06	0 06½
Lambskins		0 75
No. 1 calfskins		0 11

NEW BRUNSWICK MARKETS.

Office of Canadian Grocer,

St. John, N.B., March, 1904.

AFTER our long Winter even the disagreeable March weather is a welcome change. We are having all the signs of the break in the season. The little German band has been on the street, and in addition we have had a thaw and a thunderstorm. There are a number of rumors of business changes, even perhaps of more importance than the usual changes incident to the season. Merchants have had great difficulty in getting Western goods forward, particularly heavy goods. Now, however, they are crowding in so there is the additional difficulty of handling them, but this is the better condition of the two.

The matter of chief importance to local merchants is the decision of the banks here to accept American paper and silver money at face value. Being so near Maine and in the Summer having continually a large number of Americans here, we always have in circulation a quantity of United States money. What to do with it has for years been a disturbing question; during the last few years we have been helped somewhat by the C.P.R. accepting it for freight. But the I.C.R. would not do so. Our money receives so little courtesy at the hands of our American friends that there was a feeling we should not place their money on an equal footing with our own, but as we were the ones put to inconvenience the position taken by the banks is greatly appreciated.

In markets the past week has seen but little change. Everything is firm; lard is considered particularly so; but in Chicago the market has been unsteady. Rice is still low and our trade has bought freely. Cream of tartar is firmer, and all spices tend higher. Cloves are firm at the high figures.

Oil—In illuminating oil the high price continues. While the retail trade are trying to get a better profit, it is in a better position in this regard than before the day of the tank wagon. Then they always felt there was a loss in the matter of measure but now there is little chance of this. Lubricating oil has particular attention. A new company started here a short time ago but their business has now been taken over by a company already represented here. In paint oils, linseeds are still low, turpentine high; fish oils scarce. Newfoundland and non-freezing cod liver oil is lower.

Salt—In Liverpool coarse salt there is a full stock held; dealers have been buying ahead, feeling that the war would by advancing coal, advance salt. In fine salt stocks are not large. Prices of Canadian fine is rather lower. The high price of wooden packages effects that style of delivery.

Canned Goods—A car of tomatoes has been received, sold by a Montreal house under the market price. Prices are held firm. Corn is in light supply. In fact all lines are tending higher. Meats are very firm. In domestic fish, kippers and sardines are still offered but haddies and other lines are in short supply.

Green Fruit—Apples are a light stock. There is good enquiry, and prices are higher. Lemons have a fair sale but quality here has not been good. Valencia oranges now largely hold the market, price higher. Californias, while freely offered are not large sellers. A few cranberries sold at full prices. It is thought the banana season will not open as early as last year.

Dried Fruits—The demand here for prunes is for 90-100s, and this is the size which this season has in rather light supply. In apricots and peaches there is a small market. In raisins the market is somewhat overstocked and prices are easy. Sale is for seeded, in which there is a wide range of quality. It is said some 12-oz. goods are offered. Currants have steady sale at even figures. Dates are low. Some nice Canadian onions are offered; also quite a few Valencias. Peanuts, of which a very large quantity is used here, are held firm at the advanced price.

Sugar—Prices have been slightly advanced, and the market is considered firm. Dealers carry full stocks. The sale is for granulated.

Molasses—While prices are lower there is but a limited sale. Buyers will only take such quantities as will supply present needs. There is considerable old molasses being carried over. It is an interesting question what will become of it.

Fish—The break in the season will mean a break in the fresh fish business. The season has been better than for some years, particularly in frozen herring. All lines of fish are scarce, dry cod and smoked herring particularly so. The haddie season is about over, and the supply is now light. Pickled herring have a light sale.

Flour, Feed and Meal—There has been no change in flour during the week and prices are held firm at the advance. Oats have a steady sale even at the higher figures quoted. Oatmeal shows a wide advance. The market is well supplied. Beans are higher, but have

BLANKE'S "FAUST" BLEND

FINEST GROWN MOCHA and JAVA COFFEE

C. F. BLANKE TEA and COFFEE CO.

St. Louis, New York, Chicago and Kansas City.

The **"Faust" Blend Coffee** was first blended for Tony Faust's famous cafe in St. Louis. There is no more exacting test made of Coffee than that made by the first-class hostelry. The superior merit of Blanke's Coffees is attested by the fact that the very best hostelries in the United States serve them **exclusively.** The following is a partial list :

NEW YORK CENTRAL Dining Cars and Station Restaurants.
IMPERIAL HOTEL, New York.
HOTEL BARTHOLDI, New York.
DENVER & RIO GRANDE Dining Cars.
B. & O. S. W. Dining Cars.
WABASH Dining Cars.
COTTON BELT Dining Cars.
LAKE SHORE Dining Cars.
OCEAN STEAMSHIP CO., of New York and Savannah.
AUDITORIUM HOTEL, Chicago.
SCHENLY, Pittsburg, Pa.
TONY FAUST'S, St. Louis, Mo.
ARLINGTON HOTEL, Hot Springs, Ark.
SHANLEY'S NEW YORK CAFES.
COLORADO HOTEL, Colorado Springs, Col.
BATTERY PARK, Ashville, N.C.
HOTEL COLORADO, Glenwood Springs.
WHITE'S CAFES, Chicago, Ill.
GRAND HOTEL, Cincinnati, O.
DEL PRADE HOTEL, Chicago, Ill.
GRAND HOTEL, Yarmouth, Nova Scotia.
PULLMAN Dining and Buffet Cars.

If once you sell this Coffee to your customers, no other Coffee will satisfy them.

It will take trade away from competitors and bring you new customers.

Put up only in one and two pound air-tight cans, which preserves the delicate flavor of the Coffee. It can be obtained whole or ground.

Cases 48 lbs., Half-Cases 24 lbs., Price 33c. per lb. F.O.B. Montreal

Freight prepaid on quantities of 96 lbs. net of Coffee, to any Railway Station from Halifax to Vancouver.

With every first order of 48 lbs. or more, will be sent a very artistic and attractive "CUT-OUT," 39 inches high, representing the Spinning Scene in "Faust"; Marguerite being tempted by Mephisto with a cup of "Faust" Coffee.

SOLE AGENTS FOR CANADA

HUDON, HEBERT & CIE.,

MONTREAL

WHOLESALE GROCERS AND WINE MERCHANTS.

shown little change. Barley is firmer. Split peas are scarce. In feed there is only a fair sale. Seeds, timothy and red clover, are rather firmer. Prices have been low.

NOVA SCOTIA MARKETS.

Halifax, March 7, 1904.

TRADE is beginning to look up considerably and city houses are getting in shape for the rush of Spring business. It is too early yet for shipments to shore points, but goods are being sold for delivery when the coasting schooners are able to make their usual voyages. The weather is now milder and during the week the province was visited by a very heavy rainstorm accompanied by thunder and lightning. This materially reduced the snow and the roads are now in better condition. Merchants, however, complain of difficulty in getting heavy freight through from Ontario, as a result some lines, spot stocks of which are light, have been advanced more here than in the upper provinces.

A disastrous fire broke out Saturday morning in the centre of the Halifax wholesale district, but fortunately all of the wholesale warehouses escaped. The buildings destroyed included two hotels, the British American and the Commercial, the E. B. Eddy paper warehouse, a large building occupied by T. H. Carroll, commission merchant, and owned by J. Walter Allison, of John P. Mott & Co., and other buildings occupied by various tenants as small shops and residences. The loss will be about $50,000, the buildings being merely wooden structures. The following wholesale houses surround the burned district, viz.: The Acadia Sugar Refining Co., John P. Mott & Co., Brown & Webb, the People's Bank, H. H. Fuller & Co., John Lubin & Co., Grant, Oxley & Co., and Bauld Brothers.

A leading wholesale house this week issued a price list to the trade making the following changes in quotations: Pearl barley, half barrels, $4; former price, $3.60. Yellow eyed beans, five bushel barrels, $3.50; former price $3. Brooms, King, 3-string, heavy, $2.75; former price, $2.90. Beef, American plate in bond, $9.50; former price, $9.25. Pork, Swift's, in bond $16; former price $15. Bean pork, in bond, $14.50; former price, $13. French walnuts, 7-1-2 cents; former price 9 cents. Brazil nuts, 13c.; former price 15c. Almonds, 9 1-2c.; former price, 12c.; Boneless chicken, per dozen, $3.25; former price, $2.85. Corn, $1.10; former price, 95c. Beans, 90c.; former price 85c. Lard, pails, 9 1-4c.; former price 8 3-4c. Lard, compound, pails, 8 1-2c.; formerly 8 1-4c. Manitoba flour, less than carloads, $6.15; former price, $5.70. Ontario patents, $5.60; former price, $4.85. Cornmeal, $3.25; former price $3. Rolled oats, barrels, $5.50; former price $5.25. Biscuits for all makes have advanced one half cent per pound. Fish have advanced 50c. per quintal. The discount on bags has been reduced 10 per cent. Wrapping paper is higher by about 5 per cent. and tubs and all lines of woodenware have advanced 10 per cent. Potatoes have advanced to $2 per barrel. The above fairly represents the changes of the week on this market.

MANITOBA MARKETS.

THE long, bright sunshiny days of March have already materially effected the snow; the streets are getting slushy and wheels are once more in evidence on all the big drays; signs on all hands that Spring is coming.

Business has been very good throughout the week, and as railway facilities improve with the fine weather there will be an increased demand for many lines of goods that have run short in the more remote of the smaller towns.

Jobbers report a generally good all round trade and appear to be very fairly satisfied with collections.

There has not been much change in prices for the week but prices in all lines of staple groceries are very firm and in a good many lines there appears to be a tendency to advance. This is very noticeable in canned goods and more especially canned vegetables which are very firm. Corn is scarce and promises to be more so as the season advances, and the price is very firm at $2.50. Tomatoes which were quite easy a few weeks ago at $2.60 to $2.65 are now quoted at $2.65 to $2.75, and the last named price is asked for all the best brands. Peas are also very firm and are quoted at $2.25 to $2.30.

Sugars—The advance in the East was confirmed here on Friday and the prices are now $4.80 in barrels and $4.70 in sacks, the difference in price being accounted for by the increased cost of wooden packages. Yellows are quoted at $4.15. The demand for sugar at the present is good.

Evaporated and Dried Fruits—All lines are very firm and this season's pack of apricots and peaches is very high, a good deal of choice stock from the year before being handled. Old pack apricots are worth 12c to-day and new pack 13½ to 14c. Peaches are very firm, 8½c. to 9c.

In Raisins—The only change is the announcement of a rebate of 1c. on seeded raisins, made by the California Association; this rebate, it is claimed by some is to extend to 3 crown muscatels as well, but so far that statement lacks confirmation. Imported raisins are just about the same as they have been since Christmas and there is only a steady consumptive demand.

Green Fruits—The fruit trade has slightly stirred from the end of the Winter dullness this past week, and things have been lively. The Ottawa Fruit and Produce Company arrived in Winnipeg recently to open a branch and advertise an auction sale of oranges for Thursday, March 3. The representative of the California Fruit Association got wind of the matter and got up an auction sale for Thursday morning at which prices realized were about $2.65 per case, the prices at the afternoon auction of the Ottawa people being if anything slightly under that. The representative of the California Association announces his intention of having an auction sale of a car of oranges whenever the other people do. In the meantime, wholesale fruit jobbers have put the price of oranges down to meet the auction sale price, though this apparently was only for the moment and they would not quote them as actually lower. The Ottawa people claim they are with the thing for keeps and that they are in a position to make fruit cheaper, and there for the present the matter rests, except that the auctioneers of the city are said to be moving to prevent Mr. Borthwick of the Ottawa Fruit Company doing his own auctioneering. The rule is that a man must be a resident of the province three months before he can take out a license, and this rule was not observed by the Ottawa company, Mr. Borthwick doing his own auctioneering.

The first car of bananas is expected next week or not later than the 12th or 15th. At present bananas are still coming in by express and are quoted at $4 per bunch. Pieplant, both domestic and imported, is offering at 12c per pound and finds ready sale; cucumbers are $2.25 per dozen and tomatoes in six basket crates $1.25 per basket. Fresh lettuce is 75c. per dozen bunches.

Fish—Oysters are scarce and high, being quoted at $2.25 to $2.50 per gallon. Haddies have advanced 1c. and are quoted at 9c. per lb.

Flour—The market remains at last week's figure of $2.75 for No. 1 patent in spite of the decline in wheat prices. The demand for flour is very heavy at the present time.

Cured Meats—The market took the upturn this week and hams are quoted at 14c., breakfast bellies at 13½c., and backs at 11c. Dry salt long clear, 9c., smoked, 10c., and boneless backs 8c.

BRITISH COLUMBIA MARKETS.

Vancouver, B. C., March 5.

EASTERN people are apt to think that the only thing developed to any extent in the fisheries of British Columbia is the salmon. While that is the important line from point of extent of the industry and the capital involved, halibut fishing is rapidly becoming a very considerable source of revenue, not only to the parties interested in the operation of these fisheries, but in the amount of money put in circulation through it. The principal company engaged in this province is the New England Fish Co., of Boston, which has three fine fishing steamers, the New England, the Kingfisher and the Columbia, constantly engaged. Each of these vessels is built of steel and in dimensions is as large as any fishing vessels ever used. The Columbia is of Canadian register and the other two are United States.

To make a round trip from Vancouver to the fishing grounds on the banks of

Dingle & Stewart
WINNIPEG, - - CANADA.
COMMISSION BROKERS.
Excellent Storage Accomodation.
Consign Your Cars to Us.

Queen Charlotte Islands takes from 8 days to two weeks, the winter trip being longer as a rule. The cargoes brought to port each voyage are from 75,000 to 150,000 lbs. as a rule, but there are occasions when good weather and the proverbial fisherman's luck make the catch much bigger. This week two of the largest catches on record, one being a world's record for halibut, were brought to port. The Kingfisher came in with 240,000 lbs. and the Columbia reached port the same day with 150,000 lbs. The distribution of money from such a catch is no small amount. The fishermen, of whom each vessel carries about 24, make large wages, or rather their money is by the piece on the result of the catch. The men on the Kingfisher made an average of $100 each on the big catch brought in. The vessel was absent from port only 8 days, and the run each way takes about 48 hours, so that for the time actually spent on the banks the catch is simply enormous.

The fish is largely shipped to the Eastern States, though the company sells a good deal locally in the Northwest and Eastern Canada. The cargo is shipped by rail over the C. P. R. to Montreal and thence to Boston. The fish are trimmed of heads and entrails and packed in 200 lb. boxes in ice, and the cars are kept iced on the entire trip east. There are a number of other companies operating in a smaller way from B. C. ports, and from Seattle there are said to be some 40 schooners engaged in fishing halibut. For the regulation of these latter vessels and preventing them breaking the laws respecting fishing within three-mile limit, the Dominion Government keeps the fisheries' protection cruiser Kestrel in commission. She is now on a six weeks' patrol of the banks and northerly coast waters.

In addition to the money spent in purchase of supplies, and keeping the vessels outfitted at this port, the providing of herring, which is used for bait, has furnished a considerable industry. One small steamer, the Squid, built last year, is engaged in the herring catching exclusively for bait. She brings in from twelve to twenty tons to port each trip. These are salted and kept on hand for the halibut steamers.

* * *

The cargo of the steamer Queen, which was partly burned last Sunday while en route to this port, chanced to comprise some large consignments of California products for local wholesalers. It arrived by the steamer Al-Ki yesterday from Seattle, where the Queen was taken after the accident. The principal items were 12,236 lbs. of dried fruits, 5,740 lbs. raisins, 8,550 lbs. coffee, 4,675 lbs. malt, 550 lbs. beans, 4,000 lbs. rice, 31,000 lbs. salt, 100 bbls. cocoanut oil, 367 lbs. leaf tobacco, 1,900 lbs. oil cake, 20,000 lbs. soda, 250 cases fresh eggs, 100 boxes macaroni, and 600 packages fresh fruits and vegetables.

* * *

Local trade conditions are rather quiet again this week. There was some fairly heavy shipping North by the steamers Princess May, which loaded nearly 200 tons of provisions and groceries for White Horse and Dawson on Tuesday, but otherwise there has been a lull in shipping. The steamer Miowera, which sails for Australia this week, takes out but a small cargo, and of this Canadian food products are a small percentage. The fact that no wheat or flour is being shipped to the Commonwealth now reduces the total of consignments considerably.

The steamer Athenian leaves on Monday next for the Orient, but her cargo is not to include much in food products. Flour is not in a position to be shipped owing, as described last week, to overstocking in Oriental warehouses and the closing of Russian ports as well as the uncertain condition of shipping to Japan.

The steamer Empress of India which reached port on Wednesday morning brought a fairly large cargo of which a proportion consisted of rice and tea, but from Japan ports shipments have fallen off. The steamer's advices show that trade at the principal seaports of Japan has fallen off greatly owing to the war, which occupies the attention of every one.

* * *

Grocery stocks show little if any changes this week. Sugar has not moved in price for some time and this week no further increase in flour is noted. The firm quotation is now on a basis of $6 per bbl. for patent. The canned goods situation as compared with Eastern quotations is peculiar. Lines of vegetables which last week The Grocer quoted at $1.15 Eastern price, are being sold at $1.05 here. The wholesale trade is fairly well stocked, and as they do not anticipate re-ordering, it is likely they will keep the price about as it is, despite the fact that they could not repeat at quotations now current in the East. Dried fruits are moving better, but no further advances since last notation have occurred.

* * *

Eggs are cheaper this week. Today's quotation is 29 and 29½c. for California stock, which is supplying the market. Next boat, which is due on Monday, will bring stocks which sell for 27c. Local eggs are scarce, and the quotation is now firm at 35c.

Butter is not in big supply, though there is no shortage. Local fresh creamery is still scarce and quotation is now 32c. for those creameries which have to sell. The small stock of Australian which arrived last week by the steamer Miowera sold out quickly at 29c. There is a lot of moderate proportions expected from New Zealand by next steamer in three of four weeks' time. The car of Ontario butter expected to arrive has not yet come to hand. It will be easily absorbed when it reaches the market.

Cured meats are steady at quotations of 16½c. for hams and 17½c. for bacon, U. S. packing house stock. Lard is fairly easy and price is now coming up to a parity with Eastern quotations, though not as high yet.

* * *

Fruits are moving slowly. Oranges are plentiful and while there are indications that the California market is stiffening up local quotations to the trade are from $2 up to $2.50 for navels. Seedlings do not sell when the navels are so cheap. A few small lots of Oregon apples have been on the market at from $1.75 to $2 per box. Some Coldstream stock from the Okanagan district is expected in next week, which will sell at $2.25 to the trade.

Vegetables are in fair supply. Dry onions are from California largely now, and a shipment of New Zealand onions will be received by the next Australian steamer. These are hard dry stock, of superior class, specially for northern trade. They are crated instead of sacked for shipment. Potatoes show easier feeling. Ashcrofts are a little lower. The wholesale quotation is now about $20 per ton with local Fraser Valley stock at about $18.

In the interior there are some places such as Grand Forks and Midway in the Boundary District where some considerable quantities are now grown. A car was shipped from there to Nelson last week which had been in pits all Winter and was loaded in a refrigerator car for forwarding. It stood the trip all right, and turned out in good condition, though the weather is still Winter there.

HINTS TO BUYERS.

Contributors are requested to send news only, not puffs of goods they handle, or the arrival of standard goods that everyone has in stock, or that they are offering goods at close figures, or that they have had an unusually large sale this season.

Three cars bananas arrived this week for White & Co., Toronto.

A. F. MacLaren Imperial Cheese Co., Toronto, have some finest quality Canadian Stiltons, Flats and Cheddar cheese, which they are selling at interesting prices. If you want anything of this kind, get in touch with them at once.

McWilliam and Everist, Toronto, report that they have a car of pineapples from Havana, Cuba, on the way. They are also in receipt of a car of Palermo lemons.

White & Co., Toronto, expect a shipment of new strawberries on March 10, which will retail at 50c. a box.

Dawson & Co., Toronto, have received a car each of "Magnolia" brand California navel oranges, "California Beauty" navel oranges, and their old standard "Redland Beauty," California navels. They also report the arrival of 2 cars Valencia onions.

Rock crystals and Trinidad sugar in bags in store with L. Chaput, Fils & Cie, Montreal.

White & Co., Toronto, have installed a private branch telephone exchange connecting all departments and fruit market, which will be found a great convenience to the trade.

The T. Upton Co., Hamilton, report that in spite of the severe frost this Winter their bitter oranges are arriving in better shape than ever, and that they are having the largest sale of their orange marmalade on record. Quality counts.

Owing to scarcity of native onions this year, White & Co., Toronto, are receiving large shipments of Spanish and French onions.

We have recently had our attention called to an article which should be of

interest to the grocery trade, namely: Calvert & Co.'s carbolic 15 per cent. soap for cattle. This soap will be found of great value to owners of horses and cattle, and also for the destruction of lice and other insects. The coats of horses will be much improved by the use of this soap, which also saves them from a great deal of annoyance from fly or other insect bites. Country store keepers would find this an article which would sell for many useful purposes. Full instructions are given on the label. F. C. Calvert & Co. (of Manchester) have recently opened a depot for their Canadian business, and their advertisement appears on page 9.

Some very attractive lines of French goods such as mushrooms, peas, haricots, &c., in tins and glass, are offered at interesting figures by L. Chaput, Fils & Cie, Montreal.

There are a few of those Eastern war maps left Laporte, Martin & Cie, Montreal. They are yours for the asking.

L. Chaput, Fils & Cie, Montreal, are offering medium pearl and seed tapioca at very low prices.

Buyers of dates will find good value and interesting prices by communicating with L. Chaput, Fils & Cie, Montreal. New York Golden Hallowees in 1 lb. packages are an attractive feature.

INQUIRIES FOR CANADIAN TRADE.

The following were among the inquiries relating to Canadian trade recently received at the Canadian Government office in London, Eng.

1. A produce broker in London is desirous of taking up the sale of Canadian wheat on commission, as well as other grain, canned fruit and fish.

2. A London firm of general merchants and commission agents are desirous of obtaining consignments of fruit from Canadian sources.

3. Inquiry is made respecting shipments of concentrated apple juice which have been coming to the English market from Canada.

4. A timber merchant in London has asked to be placed in touch with Canadian manufacturers of blind laths.

5. A firm of sauce, ketchup, essence and vinegar manufacturers are anxious to appoint reprsentatives in one or two of the largest trade centres in Canada.

6. A commission agent in the north of Ireland is seeking the agencies for Canadian shippers of canned fruits, meats, condensed milk, cheese and canned fish.

7. A Canadian shipper of common and culled apples, such as are used for cider purposes, is shortly visiting the United Kingdom and France, and desires to get into touch with importers with whom to establish business relations.

The following enquiries were received at the Canadian Section of the Imperial Institute, London, Eng.:

8. A firm, working the confectionery, grocery and druggist trades, invites correspondence from Canadian manufacturers of any goods in these lines, for which an outlet is desired.

9. The manufacturers of glass bottles, of various kinds, ask to be placed in communication with Canadian importers.

10. A firm in Aberdeen would be glad to hear from Canadian shippers of cheese, butter and other produce.

[The names of those making inquiries may be obtained from the Editor of THE CANADIAN GROCER.]

OFF FOR NEWFOUNDLAND.

MR. J. LISTER NICHOLS, representing E. W. Gillett Co., Toronto, in Newfoundland and New Brunswick, was in Montreal this week on his way to the East. Mr. Nichols is thoroughly familiar with the trade in the Maritime Provinces and the ancient colony, this being his second trip for E. W. Gillett Co. Although starting now, Mr. Nichols will require over nine months to cover the ground. After visiting St. Johns, Nfld., Mr. Nichols hires a sailing craft and entirely circumnavigates the island touching at all the villages and coastline towns not called at by the regular steamers, and it goes without saying that he can in this way personally reach more of the trade than the travellers usually do who visit Newfoundland.

Mr. Nichols' experience in the past among the fisher folk have been interesting and novel, and at some future time a few of his experiences may prove entertaining to our readers. He found the people generally hospitable; business is done freely and comparatively easily. One feature of interest to the traveller is the lack of proper hotel accommodation, but in this respect great improvement has taken place during the past few years. Certain conditions of trade in Newfoundland require merchants of the Dominion to put up goods to suit the habits and customs of the islanders, and those manufacturers who have fallen in with the views of the Newfoundlanders have reaped good results, and will continue to benefit, as the merchants and consuming public are very conservative. Mr. Nichols will make a tour through New Brunswick before visiting the island next June.

A VISITOR FROM CALCUTTA.

MR. E. H. TOWNEND, of Lampard, Clark & Co., Calcutta, is a visitor to their Montreal branch this week. Mr. Townend is visiting his firm's different branches in Canada and the United States, and as this is his first trip his time will be thoroughly occupied in studying the trade conditions of Canada and the United States.

"It is rather early to comment on this year's Indian tea business," said Mr. Townend, "as the tea is not grown yet; but judging from information possessed by us, and reports from up country it is thought that there will be no falling away of the output. It all rests with weather conditions; if these are favorable the season will naturally be longer and the production larger. The improvements that are being made every season, looking to the production of green Indians, are placing these teas on a high and desirable plane. I may be prejudiced in my opinion but I am firmly of the belief that our green Indians are more desirable than similar teas produced in Ceylon, as regards make, flavor, draw and character. Of course, you understand, I merely express the opinion of the Indian tea planter."

Mr. Townend is not very much impressed with the reception he got from the clerk of the weather; a little warmer weather would be preferable. However, before he finishes his tour, he expects he will find Canada all that Canadians claim for it. After making a tour of the Continent as far as San Francisco Mr. Townend returns to Calcutta via New York and London.

"FRAE GLASGIE."

Mr. David Greig, representing D. McDougall & Co., of St. Rollon, Glasgow, the well-known Scotch clay pipe manufacturers, was met among the jobbing trade in Montreal this week. Mr. Greig who is well and favorably known to the trade in Canada, in an interview with The Grocer, stated that the increase in his company's business in 1903 was phenomenal and the prospects are exceedingly bright for the future. Mr. Greig left for the West this week, and it will be a few months before he will again walk in "Auld Glasgie."

EXPORT APPLE TRADE.

The following estimate of the apple exports for week ending March 5, 1904, has been prepared by F. Barker, apple exporter, Church street, Toronto:

	Liverpool.	London.	Glasgow.	Various.	Total.
Portland	7.875	....	....	....	7,875
New York	4 109	7,654	969	8,795	21.527
Boston	6,716	1,173	....	....	7,889
Halifax	2,230	16,395	....	....	18,625
St. John, N.B.	....	3,007	....	....	3 007
Week's total	20.930	28 229	969	8 795	58,923
Same week, 1903	81 675	9 619	7 291	3 912	52 497
Season to date	1,493.791	739,587	440 481	513 019	3,177.878
Last " "	1,353.781	402,627	389.771	223 173	2,369.352

Mr. Barker is in receipt of the following cables from Liverpool regarding the apple market dated March 7 and 9 respectively:

"Market active, prices steady. Baldwins, 17s.6d. to 22s.; Ben Davis, 15s. to 21s.; Spies, 18s. to 24s.; Russets, 15s.6d. to 23s."

"Market continues steady."

Do You Know

that our Flavoring Essences of purest quality and highest strength can be laid down in your market at very much lower prices than any other make.

Flavoring Extracts.

	60 doz. ½ oz.	30 doz. 1 oz.	15 doz. 2 oz.	8 doz. 4 oz.	4 doz. 8 oz.	Per case 16 cases to the ton of 40 c.f.
Gold Medal Label....	0.45	0.81	1.46	2.19	3.65	per doz., less 2½ prompt cash
Colored Label.....	0.43	0.61	0.97	1.70	3.16	" " 5% and 2½ "

Shipped "in bond" f.o.b. London, in quantities of at least 2 gallons, any assortment, any flavor and any size.

Worcester Sauce.

	½ Pts.	Pts.	
Sutton Piquant.....	1.10	1.94	per doz. less 2½ prompt cash.
Sutton AI.....	0.55	0.97	" " 2 " "

Either 6 doz. ½ pts., 4 doz. pts. per case, 16 cases to the ton of 40 c.f.

Compound Cream of Ammonia, (Cloudy).

Extra strength, unsurpassed for the bath, invaluable for household use. 16 oz. fluid bottles, 3 doz. per case, at $1.40 per doz.

Dried Herbs.

	½ Imp.	½ Rep. pts.	
Sage, Savory, Thyme	0.37	0.49	per doz. less 2½ promp cash.

Cases charged at cost, 48c.

We quarantee every article to be of the highest and best quality that can be asked or wished for. They are PURE and therefore BEST.

Write for new catalogue to MR. M. NIERMEYER,
Care of Queen's Hotel,
MONTREAL.

Address: MR. MARTIN NIERMEYER,
Export Manager for **G. F. Sutton, Sons & Co.,**
16 Rood Lane, LONDON, E.C., England.

900
Half-Chests
GREEN CEYLONS
—AT—
15 to 20c.

Bought before the advance.

Geo. Robertson & Son
KINGSTON

BORDEN'S EAGLE BRAND CONDENSED MILK.

Orders for the Canadian Trade are being filled from our factory at Ingersoll, Ont.

Eagle Brand Condensed Milk,

"Gold Seal" Condensed Milk,

Peerless Brand Evaporated Cream.

Our prices will interest you. Our local representatives will cheerfully answer your enquiries.

Selling Representatives in Canada

W. H. Dunn, Montreal and Toronto. Erb & Rankin, Halifax. W. S. Clawson & Co., St. John, N.B. Scott, Bathgate & Co, Winnipeg, also Shallcross, Macaulay & Co., Victoria and Vancouver, B. C.

WE are sorry for our friends in the North, who are snow blocked, and will do our best to rush shipments by first freights.

'PHONE OR WRITE.

BALFOUR & COMPANY, Branch Canada Grocers, Limited, **HAMILTON**

Sole Proprietors of **"TARTAN" BRAND.**

DEATH OF A PROMINENT MANUFACTURER.

MR. E. W. GILLETT, one of the best known citizens of Chicago, died at 9 o'clock last Friday night at his residence, 3334 Michigan avenue. He was born in Dexter, Jefferson Co., N.Y., and when six years old moved to Chicago with his parents. On the advice of his physicians he left at the beginning of this year for Southern California, but gradually grew worse and returned to Chicago about ten days before his death occurred.

The late Mr. E. W. Gillett.

Mr. Gillett was 61 years of age, and during the past two years had been in delicate health; but prior to that time he was unusually robust and was a splendid type of American manhood. His demise will be learned with profound regret by a host of friends throughout Canada and the United States. During the past 40 years he has been extensively engaged in manufacturing grocers' sundries. Owing to his untiring and energetic efforts, the business soon attained phenomenal proportions. He took a very active interest in commercial affairs, and held a number of prominent positions, one of which was president of E. W. Gillett Co., Limited, Toronto. This position he had held since the inception of the company.

The deceased is survived by his widow and two children, C. W., of the firm of Gillett & Denniston, and Lillian M. He was a Presbyterian and was connected with the Second Presbyterian Church. The funeral took place Sunday afternoon from the family residence to Rosehill Cemetery.

SOLID ARTICLES MADE OF MILK.

The utilization of skim-milk in the production of a hard substance resembling horn or celluloid, to which the name "galalith" (milkstone) has been given, is described in the Sanitarian, which takes its facts from a recent report of the United States Consul-General at Coburg, Germany. Articles made of this new substance, which were shown at the hygienic milk-supply exhibition at Hamburg, included combs, seemingly made of horn, cigar-holders, with amber-colored mouthpieces; knives and forks, with handles similar in appearance to ebony; ferrules for umbrellas and sticks, and balls, rings, chess figures, dominoes, etc.; also a small table with an inlaid marble slab, and finally a number of thick slabs and staves with every imaginable variation of marble colors, but of considerably less weight than real marble.

BODE'S GUMS.

The first shipment of Bode's gums "Fleur-de-Lis" and "Pepsin" brands was made this week by Snowdon, Forbes & Co., Montreal, selling agents for Canada.

MR. S. W. EWING, MONTREAL.

WE have pleasure in presenting to our readers this week the portrait of S. W. Ewing, of Montreal, the newly elected chairman of the Manufacturing Grocers' Section of the Canadian Manufacturers' Association. Mr. Ewing is a member of the firm of S. H. Ewing & Sons, Montreal, importers and manufacturers of coffees, spices, teas, corks, &c., having joined his father and brother in 1898. Previous to entering the present firm Mr. Ewing represented the dry goods firm of Gault Bros. & Co., in the district between Montreal and Toronto. He covered this territory for 13 years, which means

S. W. Ewing, Montreal.

that he is thoroughly well known to the trade.

His election to the chairmanship of such an important branch of the Canadian Manufacturers' Association is a compliment to the ability and interest Mr. Ewing has taken at all times in matters pertaining to his branch of the trade. As a presiding officer he is equally efficient. Mr. Ewing is a member of the Montreal Board of Trade, vice-president of the Junior Conservative Club, member of Royal St. Lawrence Yacht Club, St. George's Snow Shoe Club, the Antiquarian Society, and a number of other leading athletic and fraternal associations of Montreal, among others the Masonic Order, of which he is a thirty-second degree member.

BACK FROM WEST INDIES.

E. H. COOPER, Montreal, secretary of the Canadian Manufacturers' Association, who has lately returned from a trip to the West Indies and British Guiana, is convinced that there is an opening in those countries for many of the products and manufactures of Canada.

"Canadian goods," says Mr. Cooper, "if suitable to their requirements, are welcomed by the West Indian people more than those from any other country. We are the only ones who give them a preference in our market, and I could easily see that it was appreciated. Our first and greatest need, however, if we are to work up a trade, is an up-to-date and thoroughly competent steamship service between a Canadian port and the Islands. At present a West Indian merchant ordering goods in Canada may expect a delay of a couple of months occasionally before receiving them, while if he places his order in New York, a few days suffices for delivery of the goods. A large quantity of our exports are now shipped via New York on this account. I saw some 30,000 or 40,000 barrels of sugar on the wharves at Demerara en route for Canada, and not one of them was to be shipped via a Canadian port.

"Canada's products stand high in the estimation of the West Indian people—almost too high in fact, for the price of many of our exports to the Islands is beyond the reach of a very large percentage of the population. One scarcely likes to advise Canadian manufacturers to go into the making of cheap stuff instead of the first-class goods, but there is a big trade to be done in many cheap lines. The Americans already appreciate this fact, and are supplying the West Indies with articles at prices required. They are often of miserable quality, but they answer the purpose. As an example, one merchant showed me an American made boot, which he cut in two, from toe to heel, to show its quality. The uppers were leather and there was a thin piece of leather on sole and heel. The rest was some paper composition. A small chip of wood was placed in the instep to keep the boot in shape. These boots were selling at 4s. a pair, and large quantities of them are taken, principally by the negroes. Of course, we can sell our best goods there to a certain extent but the cheaper class, providing they are of sufficiently suitable quality, are in much greater demand.

"In flour also cheap grades sell best. There is a big market in the Islands and Guiana for our flour, which already has an excellent reputation. It will keep as perfectly as any other flour, despite the statements to the contrary of persons interested in introducing foreign brands on that market. Americans are our chief competitors there, and they watch the market very closely through their Consuls.

"We have made a very good beginning in the matter of butter, as our exporters have adopted the proper method of putting it up in tins. In fact Canadian butter is very well liked. There is great room for improvement, however, in our exports of other canned goods for which there will undoubtedly be a ready and increasingly large market in the West Indies.

"With cheese we have not been successful, for the curious reason that our product is too good. Its flavor is much admired by West India people, and if it would keep well we could easily capture the West Indian trade in that line. Our cheese, however, 'sweats,' becomes oily on top, and is very unsatisfactory. The Islanders use the white 'Dutch' cheese, which in that climate keeps firm and in good condition, though it is almost tasteless, as compared with the Canadian product. Some method of packing should be devised to overcome this drawback.

"I found during my visit quite a widespread feeling for annexation with Canada. Many people think this would be the most satisfactory arrangement possible for the progress and prosperity of the Islands. One gentleman said he already looked upon the Indies as the 'Southern States' of Canada."

U may not be able
2 judge a man by his clothes, but
U can tell a pure article
BY THE TASTE.
Clark's Sliced Smoked Beef
HAS THE TASTE.

CAPSTAN BRAND
Pure Baking Powder.
Put up in ¼-lb., ½-lb., 14-oz., 1-lb. and 5-lb. Tins.
Guaranteed to give perfect satisfaction.
If our traveller does not reach you, write for quotations, or ask your wholesale grocer for it.
The Capstan Mfg. Co., Toronto, Ont., Can.

EPPS'S
GRATEFUL.
COMFORTING.
IN ¼-LB. LABELLED TINS. 14-LB. BOXES.
Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.
In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg

THE MOST NUTRITIOUS.
COCOA

Window and Interior Displays

Timely Hints and Suggestions

New and Old Designs.

THERE is relatively little room for creative work in window trims. The novice will soon discover that the best and easiest way is to select an idea and elaborate it. Starting at random without a well-defined idea must, in the nature of things, produce chaotic results. Think out your scheme before you start. The window-dresser, like the painter and sculptor, to whose work his own is akin, should first make a mental sketch of what he wishes to convey, and let his fingers carry out what his mind has conceived. Ideas, of course, will be sure to come to him that will suggest trifling departure from the original conception, and most often are an improvement, yet, in the main the original designs should be adhered to.

SIMPLICITY IS THE KEY.

You must think, plan, arrange and rearrange, mindful that simplicity is the foundation of good taste. Intricate combinations are to be avoided for they tire the eye and distract attention. On the other hand, a simple display, not crowded, rests the eye and invites it to linger. Do not rest content with the idea that seems to satisfy so many window-dressers, that all the changes have been rung, and there is nothing new. There are fertile fields that have never been tilled, and in window display there are fertile fields as yet untouched that will bring grand results for those who turn the first sod.

HELPS ARE HANDY.

So many and varied are the resources to aid the trimmer in his work that there is absolutely no excuse (except the penuriousness of one's employer) for an inartistic window. Whereas a few years ago the window-dresser had to adapt his goods to fixtures, now he can get fixtures to suit any particular class of goods.

WINDOW CARDS.

Cards in your window are a great help. Be your own card writer. Rubber letters can be had for a moderate cost, or buy a little asphaltum and a camels hair brush, 15c. will cover the cost, and print them. You, who are not adepts at making letters can obtain paste board letters for almost nothing; they are easily traced on your card and fill in with asphaltum. Catchy hints appeal to all. Priceing your articles you have in the window is a good idea.

A Cigar Corner.

So many grocers are now handling cigars that a section of the interior and an occasional window trim must be devoted to them. There is good profit in the sales made, and it is a stock that can be neatly arranged and that takes up little room. Everybody has seen the elaborate cigarette box displays that are shown in the windows of city cigar stores, which afford great plans and catchy designs. In fact in the grocery store it is seldom necessary to devote an entire trim to these goods; a little stacking in one corner, or in the background will advertise the fact that you handle tobacco and cigars.

The corner shown is from the store of Michie & Co., Toronto, and is a good example of how compactly and attractively stocks of cigars can be shown. The corner situated under the office, which is in a sort of gallery on one side of the store, overlooking the entire interior. The different lines are shown in a show case, where cigars and labels can be readily exposed without dust reaching them. Everything is ready to hand and no time is wasted in waiting on a customer.

A Cigar Corner—Michie & Co., Toronto.

NO OTHER SHINGLES
will do as well
for you as
EASTLAKE
STEEL
SHINGLES

They prevent fire—are never struck by lightning—can't possibly leak, because of their patent side lock—and are the very quickest and easiest to apply of any shingle made.

Their popularity is unparalleled all through Canada.

THE
Metallic Roofing Co., Limited
TORONTO, MONTREAL, WINNIPEG.

Merchants Who Buy Hides

I purchase Hides, Caltskins, Sheep Pelts, Tallow and Bones. I pay spot cash, full market values, freights, customs charges. I want an agent in every town and village in Canada. I furnish the money and keep my agents fully posted. Write me for fuller particulars.

CARROLL S. PAGE, - HYDE PARK, VT

Orlan Clyde Cullen, C.E.L.L.M.

Counseller at Law U.S. Supreme Court.
Registered Attorney U.S. Patent Office.

U. S. and Foreign patents, Caveats, Copyrights and Trade Marks. Military and Naval inventions a specialty. Address,

Box 264, Station G., Washington, D. C.

GUN SHOP and MODEL SHOP,
Warren White Sulphur Springs,
Totten P. O. Virginia.

First we talk quality, Then we talk price.

There is only one Bird Seed put up—ours—according to some people. And you sell it, of course.

NICHOLSON & BROCK, - TORONTO

PRICES CURRENT IN AUSTRALIA.

THE following produce quotations, taken from the Storekeeper, Sydney, Australia, of January 11th, may be of interest as showing the range of prices in a number of common articles of consumption prevailing in our Antipodean sister colony.

WHEAT, local milling 2s. 11d. to 2s. 11 1-2d. per bushel.

FLOUR, new city roller, £8; old, £11 10s.; Manitoba, £12 per ton.

OATS, New Zealand, 2s. 6d.; local prime feed, 1s. 7d. per bushel.

CHEESE, local, prime loaf, 4 1-2d to 5d.; second-class, 3 1-2d. to 4d.; Kameruka Cheddar, 7 1-2d.; Bodalla, 7d. per lb.

POTATOES, prime, £2 to £2 15s. per ton.

BUTTER, select choice dry makes, 8 1-4d. to 8 1-2d.; prime, 8d.; second quality, 6 1-2d. to 7d.

BACON, best factory, 9d.; flitches, 9d.; middles, 11d.

HAMS, colonial in cloth, 1s. to 1s. 1 1-2d.

LARD, packets and small bladder, 4 1-2d. to 5d.; bulk, 3d. to 4d. per lb.

HONEY, 60-lb. tins prime extracted, 2 1-2d.; extra choice, 3 1-4d. per lb.

EGGS, north, 11d.; south, 1s.; suburban new laid, 1s. 2d. to 1s. 3d. per dozen.

In considering these prices it should be remembered that January is mid-Summer in Australia.

A "LITTLE" FOX.

Then there was another jolly grocer, who is fond of good things to eat and is given to being a very social, good-natured chap. But he has "a little fox, that spoils the vine," in a bad habit of always smoking in the store. Recently, a good customer of his took back a delicate article of food into which this grocer had let drop the ashes from the cigar he was smoking. That fellow doesn't realize how tobacco smoke permeates every part of the store, working irreparable injury to goods that are very susceptible to flavor, such as tea, butter, salt, three articles given to absorbing every foreign flavor within a long distance. He wants to set fox traps.

Hawkes & Barker, general merchants, Whitewood, dissolved partnership on March 1. Mr. Barker continues in business.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postages, etc.

BUSINESS CHANCES.

IF you contemplate seeking business, any kind, Manitoba and Northwest, write for list. The Locators, Leading Business Chance Brokers of Northwest, Merchants Block, Winnipeg, Man. (13)

FOR SALE.

GROCERY business in Brandon, doing a large and regular city trade. Property to be sold with the business includes store, warehouse, dwelling and stable. Apply to Box 346, Brandon, Man. (12)

SITUATIONS WANTED.

WANTED—Position as clerk in wholesale grocery by young man with two years' experience in retail trade. Best references. Address Box 110, CANADIAN GROCER, Toronto. (12)

SITUATION VACANT.

WANTED—Head clerk for a good store in a Manitoba city (married man preferred); must be a good grocer and have knowledge of crockery business; to the right man this will eventually mean a partnership in a good business. Apply, with references, stating age, experience and salary, Box 113, THE CANADIAN GROCER, Toronto. (12)

PRACTICAL MILLER—30 YEARS' EXPERIENCE—would like an engagement with some good firm; stock company preferred, so stock could be bought if satisfactory. Box 120, Canadian Grocer, Toronto. f

The Canadian Vinegar Company
HIGH-GRADE VINEGARS
Under Excise Supervision
Reputed the best on the market.
Factory and Office: 35a, 35c, 37 St. Antoine Street,
MONTREAL.

I Can Sell Your Grocery Business
no matter where it is or what it is worth. Send descripton, state price, and learn how. W. M. OSTRANDER, 172 North American Bldg., Pihladelphia.

IRELAND
Wants Canadian products. If you have any to sell communicate with
J. H. SHERIDAN,
(12) 6 D'Olier St., Dublin.

ROW'S GUM in Lumps, 5c. Pkg., in 1c. Sticks, in 5c. Bars.
ROW & CO., Morristown, N.Y., and Brockville, Ont.

SPRING IS COMING.

VAN HOUTEN'S COCOA

Is absolutely the most **Wholesome Spring Beverage.**
Please make this known to your customers.

Dominion Agents { J. L. WATT & SCOTT, - - TORONTO
WATT, SCOTT & GOODACRE - MONTREAL

MOLASSES

New Crop 1904
Barbados.

We have just landed a small lot of the above which is very choice No. 1 quality. We can offer it at a low price. Send for sample.

The Dominion Molasses Co.,

Limited

HALIFAX - - - - NOVA SCOTIA.

STEWART'S FINE CHOCOLATES

April Fool

Merchants who would create a little merriment in their community would do well to get a 5-lb. box of **STEWART'S APRIL FOOL CHOCOLATES.**

Encourage the pleasant side of business with a thought, too, to your sales.

"Every little helps."

A. J. STEWART, Limited
Makers, TORONTO.

JAMS AND JELLIES

Are in demand at present.

We can supply you with the **best.**

THE CANADA BISCUIT CO., LIMITED

King St. West and Bathurst St. Cars pass our Works.

King and Bathurst Streets, TORONTO.

HINTS ON RETAILING COFFEE.

By C. J. Rahming.

OWING to the extremely low prices which prevail on green coffees and the fact that high prices on roasted coffees, to the consumer, have been maintained, the selling of roasted coffee has been for several years a most inviting business, because of the apparent large profits to be obtained. Competition, therefore, has grown very rapidly, being especially sharp in the large cities. Many new roasting plants have sprung up all over the country, all seeking a market for their output, and the retail grocer has been the most desirable factor sought as the final distributor. The consequence is, the retail grocer has a large part of his time taken up listening to the numerous arguments of the representatives, so called, of the many coffee roasters, who all have the best coffee for the least money, wonderful blends, trade winners, business makers, etc., etc., all trying to sell a can of coffee and get a wedge in. The retail grocer find it harded to say, "No" each day, as the said representative (who often misrepresents) gets into his good graces.

Unfortunately, there is too much sentiment with the retail grocer in his coffee buying, just where he should use the best judgment, and the consequence is, he maintains no standard of coffee, and has on hand most of the time too large a stock of this perishable article. Roasted coffee should be bought only as needed, as it quickly loses its good qualities, and, to get the best results, should be brought from one good house, that maintains a line of standards, roasted for their drinking qualities.

The grocer should never be tempted to buy coffee because something for nothing is offered him, in the way of a fancy can or other fixtures that he doesn't need, but thinks he wants. He should also distinguish between a scheme and a selling idea when he buys his coffee. A selling idea in connection with roasted coffee is something that will attract and hold a customer, and is worth what it costs, while a scheme is something thrown in with the coffee, that costs more than it is worth, as it is usually too expensive to be given away without the standard being lowered, and also because it will not increase the consumer's demand.

Don't buy your coffee to favor some salesman, at your expense. Salesmen who pretent to match a roasted coffee by looking at it are the ones to beware of, as roasted blends cannot be valued by appearance, but should be judged only by their drinking quality. The best drinking coffees are not always the best in appearance. Buy coffees for cup quality; not for style.

The most successful coffee retailers are those who confine their sales to a uniform line of coffees, that is, standards at the various prices sold, and, unless you are a judge of coffees, it is better to give your entire business to some reliable house that maintains this line of standards. You cannot buy coffee from all the roasters that come to see you, and hope to maintain anything like uniform grades of coffee. You must place your confidence in someone, and have him buy your coffees for you. If your business is not large enough to employ an expert coffee man, the best way is to employ the expert coffee man of some roaster, and this can be done by assuring said roaster that you will confine your purchases to him just so long as your trade grows in pounds and profits.

You should always see that your coffee is displayed in a favorable part of your store, and that it is sent out to your customers in an attractive bag that bears the name of your own brand, thereby identifying the brand with your store, so that it cannot be purchased elsewhere. This helps to hold business for you, providing your coffees are of satisfactory drinking quality.

Don't change your roaster for every complaint that you get on your coffees. Remember that many complaints are the fault of the person in making the coffee, or perhaps the fault is in your grinding it, that you do not get your coffee of a uniform fineness, or as the customer desires. Or, perhaps, you grind your high grade coffees after you have been grinding some low grade stuff, without seeing that your mill is thoroughly cleaned. This frequently causes complaints on high grade coffees. But, if the complaints are of such a nature that you cannot explain, refer them to the roaster before changing, and then the cause can be easily remedied.

You must have confidence in the quality of the coffee you are selling in order to inspire it in others, and you must also have enthusiasm, and enthusiasm cannot be had unless you first have confidence.

Your order clerks must be impressed with the necessity of always asking for coffee business, and you must remember each day that it is the most important

We know the folly of trying to win permanent success on goods of inferior quality.

You wouldn't find us pushing

Perfection Cream Sodas

if they were not the best, the most satisfactory of any made in this country.

You will find them perfect.

Have we had your order yet?

3-lb. Cards or Tins.

THE Mooney Biscuit & Candy Company,
LIMITED,
Stratford, - Canada.

When You Say
"I want the Best,"

You have said all that can be said about
MOTT'S DIAMOND CHOCOLATE

PURE GOLD TALK.

No. 8.

For a manufacturing company to get "cold feet," to use an expressive term, is to announce to the trade its decline. For ourselves, we have never felt that "cold feet" was descriptive of us. Part of our business is the origination of new things of the specialty order—things that are inexpensive, yet which, by virtue of their usefulness and desirability in every home, are consumed very generally. This results in a very nice and profitable trade for the grocer—a trade in an entirely new line.

A recent illustration of this inventiveness on our part is **QUICK PUDDINGS.**

These are 10-cent packages, and are to be had in a variety of flavors—Chocolate, Custard, Arrowroot, Tapioca, Lemon, etc.

For any season they are good. It gives the grocer a stronger hold upon the household account to be able to solve the dinner table problems quickly and economically.

And just because these packages bear the name PURE GOLD no questions are asked or required as to the merit of the article.

Are we doing all the business with you that we should do?

THE

Pure Gold Mfg. Co.

LIMITED

Toronto.

part of your business, and, therefore, more people are after it.

Stick to a line of standards that are purchased from some one house, as long as your business grows. Be satisfied, by drinking them yourself, that your coffees are all right, and then remember them every day, and talk them at every opportunity, and you will find that your coffee business will have nothing to fear from competition.—The Spice Mill.

MONTREAL RETAIL GROCERS' ASSOCIATION.

THE regular monthly meeting of the Montreal Retail Grocers' Association was held on Wednesday, March 2nd, at Monument National. A large number of members attended among whom were noticed N. Chartrand, president; E. Linoge, vice-president; J. A. Beaudry, secretary, J. A. Maynard, treasurer; Aldermen Turner, Larieviere, Paquin, and Lapointe, T. Bergeron, J. A. Labonte, J. B. Deschamps, A. O. Galarneau, T. Brossard, G. Boisvert, E. Masse, N. Sequin, A. Gervais, T. M. Taylor, J. A. Dore, Z. Colpron, J. A. Dionne, E. Upton, H. Hartel, and H. Hofmann.

President N. Chartrand occupied the chair. After the minutes of the previous meeting and those of the Executive had been read and approved, the following gentlemen were, on motion of J. B. Deschamps, seconded by T. Brossard, elected active members of the association: V. Paquin, J. A. Piquettes, A. A. Gagnier, P. Sequin and J. E. Harel, and the following elected as auxiliary members: N. Martin O. Rousseau and J. Z. Ducharme.

On motion of G. Boisvert, seconded by N. Perras, the report of the treasurer was adopted.

A lively discussion ensued on the early closing movement, as to whether Wednesday or Thursday evening should be selected. On motion of E. Limoges, seconded by A. Bastian it was decided to postpone the settlement of this question until the next meeting, when the question would come first in the order of business.

It was moved by J. B. Deschamps, seconded by A. O. Galarneau:

"That the Montreal Grocers' Association wishing to come to an understanding with the wholesale grocers upon the question of supplying consumers, be it resolved that a copy of the following agreement be sent to the local wholesale Grocers' Association who will hold their meeting on the first Friday of the month, in order to give the wholesale grocers time to discuss the matter before the president and secretary of the Retail Grocers' Association call on their respective members for their signature."

Resolution for signatures of wholesale grocers:

"Taking into consideration the complaints of the retail grocers of the City of Montreal, we, the undersigned wholesale grocers and importers of the City of Montreal, hereby engage ourselves with the Montreal Grocers' Association here represented by its duly authorized president and secretary, not to sell any goods to consumers, that is to say, private families, boarding houses temperance restaurants, nor to any relation or employe, nor to any merchant in the City of Montreal who is not in the grocery business, with exception of departmental stores. We, however, reserve the right to sell to religious communities, railroad and navigation companies, hotelkeepers, licensed restaurants and drug stores, but only for the personal use of these companies and communities, and for the commercial ends of licensed restaurants, hotels and drug stores, but never for the personal use of their employes.

"We also bind ourselves to have our respective names on every one of our delivery wagons, or if we employ any special delivery agency, to make the names known to the Montreal Retail Grocers' Association.

"This agreement to remain binding upon us until such time as we are relieved by resolution to that effect by the Montreal Grocers' Association, or after 30 days' notice on our part to abrogate this agreement has been given in writing to the secretary of the Montreal Grocers' Association.

"We, the undersigned, having duly considered the terms and conditions of the above agreement, hereunto affix our respective signatures for the faithful performance of said terms and conditions."

The next meeting of the association will be held on April 6th at Monument National.

Reply of the Montreal wholesale grocers to the secretary of the Montreal Retail Grocers' Association to the above:

Montreal, March 5th, 1904.

Mr. J. A. Beaudry,
Secretary Montreal Grocers' Association, Montreal.

Dear Sir—At a meeting of the Montreal Wholesale Grocers' Association held yesterday your letter of the 3rd inst. was taken into serious consideration and though being desirous of being agreeable our association regrets exceedingly its inability to accede to your demands.

Believe me, sir,
Yours truly,
(Signed) J. STANLEY COOK,
Secretary.

Oh! for Gel-O

Why not have for your good trade.

Gel-O, the New Dessert?

Better than others. Costs no more. 8 flavors.

Cases hold 4 and 12 doz.
SEND TRIAL ORDER.

THE CANADIAN GELATINE CO.
528-530 Front St. W.,
TORONTO, CANADA.

COWAN'S

Perfection Cocoa (Maple Leaf Label). **Royal Navy Chocolate, Queen's Dessert Chocolate, Chocolate Cream Bars, Cowan's Cake Icings,** Chocolate, Pink, Lemon Color and White

Cowan's Swiss Milk Chocolate, Famous Blend Coffee, etc., etc.

Are the standard goods for purity and excellence.

Manufacturers
THE COWAN CO., Limited - - TORONTO

An Irresistibly Delicious Confection

PETER'S
THE ORIGINAL
MILK-CHOCOLATE

Gives Eating Chocolate a New Meaning

MADE IN VEVAY, SWITZERLAND—FOR EATING ONLY.

A Wholesome Food, Especially Nourishing and Sustaining. Recommended for Invalids and Persons of Weak Digestion.

Push Peter's. The Original. Other Brands are Imitations. Send for Sample.

LAMONT, CORLISS & CO., Agents, 27 Common St., Montreal

—in the Spring your thoughts turn to new
—business, you feel like living once more
—after the long and trying Winter.
—you want to work and make money—
—a factor for increased trade this year will be the handling of

Eagle Baking Powder

It is a sure money-maker.

WRITE FOR PARTICULARS.

Eagle Manufacturing Co.
MONTREAL.

Guelph Grocer's Opinion of "Pepsin" Sodas

Guelph, March 4, '04.

Imperial Biscuit Co., Guelph.

Dear Sirs,—In regard to your favor of the first, would say that "Pepsin" Sodas are giving entire satisfaction to our trade. We handle, besides "Pepsin," three of the leading brands, and your biscuit enjoys a sale equal to any of them. They are, comparatively speaking, a new line with us, yet already our customers are specifying "Pepsin" when ordering Sodas.

Sincerely yours, J. A. McCREA.

YOU HAVE HEARD THE EVIDENCE, GENTLEMEN, WHAT IS YOUR VERDICT? WE WOULD BE PLEASED TO RECEIVE YOUR ORDER FOR A CASE.

IMPERIAL BISCUIT CO., Limited
Guelph, Ont.

GORDON McDONALD & CO.

St. George's House, Eastcheap, London, E.C.

having a perfect organization covering the grocery and allied trades throughout Great Britain, are prepared to place any article of food or of household goods on this market.

Correspondence only invited from manufacturers or producers (not merchants) who are full of enterprise and made up their minds to get a share of British trade.

Goods handled either on commission or a buying basis. Office and salesrooms situated in the centre of the grocery trade.

American, Canadian and London References.
Cable Address—"DONABLE," LONDON.
A. B. C. (5th Edition), Riverside and Adams Cable Codes used.

GROCERS' NOVELTY.

THE *Ingersoll*

American Watches.

RETAIL PRICES, **$1.25 to $2.50**

ARGUMENT.

We now offer a practical time piece for the Grocery Trade of Canada and base our statement upon the following:

First—It is absolutely guaranteed to keep accurate time.

Second—It stands rough usage and does not get out of order easily, making it the only watch for dealers outside of the jewelery trade to handle, and also making it a practical one for sportsmen, boys and all men who give a watch hard usage.

Third—Its low price and high quality insure a tremendous sale, which we further augment by furnishing many handsome advertising devices for your store.

Fourth—Last but not least, these watches offer a handsome profit. Price cutters are not supplied.

Sold by several leading Grocery Jobbers of Canada. We will tell you who they are upon request.

Trial Offer—To any Grocery Dealer who will write to us upon his business letter head and inclose 75c. we will send a sample watch (duty not paid) and our catalogue, so that he can test its accuracy and durability.

INFORMATION ON REQUEST.

ROBT. H. INGERSOLL & BRO.

51-53 Maiden Lane, - - - NEW YORK, U.S.A.

Our 1904 models are now ready. Prices, $25 to $650

The Best Are the Cheapest

For twenty years the National Cash Register Company has made the announcement that it could sell a *better* cash register for *less* money than any other concern in the world. We have *never failed* to do this in a single case.

We are the originators of cash registers and have naturally been the target of all other cash register companies. In the face of this competition we did a larger business last year than ever before. This was because our 365,000 users were well satisfied with their "Nationals."

Over two hundred concerns have failed in the cash register business because they could not furnish a cash register without infringing some of our 895 patents.

Some merchants are led to purchase low-grade cash registers by misrepresentation. Later they find they will not give satisfaction. If you are interested in a low-priced machine, don't buy till you see our agent. We guarantee to sell cheaper than anybody else.

FIVE THINGS TO REMEMBER. A "National" takes care of

1. Cash Sales. 2. Credit Sales. 3. Money Received on Account. 4. Money Paid Out. 5. Changing Money.

We employ 1,400 salesmen. If you would like further information, send in attached coupon. Our agent will then call. This puts you under no obligation whatever to buy.

N. C. R. COMPANY, Dayton, O.
Please have your agent call when next in my vicinity. This puts me under no obligation to buy. I saw your ad in CANADIAN GROCER.

CUT OFF HERE

Name_____

Address_____

National Cash Register Company

Dayton, Ohio, U. S. A.

DEPARTMENT OF ADVERTISING SUGGESTION AND CRITICISM

NOTE—Herein are discussed the principles and practice of advertising. Subscribers are invited to send Mr. Kirkwood specimens of their newspaper and other advertising, for the purpose of review in this department. Address care of Department of Advertising, THE CANADIAN GROCER.

Edited by
John C. Kirkwood,
TORONTO.

The Farmer as a Customer.

DOES the farmer read advertisements? Does water run down hill? The farmer's trade is worth having and therefore worth cultivating. He is more responsive to advertising than are townspeople. He takes more time to read his paper and he reads it more thoroughly. He earns his money more slowly, and spends it with greater caution. His table is spread more bountifully and his appetite is more hearty. True, he is a producer of his own food to a large extent, but he is a consumer of no mean sort, and as such is worth having as a customer. But the farmer is a practical man and likes practical advertising. He likes business news expressed in figures. Fine writing, and self-adulation are not what he wants. Straight business talk pleases him best.

The farmer is inclined to be suspicious. His purchases as compared with those of the townsman are few in number, and each transaction is likely to be deliberate. His oft-repeated question is: "Is that the best you can do?" and if he is satisfied with the merchant's integrity, he may become a prompt buyer.

The farmer's wife equally with her husband, is influenced by advertising Her purchasing powers are more limited than those of her husband; her money or produce must provide her with a multitude of little things, and price counts with her. Therefore she likes to know what things cost. Even more than how they measure as to quality. The merchant who regularly provides helpful price suggestions does better advertising than he who talks about the surpassing excellence of his stock and service—not that these features of a merchant's business are to be belittled or underrated. It must be confessed that from the farmer's point of view and that of his wife much advertising is empty and idle.

The farmer and his wife are susceptible to a little gracious attention. They get less of it than do townspeople for they see fewer people. It follows that the merchant who cultivates the farmer and his wife finds a responsive interest that is fruitful of business. One way to pursue this work of cultivation is to use His Majesty's mail service. A letter or a circular or a post card sent out not only to one's regular customers but to those whom one desires as customers, will assuredly result in business. It costs money to send out letters, cards and circulars, but it is a very fair subject for enquiry to investigate what it is costing not to send out these messsages of good will and business news. The voters' lists provide the names of hundreds of possible customers, and furnish addresses accurate and plentiful for any merchant who has both courage and faith to use printers' ink, stationery, and postage stamps.

Too many merchants content themselves with the business that comes to them unsought. In effect they regard their constituency as consisting of a few hundreds of families. If they get a new customer it is "luck." To enlarge the list of customers by inviting people to deal with them is too uncertain, according to their judgment, to warrant the effort. Merchants of this class are found everywhere. Every little while one hears of the awakening of some of this class to a knowledge of their own lethargy, and once in a while one hears of a transformation in slothful merchants--a transformation that expresses itself in energy, energy that expresses itself in its turn in a determination to do more business by going after more business.

Farmers' business is good business; it doesn't fluctuate as does town business, and is not influenced by church and social connections. It is business that can be made to yield a good volume of trade to the merchant who deliberately and persistently cultivates it, through advertising in a way well pleasing to farmers and their wives, and by talking with and to them on purely business matters through the mails.

Concentrated Lye

Large Cans

3 cans, 25c.; 95c. doz.—This Week

Simply sprinkle "H. G." Concentrated Lye in the opening of the drain pipe of the sink, wash-bowl or bath tub, and you'll probably save Doctors' as well as Plumbers' bills.

Cleans the pipes; instantly removes germs and grease.

Packed in extra large improved sifting top tins, so convenient for immediate use.

50c. Ceylon-India Tea

45c lb.
3-lb. box, $1.30 } **This Week**
5-lb. box, $2.10

There's one pleasing feature about Ceylon-India Tea—it goes nearly twice as far as some others.

If this point isn't remembered the tea may be condemned as being too strong, when the fault lies with the "brewer" in using too much tea or too little water.

English tea drinkers are fond of Ceylon—and many Americans are becoming so.

Ackers 50c. Ceylon-India is equal to most 70c. Cey'on Teas.

Special, this week, 45c. lb.; 3-lb. box, $1.30; 5-lb. box, $2 10.

Ackers Diagonally Cut

Stair Whisks

21c.—This Week

Did you ever experience the difficulty of getting into the corners of the stairs with an ordinary shaped whisk?

That is why this whisk was made.

It's cut off diagonally, so that it has a "pointed" corner.

And that is why this whisk gets into the stair corners so readily.

Fine broom corn; well made.

Regular, 25c.

Special, this week, 21c.

Notes.

There are reproduced herewith one or two specimen advertisements, taken from Ackers Weekly Bill of Fare, Philadelphia, just by way of suggestion.

1842 1904

Our Motto: "FORWARD"

THE CONSOLIDATED UBERO PLANTATIONS CO.

Boston, Mass.

The coffees of this famous house have wide reputation, not only over the United States, but also in Canada.

Their aroma is delicious, and what is better than a good cup of coffee?

This firm possess immense plantations in Mexico, where the coffee is grown; they classify the qualities, roast and pack all themselves.

WE OFFER

493 Cases "UBERO," all qualities, roasted or ground, loose or in packages.

HERE IS A SNAP

"UBERO," 30 x 1-lb. tins, roasted or ground, **31c. lb.**

Freight paid in 100-lb. lots or more.

Une "demi-tasse" UBERO Coffee after a good dinner will help your digestion.

We will give FREE, with 10 coupons of Checker Brand Coffee, in packages, a nice **"COFFEE MILL."**

BEST VALUE FOR THE MONEY

600 packages 1 lb. each, Checker Brand, Java and Mocha, **25c. lb.**

Sold by all the best Grocers. ***Samples given "Gratis" for trial.***

Try them. ***Delicious with cream.*** ***They are exquisite.***

L. CHAPUT, FILS & CIE.

Wholesale Grocers and Importers, MONTREAL.

DISTRIBUTERS.

MANUFACTURERS' AGENTS AND BROKERS.

TORONTO.

W. G. PATRICK & CO.,

AGENTS AND IMPORTERS.

29 Melinda St., - TORONTO

W. G. A. LAMBE & CO.

TORONTO.

Grocery Brokers and Agents.

Established 1885

WEST LORNE.

BEANS. Hand-Picked Beans a specialty. Can ship in Jute Bags, Cotton Bags, or Barrels, to suit customers. Good broker wanted to represent me.

J. G McKILLOP, - West Lorne, Ont.

QUEBEC, P.Q

J. P. THOMAS

GENERAL AGENT AND COMMISSION MERCHANT,

25 ST. PETER STREET.

QUEBEC.

To Manufacturers' Agents

THE CANADIAN GROCER has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a Special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

Address, BUSINESS MANAGER,
CANADIAN GROCER,
Montreal and Toronto.

VANCOUVER, B.C.

C. Gardiner Johnson & Co.,

VANCOUVER, B. C.

Importers of . . .

Skinner's Queensland Turtle Soup.

Sole Agents for Canada.

Supply C.P.R. Company's Cars, Steamers and Hotels, and leading Clubs of Canada.

VICTORIA, B.C.

JAPAN China and Australia. Manufacturers and Shippers requiring representation in the Orient are requested to correspond with us. We are directly represented in the Orient by MR. A. R. TUFTS, with headquarters at Kobe.

R. W. Clark & Co., Brokers, Victoria, B.C.

WINNIPEG.

IF YOU HAVE ANYTHING TO SELL WRITE CAMERON GORDON & Co. WHOLESALE COMMISSION AGENTS WINNIPEG MANITOBA

EASTERN MANUFACTURERS

—AND—

SHIPPERS.

All **EYES** are turned on

MANITOBA AND THE WEST.

I

Represent some of the leading houses in

CANADA and the U S.

INCREASE YOUR TRADE. WRITE ME.

E. NICHOLSON, - WINNIPEG,

Wholesale Commission Merchant and Broker

LONDON, ENG.

TEA.

AGENTS REQUIRED in Canada and United States to sell and obtain wholesale orders for **Ceylon Black** and **Green Teas** on commission. Apply,

"COMMISSIONER,"

CANADIAN GROCER,
109 Fleet Street E.C. London, Eng.

Of course you can't see if you close your eyes,

nor can you hear if you plug up your ears.

That THE CANADIAN GROCER is a most valuable advertising medium for those who seek the trade of the grocers and general storekeepers of Canada is as plain as day—yet some folks can't see it.

Like the man who was looking all over the house for his glasses when they were on his forehead, there be some who are looking for more business among grocers yet can't see that the easiest and cheapest way to get it is through advertising in THE GROCER.

And as long as they won't listen to nor see the reasonableness of our arguments in favor of their advertising in THE GROCER, just so long are they going to be denied the business that GROCER subscribers are continually sending to GROCER advertisers.

See ?

"ACME" TABLE SALT

Ask your wholesale grocer for it. Put up in 24 8-lb. cartoons in a case, and in 50-lb. box.

TORONTO SALT WORKS, Toronto, Ont.

Harvey's Ammonia.

Gives the Wholesale Grocer over 38 per cent. profit. Always full strength. Put up in quart and pint sizes—also Dry Powdered Ammo., the strong kind.

JOHN C. HARVEY,
Manufacturing Chemist, Todmorden, Ont.

The Canadian Grocer

232 McGill St., MONTREAL.
10 Front St. E., TORONTO.

McWILLIAM
Mc. AND E.
EVERIST

25-27 Church St., - TORONTO

One at a time, please.

Let your orders come along. Spring is here and between showers you should handle a lot of fruit.

BECAUSE:

Easter is near.
People are hungry.
Prices are low. (See ours.)

It's a case of the Best for the Least.

The
DAWSON Commission Co., Limited

FRUIT, PRODUCE AND COMMISSION MERCHANTS.

Cor. Market and Colborne Streets. TORONTO

WE BUY

BRIGHT DRIED APPLES.
HIGHEST MARKET PRICES.

The W. A. GIBB CO.

5 and 7 Market St., HAMILTON

TWO SNAPS.

Fancy Navel Oranges, all sizes, $3.00 bx.
Messina Lemons, 300's, 360's, $2.25 to 2.50 "
Fresh Sea Herring, in barrels and casks.
ORDER QUICK.

HUSBAND Bros. & Co.

Wholesale Fruit and Commission Merchants.
82 Colborne St., TORONTO
Phones- Main 54, Main 3428.

GREEN FRUITS

Nova Scotia Fruit Industry.

AN exchange says the Nova Scotia Government exhibit at Crystal Palace, London, this year has been of more practical benefit to the Nova Scotia fruit industry than are the big and expensive shows held from time to time in the United States, and one broker wrote his customers here that after it had been set up and favorably commented on by English and European papers the price of Nova Scotia apples advanced from 1s. to 2c. per barrel. We do not increase our sales or benefit the industry by exhibiting apples in the United States, while they impose a tariff on them amounting to prohibition of nearly $1 per barrel, and the large amounts expended on apple shows at World's Fairs and Pan-American shows were practically wasted. As over half the crop has already been sold in England at good prices it may fairly be estimated that the proceeds from apples this year will be over $1,000,000, more than all the other exported agricultural products of Nova Scotia combined.

Poor Outlook for the 1904 Fruit Crop.

AN authority on fruit growing reports that the fruit prospects for the coming season in the vicinity of the Niagara peninsula are anything but promising.

As a result of the extremely cold Winter the peach trees will not only have their fruit buds killed, but the trees in many cases have been killed. Even the pear, which is considered hardy, will lose most of the fruit buds and much of the new growth of wood. Some of the grape buds are killed, and the tender blackberries are all dead, even below the snow line. Cherries seem to be all right, and strawberries that are covered may pull through, although they have three or four inches of ice on them even on the high land, under the snow. The frost has gone much deeper than six years ago, when so many fruit trees were killed throughout all the fruit districts. Last year was the plum season, but what buds there are on the trees seem to be all right. It is not expected the apple crop will be large, as there have been two large crops following each other.

Canned Apples.

CANNED apples in one gallon tins are in good demand but fault has been found with Canadian goods on account of certain firms putting different varieties of apples in the same tin. Some varieties cook much faster than others. Another complaint is that packers apparently use "cull fruit" and have not sufficient fruit in the tins, the goods being turned "sloppy."

Only the best grades should be exported if we wish to hold, or increase our trade with Great Britain as there is keen competition from all parts of the world for the British markets. The United States, France, Germany, Italy, and Australian Commonwealth and New Zealand are shipping heavy lines of canned goods. During cool seasons like the past two, only the best grades are in demand. It is during hot weather when cooking becomes a burden, that people turn to canned goods.

Great care should be taken with goods packed in glass that all roughness is ground off the necks of bottles before they are filled as pieces of glass have been found in the contents and a prejudice created against goods put up in glass.

Canadian Apples in Leeds Market.

The Leeds Mercury says: "During the past few years Canadian apples have found a ready market in this country, and Leeds has received a fair proportion of the supply. It is a striking tribute to the quality of the fruit that although the supply of late has been in excess of the demand, prices have slightly increased. For cooking purposes Northern Spies are strongly recommended; whilst Baldwins and Greenings are also very good. There is very little difference in the price of these varieties, one and a half pence to three pence a pound being the general charge. Newton Pippins and Golden Russets are excellent dessert apples. Owing to the splendid quality of apples from the Dominion, the demand for those from New York has suffered considerably."

Apple Growers Get Together.

IN order to improve the unsatisfactory methods for the marketing of apples, which have prevailed for years in certain sections of Western Ontario, the apple growers of Ilderton met a few days ago and organized an association for the co-operative packing, selling and shipping of apples.

Many claim to have suffered at the hands of buyers and others have received such incomplete and unsatisfactory sales accounts and cash returns from individual experimental shipments to the British market that they have almost been reduced to the extremity of cutting down their orchards and using the ground for other purposes.

According to the new scheme, by beginning in a small way and expanding each year, the same fruit growers hope to be able not only to handle orchard produce more economically, but to apply co-operation to spraying orchards, making barrels and boxes for shipping, buying new nursery stock, etc. It is believed that this is the beginning of a movement that will soon spread over all fruit districts in Ontario and that the results will be that the orchard will have once more a very profitable part of the farm.

British Columbia Apples in Britain.

Some excellent samples of British Columbia apples have reached this country of late in the form of small trial shipments," says the Fruit Grower, of London Eng., in a recent issue. "One lot was disposed of at Liverpool, one at Glasgow and finally one came to London. Both realized very satisfactory prices. Samples of the fruits submitted were of excellent quality and in sound condition."

An English View of the Apple Trade.

A MONTREAL exchange gives an interesting review of the Canadian apple trade with Great Britain. It points out that late shipments arrived in good condition and sold well. According to several of the trade, however, it would pay shippers to use boxes instead of barrels for the better kinds of apples, particularly such fancy varieties as Kings and Blenheims. In this way it would be possible to avoid the bruisings which make such a vast difference in the price of dessert fruit.

A leading authority on fruit growing is quoted to the effect that it would not pay to buy Canadian apples for cider making, unless an exceptional season, such as the last, when there was a general shortage of apples in Great Britain.

Very favorable reports as to this season's shipments have been heard on all sides. At the annual meeting of the Dundee fruit merchants, the president referred in eulogistic terms to the improvements which have been effected in the packing and grading of Canadian fruit since the Dominion Government had taken the matter in hand and the Fruit Division had exercised their active and well directed supervision. This expression of opinion is endorsed in other market centres.

Protection for Fruit Growers.

Henceforth, by order of the Government, all vendors of nursery stock within the bounds of British Columbia must, before doing business, take out a license and agree to conform to the regulations of the Provincial Board of Horticulture.

This action has been brought about indirectly as a result of irresponsible agents being permitted to roam about the country distributing spurious and unsuitable stock. Fruit growers have been "bitten" once too often, and now they have retorted. It is hoped the stringent measures taken will insure a larger measure of protection to fruit growers than has existed in the past.

Apples From Tasmania.

IN 1903 Tasmania shipped over 300,000 cases of apples to England; in 1904 she will export over 400,000 cases, in addition to 100,000 cases to be shipped to the other States of the Commonwealth.

Twenty large steamers have been engaged for the conveyance of fruit—principally apples—to England, at an average freight rate of 65s. per ton measurement. Fifteen steamers will go to London, and five to Liverpool. The apples are packed in cold storage at a temperature of about 44 degrees F. Packing is made in cases measuring 20x 15x10 inches, and contents average about 40 pounds.

SPANISH ONIONS CALIFORNIA CELERY
ORANGES BANANAS LEMONS

Our stock is complete and new. The railroads are now accepting freight and prompt shipment will be the order.

REMEMBER. We are headquarters in all lines of **Fruit, Produce** and **Fish.**

Oysters We are getting good supply now and can serve you on shortest notice.

WHITE & CO., 64 FRONT ST. EAST, TORONTO.

PHONES { Main 4106 / 4107

Wholesale Fruit and Produce.

1904

Prompt — Reliable

SAME OLD STORY.

Selling best goods obtainable at lowest possible prices.

Thats's how we hold our trade. Quality tells. Try us.

Hugh Walker & Son, Wholesale Fruits, **Guelph, Ont.**

Dried Fruit

cleaned and renovated by the latest improved machinery and appliances.

GUARANTEED TO GIVE SATISFACTION.

J. T. ADAMSON & CO.
27 St. Sacrament Street,
MONTREAL.
Tel. Main 778.

FLOUR AND CEREAL FOODS

Grain Carriage by Rail.

GRAIN is now carried from the West to the Atlantic coast by rail both in the United States and in Canada. It must be admitted, however, that where climatic conditions permit water routes have the call for the grain trade. The great lakes have proved the great natural channel for export breadstuffs from both sides of the line. Their supremacy in this department of commerce has been so well established, few transportation experts hazard to suggest that a railroad ever could successfully compete with the lake propellor. Mr. John Charlton is the veteran in this regard. During the debate upon the Grand Trunk Pacific at the last session of the Canadian Commons, Mr. Charlton quoted a railway expert in support of his contention that with easy grades, long curves and heavy rolling stock a railroad could profitable compete with a water route in grain carriage.

An unexpected and most valuable endorsement of Mr. Charlton's claims have since been made by no less distinguished a gentleman than Sir Sandford Fleming, the surveyor of the Intercolonial, for years chief engineer of the Canadian Pacific, and now on the board of directors of that railroad.

Sir Sandford's reason for endorsing the construction of a railroad on the northern route was "Because a railway built on the northern route would be the shortest line between the two oceans, besides being the most direct for the products of the northern half of the farming region to the nearest Canadian shipping ports. By establishing on the northern route a modern, first-class railway, devoid of gradients and every other hindrance to cheap transportation, Canada would possess the means of carrying these products to the Canadian tidal ports at all seasons of the year at less cost than by any other route whatsoever. Owing to the reduced total mileage, and still more owing to the reduced graidents on the new line, grain may be carried to Quebec by the direct route at less cost than by the southern route, even if it were carried almost free of charge across the lakes from Fort William to Depot Harbor, Owen Sound or Sarnia. This, of course, only applies to the half-year of open navigation. During the other half year the northern route would be without a rival worthy of the name."

Russia's Cereal Crops of 1903.

According to official statistics the crop of cereals in the 72 governments and districts of European and Asiatic Russia for 1903, is estimated at 1,720,448,392 bushels as against 1,832,590,755 bushels for 1902, as follows:

Cereals.	1903 Bushels.	1902. Bushels.
Wheat.	413,305,837	369,034,932
Rye.	19,171,457	13,982,336
Oats.	710,143,540	827,771,637
Barley.	371,994,623	353,189,263
Indian Corn. .	50,670,514	48,497,400
Buckwheat. . .	39,689,025	61,103,775
Millet.	92,211,696	131,318,712
Peas.	22,715,700	27,692,700
Total. . . .	1,720,448,302	1,832,590,755

American Exports.

FLOUR exports from the United States in 1903, says the New England Grocer, were larger than in any preceding year in the history of its commerce and aggregated practically 20,000,000 barrels. The value of the flour exports also exceeded that of any preceding year, with the exceptions of 1892 and 1893, when the value slightly exceeded that of 1903, but the quantity exported was materially less. The total number of barrels of flour exported from the United States in the fiscal year 1903 was 19,716,634, valued at $73,756,404, while in 1893 the number of barrels was 16,620,339, but the value was $75,494,347, prices of that year being materially higher than those of 1903.

In the calendar year 1903, ending with the month of December, the total exports of flour amounted to 19,551,411 barrels, valued at $75,188,050. This calendar year statement gives the very latest figures of flour exports, and a comparison of these figures with the wheat exports of the calendar year indicates that considerably more than one half of the wheat exported in the calendar year 1903 was turned into flour before exportation. The total value of the wheat exports of the calendar year 1903 was $59,329,441, and that of the flour exports, $75,188,050.

A study of the wheat exportations of the United States during a long term of years discloses some very interesting facts. Prior to the development of the great wheat fields of the United States, which occurred subsequent to 1860 a very large proportion of the surplus wheat of the country was exported in the form of flour. From 1790 to 1860 no instance occurs in which the exports of wheat equaled in value those of flour. Beginning with 1861, however, wheat exports exceeded in value those of flour, and this was also constantly the case down to 1890. Since that time, however, flour exports have on many occasions materially exceeded in value those of wheat, though in years of large crops the unusual surplus naturally found its way abroad in the form of wheat, since the capacity of the mills could not conform to the annual fluctuations in production. The growth in flour exportation has therefore been steady, while that of wheat not turned into flour has fluctuated with the surplus crop available for exportation.

Bread Will Not Go Up.

The price of bread will not be advanced in Toronto unless the wheat market takes a further rise in the very near future. The master bakers and confectioners having decided at their last meeting, owing to the erratic condition of the wheat market, to postpone taking any definite action for the present.

A Flemish artist has wasted some time in producing a picture of a miller mounting the stairs of his mill and carrying a sack of grain on his back. The mill is depicted as standing near a terrace. Close at hand are a horse and cart, with a few groups of peasants idling in the road near by. All this is painted on the smooth side of a grain of ordinary white corn and can be seen only by the use of a microscope. It does not cover a half-inch square, and while otherwise remarkable is said to be the smallest painting in existence.

THE GROCER HIS OWN ENEMY

That is, if he pushes foreign-made cereals; cereals, too, which are excessively dear, and which leave him only half a profit.

SWISS FOOD

is good, very good, in itself. It is made in Canada. It pays the grocer a **GOOD** profit.

Why not push it ?

P. McINTOSH & SONS,

Millers and Manufacturers, - TORONTO.

TELEPHONE { MAIN 1257 / " 4675

Wm. McCann Milling Co.

MILLERS AND GRAIN DEALERS

192 King Street East
TORONTO.

John MacKay

Limited

Successors to John MacKay, deceased
ESTABLISHED 1854.

POT and PEARL BARLEY (by patent process), *SPLIT PEAS, BUCKWHEAT FLOUR, Etc., CHOP* of all kinds BY CAR LOAD.

Caledonia Mills,
BOWMANVILLE, ONT.

Correspondence solicited.

YOUR ADVERTISEMENT

that is now running in your local paper is it bringing results? If not, there is something wrong. You should have a copy of the book entitled

One Hundred Good Ads.

for a grocery store. It is full of bright, valuable suggestions for writing retail ads. It costs you one dollar and it's a good dollar's worth.

The Canadian Grocer,
Toronto Office: 10 Front St. E.

We consider the

"Wee McGregor's" Breakfast Food

the most economical.

"It's Gran' for the Morn's Mornin'"

The F. J. Castle Co., Limited, WHOLESALE GROCERS,

OTTAWA, ——— CANADA.

The Wheat Fields of Manchuria.

APART from present considerations, Manchuria is a valuable asset for any nation to have within its grasp. It has an immense area of fertile soil and natural resources, only partially developed. In area it is equal to that portion of North America lying between Chicago and the mouth of the Saskatchewan River.

The Sungari valley seems to be especially adapted tothe production of wheat, says Henry B. Miller, U. S. Consul at Niuchwang. Spring wheat only is grown and the yield is 30 bushels per acre. The wheat is not sown broadcast, but is planted like Indian corn in Canada, and is cultivated and hoed during the growing season. Famine and bad crops are almost unknown.

Extensive growing of wheat in Manchuria has been delayed by the lack of machinery to convert the grain into salable flour. The introduction of modern machinery in place of the primitive mills is effecting a wonderful transformation in the character of the crops.

Harbin, the present centre of the flouring mill industry of Manchuria, is destined to become a second Minneapolis. It is situated in the heart of the valley of the Sungari, with water transportation both from the wheat fields and to the sea. In 1900 the place did not contain a single flour mill and now it has ten, with a daily capacity of 5,000 barrels. The mills are making a profit of 15 to 45 cents on every 100 pounds of grain ground, and are putting their earnings into enlargements of their plants.

Even at the low price of 37 cents gold per bushel paid by the mills, wheat is now the most profitable crop and will be grown in increasing quantities as fast as the mills require it. At the rate at which the production of flour is expanding it will be only a few years until Manchuria will supply the Chinese market with more flour than is now consumed, and unless the Chinese eat more under a higher standard of living, a considerable surplus may be available for export to Europe.

Siberia, because of the high altitudes of its southern portion and of the great distance of its agricultural areas from water transportation, is unlikely ever to become a great source of supply for the world's markets, but Manchuria may well become an extremely awkward competitor for the future grain and flour market in China and Japan.

Flour Scarce in Moncton.

FLOUR and oatmeal continue scarce in Moncton, principally on account of the congested state of traffic on the western railways, in consequence of the heavy storms. There is a fair supply of Manitoba flour with some of the wholesale houses, but there is a stringency in the stock of Ontario brands. The lack of the ordinary supply of Ontario flour is due especially to the impediment to traffic on railroads west of Montreal. In several cases, flour that was shipped nearly a month ago, is still on the way. Carloads are taken by the western railways for shipment, but there is no assurance of the time of delivery owing to the present condition of the roads. The effect on the market here is expected to continue for the greater part of March, and, perhaps even longer. For some time will elapse before the improved conditions of the western railroads will be felt here.

A wholesale dealer says there are several reasons for the present high price of flour in the East. In former years the Western farmer was obliged to dispose of his wheat earlier in the season as he was not in a position to hold it. Now he is less dependent. He can await the conditions of the market holding the grain himself as well as companies owning elevators. The effect of the war on the Russian shipments of wheat has also contributed largely to the present state of the market which has also been affected by subsequent manipulations of the market by speculators. Then there are the temporary difficulties in transportation.

The general condition of the market is not expected to undergo any marked change until Summer when the outlook for a new crop may be taken into consideration. But it is doubted in some quarters, however, if flour will again go down to the price of last Fall. It took a rise then which was maintained and followed by further advances.

American Flour in Brazil.

Through the activities of the United States Minister, says the Flour Trade News, the Government of Brazil has been induced to grant preferential rates on several lines of staple American products imported in Brazil. Besides several other things, the new arrangement gives preferential rates to flour in barrels, 32 per cent.; flour in sacks, 20 per cent. Six or seven years ago the United States exported to Brazil 1,800,000 barrels of flour per annum, but this export has decreased to about 500,000 barrels per annum owing to the excessive duty. This duty is now reduced through the preferential rates just granted and there is now a boundless market open to millers and flour exporters in Brazil and American flour exporters are being urged to take advantage of the opportunity.

Importing Canadian Oats.

"Some idea of the great scarcity of oats in this market lately," says the Flour Trade News of New York, "may be gathered from the fact that 50,000 bushels of Canadian oats were bought for local consumption at 55 to 60c. a bushel, duty paid. As the duty is 15 cents, it makes the price equal to 40 to 45c., whereas domestic oats of similar grade are worth 58 to 60c. It is therefore evident that we need not expect to sell oats for export."

Barley in Demand.

Of late there has been a large demand in the Orient for foodstuffs. At the present the principal demand of Japan has been for barley. The Japanese feed their horses barley instead of oats, and have lately been leaving orders with Canadian firms to fill. On the Empress of China, which sailed for the Orient a week or ten days ago, 500 tons of this grain was shipped, and on the Athenian, when she leaves Vancouver in a few weeks hence, another shipment of 1,000 tons will go forward. In addition to these consignments negotiations have been in progress during the last few days for the charter of a steamer to load a cargo of barley on the sound.

New Industry for Toronto Junction.

A. Campbell, miller, Toronto Junction, is about to increase the capacity of his mill from 700 to 1,000 barrels. He will also build an addition to his present plant for the production of oatmeal and cornmeal. Mr. Campbell expects the new industry will require in the neighborhood of 100,000 bushels of grain yearly.

Cereal Notes.

The American Miller learns that the acreage of macaroni wheat in Nebraska, Western Kansas and Oklahoma, will be greater this year than last.

Grand Rapids, Mich., now requires all packages of flour to be marked with the net weight, but execution of the law has been suspended until the flour on hand shall have been disposed of.

There is a genuine satisfaction in recommending your customers to try

Blue Ribbon *Ceylon* Tea

They will appreciate your advice and show it in continued and growing patronage of other good things you have to sell.

Push the Red Label Brand.

Each grocer our agent.

We wish to say that we are not simply fishing for your dollars. There is more in business to us than simply throwing your money in the till and ringing you out of memory. What we are after is a feeling of friendship and co-operation with you, in addition to your custom. This does not mean that we are not out after all the money we can honestly make, but that our business efforts are based on the desire to place in your hands the best goods of their kind that can be made. It is this determination, combined with a good deal of push, that is making our business so successful, and that has made our big new factory and a largely increased staff of helpers an absolute necessity.

Our object is to make WHITE SWAN goods the standard of Canadian excellence, and you can always be sure that in handling our brand that you have Purity, Perfection and Worth in their highest degree. It always pays to push a good thing. Ask for our list.

THE ROBT. GREIG CO., LIMITED

White Swan Mills

TORONTO

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR RETAIL MERCHANTS.

Cigarette Tobacco in Italy.

ABOUT ten years ago a large demand was created for Oriental tobacco in Italy, which suggested to the government a series of experiments, in order to ascertain whether it was possible to produce such tobaccos at home instead of importing them. Conditions of soil and climate were favorable. The main difficulty from the first, however, was with native husbandmen, accustomed from generation to generation to a certain style of cultivation of tobacco, who rebelled against the introduction of new methods for the successful propogation of new varieties.

As a result of continuous experiment, however, a code of regulations was drawn up, in which was given all possible information as to how the Oriental plants were to be reared, and land-owners were invited to take note of the conditions offered by the Government, the cultivation of the American leaf being restricted so that the farmer had no longer the option of continuing the cultivation of the qualities he had raised in former years. The department offered to supply all seeds, which were to be sown at a stated time according to directions. Careful treatment of the seedling plant was required, and the most scrupulous attention to its later cultivation was enjoined. During the whole time of the rearing of the plant, the producer was exposed to surprise visits at all times. Inspectors removed any defective or worthless leaves, burning them immediately; while the farmer was prohibited from removing a leaf from a plant on any pretext whatever.

At the ripening of the crop it was to be bundled, dried and carried to the government classifying offices, where the producer was paid first the price of the leaves, and later, on further examination, a premium on the results. The necessity for this superfine discrimination arises from the fact that leaves grown near the ground level are more rank and do not possess the pure aroma required for first-class tobacco, while those closest to the flower are found to be too rich in nicotine, the best leaves being from the middle growth of the plant.

For the 1903 crop, requests were permitted for the cultivation of 40,000,000 plants of the Oriental qualities alone, while proposals for 16,500,000 more had to be refused, for the reason that the government premises were not sufficiently extensive to handle more than that quantity of tobacco. The Oriental product is used, mixed with imported tobacco, in the manufacture of cigarettes of various kinds. It is estimated that the 1903 crop will give 125 to 130 tons of Oriental tobacco, hardly sufficient for one month's requirement of the country. Consequently it has not been possible so far to issue a cigarette made exclusively of native-grown tobacco.

The Origin of Meerschaum.

IT may interest the smoker to to know that the bowl of his favorite pipe is nothing more nor less than a chunk of hydrated silicate of magnesium, a fragment of sea-foam from the bowels of the earth of Asia Minor, and is so common that the boys of Morocco use it for soap, while in Madrid it is used as building material.

Meerschaum has been dug from the ground around Eski Shehier for more than one thousand years, where there is apparently an inexhaustible supply. In one district over 8000 mines have been opened, and in another, over 20,000. The yearly output of these mines is estimated at 200 tons. Meerschaum is found in a layer of red clay from 25 to 180 feet beneath the surface. Primeval methods are still used for digging out the commodity. Miners work down with pickaxes and shovels until the red clay is reached; then they proceed to build tunnels in all directions from which the blocks of meerschaum, scattered through the clay and varying from the

Old Chum

CUT PLUG
SMOKING
TOBACCO

satisfies the most exacting customers.

Sold By All Leading Wholesale Houses

CURRENCY

Plug Chewing Tobacco

is a

Quick Seller.

Handled by all Leading Wholesale Houses.

Who is Your Friend?

The Man who Buys your Goods. We are your Friends.

You know that offer of ours, namely, to send 1,000 Cigars, express paid, and to buy back for cash your unsold stock at the end of three months.

That's a pretty good offer, and an offer other cigar makers aren't talking very loud. We wouldn't keep drumming on it if we didn't know how safe an offer it is. The cigars don't get back to us. They sell.

Specify in your order **Pebble** for a 5-center, and **Pharaoh** a 10-center.

Get the order in to-day.

J. BRUCE PAYNE, Limited, Mnfr., GRANBY, QUE.

It is hard to get over T. & B.—and the 10-cent size just suits the majority of smokers,—

And grocers.

T & B

The Geo. E. Tuckett & Son Co. Limited
HAMILTON

Once there was a grocer who said he wouldn't stock T. & B.—had too many lines as it was. He fought the salesmen and the public, and thought he had whipped them. One day he woke up and found he had been punishing himself all the time.

THANKS

The response to our pipe advertising is all right. Write again. We have the stock.

W. B. REID & CO.
58 Yonge St.,
TORONTO.

QUEEN'S NAVY

CHEWING TOBACCO

grows more
popular
every day.

The Erie Tobacco Company
WINDSOR, ONTARIO.

British Navy
Queen's Navy
U. & I.
King's Navy
Ronto Mixture

NOT MADE BY A TRUST.

T. J. Horrocks,
176 King St. East,
TORONTO.
SEND FOR PRICE LIST.

The Chamberlain Cigar

The **best value** in Canada! Sold the **world** over! It will help your **trade tremendously!** Order a sample lot to-day!

SAVE THE BANDS AND RETURN THEM TO

J. M. FORTIER, Limited,
MONTREAL.

MANUFACTURERS OF
Cigarettes and Cut Tobaccos

TOBACCOS are not all the same. There are some tobaccos better than others. We **know** our tobaccos to be good,—better,—best. If they were not all this the sale of them would not have the steady increase they are having month by month.

SMOKING—
TONKA,
SOLID COMFORT,
PINCHIN'S
HAND-MADE

CHEWING—
BRITISH NAVY,
KING'S NAVY,
BEAVER,
APRICOT.

McALPIN CONSUMERS TOBACCO CO., Limited, TORONTO

size of a small egg to a foot cube, are extracted.

The "nam-tash," which is the native name for meerschaum, is white with a yellow tint, and very soft. This is first thoroughly dried, then rubbed with wax and carefully wrapped in cotton before being packed for shipment. Most of the raw material goes to Vienna where it is worked up into the fine pipes which are the delight of smokers the world over. The process of manufacture is extremely simple, pipe bowls after being turned or carved, are polished and then boiled in wax or some preparation of paraffin. A second polishing follows, after which they are ready for the coloring process—and who has not experienced with the latter?

The only kind of mouth piece for use with a meerschaum pipe is amber. Its origin is principally the shores of the Baltic Sea, where the fossilized gum is dug out, sometimes 100 feet below the surface. The amber blocks are sawed into pieces suitable for pipe stems by an extremely thin saw. These are then placed in a foot-power lathe and drilled and twisted into the requisite shape by expert workmen.

A. Michaels' Cigar Store, Montreal.

A Model Modern Cigar Store.

WE publish to-day a view of one of Montreal's most prominent and conspicuous cigar and tobacco stores, that of A. Michaels, north-east corner of Notre Dame and McGill streets. Outside of the fact that the location of the store on such a prominent corner is in itself a feature, the establishment is the more noticeable on account of the very attractive and business-drawing window displays arranged by Mr. Michaels and his staff. Changes are made weekly, sometimes oftener, and passers-by are attracted by the price cards and their appropriate wording. Variety is not lacking, but the general arrangement of the goods is such that one is involuntarily attached to them. The interior is conveniently arranged, the furnishings being in oak, and the "silent salesmen" counters display pipes, cigars, cigarettes and smokers' commodities in infinite variety. Though Mr. Michaels has occupied the present quarters only since 1901, having removed from the centre of the block, he has been in the cigar business in Montreal for a quarter of a century or more, and is always to the front in anything and everything pertaining to the wants and demands of his customers. His two assistants are equally active, prompt and polite in attending to the requirements of their trade.

Protection for Cigar Makers.

For purposes of mutual protection against deadbeats, the cigar manufacturers of Sioux City, U.S.A., have formed a Cigar Manufacturers' Association. The chief aim of the association will be to protect the manufacturers from bad accounts. The retailer who cannot or will not pay his bills is to be made known to every member of the association, with the result that they will refuse him credit point-blank.

OUR SILENT DRUMMER IS FREE.
GROCERS
WHEN
HANDING OUT CIGARS, SERVE THE
GOOD ONES LIKE
STEELE'S SECURITY 10c. EACH
STEELE'S YORK 5c. EACH
UNION MADE.
THE
W. H. STEELE CO., Limited
Importers and Wholesale Tobacconists.
40 Scott St., - - TORONTO
Phone, Main 1987.

Should be in the mouth of every smoker. What? a
McDougall Scotch Clay Pipe
Be sure and ask for it, and see that you get it.
D. McDougall & Co., Glasgow. Scotland.

Our "Coronation."

This case with its ALL GLASS Top (no wood above the glass) is THE VERY FINEST display case in the world to-day. We are making TWENTY of this style of case to ONE of ANY OTHER, and are receiving orders from ALL parts of the Dominion for this MAGNIFICENT case. It is fitted with the very best British Plate Glass THROUGHOUT, including the mirrors in the doors and the shelves, in short, it is the MOST EXQUISITE and most UP-TO-DATE floor case on the market anywhere in the world to-day.

A large number of Grocers throughout the Dominion are now handling cigars as a special branch and ARE doing WELL with them. Are YOU right in line with these progressive and wide-awake men? If not, YOU OUGHT TO BE. If you desire to fall in the ranks by taking up this GOOD PAYING side-line you cannot do better than consult us about the very best and most modern display cases made especially for that line of business. In order to make a good display of, and to keep your cigars right it is necessary to have a first-class case of OUR manufacture. We turn out nothing but the very best goods, and our prices ARE REASONABLE for such goods.

Dominion Show Case Co.
53 Richmond St. East, - - TORONTO.

Tobacco Notes.

Knapp & Peterson, pipe manufacturers, Cuffe Lane, Dublin, have made extensive enlargements and improvements in their premises.

T. J. Horrocks, wholesale tobacconist, Toronto, reports that with the improved shipping facilities his new warehouse affords, all orders will be shipped more promptly than ever.

The bonus promised to English handlers of the American trust (Imperial Tobacco Co.) goods, materialized on January 1, 1904, with an appropriation of 2¼ per cent. of the sales. John Bull ejaculates "better late than never," and the American eagle screams that sufficient prominence has not been given to American trust goods in England. Those who have offended in this particular may take the hint "to get busy" if they wish to keep the bonus scheme going.

Business Changes

ONTARIO.

THE oatmeal mill of H. Murton, Guelph has been destroyed by fire; loss partially covered by insurance.

T. Martin, grocer, Ottawa, is dead.

G. Simmonds grocer and fruit dealer, Toronto, is dead.

T. H. Johns, grocer, Kingston, has sold out to J. Kelly.

W. S. Hughes, general merchant, Winchester, is dead.

P. Graham, fruit dealer, etc., Ottawa, has gone out of business.

H. H. Foy, general merchant, Eganville, has started in business.

J. H. Anlseybrook, grocer, St. Thomas, has sold out to J. Tremblay.

J. Phillips, grocer and butcher, Toronto has sold out to W. Barnhouse.

J. Cray, general merchant, Belle River, has advertised his business for sale.

W. W. Anderson, flour and feed dealer, Cardinal, has sold out to M. Sim.

N. Wickett, general merchant, New Liskeard, has discontinued business.

The estate of E. Bergeron, grocer, etc., The Lake has been wound up.

G. Ferguson, grocer and butcher, Hamilton, has assigned to C. S. Scott.

E. J. Dunn, grocer, Chatham, is offering to compromise at 60c. on the dollar.

W. Cornwall & Co., grocef, etc., Beamsville, has sold out to A. McIntyre.

M. Bigelow, milliner and grocer, Wales, has assigned to J. A. C. Cameron.

J. Chalmers, seed and hardware merchant, St. Marys, has sold out to J. & G. Smith.

Brosseau & Gagnon, grocery commission merchnats, Ottawa, have started in business.

W. A. Brown, general merchant and butcher, Orwell, has advertised his business for sale.

The stock of the estate of P. Cameron, general merchant, Dutton, was advertised to be sold by tender March 9.

The Canadian Canners' Consolidated Companies, Hamilton, have changed the style of their firm name to the Canadian Canners.

The style of the firm name of Robinson & Galaska, general merchants, New Liskeard, has been changed to Robinson & Greenwood.

W. A. Tallondown, grocer and provision dealer, Sunderland, has assigned to N. McPhoden; meeting of creditors announced for March 8.

The premises of P. A. Vaillancourt, grocer, Ottawa, now Vaillancourt & Tardiff, have been damaged by smoke; loss partially covered by insurance.

QUEBEC.

N. Belle, grocer, St. Paul, is dead.

R. Piette, grocer, Berthier, is dead.

The assets of H. Lamouche, grocer, Montreal, has been sold.

Salmes & Edwards, grocers, Montreal, have dissolved partnership.

P. Martin, grocer, etc., River Beaudette, has been burnt out.

The assets of N. Degraseilliers, grocer, Montreal, have been sold.

B. Ram & Co., grocers and liquor dealers, Montreal have registered.

The Columbia Shoe Dressing Co., Montreal, have been incoroporated.

V. E. Paradis, has been appointed curator to A. Gagnon, grocer, Quebec.

W. F. Hawley-Palmer, of the Empire Cigar Store, Montreal has registered.

J. Z. Gagnier, general merchant, Howick, has assigned to Kent & Turcotte.

J. C. Harbec, grocer and hardware merchant, St. Johns, has been burned out.

D. Michon, grocer and liquor dealer, Montreal, is offering 35c. on the dollar cash.

Nault Freres, grocers and liquor dealers, Montreal (St. Henry) have registered.

J. A. Benault, general merchant, St. Ephrem de Tring, is offering 35c. on the dollar.

H. Lamarre has been appointed curator to H. A. Riopelle, general marchant, Ville Marie.

The Royal Packing Co., manufacturers of preserves, Montreal have registered.

Consent of the assignment of Charbonneau & Co., grocers, Lachine Locks, has been filed.

Jacobson & Ram Co., grocers and liquor dealers, Montreal, have dissolved partnership.

A. R. Leroux, grocer and provision merchants, Montreal, has succeeded Rivet & Rivet.

The assets of J. M. Sirios, general merchant, Cacouna, are advertised to be sold March 11.

J. M. Chapdelaine, grocer, Montreal, has assigned; meeting of creditors announced for March 11.

Consent of the assignment of J. E. Robichaud, grocer and liquor dealer, Montreal, has been filed.

Demand of the assignment of J. E. Robichaud, grocer and liquor dealer, Montreal, has been made.

The assignment of S. J. Roy, butter and cheese manufacturer, St. Johns and Sabrevois, has been filed.

La Society de Fabrication de Peurre de St. Louis de Lotbiniere, Lotbiniere, have dissolved partnership.

The estate of J. B. M. Dion, grocer, Quebec, has been sold to A. A. J. Gingras at 17c. on the dollar.

A meeting of creditors of L. S. Plamondon, general merchant, South Durham, is announced for March 16.

The partnership of J. Brown & Sons, wholesale fruit and commission merchants, Montreal, has been registered.

Chabot & Galibois, grocers and liquor dealers, Quebec, have dissolved partnership, and are offering their business for sale.

The stock of Hodgson Bros., cheese exporters, Montreal, has been damaged by smoke; loss partially covered by insurance.

La Cie d'approvisionments Alimentaries, Montreal, have sold their jobbing business to Jadvin, Maloney & Lawrence.

Carrier & Co., general merchants, Garthby, have assigned; V. E. Paradis has been appointed provisional guardian.

T. E. Levesque, general merchant, St. Gideon, has assinged. Lefaivre & Taschereau have been appointed provisional guardians.

The stock of D. A. McPherson & Co., butter and cheese exporters, Montreal, has been partially destroyed by fire; loss covered by insurance.

Demand of the assignment of Mrs. E. W. Carigan, wholesale and retail liquor dealer, etc., Montreal, (St. Henry) has been made.

V. E. Paradis has been appointed curator to J. A. Michaud, general merchant, Chicoutimi, and also to E. Villeneuve, general merchant, Jonquieres.

NOVA SCOTIA.

T. R. Prince, general merchant, Truro, has assigned.

T. H. Carroll, commission produce merchant, and J. Leary, confectioner, etc., both of Halifax, have been burned out.

MANITOBA AND N.W.T.

E. M. Beamish, grain merchant, Winnipeg, is dead.

J. Consentino, confectioner, Winnipeg, has been burned out.

J. A. W. Lane, grocer, Winnipeg, has sold out to R. M. Lyons.

F. W. Dunn & Co., general merchants, Red Deer, have sold out.

Anderson Bros., general merchants, Milestone, are seeking extension.

L. Beck, general merchant, Yorkton, is closing up his Saltcoats branch store.

The stock of N. Rosen, general merchant, Virden, has been sold at 65c. on the dollar.

H. T. Scheibel & Co., general merchants, Wilcox, have sold out to H. Pickering.

R. W. Oxley, grocer and hardware merchant, Hanley, has sold out to Colladay & Wilkinson.

Wilkin & Co., general merchants, Fort Saskatchewan, have sold their Whitford branch to W. E. Biggs.

J. McIlrea, grocer, hardware merchant, etc., Sidney has sold his lumber yard to the Canadian Elevator Co.

Hawkes & Barker, general merchants, Whitewood, dissolved partnership on March 1. Mr. Barker continues in business.

BRITISH COLUMBIA.

A. H. Bradbury baker and confectioner, Vancouver, has been succeeded by Johnson & McKillop.

"NOW'S THE TIME"

WHEN

CANNED FRUITS

ARE REQUIRED

GOODWILLIE'S FRUITS

IN GLASS

ARE

JUST WHAT YOU REQUIRE

IF

YOU DESIRE TO HANDLE

THE BEST.

Agents:
ROSE & LAFLAMME,
MONTREAL.

"WHAT'S IN A NAME"

THE NAME

BATGER

ON MARMALADES

IS A GUARANTEE OF

PURITY
SPLENDID QUALITY
CARE IN MANUFACTURE

HAVE YOU A STOCK?

Agents,
ROSE & LAFLAMME,
MONTREAL.

Current Market Quotations for Proprietary Articles

March 10, 1904.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes	$4 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 3 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ½ " "	14 00

W. H. GILLARD & CO.

Diamond—	
5-lb. tins, 2 doz. in case	$2 00
2-lb. tins, 3 " "	1 25
1 lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
doz.	10c.	$0 85
3 doz.	4-oz.	1 20
3 doz.	6-oz.	1 75
1 doz.	12-oz.	3 50
2 doz.	12-oz.	3 45
3 doz.	12-oz.	3 40
2 doz.	16-oz.	4 45
3 doz.	16-oz.	4 35
1 doz.	2½lb.	10 40
1 doz.	5lb.	19 50

AGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

JERSEY CREAM BAKING POWDER.

ze, 5 doz. in case	$0 40
" 4 " "	0 75
" 3 " "	1 25
" 2 " "	2 25

OCEAN MILLS.

	Per doz.
Ocean Baking Powder, ½ lb., 4 doz.	$ 45
Ocean Baking Powder, ½ lb. 5 doz.	90
Ocean Baking Powder, 1 lb., 3 doz.	1 25
Ocean Borax, ½-lb. packages, 4 doz.	40
Ocean Cornstarch, 40 pks. in a case	78

Freight paid, 5 p.c. 30 days.

ROYAL BAKING POWDER CO.

Sizes.	Per Doz.
Royal—Dime	$ 1 00
" ½ lb.	1 60
" 6 oz.	2 25
" ½ lb.	2 90
" 12 oz.	4 50
" 1 lb.	5 75
" 3 lb.	15 50
" 5 lb.	25 50

Sizes.	Per Doz.
Cleveland's—Dime	$ 1 00
" ½ lb.	1 50
" 6 oz.	2 20
" ½ lb.	2 80
" 12 oz.	4 25
" 1 lb.	5 50
" 3 lb.	15 00
" 5 lb.	25 00

"VIENNA" BAKING POWDER.

	Per doz.
1-lb tins, 4 doz in box	$2 25
½-lb tins, 4 doz in box	1 25
¼-lb tins, 4 doz in box	75

BEE BAKING POWDER.

1-lb. tins, cases 4 doz, per doz. ... $2 25

EAGLE BAKING POWDER

	Per doz.
Cases of 48-5c. tins	$0 45
" 48-10c. tins	0 75
" 24-25c. tins	2 25

Blacking.

HENRI JONAS & CO.

Jonas'	Per gross $9 00
Froments	" 7 50
Military dressing	" 24 00

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ¼ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes, according to size	0 02 0 10

J. M. DOUGLAS & CO.—Laundry Blues.

"Blueol"—10-lb. boxes containing 50 pkgs., 4 squares each.....per lb. 15c

"Sapphire"—14-lb. boxes, ¼-lb. pkgs. per lb 12½

"Union"—14-lb. boxes, assorted, 1 & ¼-lb. pkgs. per lb. 10

Black Lead.

Reckitt's, per box $1 15
Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz.; or ¼ gross, 4 oz.

JAMES' DOME BLACK LEAD.

	Per gross
6a size	$2 40
2a size	2 50

Borax.

"Bee" brand, 5 oz., cases, 40 pkgs.	1 40
" " 10 oz., cases, 48 "	3 25
" " 16 oz., cases, 48 "	4 25

EAGLE BORAX.

	Per doz.
Cases of 5-doz. 5c. packages	$0 40
" 5-doz. 10c. "	0 85

Brooms.

UNITED FACTORIES, LIMITED.

	doz. net.
Boeckh's Bamboo Handles, A, 4 strings	$4 70
" " " B, 4 "	4 40
" " " C, 3 strings	4 10
" " " D, 3 "	3 85
" " " F, 3 "	3 55
" " " G, 3 "	3 20
" " " I, 3 "	2 85

Canned Goods.

HENRI JONAS & CO.

Mushrooms, Rionel	$15 50
" 1st choice Dutheil	18 50
" " Lenoir	19 50
" extra Lenoir	22 00
Per case, 100 tins.	
French Peas, Delory's—	
Moyen's No. 2	$9 00
" No. 1	10 50
½ Fins	12 50
Fins	14 00
Tres fins	15 00
Extra fins	16 50
Sur extra fins	18 00
French Sardines—	
½ Rolland	9 50 10 00
½ Delory	10 50
¼ Club Alpins	2

FRED. MAGEE

	Per doz
Smelts in spices, in ½-lb round tins	0 90 $1 00
" mustard, in ½-lb oval "	0 95 $1 05
" Tomato, in ½-lb. " "	0 95 $1 00

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag	0 18½
Quaker Oats, 2-lb. pkgs., per case	3 00
Tillson's Oats, 2-lb. pkgs., per case	00

ALWAYS THE SAME

BRUNNER MOND'S

BAKING SODA,

WASHING SODA,

DOUBLE STRENGTH WASHING SODA,

CAUSTIC SODA,

EMPIRE SODA.

PUREST,

STRONGEST,

CHEAPEST,

BEST.

WINN & HOLLAND,

MONTREAL,

Sole Agents for Canada.

The Australasian Grocer

The Organ of the Grocery, Provision and kindred Trades of the Antipodes.

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Specimen Copies Free on Application.

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Hygienic, 1-lb. tins ..... per doz.	$6 75
" ½-lb. tins ..... "	3 50
" ¼-lb. tins ..... "	2 00
" fancy tins ..... "	0 85
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50
Perfection, ½-lb. tins, per doz.	2 40
Cocoa Essence, sweet, ½-lb. tins, per doz.	

Chocolate—	per lb
Queen's Dessert, ¼'s and ½'s	$0 40
" 6's	0 42
Mexican Vanilla, ¼'s and ½'s	0 35
Royal Navy Rock, " "	0 30
Diamond, " "	0 25
" 8's	0 28

FRY'S.

Chocolate—	per lb
Caraccas, ¼'s, 6-lb. boxes	$0 42
Vanilla, ¼'s	0 42
"Gold Medal," sweet, ¼'s, 6-lb. boxes	0 29
Pure, unsweetened, ¼'s, 6-lb. boxes	0 42
Fry's "Diamond," ¼'s, 14-lb. boxes	0 24
Fry's "Monogram," ¼'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ¼'s, 1 doz. in box	2 40
" ½'s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ¼'s, 14-lb. boxes	
" ½'s, 12-lb. boxes	
Epp Cocoa, case of 14 lb., per lb.	0 35
S quantities	0 37½

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

¼ lb. tins,	4½ doz. to case	per doz.,	$	90
½ " "	4 " "	"		2.40
½ " "	2 " "	"		4.75
1 " "	1 " "	"		9.00

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.

	Per lb
Mott's Broma	$0 30
Mott's Prepared Cocoa, ¼s and ½-boxes	0 28
Mott's Breakfast Cocoa, ¼s in boxes	0 40
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caracas Chocolate	0 40
Mott's Diamond Chocolate	0 23
Mott's Navy Chocolate, ¼s in boxes	0 27
Mott's Cocoa Nibbs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross	1 00
Mott's Confectionery Chocolate	0 21 0 32
Mott's Sweet Chocolate Liquors	0 20 0 36

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 38
Vanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 27
Breakfast cocoa, ¼, ½, 1 and 5-lb tins	0 43
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 35
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5's, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 56

LOWNEY'S.

Breakfast cocoa —	
6-lb. boxes, 12 boxes in case,	1-5-lb. tins. 45c.
6-lb. boxes, 12 boxes in case,	½-lb. tins. 42c.
6-lb. boxes, 12 boxes in case,	¼-lb. tins. 42c.
Sweet chocolate powder — "Always Ready."	
6-lb. boxes, 12 boxes in case,	½-lb tins. 32c.
Premium chocolate—	
6-lb bxs., 12 bxs. in case,	½-lb. pkgs. 34c.
12-lb. bxs., 6 bxs. in case,	½-lb. pkgs. 34c.
6-lb. bxs., 12 bxs. in case,	½-lb. pkgs. 36c.
12-lb. bxs., 6 bxs. in case,	½-lb. pkgs. 36c.
Medallion sweet chocolate—	
6-lb. bxs., 12 bxs. in case,	½-lb. pkgs. 48c.
Milk chocolate —	
6-lb. bxs., 12 bxs. in case,	½-lb. pkgs. 40c.
Tid-Bit chocolate —	
6-lb. bxs., 12 bxs. in case,	½-lb. pkgs. 32c.
Vanilla sweet chocolate —	
3-lb. bxs. 24 bxs., in case,	½-lb. pkgs. 32c.
6-lb. bxs., 12 bxs. in case,	½-lb. pkgs. 32c.
Diamond sweet chocolate—	
6-lb. boxes, 12 bxs. in case,	½-lb. pkgs. 27c.

Condensed Milk.

Anchor" brand, cases 4 doz., per case	$5 00
" evap. cream, cp. 4d. "	4 65

Borden's Condensed Milk Co.

Eagle" brand	$1 65
Gold Seal" brand	1 30
Peerless" brand evaporated cream	1 02

"Reindeer" Brand
Case (4 doz $5.60

Coffee.

"Bee" brand, 1 lb. tins, cases, 30 tins	9 00
" " 2 lb. tins, cases, 15 tins	8 70

THE EBY, BLAIN CO., LIMITED.

In bulk—	Per lb.
Club House	0 32
Royal Java	0 31
Royal Java and Mocha	0 31
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Fancy Bourbon	0 20
High Grade package goods—	
Gold Medal, 2-lb. tins	0 30
Gold Medal, 1-lb. tins	0 31
Kin Hee, 1-lb. tins	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars	0 30
English Breakfast, ground only 1-lb. tins	0 18

JAMES TURNER & CO.

	Per lb.
Mecca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.

	Per lb.
"Old Crow" Java	$0 25
" Mocha	0 25
"Condor" Java	0 30
" Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 31
" " 2-lb. tins	0 30
100 lb. delivered in Ontario and Quebec.	
Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" II. 40-lb. boxes	42½c.
" III, 80-lb. boxes	37½c.
" IV, 80-lb. boxes	35c.

WILLISON'S TURKEY COFFEE.

	Per lb.
1-lb tins, 48-lb cases	30

S. H. & A. S. EWING'S.

	Per lb.
Mocha and Java coffee, in 1-lb tins, 30-lb cases	32
Mocha and Java coffee, in 2-lb tins, 30-lb cases	29

Cheese.

Imperial—Large size jars	per doz.	$8 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	15 00
Small size	"	12 00
Roquefort—Large size	"	2 40
Small size	"	1 40

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co. Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered.
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c

Allison's Coupon Pass Book.

$1 00 to 3 00 books	3 cents each
5 00 books	4 "
10 00 "	5½ "
15 00 "	6½ "
20 00 "	7½ "
25 00 "	8 "
50 00 "	12 "

Cane's Clothes Pins.

UNITED FACTORIES, LIMITED.

Clothes pins (full count), 5 gross in case, per case	$0 62

RECKITT'S BLUE and ZEBRA PASTE {Always give your Customers Satisfaction,

—the increase in the consumption of
—table syrups since the introduction to
—the trade of

"Crown" brand Table Syrup

is phenomenal,—but not a matter of astonishment as "Crown" brand Syrup is the perfection of the true "essence of corn." It is clean, clear, pure, healthy and nourishing, besides profitable to handle.

Always Ready and Promptly Shipped:

2-lb. tins—cases 2 doz.
5 " " " 1 "
10 " " " ½ "
20 " " " ¼ "

Also in Brls., ½-Brls., **Kegs and Pails.**

Freight paid on 5 cases and over to all railway stations East of North Bay.

MANUFACTURED ONLY BY

"Look for the Crown on the Package."

EDWARDSBURG STARCH CO'Y, Limited

ESTABLISHED 1858

83 Front St. East, TORONTO, ONT.
Works: CARDINAL, ONT.
164 St. James St., MONTREAL, P.Q.

4 doz. packages (12 to a case)..... 0 75
6 doz. packages (12 to a case)..... 0 95

Cleaner.

	Per doz.
4-oz. cans	$ 0.90
6-oz. "	1.35
10-oz. "	1.85
Quart "	3.75
Gallon "	10.00

Wholesale Agents.
The Davidson & Hay, Limited, Toronto.

Extracts.

HENRI JONAS & CO.

	Per gross.
-oz. London extracts	$ 6 00
2-oz. " " (no corkscrews).	5 50
2-oz. " "	9 00
2-oz. Spruce essence	6 00
2-oz. " "	9 00
2-oz. Anchor extracts	12 00
4-oz. " "	21 00
1-oz. " "	36 00
1-lb. " "	70 00
1-oz. flat "	9 00
2-oz. flat bottle extracts	18 00
2-oz. square bottle "	21 00
4-oz. " " (corked)	36 00
8-oz. " " "	72 00
	Per doz.
8-oz. " glass stop extracts	$3 50
8-oz. " " "	7 00
2½-oz. round quint essence extracts	2 00
4-oz. jockey decanters "	3 50

Food.

	Per doz
Robinson's patent barley ½-lb. tins	$1 25
" " " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " " 1-lb. tins	2 25

Gelatine.

	Per gross.
Knox's No. 1 sparkling	$15 00
	Per doz.
" " " 6 doz., at	$ 1 30
" No. 3 acidulated, at	$ 1 50

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant " "	1 85
Other jams	$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.

Pure Fruit Jams—

1-lb. glass jars, 2 doz. in case, per doz.	$0 95
2½-lb. tin pail, 2 doz. in crate, per lb.	0 06½
5 and 7-lb. tin pails, 8 and 9 pails to crate, per lb.	0 06
7, 14 and 30-lb. wood pails, "	0 06
Pure Fruit Jellies—.	
1-lb. glass jars, 2 doz. in case, per doz.	0 95
7, 14 and 30-lb. wood pails, per lb.	0 06
Home Made Jams—	
1-lb. glass jars (16-oz. gem.) 1 doz. in case, per doz.	1 50
5 and 7-lb. tin pails, per lb.	0 09
7, 14 and 30-lb. wood pails "	0 09

BRAND & CO.

Brand's calf's foot	$3 50
Real turtle jelly	7 75

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" " 100 sticks	0 73
Dulce large cent sticks, 100 in box	....

Lye (Concentrated).

GILLETT'S PERFUMED.

	Per case.
1 case of 4 doz.	$ 3 60
3 cases "	3 50
5 cases or more	3 40

Matches.

UNITED FACTORIES, LIMITED.

	Per case.
Surelight (Parlor)	$3 50
Flashlight (Parlor)	5.75
Kodak (Sulphur)	3 80

Mince Meat.

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., ¼-lb. tins, per doz.	$ 1 40
" ½-lb. tins "	2 50
" 1-lb. tins "	5 00
Durham 4-lb. jar, per jar.	0 75
" 1-lb. jar "	0 25
F. D., ½-lb. tins, per doz.	0 85
" ½-lb. tins "	1 45

HENRI JONAS & CO.

	Per gross.
Pony size	$ 7 50
Imperial, medium	9 00
Imperial, large	12 00
Tumblers	12 00
Mugs	13 20
Pint jars	18 00
Quart jars	4

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—	
¼-lb. tins, per lb.	$ 0
½-lb. tins "	0 35
1-lb. tins "	0 32½
4-lb. jars, per jar	1 20
1-lb. jars "	0 35
Old Crow," 12-lb. boxes—	
¼-lb. tins, per lb.	0 25
½-lb. tins "	0 23
1-lb. tins "	0 22½
4-lb. jars, per jar	0 70
1-lb. jars "	0 25

Olive Oil.

	Per case
Barton & Guestier's quarts	$ 8 00
" " pints	9 00

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand, 1-lb. glass	$1 50
" " quart gem jars	3 40

T. UPTON & CO.

1-lb. glass jars, 2 doz. case, per doz.	$ 0 95
Home-made, in 1-lb. glass jars "	1 50
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 06

CLEMES BROS.

Pure fruit stock—	
10-oz. glass jars, 2½ doz. case, per doz.	$1 00
16-oz. glass jars, 2 doz. case "	1 50
Quart gems, 1 doz. case "	3 35
In 5-lb. tins, per lb.	09

Pickles.

STEPHENS'.

A. P. Tippett & Co', Agents.

Cement stoppers (pints), per doz.	$ 2 30
Corked " "	1 90

Sauces.

BRAND & CO.

Worcester	$1 85
Tomato catsup	2 60
Mayfair relish	2 60
Indian chutney	1 75
Mango "	2 25
A 1	1 70 2 60 3 15

Soda.

COW BRAND.

Case of 1-lb. containing 60 pkgs., per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. (containing 96 pegs.), per box, $3 00.

EMPIRE

"EMPIRE" BRAND.
Brunner, Mond & Co.
Case 120 ½-lb. pkts. (60 lb.), per case, $2 70.
Case 96 10-oz. pkts. (60 lb.), per case, $2 80.

"MAGIC" BRAND.

	Per case.
No. 1, cases, 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb.	2 75
No. 3, " { 30 1-lb. " / 60 ½-lb. " }	2 75

No. 5 Magic soda—cases 100—10-oz. pkgs.
1 case 2 85
5 cases 2 75

"BEE" BRAND.

"Bee" brand, 8 oz., cases, 120 pkgs.	Per case
" " 10 oz., cases, 96 pkgs.	
" " 16 oz., cases, 60 pkgs.	$2 75

Soap and Soap Powders.

A. P. TIPPET & CO., Agents.

Maypole soap, colors, per gross	$10 20
" " black "	15 30
Oriole soap "	10 20
Gloriola soap "	12 00
Straw hat polish "	10 20

Two Lines That Lead.

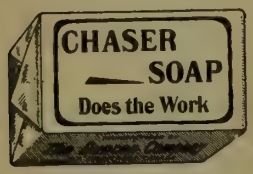
A Vinegar with Advantages.

You want a brand absolutely pure. One which will keep a long time without deteriorating. One known for its delicate aroma and its excellent flavour. **Hill, Evans & Co.** (Worcester, Eng.), produce **the** one. A Malt Vinegar which is unapproached by any other for these essential properties. A Vinegar you may always rely upon.

Quinine Wine with a Reputation.

Robert Waters' Quinine Wine enjoys a 50-year reputation as the finest tonic known.

Export Agents—ROBT. CROOKS & CO., Botolph House, Eastcheap London, England.



CHASER SOAP.

1 case	$2 40
5 cases	2 30
10 cases	2 20
20 cases	2 10

5 per cent. 10 days or 60 days acceptance.
WM. H. DUNN, AGENT.

Babbitt's "1776" 100 6-oz. pkgs. $3.50 per bx.
5 boxes, freight paid and a half box free.
Babbitt's "Best" soap, 100 bars, $4 10 per bx.
" Potash or Lye, bxs., ea. 2 dz., $2 per bx.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. cartons	$0 06
No. 1 " 3-lb. "	0 06
Canada laundry	0 05
Silver gloss, 6-lb. draw-lid boxes	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05½
Benson's enamel....per box 1 25 to	2 50
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 06¾
Canada Pure Corn	0 05½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps	0 08½
"Bee" brand, cases, 4 packages	5 00

BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 05
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 06
Barrels, 200 lb.	0 05½
Kegs, 100 lb.	0 05½
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 45 cartons, per case	40
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 05½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 06¾
Crystal Maise Corn Starch—	
1-lb. packages, boxes 40 lb.	0 06¾

ST. LAWRENCE STARCH CO., LIMITED.
Ontario and Quebec.

Culinary Starches—	
St. Lawrence corn starch, 40 lb	0 06¾
Durham corn starch, 40 lb	0 05½
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 06
" 3-lb. cartons, 36 lb.	0 06
" 200-lb. bbl.	0 05½
" 100-lb. kegs	0 06¼
Canada Laundry, 40 to 46 lb.	0 05
Ivory Gloss, 3-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 05½

OCEAN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

Stove Polish.

	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$8 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00

WM. H. DUNN, AGENT.

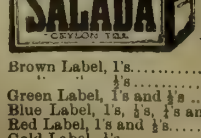
	pr. dz.
Enameline No. 4, bxs., ea. 3 dz.	0 38
Enameline No. 6, bxs., ea. 3 dz.	0 65
Enameline liquid, bxs, ea. 3 doz.	0 75
Blackene, 5-lb. cans, per lb.	0 10

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

	Per case.
Enamelled tins, 2 doz. in case	$2 40
Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 90
5 " 1 " "	2 35
10 " ½ " "	2 25
20 " ¼ " "	2 10

(10 and 20 lb. tins have wire handles.)



Teas.

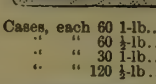
SALADA CEYLON.

	Wholesale.	Retail.
Brown Label, 1's	$0 20	$0 25
" ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s and ¼'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60

Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c	$0 19
" " ½-lb., " "	0 20
Blue Label, retail at 30c	0 22
Green Label. " 40c	0 28
Red Label, " 50c	0 35
Orange Label, " 60c	0 42
Gold Label, " 80c	0 55

Cases, each 60 1-lb.	$0 35
" " 60 ½-lb. / 30 1-lb.	0 35
" " 120 ½-lb.	0 36



LUDELLA CEYLON, 1's AND ½'S PKGS.

Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

"CROWN" BRAND.

	Wholesale.	Retail.
Red Label, 1-lb. and ½s	$0 35	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½s	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—	
"Condor" III 80-lb. boxes	$0 37
EMD AAA Japan, 40 lb " at	0 37½
" AA " 40 "	0 35
Blue Jay, basket fired Japan, 70 lbs.	0 30
"Condor" IV 80-lb. "	0 43
" V 80-lb. "	0 30
" XXXX 80-lb. boxes	0 25
" XXXX 30-lb. "	0 26
" XXX 80-lb. "	0 22½
" XXX 30-lb. "	0 23½
" XX 80-lb. "	0 20
" XX 30-lb. "	0 21
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 28½

Black Teas—"Nectar," in lead packets	
Green Label	retails 0 26 at 0 20
Chocolate Label	" 0 35 at 0 25
Blue Label	" 0 50 at 0 36
Maroon Label	" 0 60 at 0 45
Fancy tins—Chocolate, 1-lb	0 32½
" " —Blue, 1-lb	0 42½
" " Maroon, 1-lb	0 50
" " —Maroon, 1-lb	1 50

"Condor" Ceylon black tea in lead packets

Green Label, ¼s, ½s and 1s, 60-lb. cases	retail 0 25 at 0 20
Grey Label, ¼s, ½s and 1s, 60-lb. cases	retail 0 30 at 0 23
Yellow Label, ½s and 1s, 60-lb. cases	retail 0 35 at 0 26
Blue Label, ¼s, ½s and 1s, 50-lb. cases	retail 0 40 at 0 30
Red Label, ¼s, ½s and 1s, 50-lb. cases	retail 0 50 at 0 34
White Label, ¼s, ½s and 1s, 50-lb. cases	retail 0 60 at 0 46

Black Teas—"Old Crow" blend—	
Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1	per lb. 0 35
No. 2	" 0 30
No. 3	" 0 25
No. 4	" 0 20
No. 5	" 0 17½

LIPTON'S TEA (in packages).

	1 lbs. & Color of ½ lbs. Label.	Sold ¼ lbs. for per lb.	per lb.	per lb.
Ceylon-India, Ex. ch'st A Yellow		45	47	70
" " " B Red		40	42	60
" No. 1 C Pink		35	37	50
" 2 C Orange		28		40
" 3 C L. Blue		22		30
" 4 C L. Green		20		

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 3½s, 5s. and 10s.	$0 39
" Amber, 8s. and 3s.	0 60
Chewing—Stag, bars, 10½oz.	0 43
" Bobs, 5½s. and 11s	0 44
" 10½ oz. bars, 6s.	0 44
" Currency, 12 oz. bars, 12s.	0 47
" " 6½s. and 12's.	0 47
" Old Fox, narrow, 12s.	0 47
" Snowshoe, 14½oz b'rs, sp'c'd 6½	0 51
" Pay Roll, 7s and 6½s.	0 52
" Fair Play, 8s. and 13s.	0 53

Vinegars.

E. D. MARCEAU, Montreal.	Per gal.
EMD, pure distilled, highest quality	$0 30
Condor, pure distilled	0 25
Old Crow	0 20

Special prices to buyers of large quantities

GRIMBLE'S MALT.

Bulk, ¼-casks, 25 gals	$5 45	$10 95	
" casks, 60 "	10 25	22 40	
Bottles, cases, 3 doz.	3 25	4 40	

Washing Powder.

FAIRBANK'S GOLD DUST.

Five cases assorted—	
24 25c. packages	$4 65
100 10c. "	7 50
100 5c. "	3 90

Freight prepaid.

Cane's Woodenware.

UNITED FACTORIES, LIMITED.

	Per doz.
Washboards, Victor	$1 35
" Crown	1 45
" Improved Globe	1 60
" Standard Globe	1 70
" Original Solid Globe	2 00
" Superior Sld. Bk. Globe	2 15
" Jubilee	2 10
" Pony	0 95
Diamond King (glass)	3 10
Tubs, No. 0	10 50
" " 1	8 50
" " 2	7 50
" " 3	6 50
Pails, No. 1, 2 hoops	1 75
" "	1 90

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case	$1 00
Gillett's cream yeast, 3 doz.	1 00
Jersey cream yeast cake, 3 doz. 5c.	1 00
Victoria " " 3 doz. 5c.	1 00
" " " 3 doz. 10c.	1 80

We solicit your orders for Spring Trade, for

Lea & Perrins' Sauce

Prices and Terms on application.

J. M. DOUGLAS & CO., Canadian Agents, - MONTREAL.

ESTABLISHED 1857.

We have recently taken up the manufacture and sale of the

Templeton Cheese Knife

It is the greatest device for merchants retailing cheese. "Soon pays for itself," is the testimony of everyone who has used the machine for the past year.

KEEPS CHEESE FRESH
SAVES FROM WASTE

EASY TO OPERATE
PLEASES EVERY CUSTOMER

Sold on easy terms. Write us for particulars.

The Computing Scale Co. of Canada, Limited, - 164 King St. West, Toronto

COX'S GELATINE

ALWAYS TRUSTWORTHY

Established 1725.

Agents for Canada:
C. E. COLSON & SON, Montreal.
D. MASSON & CO., Montreal.
ARTHUR P. TIPPET & CO., Toronto, St. John, N.B., and Montreal.

THE PEOPLE OF

JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.

BASKETS

We make them in all shapes and sizes. We have

Patent Strawboard Berry Box Grain and Root Baskets, Clothes Baskets, Butcher Baskets,

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE . . .

Oakville Basket Co.

Oakville, Ont.

You are Interested in Something.

Why not get the best items that are printed on the subject.

We read and clip thousands of newspapers every week — therefore we can equip you **speedily** and **economically** for a debate, speech, lecture, essay or anything else requiring up-to-date information and more of it than your competitors are likely to get.

Terms—100 Clippings,	$ 5.00
200 "	12.00
500 "	22.00
1,000 "	40.00

Send for our Booklet which fully explains the scope of the clipping industry.

We have also lists of firms in every branch of trade in the Dominion, the professions, club members, society, etc., and we are prepared to address and mail circulars or letters to these at any time.

CANADIAN PRESS CLIPPING BUREAU,

232 McGill Street, MONTREAL, QUE.
Telephone Main 1255.

10 Front St. E., Toronto. Telephone Main 2701.

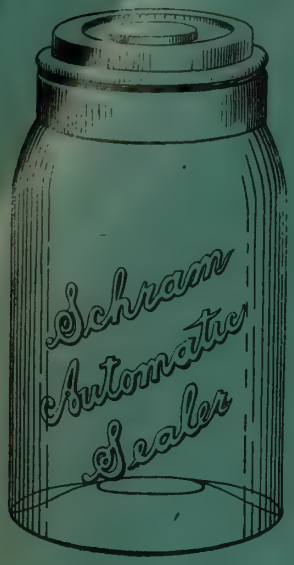
Is Honest Goods and just the Thing on Which to Make or Extend a Business.

McLAREN'S

COOK'S FRIEND BAKING POWDER.

The Best Grocers make a point of Keeping it always in Stock.

Fruit Jars



The Schram Automatic Sealer

A PERFECT SEALER

—SEALED IN A MOMENT.
—UNSEALED IN AN INSTANT
—EASY TO SEAL.
—EASY TO CLEAN.
—EASY TO OPEN.

The best looking jar ever offered to the public.

Just notice the "knocks" it is getting, and then you will realize its value.

GOWANS, KENT & CO.,

16 Front St., East, - TORONTO.

"Perfectly clean from our kitchen to your customer's."

Food goodness is a mighty important thing to every housekeeper. Purity, freshness and wholesomeness are the virtues they require in everything that goes on their dining tables. Most housekeepers know that

Wethey's Mince Meat

is pure, clean, wholesome and appetizing. More housekeepers are learning this every day. That means business for you in Wethey's Mince Meat. Are you well stocked?

J. H. Wethey, Limited
ST. CATHARINES, ONT.

Crosse & Blackwell, Limited

Pickles, Sauces, Jams and Preserved Provisions.

C. E. COLSON & SON, AGENTS, MONTREAL

CHAS. F. CLARK, President. CHAS. L. BECKWITH, Secretary.

...ESTABLISHED 1849...

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Capital and Surplus, $1,500,000 **Offices Throughout the Civilized World.**

Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker o mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

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THOS. C. IRVING, Gen. Man. Western Canada. Toronto.

OAKEY'S 'WELLINGTON' KNIFE POLISH

The original and only Genuine Preparation for Cleaning Cutlery 6d. and 1s. Canisters.

JOHN OAKEY & SONS, LIMITED
MANUFACTURERS OF
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England.
Agent:
JOHN FORMAN, 644 Craig Street
MONTREAL

VOL. XVIII. MONTREAL AND TORONTO, MARCH 18, 1904. NO. 12.

THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, General and Allied Trades in Canada.

PUBLISHED EVERY FRIDAY

CIRCULATES IN EVERY PROVINCE

MUSTARD

that IS MUSTARD

KEEN'S D.S.F. Mustard

IN SQUARE TINS.

Keen's Mustard Aids Digestion—Therefore Lengthens Life.

CHRISTIE'S SODAS

Good in Sickness.

A well-known professional nurse, who at one time attended King Edward during an illness, recently used Christie's Sodas for a typhoid fever patient in Canada. "I have long," she said, "tried to get a soda biscuit that, when crushed into powder, would give satisfactory results in soups. I failed until I tried Christie's Sodas."

Good in Health.

THIS FACT MAY BE USEFUL TO THE MERCHANT WHO RETAILS CHRISTIE'S SODAS.

Christie, Brown & Co., Limited

TORONTO and MONTREAL.

ADOLPHE E. SMYLIE, President — HENRY ROWLEY, Vice-Pres't — H. W. PETHERBRIDGE, Sec'y and Treasurer

NATIONAL LICORICE CO.

Successors to
YOUNG & SMYLIE
BROOKLYN, N. Y.
S. V. & F. P. SCUDDER
BROOKLYN, N. Y.
MELLOR & RITTENHOUSE CO.
CAMDEN, N. J.
H. W. PETHERBRIDGE
BROOKLYN, N. Y.
DOMINION LICORICE & NOVELTY CO.
TORONTO, CAN.

Y. & S., SCUDDER, and M. & R. Brands of PURE STICK LICORICE, Acme Licorice Pellets, M. & R. Wafers in bags, Licorice Lozenges, and a full line of Licorice Specialties, including the celebrated soft licorice lines sold under the Company's brands as follows: THE FLEXIBLE LICORICE, THE PLIABLE LICORICE, THE ELASTIC LICORICE.

OFFICE—106 JOHN ST.
106-116 John St., 227-237 Plymouth St., } Brooklyn, N.Y.
Illustrated Catalogue on request.

THE AUER GAS LAMP

"Turns night-time into day-time"

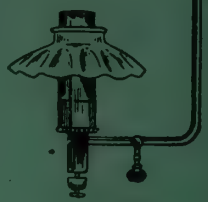
NEW MODELS. LOWER PRICES.

We offer you the best made lamp on the market, built scientifically.

We offer you a lamp that will light your store for half the cost of kerosene.

We offer you a lamp that is safer than a coal oil one.

We offer you a lamp which you can sell at a good profit.



No. 25
100 Candle Power.

Do you want the Agency for it?

THEN WRITE FOR OUR CATALOGUE AND DISCOUNTS.

EVERY LAMP GUARANTEED.

AUER LIGHT CO., 1682 NOTRE DAME ST., MONTREAL.

JUST WHAT YOU WANT

TIME AND LABOR SAVER

The "ENTERPRISE" ELECTRIC

RAPID GRINDING AND PULVERIZING **Mill**

Will be furnished for Direct or Alternating Current to suit all conditions

25 to 50 lbs. of Coffee

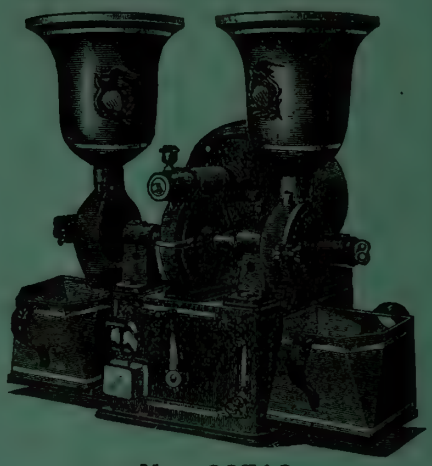
CAN BE GROUND FOR ONE CENT

One Grocer says: It has almost doubled our Coffee Trade, I consider it a Good Investment and Advertisement.

DESCRIPTIVE CATALOGUE ALSO TESTIMONIAL PAMPHLET MAILED FREE

The Enterprise Mfg. Co. of Pa., PHILADELPHIA, PA. U. S. A.

GRANULATOR PULVERIZER



No. 08712

Height 31 inches; Width 32 inches;
Length 25 inches; Weight 320 pounds

PRICE ON APPLICATION

Grinding Capacity
Granulating, 2 pounds per minute
Pulverizing, ½ pound per minute

Capacity of Iron Hoppers, 6 lbs. of Coffee
Capacity of Nickel-Plated Hoppers, 7½ lbs. "

Cured and Packed
Where Caught!

"Thistle" Brand Canned Fish.

One reason why the "Thistle" Brand of Canned Haddies, Kippered Herrings, etc., retain the rich, delicate flavor of the freshly-caught fish is because they are cured and packed right at the water side where they are caught.

There is **no dirt, no slime** in the "Thistle" Brand to spoil the natural flavor. There are no "odds and ends" thrown in in a hurry. The "Thistle" Brand contains nothing but carefully-selected fish—**only the best will do for the "Thistle" Brand!**

The cost per tin, or can, to clean, cure and pack the "Thistle" Brand is without doubt greater than the cost involved in marketing any other Brand in the country, yet the high quality has been steadily maintained from year to year even in the face of strong competition. The "Thistle" Brand competes **on quality** and **not on price. It is the Standard Brand of Canned Fish!**

Highest Quality Always.

ARTHUR P. TIPPET & CO.,

8 Place Royale, Montreal. Sole Agents, 20½ Front Street, Toronto.

Messrs. Grimble & Co.
LIMITED

Specially request the trade to consider quality when placing their orders for

VINEGARS

NOTE OUR GRADES.—Orleans No. 16, and Nos. 16, 18 and 21 malt, concentrated and distilled.

All inquiries addressed to their Canadian agent, Mr. I. S. Wotherspoon, 204 Board of Trade Building, Montreal, will receive prompt attention.

I. S. WOTHERSPOON,
204 Board of Trade Building,
MONTREAL, P. Q.

Sterling Brand Catsups

win approval.

The people who appreciate very fine differences in quality are very pleased with these Catsups. The quality is always kept up to a very high standard. Grocers who handle this brand of Catsups are building up for themselves a reputation for handling the highest-grade goods. The market demand that is already created by these goods is invaluable to the grocer who is known as always having them in stock.

The T. A. LYTLE COMPANY, Limited
124-128 Richmond St. West, TORONTO.

Stretton's Table Relishes

Are you in business to make a reasonable profit?

Then buy goods that will produce the desired result.

Stretton's Prize Medal Sauce gives you a Liberal Profit.

Dear Mr. Grocer:

One of these days you are likely to be asked for Stretton's Prize Medal Sauce.

If you have none in stock it may be the means of sending your best customer around the corner to do her trading.

Get a case of pints and half-pints from your wholesale house and you won't be "locking the door after the horse is stolen."

Manufactured by

Stretton & Co., Limited, WORCESTER, ENGLAND.

GOOD COFFEE.

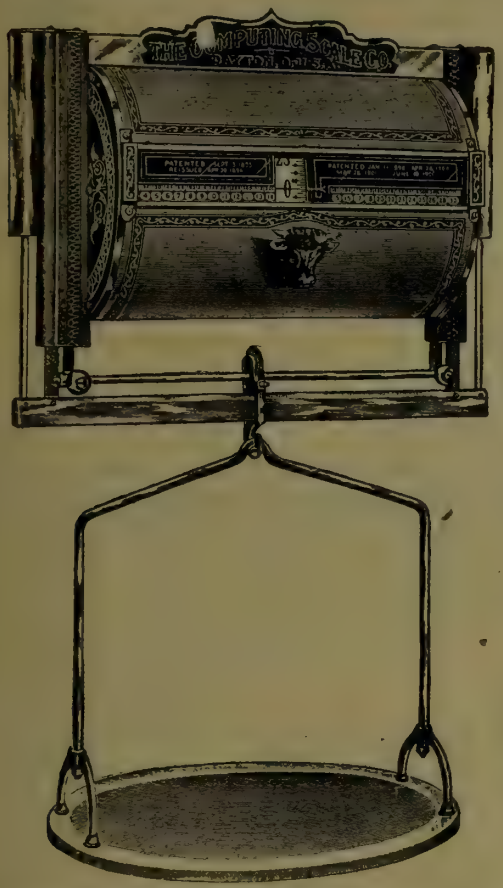
If there is one line in particular that a grocer carries, that should be good, it's COFFEE. Nothing goes farther amongst a merchant's customers than a reputation for GOOD COFFEE. It means increased trade. You can gain this reputation by handling

S. H. & A. S. Ewing High-Grade Coffees

S. H. & A. S. EWING

ESTABLISHED 1845 — The Montreal Coffee and Spice Steam Mills.

A MONEY SAVER.



SOON PAYS FOR ITSELF.

The Computing Scale Co. of Canada, Limited

164 KING WEST, TORONTO, CAN.

SOCKEYE **SALMON**

"Sovereign" and "Lynx"

Brands

ARE THE CHOICEST IN THE MARKET.

EVERY TIN GUARANTEED.

TO BE HAD OF ALL GROCERS.

Paid For Itself.

C. WILSON & SON, Limited, Scale Manufacturers,
TORONTO. HAMILTON, MAR. 19th, 1903.

DEAR SIRS:—

I have used your **BALL-BEARING COMPUTING SCALE** for several years now and I believe it has paid for itself a good many times over during that period. Most of my profits went to my customers in overweights in the past. Now I have a little left for myself.

Yours truly, ———

One of a hundred similar testimonials secured by us. Let us put you on the same road to prosperity. Catalogue free for the asking.

C. WILSON & SON, Limited, **TORONTO.**

Borden's Brands of CONDENSED MILK and EVAPORATED CREAM at Canadian Prices

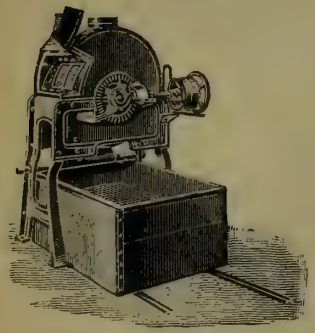
We beg to announce that we have established a branch factory at Ingersoll, Ont., and that we are now prepared to fill all orders for the Canadian trade promptly, and at considerably reduced prices, owing to the establishment of the Canadian Branch. Our **Eagle Brand Condensed Milk, Gold Seal Brand Condensed Milk** and **Peerless Brand Evaporated Cream,** unsweetened, can be obtained through our local representatives.

BORDEN'S CONDENSED MILK CO.

Originators of Condensed Milk. Established 1857.

Selling representatives in Canada: W. H. Dunn, Montreal and Toronto. Erb & Rankin, Halifax. W. S. Clawson & Co., St. John, N.B. Scott, Bathgate & Co., Winnipeg, also Shallcross, Macaulay & Co., Victoria and Vancouver, B.C.

Tea, Coffee, Cocoa, Fruit, Etc., MACHINERY.



Quick Gas-Heated Coffee Roaster, with Internal flame and Automatic Sampler.

LATEST AND MOST UP-TO-DATE TYPES.

Patent Automatic **TEA MILLING, SIFTING, BLENDING and PACKING MACHINERY.**

SAMPLE TEA MILLS AND MIXERS:

Gas-Heated Roaster—External Flame with Air Pump.
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Coke, Wood, Etc., Roasters. **Sample and Window Roasters.**
Grinding Mills, Plain or Ornamental. **Patent Chicory Nibber.**
Air Propellers. **Air Compressors.** **Dressing Machinery.**
Patent Fruit Washers. **Dry Fruit Cleaners.**
Quick Sifter and Mixer for Coffee and Chicory and all dry powders.

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COLE STREET, LONDON, S.E., ENG.

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you might as well try to grow roses on thistles as to imitate

Japan Teas

---it cannot be done---
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---of Japan, but when in the cup it
---is a poor judge of teas that is
---taken in---**Japan Teas** are in a
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---**WILL BE**---

They please your customers because they are **pure, clean,** and **healthful**—
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JAPAN TEAS

How is Your Coffee Trade?

Good, Eh!!

Then you must sell our famous **CLUB COFFEE**

—Put up in 1-lb. and 2-lb. Tins.— A POPULAR BLEND.

Manufactured only by

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TEA ROSE DRIPS

PAY YOU WELL

not only in profit, but in satisfaction. Your customers are always please and repeat orders are the order of the day when you sell Tea Rose Drips, the pure cane sugar syrup.

ROSE & LAFLAMME, Agents,
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WHY WORK OVERTIME ?

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Paterson's Camp Coffee Essence,

please your customers and put money in the bank.

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Your stability depends upon your reputation.

Your reputation depends upon the quality of your goods.

Therefore sell only

Pure CEYLON TEA

Black and Green

It will give you an unassailable reputation.

The large amount of essential oil preserved in the manufacture of CEYLON TEA makes it at once the most refreshing and invigorating tea on the market, and one that gives universal satisfaction.

Therefore buy only

Pure CEYLON TEA

Black and Green

TEA.

AGENTS REQUIRED in Canada and United States to sell and obtain wholesale orders for **Ceylon Black** and **Green Teas** on commission. Apply,

"COMMISSIONER,"
CANADIAN GROCER,
109 Fleet Street E.C. London, Eng.

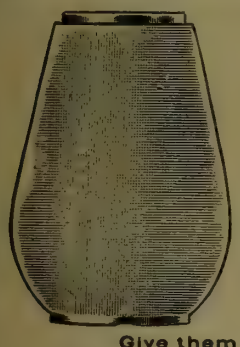
Use Live Bait.

R-O-Y-A-L
S-A-L-A-D D-R-E-S-S-I-N-G

Catches Trade
and Holds all it catches.
Let your customers know you recommend the BEST.
It will make you money.
ROYAL SALAD DRESSING is making new friends every day.

The Horton-Cato Mfg. Co.,
DETROIT, MICH., - WINDSOR, ONT.

ARE YOU USING OUR



Cold Blast or Jubilee Globes

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Give them a Trial.

THE SYDENHAM GLASS CO.
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Some Merchants' Experience.

Solomon said in his haste: "ALL MEN ARE LIARS!" He didn't mean it. He was simply so mad with one man that he included all the rest.

Let us not fall into Solomon's mistake. We should take out of our experience the wisdom there is in it AND STOP RIGHT THERE!

Otherwise we are as stupid as the cat who sat down on a hot stove lid. She will never sit down on a hot stove lid again, and that shows good judgment. BUT SHE WILL NEVER SIT DOWN ON A COLD ONE, EITHER.

Now, some merchants have had hard experiences lately with coupon books that were represented to be absolutely correct in count and made up just as good as any other, but they were not, and you won't know what a perfect coupon book is until you have tried either Allison's Coupon Books or Allison's Coupon PASS Books. Both are good; one book suits some, while the other fills the bill with the rest of the merchants.

We are doing a lot of special engraving work now for merchants who use books in large quantities. Our books are carried in stock by jobbers. We will be glad to send you a free sample.

Allison's name on a Coupon Book is itself a guarantee of perfection.

For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.
C. O. BEAUCHEMIN & FILS, MONTREAL.
ALLISON COUPON CO., Manufacturers,
Indianapolis, Indiana.

Soup for Saturday

"The Burlington Way" of treating tomatoes removes skin, seeds and fibre, yet does not increase cost. Tomato Pulp for Tomato Soup. Sell it.

$1.00 per doz. f.o.b. Burlington.

The Burlington Canning Co.
Limited
BURLINGTON, ONT.

STRONG DURABLE LIGHT

POROUS AND CHEAP

Sell Flower Pots

Our No. 1 and No. 2 Assortments, $5.10 and $4.15 respectively. Specially gotten up for grocers and general stores. Write for list.

The FOSTER POTTERY CO.
HAMILTON, ONT. Limited

Want Ads.

In this paper cost 2 cents per word first insertion, 1 cent per word subsequent insertions. Contractions count as one word, but five figures (such as $1,000) may pass as one word. Cash remittance to cover cost **must in all cases** accompany orders, otherwise we cannot insert the advertisement. When replies come in our care 5 cents additional must be included for forwarding same. Many large business deals have been brought about through advertisements of 20 or 30 words. Clerks can be secured, articles sold and exchanged, at small expenditure.

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In manufacturing wrapping papers you have to think of the use to which they are put. Our brown and manilla wrapping papers are

FULL COUNT
FULL WEIGHT
AND
FULL STRENGTH

CANADA PAPER CO.
Limited
Toronto, Montreal and Windsor Mills Que.

Waste Means Loss of Profits

BASEMENT OUTFIT.

THAT'S WHY THERE'S SO LITTLE PROFIT IN HANDLING **OIL** OR **GASOLINE** IN THE **OLD** WAY.

STOP THE WASTE

CAUSED BY EVAPORATION AND LOSS FROM LEAKY BARRELS AND DIRTY "SLOPPY" MEASURES BY INSTALLING AN IMPROVED

BOWSER 3 MEASURE
--SELF-- MEASURING OIL TANK

It's the New Way

It pumps a gallon, half gallon or quart directly into the customer's can without use of measure or funnel

No Waste of Oil
No Loss of Time or Labor
No Dirty Oil-soaked Floors

We shall be glad to explain more fully.

ASK FOR CATALOGUE "B." IT'S FREE.

S. F. BOWSER & CO., FORT WAYNE INDIANA.

DURING LENT and AFTER.

During Lent people consume larger quantities of FISH than at any other season of the year.

The reason for this is, as everyone knows, that church regulations prescribe a large percentage of fish diet. The practice of eating fish is a beneficial one, and it is GOOD, NOT ONLY FOR LENT, BUT ALL THE TIME.

Perhaps one reason why people have not been more in the habit of eating fish has been the fact that the supply in many places has not been regular, and not always of dependable quality, while a great many people do not know much about the preparation of fish for the table, and fish is frequently not a desirable article to work with in the kitchen. But

"Halifax," "Acadia" and Bluenose"
Brands of Prepared Codfish.

Reverse the order completely. They are put up in attractive packages, they are convenient and clean to work with, the little book of receipts which goes with them shows how to prepare nice dishes for the table, and you can always depend upon the supply.

BLACK BROS. & CO., Limited,

OFFICE, Halifax, N.S. FACTORY, LaHave, N.S.

A. H. BRITTAIN & CO, Selling Agents, Board of Trade Building, MONTREAL.

SAVE 25% on your HOUSE PAINTING.

If the grocers who intend painting their residences next Spring will follow the directions given below and wash the buildings with a solution of ***GOLD DUST*** Washing Powder, they will use one-third less paint than if they merely attempted to brush the dust off the house without washing it.

DIRECTIONS.

Dissolve one-quarter pound of **GOLD DUST** in a pint of water, then add the solution to 4 gallons of hot water; apply with a stiff brush, and follow with use of a hose. The stronger the hose is turned on the quicker and more effectual the work will be.

The use of less paint can be accounted for by the fact that after washing the house with **GOLD DUST** it leaves a smooth surface, so that the same quantity of paint will go fully one-fourth further. Furthermore, it leaves no layer of dirt between the paint and the woodwork, and, as a consequence, the paint will wear longer.

We have letters from several of our customers who used this method, and after washing their houses with **GOLD DUST** they were so well pleased with the appearance of them that they concluded not to paint them at all.

Retail grocers will do well to call this matter to the attention of their customers, as $3.00 worth of **GOLD DUST** Washing Powder will make the house look as well as the expenditure of $100.00 in re-painting it would.

Any grocer may experiment with a 5c. package of **GOLD DUST** by emptying the contents into 8 gallons of hot water, which should convince him that it will pay him to continue.

GOLD DUST can be used for any kind of outdoor work that needs renovating.

THE N. K. FAIRBANK COMPANY,

Wellington and Ann Sts., MONTREAL, QUE.

Chicago, New York, St. Louis, New Orleans, San Francisco, Baltimore, Boston, Philadelphia, London, Eng., Hamburg, Ger.

BUY RIGHT

and you have half sold your goods.

JAMES' DOME BLACK LEAD

has been on the market for 64 years and still keeps first place.

W. G. A. LAMBE & CO., Canadian Agents.

Dr. Laing's Cream Sauce

No other Sauce to compare with it for flavor, richness, or worth Grocers on the lookout for good things will find Dr. Laing's Cream Sauce.

Bromley's Coffee Essences

It's English. It satisfies the English. It is peerless among Coffee Essences. In Canada it should find another triumph. Grocers with an eye to good trade will sell it.

Cerebos Salt

The finest of Table Salts. Also English. Used in the Royal Household and in the homes of the nobility. A Salt with peculiar and highly desirable properties that make for better health. Attractively packaged. For fine Canadian trade.

SOLE AGENTS FOR CANADA **W. G. PATRICK & CO.,** MERCHANTS, 29 MELINDA ST., **TORONTO.**

HAVE YOU

told your customers that they can get Condensed Milk that contains no sugar.

Jersey Evaporated Cream

has no sugar in it, and many housekeepers don't know this.

W. G. A. LAMBE & CO., Agents.

AURORA CORN SYRUP

A Pure Golden Syrup Made from Golden Grain. **A Great Spread for Daily Bread.**

Better in flavor and purity than any other.
Good for everybody. **A pleasaant surprise to all.**

2-lb. tins, cases, each 24 tins, $1 90 per case.
5 " " " 12 " 2 35 "
10 " " " 6 " 2 25 "
20 " " " 3 " 2.10 "

Freight paid on 5-case lots. Price subject to change without notice.

Ask our travellers about our Pure Maple Syrup.

W. H. GILLARD & CO., Wholesale Grocers, - HAMILTON.

Branch CANADA GROCERS LIMITED.

WARMING UP

WOOD'S BOSTON COFFEES — THOMAS WOOD & CO. IMPORTERS AND ROASTERS BOSTON, MASS. PURITY, UNIFORMITY AND EXCELLENCE GUARANTEED.

The only argument available with an east wind, says a sufferer, is to put on your overcoat.

"You cannot argue with the inevitable."

When your Coffee trade is chilled, and customers few, just warm things up with **WOOD'S COFFEES.**

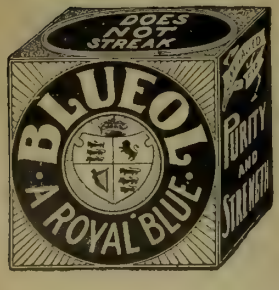
The warmer fabrics are spoken of as "all wool and a yard wide."

Precisely the idea to apply to **WOOD'S COFFEES.**

Canadian Factory and Salesroom,

No. 428 St. Paul St., MONTREAL.

Keep your eye on "BLUEOL"



COMPETITION!

Full particulars on full page in issues of FEBRUARY 5, MARCH 4, MARCH 25 and APRIL 29.

J. M. DOUGLAS & CO.,

Established 1857 Manufacturers, MONTREAL.

LIPTON'S TEAS

HAVE THE LARGEST SALE IN THE WORLD.

Over 53,000,000 Packets were sold during 1903

SOLD ONLY IN AIR-TIGHT CANS, NEVER IN LEAD PACKETS.

LIPTON'S TEAS are far more popular in Canada than any other teas carried by the grocer. The only teas in Canada offered to the grocer direct from the tea gardens—packed by the grower.

AGENTS IN MONTREAL—**Laporte, Martin & Cie., and all wholesale grocers.**

AGENTS IN TORONTO—**Canada Grocers, Limited, and all wholesale grocers**

THOMAS J. LIPTON, 39 Pearl Street, New York City.

PEPPER AND ITS CULTIVATION*

ONE of the necessities for conducting a successful merchandising business, where the products are bought in a manufacturing state, is an absolute knowledge of the crude materials which enter into the manufactured article, and the cost of manufacturing; this being essential in order that the buyer may have some accurate knowledge as to what is really the cost of the finished material.

If this is true in the purchase of manufactured products, it is certainly true in matters pertaining to nature; and in order that a merchant may successfully buy his crude products so that he may manufacture them at a profit, he must know when to buy, what to buy and what to pay for them. This knowledge he will not have unless he is well posted as to crop seasons, usual rainfall, labor questions, exchange values, and all other incidentals which go to make up the cost of growing an article.

To grinders of spices, this is almost an insurmountable barrier. The seat of operations is so far away, and the avenues of information are so beset with difficulties and deceit, owing to the nature of the people with whom the merchant comes into contact. The lack of reputation of the Arabs and the Chinese for veracity place the average buyer in a position where he cannot form a just appreciation of what it costs to "grow."

Series of years, however, have demonstated to the European resident in the tropics, that at certain prices the natives of those various countries do not grow certain articles; but when prices advance, they immediately commence to cultivate; and this has been true of pepper, which subject is under discussion at the moment. Although it is impossible to state at the moment what the cost of growing pepper is (even the Chinamen who grow the stock, owing to their method of cultivation, hardly know this), it is a well-known fact that when the price of pepper was around 6 1-2c. plantations were pulled up, tracts of land were neglected, and the article came into disfavor generally; whereas now that the price has advanced to around 14c. every Chinaman is planting a small tract, and pepper appears to be more plentiful. So to the ordinary inquirer as to the cost of producing pepper, one would say that at 7c. expenses were paid and anything over this was clean profit.

I said just now that the Chinamen knew absolutely nothing about the cost of growing pepper; and this is true in both a general and literal sense, for he has learned the law of averages and knows full well the uncertainties of life, and the impossibility of forecasting with certainty what nature will do in the matter of developing his crops. So he, with great ingenuity, arranges his plantation so that out of a large tract of say 100 or 200 acres, he will have at least 15 varieties of produce—which include coffee, tapioca, gambier, pepper, nutmegs, etc. etc.

His experience tells him that out of a line of 12 or 14 articles, at least three or four will probably go wrong; some may be troubled with blight, others with need of rain, while those which require a dry period for growth may receive too much rain; he knows, however, that the average of his assortment, year by year, will net him a profitable return on his investment, so that even the owner could not figure exactly the annual cost of his individual products.

Those who have studied the question seem to agree that at 7c. pepper just pays the grower, while any profit he may receive over and above this figure must go towards paying the deficiency of one or the other of his unprofitable products.

Where Pepper is Grown.

Practically no pepper is grown on the Island of Singapore; the stock is gathered from the adjacent islands and the mainland of the Malay Peninsula, where, unlike the Sumatra peppers, it is cultivated in small plantations owned by Chinamen, who seem to have pushed the native Malay back and farther back into the forests, and while still strangers in a strange land, to have dominated the entire business and social policy of both Malays and Europeans. The result is that to-day no European house can do business in Singapore except through their Chinese compradore or go-between. These wear the finest clothes, live in the best houses, drive the best horses, and generally speaking, represent the wealth and power of the port.

Singapore pepper is grown on plantations. It is a tall climbing vine of the nature of hops, and is planted and cared for in the same way as our fields of Lima beans or other tall vines of that variety, in rows of two or three feet apart, supported by poles.

Cultivation.

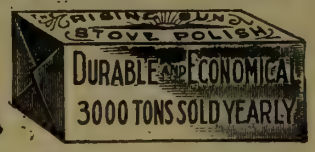
Fertilization is unnecessary for nature has endowed that country with such means of production that the native has only to scratch the ground and she will reproduce herself. Plowing is almost unknown; scraping is the rule of the day. Inasmuch as the thermometer never changes more than five degrees a year at the very most, averaging between 115 and 120, it is always seed time and always harvest. The husbandman can plant his seed at any time or day of the year, and count on perfect development in the allotted time of growth; and were it not for the indolence of the natives and lack of desire to do any real work, three to four crops of almost every tropical product could be produced each year.

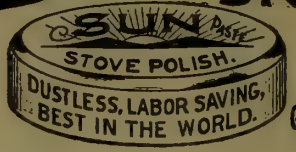
The rainy season, however, interfers very largely with the comfort of the native so that he does as little work as he can, and certainly no work which necessitates out-of-door life. During that period rank vegetation flourishes apace and chokes off or kills much vegetable life. The pepper vine takes at least six years to grow before it arrives at maturity, and bears for seven years afterward, giving at first three or four pounds of berries to the vine, and then going up as high as eight or nine pounds and back again to three or four pounds, when the plant dies after 13 or 14 years of life. It has few enemies so far as parasites are concerned. Strange to say, it has no odor while growing, and the workers in the fields which surround the planta-

*Paper by E. L. Prior, New York, read at the annual meeting of the Manufacturing Grocers' Section of the Canadian Manufacturers' Association, March 4, at Montreal.

RISING SUN STOVE POLISH and SUN PASTE STOVE POLISH

IN CAKES
WELL KNOWN AND RELIABLE





IN TINS
GUARANTEED TO THE TRADE

Our packages are larger and more attractive in style than any others.
The quality of our goods is superior to anything else on the market.

MORSE BROS., Proprietors, Canton, Mass.

For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

tions derives no ill effects from their contiguity to such a pungent article.

When the pepper is half ripe, it is green, and as the period of perfection approaches it turns red, and ultimately the sun's rays turn it jet black. It is then stripped by hand, the bunches being very like currants, hanging in clusters. It is next placed over screens where it is dried, partly by the heat of the sun, and partly by gambier fires, which article is grown side by side with pepper. The novice, on inhaling a bag of new pepper, cannot help noticing that smoky odor which is found alone in Singapore kinds; this is due to the fires by which it is dried. The stock is then sifted and made clean from dirt and stones, packed into bags and sent by steamer to the shipping port, Singapore.

All the trading is done with Chinamen, although they are alien to the country. Their frugality, keenness, and general business methods, however, place them so far ahead of the native that they have taken from him almost all business and profitable enterprise. Pepper plants are much the same wherever found, and since they require more or less the same treatment when grown in plantation form, it will be needless to further discuss their growth.

Dangers Beset the Pepper Trader.

The method of collection and growth of the Singapore varieties is not in vogue in such a wild country as Sumatra, whose people are in the real sense of the word, savage, for in the northern parts from whence come the Acheen (also called Penang) grades, travellers never go, and danger, which there generally means death, awaits those who attempt to penetrate the mountains lining the coast on all sides. To-day even steamers trading along the coasts carry armed soldiers for protection against piracy, and the trader captain usually wears under his shirt a chain coat for protection against the dagger thrusts of the disappointed or perhaps deceived dealer.

Sumatra, Penang or Acheen peppers all being different terms for the same grade of pepper is mainly of jungle growth, plantations are much the exception, and if cultivated at all, this pepper is found only in patches of less than an acre.

Political Conditions in Sumatra.

The politics of the island are a powerful feature in the rise or decline of pepper prices, consequently European buyers must have at all times an intimate acquaintance of ruling conditions. The method of Government all over the Island of Sumatra, which belongs to the Dutch, is more or less of a paternal nature. The Rajah of the district is held responsible by both his people and the new owners, the Dutch, for all that transpires either way, and has to make restitution to both ends, when difficulties arise.

The Rajah, in his turn, exercises considerable influence over the natives, and takes tribute from them in the shape of pepper and other commodities, besides being the business man of the district; so that a trader sailing around the Island of Sumatra, in search of its products, is only able to trade with the various Malay Rajahs, the system of exchange and barter being still the only method of settlement, though the more enlightened ones prefer silver dollars, at their value per pound, and not at so much each.

At present it is estimated that at least 50,000 bags of Acheen pepper are held in the island and owned by the Rajah of Acheen, the Dutch Government having levied on him a tax of $1 per bag, Mexican, in order to defray claims held by shipholders against the Dutch Government for acts of piracy which are still a common and everyday occurrence. The old man stubbornly refuses to pay the claims.

The result is that the northern end of the island is patrolled by gunboats, and nothing of any moment, except what small amount can be smuggled out on the small prows, can be exported from that island, and until the Rajah needs money to celebrate a wedding of a new wife, or the birth of a child, or until there is a death in the family, this stock will be bottled up, and be held as a menace to the entire market of the world.

Hence, as to foretelling the future values on Acheen qualities, it is one of grave doubt and great uncertainty, for until the old man is brought to terms, his huge holdings will continue to be a menace to the market and prices generally.

Sumatra, Penang or Acheen Pepper.

The Acheen crop (called "Acheen," because this is the chief shipping port), is collected en masse, without separation, usually by beating the pepper down from the vines and sweeping up what falls.

This pepper is taken by small sailing vessels, in its mixed state, large and small, light and heavy, from Acheen to Penang, the main shipping port on the Malay Peninsula, where it is graded by means of floating in huge tubs of water; two grades are then made. The large size, or that which sinks in the water, sometimes called "shot," is used for the manufacture of Penang white pepper, and what little is not required for that is mixed off in various proportions, with the light shelly stuff which floats, in order to make class A, class B, class C,

JUST TO HAND

Cases Gallon "Corn on the Cob," ½-doz. each, very choice.

Quintals choice **Dry Codfish.**

Army and Navy Molasses.

LUCAS, STEELE & BRISTOL, Wholesale Grocers, **Hamilton.**

BROOMS FOR THE MILLIONS

made from the finest selected Whisk Corn.

Ask for "IMPERIAL" Brooms, the best on the market. Give us a trial order of 6 doz., and your customers will be satisfied.

We have also children's "Hearth Brooms" and Whisks, at very lowest prices, looking to value offered.

James Turner & Co.

Branch, Canada Grocers, Limited. **HAMILTON, ONT.**

You can save money by asking for our sample when open to buy—

TRY US.

Teas and Coffees

We have a large stock of all kinds always on hand

JAPAN FANNINGS,	" 6½c. up.	JAPANS,	" 15c. up.
CEYLON AND INDIAN GREENS,	" 12½c. up.	CEYLON AND INDIAN BLACKS,	" 14c. up.

Special values now in Japans to retail at 25c., 30c. and 35c. Write for Samples—They'll Please You.

James Rutherford & Co.

IMPORTERS

27 St. Sacrament St. **MONTREAL.**

or class D Penang pepper, which vary according to the weight per Imperial gallon. Class A pepper weighs 4 lbs. 13 ounces to the Imperial gallon; class B pepper weighs 4 lbs. 5 ounces; class C pepper weighs 3 lbs. 13 ounces; class D pepper weighs 3 lbs. 5 ounces. Penang pepper is one of the important things which manufacturers of spices have to give consideration to, especially when the pure food laws are such as to necessitate an exact amount of peprine or ash. Nature does not provide the same amount of rainfall very year, and her seasons of heat and cold are not regular. Consequently the woody part, or that portion, which surrounds the outside of the peppers will vary from year to year, and the percentage of ash or woody fibre will change according to weather conditions.

Tellicherry Pepper.

Another pepper of interest to manufacturers, is the Tellicherry pepper, grown on the West Coast of India, which finds its way to France in large quantities on account of the preferential rates of duty offered by her on this grade. Thus it happens in years of scarcity that Tellicherry pepper, owing to the demand from France, will rule cents per pound higher value than Singapore kinds. It is grown on plantations generally under European supervision, properly cleaned, collected and dried, and affords the most aromatic and pungent pepper there is in the market. It is almost certain that it was the Tellicherry pepper, or pepper along the Western Coast of India, which was priceless in the time of Solomon, and used as the barter for princes and a ransom for kings.

It was to that coast that the ships of Tarsish went, on account of the allurements of its flavor, the British East India Company was originally formed, whose vessels had for a time a complete monopoly of the East Indian trade; and who shall say that it was not the desire for Indian spices that finally gave England this important possession; of all products of the world, not excepting the gold and diamond mines of the Transvaal, pepper has exerted the most influence on the people of the world and the geography of nations.

To the Indian are we indebted for our knowledge of spice, and the education which he has given to the white man in culinary arts has been of vast profit and recompense to him.

White Peppers.

White peppers are the products of the same vines as the black pepper for the Singapore white pepper is nothing more or less than the unripened berry of the black pepper vines. The pepper is gathered in its green state before the outside skin has had time to become red, or rains have had a chance to swell the outer skin and make it thick, or the sun has had an opportunity to turn the exterior black. It is then dried in the shade and the green skin rubbed off, leaving the hard kernel of the berry.

It would seem that white pepper of this variety could not have the aromatic pungency of the ripe fruit, and were it not for its color, which is desirable in some instances, the white pepper would appear to be like a hard peach, lacking flavor, and all the qualities of the ripened fruit.

White pepper is never used by natives. In fact they do not use pepper at all in the way Europeans do. The article is used chiefly in making curries, and in order that the heat of the black pepper may be lost, the berry is steeped in water and finally boiled so that nothing but the aromatic part of the fruit remains; this becoming soft, is then rolled into their curry pastes, and the heat that is necessary for a successful dish, is supplied by the addition of red pepper, and not the result of the usual heat found in the pepper berry.

Penang white pepper is quite a different article, and is made from the ripened berry of the Penang, or what are commonly termed the Acheen peppers. The original pepper is thrown into large tubs of water; that which has a hard body, falls to the bottom, and is called "shot" pepper. This is then placed in huge troughs, which contain ammonia and water. Here it is allowed to soak for weeks, and when the water has penetrated sufficiently far into the skin of the pepper, the natives tread the pepper with their naked feet, rubbing the outside black skin off, which by this time has become decomposed. The troughs are then flooded with fresh water, the light skin floating over the top of the trough and eventually away to the ground, while the heavy pepper still remains at the bottom. This heavy pepper is taken out, dried, covered with clay, and becomes the Penang white pepper of commerce.

HE WAS UP-TO-DATE.

"How many ounces in a pound ?" asked the teacher.

"Troy, avoirdupois or grocers' weight ?" inquired the boy who had seen a little of the world outside the schoolroom.

MYERS ROYAL SPICE CO., NIAGARA FALLS.

IN a recent issue The Grocer stated in error that the Myers Royal Spice Co. had only recently begun operations in Canada.

This firm was established thirty-five years ago in York, England, and as business increased they started a mill at Hull for their export trade and finally made London the centre for their European trade. About ten years ago the prominence of Canada as a cattle raising country was attracting a good deal of attention in England and Messrs. Myers thought the Dominion would prove a good market for their spices, so a branch was forthwith established at Toronto and Thomas Myers at once became a prominent figure in agricultural circles and exhibitions where the liberality of the firm in donating cups and prizes was much appreciated. It only took this enterprising firm a few years to secure a grip on the Canadian trade, so looking for other worlds to conquer they entered the United States like many others by the Suspension Bridge, and built a plain brick factory on the edge of the river Niagara, where from their office window they could keep one eye on Canada. Their factory has no architectural frills, no plate glass doors nor bronze trimmings, but Mr. Myers' private office contains twelve original paintings by Hogarth, which are valued at one hundred thousand dollars. Other valuable paintings and sketches around the office disclose the artistic tastes of the head of the firm.

The Royal Cattle Spice is used for preparing cattle for prize competitions as well as for keeping them in good conditions at all times. It is not a cheap food by any means, but a condiment for improving ordinary feed equally beneficial for horses, cattle, sheep, pigs and poultry. Messrs. Myers' system of doing business is to appoint exclusive local agents and those agents get a profit on all orders from their district, consequently one of their agencies is very profitable and much sought after in agricultural districts by storekeepers and young farmers.

Messrs. Myers have in their possession testimonials from the representatives of King Edward, five or six continental royalties, the Prince of Wales and his brothers, besides fifteen dukes and lesser nobles by the hundred. In Canada the business has attained very large proportions, and the wholesale grocery establishments are handling their goods to considerable advantage.

Anyone interested in cattle or horses should drop a card to Myers & Co., Suspension Bridge, Niagara Falls, N. Y., asking for circulars and testimonials.

A DOUBLE PROFIT

Royal Baking Powder yields a greater profit to the grocer in proportion to the number of cans sold than cheaper and inferior powders.

The profit per cent per can on cheap baking powders may look big—but if you will stop a minute to estimate the total profits on an equal number of cans of Royal, you will sell Royal every time.

Royal Baking Powder gives greater satisfaction to the housekeeper because it is pure and healthful and always sure in results.

You seldom have complaints about the flour, eggs, butter, etc., from a housekeeper who uses Royal Baking Powder. Why is this?

When you sell Royal you not only please your customers but maintain your reputation for selling only reliable goods.

This increases trade and swells your profits.

You profit doubly when you sell Royal Baking Powder.

TEAS

We are offering exceptional value in all grades of Tea—

INDIA **HYSON**

CEYLON **JAPAN**

Our lines of Green Ceylon (Japan Style) surpass anything hitherto offered.

Communicate with us or see our travellers before buying. It will pay you.

THOS. KINNEAR & CO., Wholesale Grocers, **49 Front St. E., Toronto**

BEAUCE

COUNTY

MAPLE SYRUP

Put up as follows:

Pint tins, cases 2 doz.....	$1.25	per doz.
Quart " " 2 "	2.40	" "
½ gal. " " 1 "	4.80	" "
1-gal. " " ½ "	4 50	" case
5-gal. " Imperial measur....	4.00	each
Quart bottles, cases 1 doz.....	2.40	per doz.
Kegs, 10 gals. each	6¼	" lb.
½-bbls., containing 20 gal.....	6	" "

Delivered, freight prepaid, in lots of three cases and over to all railway points in Ontario, as far north as Owen Sound and Gravenhurst, and on the main line of the C.P.R. (only) as far west as North Bay. To all points beyond these limits east of Winnipeg a freight allowance of 25c. per 100 lbs.

This is something that will please your trade.

WE GUARANTEE EVERY TIN.

To be had of all jobbers, or from

A. F. MacLAREN IMPERIAL CHEESE CO., Limited,

Manufacturers and Agents,

TORONTO, ONT.

Business Changes

ONTARIO.

THE F. Long & Bro. Co., general merchants, wholesale grocers, etc., Collingwood, have been burnt out; loss is fully covered by insurance.

The Dresden Sugar Co. are removing from Dresden.

Downs & Hinnegan, tobacconists, Wallaceburg, have sold out.

G. Pirie, general merchant, Langton, has sold out to J. Pirie.

A. Hotte, grocer, Alfred, has succeeded I. Lanthier in business.

E. J. Dunn, grocer, Chatham, has assigned to J. R. Gemmill.

The assets of E. Lanue, general merchant, St. Onge, have been sold.

T. Keys, general merchant, Wolfe Island, has sold out to R. J. Spoor.

G. Hutchinson, general merchant, Alliston, is asking for an extension.

The assets of the German Canadian Provision Co., Toronto, have been sold.

R. Curtis, general merchant, Mongolia, has advertised his business for sale.

G. A. Galbraith, general merchant, Croydon, has assigned to M. A. Williams.

Matthews and Rehder, general merchants, Paris, have dissolved partnership.

F. A. Allingham, grocer and crockery dealer, Oil Springs, has assigned to J. Marshall.

J. A. Bennet & Co., general merchants, Moose Creek, have sold out to L. A. Guerin.

The assets of the estate of A. E. Lee, fruit dealer, etc., Strathroy, have been sold to J. White.

C. Biddle, general merchant, Port Rowan, has sold his stock to J. E. Biddle, and is trying to compromise.

C. E. Weldon, general merchant, Sault Ste. Marie, has assigned to W. R. Cun-

ningham. A meeting of creditors is to be held on the 21st inst.

QUEBEC.

F. X. St. Denis, grocer, Montreal, is dead.

J. Laroche, general merchant, St. Agapit, has registered.

The Diamond Starch Co., Montreal, al, have been burnt out.

The assets of A. Gagnon, grocer, Quehave dissolved partnership.

A. Jean & Cie, tobacconists, Montrebec, were sold on the 15th inst.

The Colonial Specialty Co., jam manufacturers, Montreal, have registered.

It will pay you to try

Upton's

HOME-MADE JAMS and ORANGE MARMALADE

They are guaranteed finest quality.

A. P. MacLAREN IMPERIAL CHEESE CO., Limited, SELLING AGENTS. TORONTO.

The assets of J. I. Bissonette, general merchant, La Prairie, are advertised for sale.

Houle & Frere, cheese manufacturers, La Presentation, have dissolved partnership.

E. Senecal, general merchants, St. Eugene De Grantham, has succeeded A. Lemoine.

F. Galipeau, general merchant, Weedon Station, has assigned to V. E. Paradis.

The assets of A. G. McBean & Co., produce dealers, Montreal, were sold on the 9th inst.

The stock of J. M. Sirois, general merchant, Cacouna, has been sold at 61c on the dollar.

J. Parent & Co., general merchants, Rimouski, are offering to compromise at 60c on the dollar.

C. Leblanc, grocer, Valleyfield, has been burned out; the loss is partially covered by insurance.

A meeting of the creditors of Charbonneau & Co., grocers, Lachine Locks, was held on March 14.

R. Ness, general merchant, Vaudreuil Station, has been burnt out; loss partially covered by insurance.

La Societe de Fabrication de Beurre de Fromage de la Paroisse de St. Joseph de Chambly, have registered.

H. Pepin, general merchant, Stanfold, has assigned; Lefaivre and Tachereau have been appointed provisional guardians.

J. E. Robichaud, grocer, etc., Montreal, has assigned. A meeting of creditors was to be held on the 15th inst.

Petition for winding-up order has been granted La Compagnie de Cigars, de Montreal and N. St. Amour has been appointed provisional guardian.

The premises of Genin, Trudeau & Cie, wholesale importers of tobacconists' sundries, Montreal, have been damaged by smoke and water; loss covered by insurance.

A winding-up order has been granted the Greig Manufacturing Co., manufacturers of essences, etc., Montreal; J. McD. Hains has been appointed provisional liquidator, and a meeting of creditors and shareholders announced for March 18.

NOVA SCOTIA.

H. Betts, general merchant, Wallace, has assigned for the benefit of his creditors.

The premises of J. P. Mott & Co., spice manufacturers, Halifax, have been damaged by fire.

MANITOBA AND N.W.T.

C. J. Graham, confectioner, Baldur, is dead.

P. McIntosh, confectioner, Manitou, has sold out.

P. W. Martin, general merchant, MacGregor, has sold out to S. Rourke.

The stock of C. Tomlin, general mercnant, Ashville, has been seized by the bailiff.

Ross & Moeckel, confectioners, MacGregor, have dissolved partnership. J. Ross continues in business.

A. B. Grant, general merchant, Swan River, has succeeded W. S. Grant & Co.

W. H. Harvard, general merchant, Fort Qu' Appelle, is dead.

BRITISH COLUMBIA.

C. Richards & Co., general merchants, Fernie, have assigned to F. W. Ferguson.

Evaporated PEACHES

Special price on choice fruit in bags.

THE Davidson & Hay, LIMITED,

Wholesale Grocers, TORONTO.

LONDON'S FOOD LUXURIES.

THE cosmopolitan character of London and its grocery stores has impressed itself upon a correspondent of the Grocery World, who has been doing London.

There is in London one of the greatest grocery stores, he writes, I have ever seen. It is not the greatest in point of amount of business done, for I suppose there are several retail grocery stores in the United States which do as much business or more. The store of Fortnun, Mason & Co., of this city, is great because there is not a food luxury produced in any part of the world which sooner or later does not find its way there.

I noticed in strolling through there several articles that bear this statement out, although I know it is true from other sources. An example is the edible sea-slug from the west coast of Australia. This is a gelatinous animal on the order of a snail and comes packed in cans. It is known as the Beche de Mer and retails here at from 75 cents to $1 per tin.

Another curosity noticed was mountain cabbage, which is grown in the West India Islands. This comes shredded in cans, something like sauer kraut, and sells for 50 cents a tin.

Bombay duck is another novelty. This is not a fowl, as its name implies, but a fish caught at Bombay, India. It is dried and packed in cans and then brought to England to retail at about 50 cents.

Bamboo shoots in jars are another article of the same class. These are the tender shoots of the bamboo plant, and come from the West and East Indies and Ceylon. They are packed in pickle and are very tender and succulent. The retail price is 50 cents a jar.

Bird's-nests from Shanghai and Hong Kong, China, constitute another instance. These are the edible bird's-nests so prized by the Chinese. They are not as unsavory as the name would imply, but are very delicious and appetizing. These nests are built by a bird which never occupies it. The raw material is a gelatinous seaweed, which is said to be much stronger and purer than the manufactured gelatine of this country.

Chinese bird's-nests are imported into England packed in small individual boxes retailing at 50 cents each. They make a very rich soup stock. The stock is made and the nest cleaned and then allowed to float about in the liquid. Its substance gradually dissolves, resulting in an extremely rich soup.

Another curiosity noticed in this store was not for sale. It was plaited tea from China, from gardens tended exclusively by priests. The leaves of this tea are picked only by virgins. This is considered the finest tea in the world and is not sold. It is simply exhibited under glass in Fortnun, Mason & Co.'s as a curiosity.

As is easily understood, there is no very large demand for these things. They are mostly bought by returned colonials who have become accustomed to foreign dishes while abroad and like to be able to get them when at home. There is a small but steady trade on them all the time, but besides that the store achieves its ambition of being a source of supply for all the recognized foods of the world.

DEVELOPING CATTLE TRADE.

A RESOLUTION has been adopted by the National Stock Breeders' Convention at Ottawa last week calling on the Dominion Government to take immediate steps to encourage a live stock trade with the South American republics, Mexico, Newfoundland, and the West Indies.

The general impression prevailing in trade circles seems to be that a great opportunity presents itself for Canada to build up a large export trade in live stock with these countries, notwithstanding the difficulties of distance and stringent quarantine regulations with which she is confronted in several instances. In addition to the possibility of developing a live stock trade with the Argentine Republic there are large openings there for trade in manufactured products, fish, etc., and for extensive trade on the Pacific Coast with Chili and Peru.

A FRIENDLY CALL.

J. A. STEWART, general merchant, Exeter, was in Toronto recently on business, and paid his regular visit to The Grocer. Mr. Stewart was good enough to say that The Grocer has become indispensable to him in his business, and that in fact he could no more afford to be without it than he could his grocery staples.

Mr. Stewart is carrying on the only cash business in Exeter, thanks to a suggestion thrown out by The Grocer some eight years ago. It is reported that Mr. Stewart has been very successful, and even if he was too modest to go into particulars, he acknowledged that he made no mistake in dispensing with the primeval methods of a combined cash and credit business. "I tell you," remarked Mr. Stewart, "the only thing nowadays is a cash business through and through, with one straight cash price for every commodity in stock."

FROZEN RABBIT INDUSTRY.

In his January report the Consul-General of Melbourne, Australia, says that exports of frozen rabbits show considerable expansion. The figures are as follows:

	Pairs.
1900	2,839,112
1901	2,092,727
1902	3,274,210
1903	3,650,000

The industry has become an important one in Victoria. Over 20,000,000 rabbits were utilized during the year for export purposes. Of these, 7,300,000 were exported frozen in the fur and from 10,000,000 to 12,000,000 skins were shipped and a large number of these animals tinned and disposed of.

A LETTER FROM CHINA.

THE following is a letter received by J. L. Watt & Scott, importers, Toronto, from one of the leading tea firms of Shanghai, China.

Shanghai, Feb. 13th, 1904.

Messrs. J. L. Watt & Scott,
Toronto.

Dear Sirs:

Exchange has risen to £2 10s. ½d. for 4's Bank Credits, and a further advance might at any moment be recorded; this fact, coupled with the uncertainty relative to the production of tea in China and Japan next season, should ensure strong markets with you. As far as China teas of all descriptions from Hankow and Shanghai go we are of the opinion that should war be prolonged 2 months, the crops will be appreciably curtailed; should 3 months elapse and hostilities continue, a distinct shortage would be noticeable which would tend to increase with the prolonging of unrest. The cause of this shortage would be the state of uncertainty which must always exist in China, under the present regime, as to how far trouble may spread when it is once on foot; and also a great lack of monetary facilities with the producers. Should actual warfare be confined to the North for the greater part of our season it is possible, however, that ample supplies of common blacks and of Pingsueys would be available, as such are produced in districts in comparative proximity to the ports of shipment.

We are, yours faithfully,

WISNER & CO.

In explanation of the above it may be added that the rate of exchange at which most tea invoices were settled during the past season, was about 1 tael for 2s. 5½d., or 60c. The rate now quoted per tael is 2s. 10½d. or 70c. Therefore, assuming no change in the market (tael price) of tea, the cost laid down in Canada would be enhanced by one-sixth.

LARGEST IMPORTS OF TEA EVER MADE BY A CANADIAN FIRM.

Last week I quoted figures obtained from the Customs Department, Ottawa, showing the importance of St. John as a tea importing port. ***I now give*** you figures and particulars of my ***imports into Canada for two months—JANUARY and FEBRUARY, 1904.***

I believe this is a ***much larger quantity*** of Tea than ***has ever been imported by any Canadian firm in a like period of two months,*** and I know there are very few firms in Canada who sell that much Tea in a year.

January	3	SS. Clan Mackenzie	166	chests	16,345 lbs.
			60 ½	"	
	5	" City of Venice	285	"	26,426 "
	14	" Marienfels	2,005	"	
			423 ½	"	229,349 "
	18	" Manica	473	"	
			14 ½	"	44,553 "
	20	" Dalton Hall	30	"	5,318 "
	20	" Florence	38 ½	"	12,438 "
			89	"	7,120 "
	20	" Athenian	225 ½	"	14,500 "
	23	" Gulf of Venice	122	"	12,758 "
			270	boxes	4,320 "
	25	" Clan Manchester	441	chests	
			30 ½	"	45,225 "
	25	" Empress of Japan	160 ½	"	11,300 "
February	1	" Provon	1,645	"	149,669 "
	2	" Clan Sparta	245	"	22,480 "
	8	" Schwarfenfels	917	"	
			181 ½	"	96,093 "
	3	" Clan Stuart	161 ½	"	
			127	"	21,397 "
	5	" Haitan & Ingrades	557 ½	"	28,576 "
	10	" Inkum	511	"	
			113 ½	"	55,707 "
	15	" Shimosa	150 ½	"	12,000 "
	15	" City of Benares	507	"	
			30 ½	"	49,900 "
	22	" Kurdistan	109 ½	"	
			10	boxes	5,600 "
	24	" St. Croix	115 ½	chests	
			100	boxes	6,815 "
	23	" Clan Cumming	66	chests	
			57 ½	"	9,066 "
	23	" Gulf of Ancud	53	"	5,459 "
	24	" Florence	85 ½	"	5,610 "
			10,570	pkgs.	885,586 "

T. H. ETSABROOKS,

TEA IMPORTER AND BLENDER, ST. JOHN, N. B.

DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

Egg Trade, 1903.

A. W. GRINDLEY, agent of the Department of Agriculture in Great Britain, reports as follows concerning this important branch of the Canadian export trade in provisions as follows:

The Canadian egg trade is in a prosperous condition, best brands selling as high as fresh or Danish selected. Eggs are chiefly shipped in the "Canadian box" with "fillers" holding 30 dozen, a style of package that is very popular. A limited number of eggs are shipped in the "Foreign box" which holds twelve long hundreds (1,440 eggs). The eggs in these large cases are packed in straw or excelsior at the request of importers. "Continental" and "Irish" eggs are always packed thus.

Both "fresh" and "glycerines" have come forward late in the year in large quantities; the quality was good, but the total shipments have not been so large owing to scarcity of eggs in Canada.

According to a book recently published in Russia, that country boasts of having left Denmark behind as regards exportations of eggs. Russian competition in butter, eggs and poultry is becoming very serious by reason of its having adopted up-to-date methods, and Russian products are becoming much more popular on the British markets, owing to the improved quality. Russia, Denmark and other foreign countries are now taking greater care in selecting, grading and packing eggs, as well as in getting them marketed as freshly as possible.

These foreign eggs now arrive regularly several days every week, as well as regularly every week of the year. Their bulk is perfectly clean, and is graded into as many as six sizes, so that to-day the British importer is not inclined to speculate as in former years, and will have little if anything to do with stocks which have been held in cold storage. Since Canadian exporters have to meet this competition great care must be taken in selecting and sending forward only eggs which are perfectly fresh, clean and graded into sizes.

During 1903 the United Kingdom imported 19,848,897 great hundreds (120) of eggs, valued at £6,617,619. Canada's share of this large trade amounted to only 557,080 great hundreds valued at £218,571. The imports from Russia amounted to £1.866,421, and from Denmark to £1,648,367. Germany, Belgium and France are the other leading exporters of eggs to Britain, each of these countries sending from three to four times as many as Canada.

Bacon and Ham Trade, 1903.

Mr. Grindley also reports as follows concerning the bacon and ham trade:

Canadian mild-cured bacon and hams are becoming very popular in Great Britain and are preferred to those imported from the United States, as they are leaner and there is always a demand for lean cuts. Canadian packing houses should make a close study of the various British markets and supply them with the cuts which are in demand by the consumer.

There is still room for improvement as regards packing cases—these are often of knotty lumber, badly nailed without battens at ends (same as American packers use) which give double nail bearings. Heavy split wood hoops should be used to bind round each end of the case, and for extra large cases an extra binder should be placed round the centre.

Shippers of mild-cured meats must take advantage of the best means of transportation which are now provided. Goods should be shipped as little as possible to be sold on commission, and then only to reliable firms who will see that they are warehoused under proper conditions as regards cleanliness and temperature.

Canadian Trade in Canned Goods.

THE Canadian export trade in canned and evaporated goods is a comparatively new one, but it is steadily increasing and promises to develop into one of large volume in the near future says Mr. A. W. Grindley in his annual report to the Dominion Department of Agriculture.

British merchants have little or no idea of the large assortment of preserved meats, fish, fruits and vegetables which are packed by Canadian firms. In the past they have bought canned goods largely from France, Germany and Italy, but owing to the friendly feeling between the "Mother Country" and her "Colonies" Canadian firms may expect a large increase in orders providing their goods give satisfaction as regards quality and price. It might pay Canadian exporters to examine the methods of certain large American houses who have representatives of their own in Great Britain to push their goods; or if they consign to British firms to sell on commission, fix the price at which their goods are to be sold, allowing a good commission, but not allowing prices to be cut in order to effect sales. In addition to this they enclose handsome embossed cards in each case of goods upon which is plainly marked the retail price in English money. The goods themselves have attractive labels making a nice window ornament and the embossed card with reasonable price in plain figures attracts customers and sales are made where Canadian goods of equally good quality, but not having such an attractive label, and having no fixed price are "side-tracked."

It has been found that large quantities of tinned and bottled peas, beans and spinnach have been "greened" by a treatment with salts of copper. The public have been warned against the consumption of these goods by leading medical and food journals and it only remains for Canadian packers to show that they put up goods of a reliable quality as the British merchant has been getting from other countries (but which are entirely free from adulteration) in order to create a large demand for Canadian brands. The British consumer prefers a smaller sized pea than is usually packed in Canada. French peas are generally colored by using six tenths grain copper per pound of peas.

Great care should be taken with goods packed in glass that all roughness is ground off the necks of bottles before they are filled as pieces of glass have been found in the contents and a prejudice created against goods put up in glass.

Butter Making in the Northwest.

One of the most interesting features of the town of Moose Jaw, Assa., is the large number of creameries under the supervision of the Government located in the immediate vicinity. Cream is brought in by team and by railway within a radius of 150 miles. There is one factory south of Moose Jaw where 800 cows are kept, and large quantities of butter produced for exportation to British Columbia and Great Britain.

Provision Notes.

The annual meeting of the New Glasgow Dairying Company, Nova Scotia, was held March 8, when the old board of directors were all re-elected for 1904.

The Lipton packing plant at Chicago has been sold to Armour & Company. It is said that the price paid was in the neighborhood of $250,000. The Lipton concern has been idle and closed for four months, and Sir Thos. Lipton has gradually closed out his Chicago packing interests.

Telegraphic Address, "DOMINO," Charlottetown.

The Dominion Packing Company, LIMITED.

Codes Used A.B.C. LIEBERS PRIVATE.

Charlottetown, P.E.I. Canada

We control the product of

"The Charlottetown Preserving Co."

Pure Fruit Jams, Canned Fruits, etc.

TO THE TRADE

Our travellers are now out with full samples of our new pack Canned Meats, etc. We guarantee the quality equal to any packed on the American Continent.. All bright, artistic labels. Let us give you quotations on your season's requirements—it pays to look ahead.

C. C. Corned Beef, 1's, 2's, 6's and 14's, square tins.
Whole Ox Tongues, sizes, 1½'s, 2's and 2½'s.
Prime Roast Beef, sizes, 1's, 2's and 6's.
Prime Roast Mutton, sizes, 1's, 2's and 6's.
Lunch Tongue, size, 1's, 2 doz. to case.
Oxford Sausage, sizes, 1's and ½'s.
Oxford Brawn, sizes, 1's and 2's, square tins.
Compressed Cooked Ham, sizes, 1's and 2's, square tins.
Potted and Deviled Meats, sizes, ½'s and ¼'s.
Chipped Dried Beef, sizes, 1's and ½'s.
Honeycomb Tripe, sizes, 1's and 2's.
Royal Baked Beans, sizes, 1's, 2's and 3's, either plain or with sauce.
Lunch Sausage, size, ½'s, 4 doz. to case.
Vienna Sausage, size, ½'s, 4 doz to case.
Soups, Ox-Tail, size, 2's, 2 doz. to case
Kidney Stew,
Mutton Broth.

ABOVE ALL PACKED IN KEY-OPENING TINS.

Royal Condensed Mince Meat, 36-12 oz., 36 packages to case.

Home-Made Wet Mince Meat, 2 and 5 lb., fibre packages; 7, 14 and 25 lb. pails, tubs and bbls.

Branches at HALIFAX, SYDNEY and ST. JOHN'S, NFLD

Easter 1904

THIS year the Easter Season comes with the opening of the first Spring month, and after the long and continued cold weather, will be doubly welcome.

So will be your orders for "Star Brand" Sugar Cured Hams and Fearman's English Breakfast Bacon.

NONE FINER. NO OTHER QUITE SO GOOD.

Order Your Easter Requirements Early.

F. W. FEARMAN COMPANY,

LIMITED,

HAMILTON, ONT.

Our Hams and .. Breakfast Bacon

are Sugar-Cured, Full-Flavored, Delicious and Appetising.

Just the quality your trade demands.
Prepared from selected Pea-Fed Hogs only.

WE ARE BOOKING EASTER TRADE REQUIREMENTS.

Order now to avoid disappointment.

The Park, Blackwell Co., LIMITED

PORK AND BEEF PACKERS,

TORONTO, ONT.

SLICING HAMS
FOR EASTER

The "**Rose Brand,**" with its mild, sweet cure, and its bright, fresh-smoked appearance, makes the ideal ham for your fancy Easter trade.

Absolute reliability and highest quality are guaranteed in every ham bearing the name of Matthews.

ORDER NOW FOR EASTER

The George Matthews Company, Limited.

Established 1868.

GILLETT'S
ABSOLUTELY PURE
CREAM TARTAR.

Nearly all goods in this line at the present time are adulterated and in fact unfit to use.

GILLETT'S is used by the best bakers and caterers everywhere.

REFUSE SUBSTITUTES.

GILLETT'S costs no more than the inferior adulterated goods.

REFUSE SUBSTITUTES.

E.W. GILLETT COMPANY LIMITED
TORONTO, ONT.

We are buyers of

Poultry, Butter AND Eggs.

The best facilities for handling consignments. Up-to-date Cold Storage.

The J. A. McLean Produce Co., Limited

73-75-77 Colborne Street

Telephone Main 2491. Toronto.

PROVISION AND DAIRY MARKETS.

Toronto.

Provisions—Receipts are still light on account of the demoralization of traffic on the railroads. As soon as the roads north and south are opened a decided improvement in the condition of the provision market is expected, although at present trade from the east and west is brightening. The demand for lard continues good. Long clear bacon is 1-4c. firmer. Medium hams have advanced 1-2c. Mutton and lamb are scarce; lamb has advanced from 1 to 2c., and mutton shows a range of prices 1-2c. less than those quoted last week. Veal remains unchanged. Our quotations are as follows:

Long clear bacon, per lb	$ 0 08½	$0 08½
Smoked breakfast bacon, per lb	0 12½	0 13
Roll bacon, per lb	0 09½	0 10
Small hams, per lb	0 12½	0 13½
Medium hams, per lb	0 12½	0 13
Large hams, per lb	0 11½	0 12
Shoulder hams, per lb	0 09	0 09½
Backs, per lb	0 13½	0 14
Heavy mess pork, per bbl	16 50	17 50
Short cut, per bbl	18 50	19 00
Shoulder mess pork, per bbl	14 50	15 00
Lard, tierces, per lb	0 08	0 08½
" tubs "	0 08½	0 08½
" pails "	0 08½	0 08¾
" compounds, per lb	0 07¾	0 08
Dressed hogs, light weights, per 100 lb	....	6 75
" " heavy "	....	6 50
Plate beef, per 200-lb. bbl	....	11 00
Beef, hind quarters	6 50	8 75
" front quarters	4 50	5 50
" choice carcases	6 50	7 25
" medium	5 50	6 50
" common	5 50	5 75
Mutton	6 50	8 50
Lamb	10 00	11 00
Veal	6 00	9 00

Butter—Reciepts of dairy have increased during the past week and shipments which have been on the way for the past month are now being delivered. With increased supplies, prices will probably decline. Not much creamery butter is coming forward. Choicest grades are in good demand, but most of the butter being received is only medium quality. It is thought much stale stock will be unloaded shortly by country merchants. Supplies of butter on hand are equal to demand. Dairy rolls are 1c. firmer, and dairy prints from 1 to 2c. firmer. We quote as follows:

	Per lb.	
Creamery prints	0 21	0 22
" solids, fresh	0 20	0 20½
Dairy rolls, large	0 16	0 17
" prints	0 17	0 19
" in tubs, best	0 15	0 16
Under qualities	0 12	0 14

Cheese—The cheese market is dull this week, very little moving either locally or for export. Last week's prices continue unchanged. We quote as follows:

	Per lb.	
Cheese, large	0 10½	0 10¾
" twins	0 11	0 11¼

Montreal.

Provisions—Business remains comparatively quiet and prices are generally without change. The tone of the market is considered steady. There is a noticeable demand for cured meats as Easter approaches. There is some probability of bacon increasing in price, which no doubt would please the cheese men as if the working man both here and in England cannot afford to buy bacon, he naturally eats more cheese. There has been an increased demand for dressed hogs, although the prices remain about $7.25 to $7.50 for fresh killed stock. Light country killed are the same as last week, $6.75 to $7.25. There has been no change in the price of lard. We quote:

Canadian short cut mess pork	$17 50	$18 00
American short cut clear	16 50	17 00
American fat back	....	17 50
Bacon, per lb	0 12½	0 13½
Hams	0 11	0 13
Extra plate beef, per bbl	11 50	12 00
Lard—"Boar's Head" brand, tierce basis	....	0 07½
Carloads, less	....	0 00¼
20-lb. tin pails, tierce basis		
Half-bbls., over tierce	....	0 00½
60-lb. tubs, "	....	0 00¼
20-lb. wood pails "	....	0 00¾
10-lb. tins, "	....	0 00¾
5-lb. tins, "	....	0 00¾
3-lb. tins, "	....	0 01

Wood net, tin gross weight—

	Wood.	Tin.
Pure lard, pails	....	1 77½
" tubs	....	0 08½
" cases (6 10-lb. tins)	....	0 09½
" cases (12 5-lb. tins)	....	0 09¾
" cases (24 3-lb. tins)	....	0 09¾

Butter—Butter of the finest quality is very scarce. The demand is excellent. Very little fresh goods are arriving, and what does come in, does not in any way equal the best held-over Fall goods. In the Old Country there is a very much better feeling. There is practically no quantity of Summer goods available. Dairy rolls and dairy tubs remain the same as last week. Fancy creamery still brings 20 to 21c, that means for well kept Fall goods. Winter creamery is bringing 19 to 20c. We quote:

Fancy creamery	0 19	0 20
Summer goods	0 18	0 19
Dairy rolls	0 15	0 16
" tubs	0 15	0 16
Finest Fall made	....	0 21
" fresh prints	0 21	0 22

Cheese—A very decided improvement has taken place in the cheese market, while the quantity on hand is limited, cheese sells half a cent better than two weeks ago. The report that a Winter shipment had come to Montreal from Kingston, Ont., has not been verified here; further, no importance is attached to it by big exporters. A good demand has been noticed for second grade cheese at 9 5-8c, this having been paid instead of 9c of a month ago.

Stocks are small, and for very good cheese 12c per lb could be obtained. Not a pound of it can be got. Generally speaking, the price is 1-2 to 3-4c better than a month ago. A well-known dealer has just returned from a visit through the country districts, and he stated that owing to the tremendous snowfall ,and the bad condition of the country roads, the season will be a month or a fortnight late. One of the largest holders of cheese here seems to be expecting a big increase in price. This is not generally anticipated. It is believed that there are not more than from 40,000 to 50,000 boxes available at this port.

WANTED.

We are open to buy Chickens, Fowl and Ducks, best quality only. Also Eggs and Creamery Butter, 2-lb. prints and solids, finest quality. Quote prices f.o.b. or delivered here.

JOHN HOPKINS,
Mnfr. of Pork and Beef Products, ST. JOHN, N.B.

YOU WHO BUY IN CARLOADS,
take up with us the subject of
MACARONI
We have a better article and a better selling article and a more profitable article than that imported—you to be the judge.
Send for samples and price list.
NAPOLI MACARONI CO.,
Hayter and Teraulay Sts.,
TORONTO, CANADA

REFRIGERATORS Useful to every one. 40 different styles. Silver medal, Quebec, 1901. Diplomas: Toronto, Ottawa, Montreal.
C. P. FABIEN,
Merchant and Manufacturer,
3167 to 71 N. Dame St., Montreal, Can.
Write for Illustrated Catalogue.

Brooms
Brushes
Baskets

Butter Ware
Butter Paper
Butter Tubs

Wooden Ware
Willow Ware

Walter Woods & Co.

Hamilton and Winnipeg.

Mrs. Dooley

reports "all's well." Putting a new soap on the market is a giant task—a task that some would shun. If

Mrs. Dooley's Laundry Soap

—the borax soap—

was not better than other soaps it would be foolish to try to push it.

No splurge about Mrs. Dooley—nothing but quiet persistence.

The soap is good.

1 cent cash for every 4 wrappers is better than premiums.

THE
Metropolitan Soap Co.
LIMITED
TORONTO.

ORANGE MEAT

It is strictly Canadian in every particular.

It is prepared with the utmost care.

It is treated generously with pure honey, to add flavor.

It is a large flaked cereal.

It has qualities that will never lets its sale diminish.

PRICES AS FOLLOWS

Single cases, $4.50
5 and 10 cases, 4.40

THE FRONTENAC CEREAL CO.,
Limited
43 Scott St., Toronto.

Fresh and Cured Fish

To Protect Lake Fish.

AT the fisheries conference held in Detroit last week the following resolutions to regulate the fisheries of the great lakes were passed :

"That all fishing be prohibited in Lake Erie between November 15 and March 15, in Lake Huron between October 31 and December 15, in Lake Superior between October 15 and November 15 ;

"That the netting, sale and export of black bass, maskinonge and speckled trout be prohibited ;

"That a close season be established for black bass from January 1 to June 15, except in the vicinity of Pelee Island, where it shall be from May 25 to July 15, for maskinonge between January 1 and June 15, for wall-eyed pike between January 1 and May 15, dates inclusive; a close season for blue pickerel was not considered necessary, these fish being very destructive to the finer qualities ;

"That the taking of sturgeon in the great lakes and waters connecting the same be prohibited for a period of five years from June 1, 1905 ;

"That a size or weight limit be established for the following fish, under which none shall be retained : Bass, 12 inches; maskinonge, 30 inches; yellow pickerel (Dore), 15 inches; blue pickerel and saugers, 10 inches; yellow perch, 9 inches; whitefish and lake trout, 2 pounds (dressed), measurements to be from tip of snout to centre of fork of tail."

To Exterminate the Dog Fish.

M. NICKERSON, an authority on Atlantic fisheries, and at the same time a member of the Legislature of Nova Scotia, has moved a resolution in the local house requesting the appointment of a commission to investigate the dog fish problem.

For some years the presence of dog fish on the coasts of the Maritime Provinces has been a great source of annoyance and loss to fishermen, and the situation is becoming more aggravated every year. Two years ago the fishery intelligence officer for Lunenburg, N. S., reported as follows : "If the dog fish are not soon checked, the fisheries will be ruined. They are already a great hindrance to the successful operation of the fisheries, especially in our coastal waters. They were also reported by the bankers on Western, Middle, Quero, Bradley and Grand Banks, this being the first year fishermen found them on the Grand Banks.

"It has been suggested that the Government offer a bonus for the destruction of dog fish. Municipal authorities pay for the destruction of certain wild animals, and it is felt that the value of the fisheries is such that the administration might well adopt some method to prevent the increase of dog fish and the consequent depletion of our food fishes on which they prey."

Whaling in Eastern Canadian Waters.

As a result of repeated applications from fishermen in the Maritime Provinces for the exclusive privileges of taking whales in Eastern waters, legislation may be adopted next session to regulate the whaling industry from which Americans are reaping a handsome profit at the present time. Parliament will be asked to sanction the adoption of measures such as to enable Canadian fishermen to profit by the industry, and at the same time save the species from extinction.

Millions of Young Fish.

1903 was a record year in fish propagation carried on under the direction of the Commissioner of Fisheries. A total of 314,511,500 young fish were put out, being an increase of 40,000,000 over the previous year. For the first time the department reared a number of salmon up to the fingerling stage in the hatchery at Campbelltown, and placed them in the Restigouche River to the number of a hundred thousand.

Fish Notes.

Commodore J. U. Gregory, agent for the Department of Marine and Fisheries, in Quebec, has had the Imperial Service Order conferred upon him by His Majesty King Edward.

The Dominion Government have appointed Captain Bernier to go to Germany for the steamer Gauss, which has just been purchased by the Government for service in Hudson's Bay. He will be accompanied by six pupils of the local school of marine.

An application of the State of Michigan for fish eggs from the Dominion Government hatchery has been refused on recommendation of the Canadian Fisheries Inspector, because the United States authorities have not shown themselves willing to enforce regulative measures for the protection of the fisheries on the great lakes except under threat of retaliation by Canada.

Three Opportunities—

"HE WHO HESITATES IS LOST" IS PARTICULARLY TRUE OF THESE OPPORTUNITIES AS THEY DEMAND QUICK DECISION.

RICE—We made our contracts when the markets were at the lowest, consequently are able to give you the benefit of our purchases.

JAPANS—POLISHED and UNPOLISHED—BAGS 100 lbs., due March 20th. NEW CROP—Also sacks 224 lbs., due April 15th.

PATNAS - NEW CROP—FANCY sacks 224 lbs.—due April 15th.

RANGOONS—NEW CROP—DUE end of April.—Our quotations are especially low. Also for immediate shipment FANCY RANGOONS—PRICES LOW.

Pickles—**ROWAT'S PICKLES** — ALL SIZES — Our quotations for immediate shipment will command your orders.

Maple Syrup — A PINT TIN TO RETAIL AT 10 CENTS. The only 10c. package of Maple Syrup on the market. ONLY A LIMITED QUANTITY TO BE HAD ORDER AT ONCE.

THE **EBY, BLAIN CO.,** LIMITED, Wholesale Grocers, TORONTO.

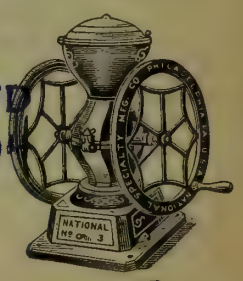
CLOVES ON THE MOVE.

A SUBJECT which has recently been receiving the close attention not only of spice importers and brokers, but also of merchants in other lines, is the advancing tendency in prices for cloves, due to the decreased production and the increased consumption.

Cloves are probably the greatest speculative article in the spice trade, and have been so for many hundreds of years, because they have always come from small and restricted areas of cultivation, and have been used as tribute, almost taking the place of money in ancient times. They have been mostly grown on the two small islands of Zanzibar and Pemba, on the east coast of Africa. The production has been steady for years at an average of 90,000 to 100,000 bales per annum, while the consumption has steadily increased until now it is 120,000 to 130,000 bales a year. This augmentation in the consumptive demand is due to the increased use of pure ground cloves, to the greater demand for oil of cloves in medicine and to its increased use in the manufacture of vanillin during the last three years.

The clove crop of 1902-3 was fairly full, being 100,000 to 110,000 bales. The crop of 1903-4 so far is 27,000 bales, and possibly 30,000 bales, altogether. As a rule a good crop is always succeeded by a moderately short crop the next year. The Bombay operators this year bought the entire crop and shipped it to Bombay. Last Fall they had already taken up all future deliveries offered by European bear operators, and later on had purchased a large proportion of the London and Holland stocks, which were already very small.

Sure Information In Coffee Mills



The "National"

EXCELS ALL OTHERS FOR RUNNING EASE, LONG LIFE AND EXCELLENCE OF RESULTS.

THE EBY, BLAIN CO., LIMITED TORONTO.

SOLE AGENTS IN CANADA.

RETURNED MAY 3 1904

RETURNED MAY 3 1904

TORONTO RETAIL GROCERS MEET.

THE regular monthly meeting of the retail grocers of Toronto was held on March 14, when the Assessment Act and other matters were discussed, F. W. Johnson, president, occupying the chair.

Satisfaction was expressed at the rating of the business tax on retailers at 25 per cent., as compared with 50 per cent. in departmental stores, which was considered much better than the original proposal.

Hugh Blain, of the Eby, Blain Co. delivered the first of a series of addresses to be given by members of the Wholesalers' Association. He said they had many things in common, standing together as guardians of the public health. Pure food was of the first importance and a heavy responsibility rested upon wholesalers and retailers which should be assumed by the associations. Individual responsibility was fast disappearing and co-operation and united effort was taking its place.

The wholesale trade was responsibile for the creation of Toronto as a great distributing centre. The retailers should form a Dominion association so that the same influence could be brought to bear on outside wholesalers as on those in Toronto. There was no doubt but that the wholesalers sold many goods that the retailers should sell, but if they did not do it, others at outside points would.

Mr. Blain then spoke on insurance, of which every merchant should carry sufficient to protect himself and family. The advantages of good bookkeeping, on the detrimental effects of the long credit system and bankrupt stocks. Although the trade was now in a healthy condition there was no other branch of trade in which industry and intelligence received so small a recompense.

LONDON TEA MERCHANT VISITS MONTREAL.

H. R. HUNT, of the firm of Hunt & Co., of London, Eng., and Yokohama, one of the biggest Japan tea dealers in the world, was in town this week visiting the firm's Montreal offices. Mr. Hunt is a young man who is thoroughly conversant with his business. Regarding the tea trade, he speaks as most Britishers do, in a calm deliberate manner, and gave some interesting facts. Incidentally he stated that he was on his way to attend the annual market, which opened towards the end of April in Yokohama.

As King Charles' head was always getting in the story that Mr. Dick (in David Copperfield. was writing, so it is impossible to interview anyone on their way to Japan without taking into account the war between Russia and Japan. Mr. Hunt, however, does not take the war very seriously as a trade issue, especially in the tea trade, principally because the tea picking is done by women and children, and in preparing the tea at Yokohama his firm do most of the work by machinery. There is another fact that may bear upon the situation, and that is that up country where there is not much machinery, plenty of stalwart men will be called to the war, and this will cause a large percentage of the second crop, which is due here in about four months, to be of a much coarser quality than it would be otherwise. He does not anticipate a large increase in the price. Notwithstanding this fact, the probabilities are that high insurance and scarcity of labor may raise the price. This will not affect the consumer in Canada, however, as the price usually paid to the retailer is 25c for Japan tea; to go higher would mean to lose that constituency, and normal conditions will have to be awaited. Tea wholesalers are pretty well cleaned out of the old stock which was the custom, and not caused by the war at all.

Mr. Hunt has just arrived from Londone and at their New York office the consumption of first quality Japan tea is reported still strong everywhere. The information that might be gathered by newspaper reports, that it would be a wise thing to buy all the Japan tea now that could be obtained is valueless, because no one except the big dealers in Yokohama can estimate how much tea the Japs have in reserve, and as stated before, the consumer in Canada will not pay more than the price quoted, 25c. Mr. Hunt will be in Canada for some time prior to sailing for Japan, and he will visit different branches of the big house in the Dominion.

ALL-CANADIAN GRAIN ROUTE

IT is reported that the Dominion Government will be asked to erect a grain elevator at Port Colborne, with a view to making it one of the leading grain ports on the lakes. They will also be asked to keep Canadian canals free of tolls, to keep them open every day through the season of navigation, to make the national port of Montreal free of ordinary freight charges, and to construct a second grain elevator at the latter port. All this looks as if Canada was beginning to wake up to the importance of controlling grain traffic from the great West en route to the Atlantic seaboard.

AN OTTAWA CASE.

On March 14 Chief Justice Falconbridge dismissed the action of J. Castle, wholesale tea merchant of Ottawa, against Chaput & Company, wholesale grocers of Montreal, and their commercial traveller, J. C. Campbell. The action was tried at Ottawa in January and was brought by Mr. Castle for damages for non-delivery of goods alleged to have been sold to him by Chaput Co. through Campbell, or in the alternative claiming damages against Mr. Campbell personally.

A RECENT LEGAL DECISION.

A RECENT decision of Judge Newlands of Moose Jaw, Assa., on a case in court between a local landlord and his tenant, may prove interesting to readers of The Grocer. The judgment, which explains the case, is as follows:

The plaintiff was a leaseholder of the defendant for one year at a monthly rental. After the expiration of the lease, the defendant remained in possession, and paid two months' rent. During this time the plaintiff gave the defendant one month's notice to quit and refused to accept further rent. Considerable correspondence took place between the interested parties both before and after the termination of the lease, and one letter in particular in which the plaintiff refused to lease the building for a year as his tenant had requested, but agreed to keep the latter as a monthly tenant. By the mere posting of such a letter the landlord claimed he had rebutted the implication of the law which is that by remaining in possession of property after the expiration of a lease, a yearly tenancy is established on the condition of payment of rent to a landlord. The judge's decision was to the effect that under the circumstances a new proposition from the tenant or an acceptance of the same would have invalidated the claim of the tenant to yearly tenancy; no new tenancy could be created by an offer which was intended only as a further confirmation of rights which the law already afforded the tenant.

Hasty conclusions lead to speedy repentance. Do not buy your coffees thoughtlessly on the spur of the moment. Exercise the same care in selecting coffee as you do in buying the other necessities of life. Be sure of obtaining the best by securing

CHASE & SANBORN'S COFFEES.

RETURNED
MAR 21 1903
cutbook 16 p. 91

It's a handsome package, and will look well in your window, on your counter or shelves. It will help you sell more starch—more good starch.

We pack our very best quality

LILY WHITE GLOSS STARCH

in these handsome drum packages, each containing 6 pounds, 8 drums to a case, and a pair of drum sticks are supplied with each drum.

Who will be first in your district to show the new package?

THE BRANTFORD STARCH WORKS, Limited, BRANTFORD, CANADA.

1842 1904

SOME INTERESTING LINES

Be wise and place your orders with the right people.

We offer you 25,000 GALLONS VINEGAR

(BOUGHT BEFORE THE ADVANCE.)

"OWL," 1 Star, 80 grains. *"OWL," 3 Stars, 100 grains.*
"OWL," 2 Stars, 90 grains. *"OWL," 4 Stars, 118 grains.*

GOVERNMENT PROOF STRENGTH. **Barrels, Half-Barrels and Kegs.**

Quality, the best, and guaranteed. We prepay the freight to any railway or boat station. We will send **FREE** to buyers of 100 gallons or more, a nice **"VINEGAR PUMP,"** (non-corrodible), worth **$2.50.**

This weather is very bad for colds and bronchitis. We recommend the famous

Mathieu's Syrup of Tar and Cod Liver Oil (no taste)

We have just received into store

Another Carload, 120 GROSS

Beware of imitations. There are many. But see that you get MATHIEU'S.

"Try a Bottle."

SPRING CLEANING AND SWEEPING.

You need some good Brooms, we have them.

We offer 1,000 DOZ. Assorted Quality and Prices.

L . C . H . A . P . U . T . F

Talking about brooms. We prepay freight on shipment of 6 doz. Give us trial order.

We are Headquarters for THE BEST ASSORTMENT of FINE GROCERIES, WINES, LIQUORS and TEAS.

Quickest Shippers. **No Blockade in Montreal.**

L. CHAPUT, FILS & CIE.

Wholesale Grocers and Importers, MONTREAL.

DISTRIBUTING AGENTS FOR THE CELEBRATED **"UBERO" Coffees.**
SOLE AGENTS FOR THE "WELL-KNOWN" **DUBONNET Tonic Wine.**

RED SEAL { **Tomato Mustard**
Tomato Chutney
Chili Sauce
Worcestershire Sauce } **RED SEAL**

4 delicious relishes, equal in quality and attractiveness to the best imported, and no higher in price than inferior goods.

Prepared under the personal supervision of an expert processor secured from the United States for this especial purpose.

Send **at once** to **your** wholesale house for a sample assorted case. If they cannot supply you write us for names of wholesalers **who can.**

Be a **leader:** Let your competitor **follow.** You will **have** to have them sooner or later—better, **sooner.**

CANADIAN CANNERS' CONSOLIDATED COMPANIES
LIMITED
HAMILTON, ONTARIO.

In Stove Polishes

Enameline

stands without a peer.
—your customers often take your
—advice as to Best goods to buy.
—You are safe in recommending **Enameline.** They run no risk, you run no risk, they are satisfied you get and hold their trade.

Order **ENAMELINE** next time and all the time

W. H. DUNN, Agent, MONTREAL.

In recommending the best selling Tea on the market

Blue Ribbon *Ceylon* Tea

to your customers you are guaranteeing to yourself their continued patronage.

Push the Red Label Brand.

Each grocer our agent.

—you will be busy as **bees**

by looking over this list and buying, then selling

"Bee" brand goods.

Since first placed on the market they have won popularity with every merchant who has bought them; they will please you and your trade; they are profitable; they are sure sellers. Look over the list and see prices in "CURRENT MARKET QUOTATIONS" in this issue.

"Bee"	"Bee"	"Bee"	"Bee"	"Bee"
Borax	Baking Powder	Coffee	Starch	Soda

Snowdon, Forbes & Co.,
MONTREAL.

Accountants and Auditors.
Barber, Henry, & Co., Toronto.
Fahey, Wm., Toronto.
Hoskins, David, Toronto.
Jenkins & Hardy, Montreal, Toronto and New York.
Kidd, F. H., Toronto.
Merson, Geo. O., Toronto.
Williamson, T. G., Toronto.

Ammonia.
Harvey, John G., Todmorden Ont.

Baking Powder.
Capstan Mfg. Co., Toronto.
Eagle Mnfg. Co., Montreal.
Gillett, E. W. Co., Toronto.
McLaren, W. D., Montreal.
Royal Baking Powder Co., New York.
Snowdon, Forbes & Co., Montreal.

Barristers, Solicitors, etc.
Atwater, Duclos & Chauvin, Montreal.
Beatty, Blackstock, Fasken & Riddell, Toronto.
Burritt, Jas. H., K.C., Pembroke, Ont.
Cameron, D. O., Toronto and Oakville.
Hamilton, J. C., Toronto.
Tupper, Phippen & Tupper, Winnipeg.
Vidal, I. L. O., Montmagny and Quebec

Baskets.
Oakville Basket Co., Oakville, Ont.
Woods, Walter, & Co., Hamilton.

Bird Seed.
Nicholson & Brock, Toronto.

Biscuits, Confectionery, Etc.
Browne & Wells, Toronto.
Canada Biscuit Co., Toronto.
Canada Maple Exchange, Montreal.
Christie, Brown & Co., Toronto.
Lamont, Corliss & Co., Montreal.
Lowney, Walter M., Co., Boston, Mass.
McGregor-Harris Co., Toronto.
Mooney Biscuit & Candy Co., Stratford.
Mott & Co., John P., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.

Blue and Black Lead.
Douglas, J. M. & Co., Montreal.
James' Dome—W. G. A. Lambe & Co., Toronto.
Oakey, John, & Sons, London, Eng.

Brooms, Brushes, Etc.
Turner, James, & Co., Hamilton.
Woods, Walter, & Co., Hamilton.

Canned Goods
Anglo-British Columbia Packing Co., Vancouver, B.C.
Black Bros. & Co., Halifax, N.S.
Burlington Canning Co., Burlington, Ont.
Gardiner & Co., Vancouver, B.C.
Hudon, Hebert & Cie., Montreal.
Tippet, A. P. & Co., Montreal.

Cash Registers.
Hallwood Cash Register Co., Toronto.
National Cash Register Co., Dayton, O.

Cheese Cutter
Computing Scale Co. of Canada, Toronto.

Chewing Gum.
Row & Co., Brockville, Ont.

Cigars, Tobaccos, Etc.
American Tobacco Co., Montreal.
Empire Tobacco Co., Montreal.
Erie Tobacco Co., Windsor, Ont.
Fortier, J. M., Montreal.
Horrocks, T. J., Toronto.
McAlpin Consumers Tobacco Co., Toronto.
McDougall, D., & Co., Glasgow, Scot.
Payne, J. Bruce, Granby, Que.
Reid, W. B. & Co., Toronto.
Steele, W. H., Co., Toronto.
Tuckett, Geo. E., & Son Co., Hamilton.

Clothes Lines.
Hamilton Cotton Co., Hamilton.

Cocoanut.
Greig, Robt., Co., Toronto.

Cocoas and Chocolates.
Baker, Walter, & Co., Dorchester, Mass.
Cowan Co., Toronto.
Dutch Chemical Works, Amsterdam, Holland.
Epps, James, Co., London, Eng.
Lowney, Walter M., Co., Boston, Mass.
VanHouten's—J. L. Watt & Scott, Toronto

Coffee Essence.
Bromley's—W. G. Patrick & Co., Toronto.

Commission Merchants and Brokers.
Cameron, Gordon & Co., Winnipeg.
Clark, R. W., & Co., Victoria, B.C.
Dawson Commission Co., Toronto.
Dingle & Stewart, Winnipeg.
Dominion Brokerage Co., Toronto.
Dunn, Wm. H., Montreal and Toronto.
Hopkins, John, St. John, N.B.
McDonald, Gordon, & Co., London, Eng.
Lambe, W. G. A., & Co., Toronto.
Manitoba Commission Co., Brandon, Man
Nicholson & Bain, Winnipeg.
Patrick, W. G., & Co., Toronto.
Rutherford, Marshall Co., Toronto.
Ryan, Wm., Co., Toronto.
Thomas, J. P., Quebec, P.Q.
Watt, J. L., & Scott, Toronto.

Computing Scales.
Computing Scale Co. of Canada, Toronto.
Wilson, C., & Son, Toronto.

Concentrated Lye.
Gillett, E. W., Co., Toronto.

Condensed Milk and Cream.
Borden's—Wm. H. Dunn, Montreal and Toronto.
Truro Condensed Milk & Canning Co., Truro, N.S.

Crockery and Glassware.
Gowans, Kent & Co., Toronto.
Sydenham Glass Co., Wallaceburg, Ont.

Dairy Produce and Provisions
Clark, Wm., Montreal.
Dominion Packing Co., Charlottetown, P.E.I.
Fearman, F. W., Co., Hamilton.
Matthews, Geo. Co., Brantford.
Maclaren, A. F., Imperial Cheese Co., Toronto.
McLean, J. A., Produce Co., Toronto.
Park, Blackwell Co., Toronto.

Delivery Wagons.
Ewart, James, Toronto.

Educational.
Bellevile Business College, Belleville.
Canadian Corr. College, Toronto.
Central Business College, Stratford.
St. Margaret's College, Toronto.
Western Business College, Toronto.
Willis Business College, Ottawa.

Engravers.
Smith, Geo. J., New York.

Financial Institutions.
Bradstreet Co.

Fish.
Black Bros. & Co., Halifax.
Connors Bros., Ltd., Black Harbor, N.B.
Eby, Blain Co., Toronto.
James, F. T., Co., Toronto.
Johnson, C., Gardiner & Co., Vancouver, B.C.
Kinnear, T. & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
White & Co., Toronto.

Flours and Cereals.
Carter, G., Son & Co., St. Mary's, Ont.
Castle, F. J., Co., Ottawa.
Force Food Co., Buffalo, N.Y.
Frontenac Cereal Co., Toronto.
Greig, Robt., Toronto.
McCann, Wm., & Co., Toronto.
Napoli Macaroni Co., Toronto.
Postum Cereal Co., Battle Creek, Mich.

Fruits—Dried, Green and Nuts.
Balfour & Co., Hamilton.
Davidson & Hay, Toronto.
Eby, Blain & Co., Toronto.
Gibb, W. A., & Co., Hamilton.
Gillard, W. H., & Co., Hamilton.
Goodwillie's—Rose & Laflamme, Montreal.
Husband Bros. & Co., Toronto.
Kinnear, T., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
McWilliam & Everist, Toronto.
Tippet, A. P., & Co., Montreal.
Walker, Hugh, & Son, Guelph.
White & Co., Toronto.

Gelatine.
Canadian Gelatine Co., Toronto.
Cox, G. & J.

Grocers—Wholesale.
Balfour & Co., Hamilton.
Chaput, L., Fils & Cie, Montreal.
Davidson & Hay, Toronto.
Eby, Blain Co., Toronto.
Hudon, Hebert & Cie., Montreal.
Kinnear, T., & Co., Toronto.
Laporte, Martin & Cie, Montreal.
Lucas, Steele & Bristol, Hamilton
Robertson, Geo., & Son., Kingston, Ont.
Simpson, R. & J. H., Co., Guelph, Ont.
Snowdon, Forbes & Co., Montreal.
Turner, James, & Co., Hamilton.
Warren Bros. & Co., Toronto.

Grocers' Grinding and Packing Machinery.
Adamson, J. T., & Co,, Montreal.
Coles Mfg. Co., Philadelphia, Pa.
Eby, Blain Co., Toronto.
Enterprise Mfg. Co., Philadelphia, Pa.
Grocers' Engineering Co., London, Eng.

Hides.
Page, C. S., Hyde Park, Vt.

Interior Store Fixtures, Trucks, Etc.
Auer Light Co., Montreal.
Dominion Show Case Co., Toronto.
Slingsby, H. C., Montreal.

Jams, Jellies, Etc.
Canada Biscuit Co., Toronto.
Eby, Blain & Co., Toronto.
Greig Mfg. Co., Montreal.
McGregor-Harris Co., Toronto.
Pure Gold Mfg. Co., Toronto.
Southwell's—Frank Magor & Co., Montreal.
Upton's — A. F. MacLaren Imperial Cheese Co., Toronto.

Ledgers, Office Systems, Stationery, etc.
Briggs Ledger System Co., Toronto.
Weese, G. A., & Son, Toronto.

Lubricant.
Cole, Geo. J. Co,, New York.

Oils.
Queen City Oil Co., Toronto.

Oil Tanks.
Bowser, S. F., & Co., Fort Wayne, Ind.

Macaroni
Napoli Macaroni Co., Toronto.
Tippet, A. P., & Co., Montreal.

Mince Meat
Capstan Mfg. Co., Toronto.
Clark, Wm., Montreal.
Lytle, T. A., Co., Toronto.
Wethey, J. H., St. Catharines.

Pass Books, Etc.
Allison Coupon Co., Indianapolis, Ind.

Patent Solicitor.
Cullen, Orlan Clyde, Washington, D.C.

Peels.
Batger's—Rose & Laflamme, Montreal.

Pickles, Sauces, Relishes, Etc.
American Coffee & Spice Co., Toronto.
Batty & Co., London, Eng.
Canadian Canners' Consolidated Cos., Hamilton.
Colson, C. E., & Son, Montreal.
Douglas, J. M., & Co., Montreal.
Eby, Blain Co., Toronto.
Ewing, S. H., & Sons, Montreal.
Horton-Cato Mfg. Co., Windsor, Ont.
Laing's, Dr.—W. G. Patrick & Co., Toronto.
Lytle, T. A., Co., Toronto.
Organ, Elliot Co., Montreal.
Patterson's—Rose & Laflamme, Montreal.
Snowdon, Forbes & Co., Montreal.
Stretton & Co., Worcester, Eng.
Sutton, G. F., Son & Co., London, E.C.

Polishes—Metal.
Oakey, John, & Sons, Montreal.

Polishes—Stove.
Morse Bros., Canton, Mass.
Prescott's.—W. H. Dunn, Montreal and Toronto.

Pottery.
Foster Pottery Co., Hamilton, Ont.

Poultry Food.
Greig, Robert, Co., Toronto.

Refrigerators.
Fabien, C. P., Montreal.

Safes.
Ford & Featherstone, Hamilton.
Taylor, J. & J., Toronto.

Salt
Patrick, W. G., & Co., Toronto.
Toronto Salt Works, Toronto.

Soap.
Duncan Company, Montreal.
Metropolitan Soap Co., Toronto.

Sodas—All Kinds.
Winn & Holland, Montreal.

Soda—Baking.
Dwight, John, & Co., Toronto.

Starch.
Brantford Starch Works, Brantford.
Edwardsburg Starch Co., Cardinal, Ont.
Snowdon, Forbes & Co., Montreal.
St. Lawrence Starch Co., Port Credit

Steel Shingles.
Metallic Roofing Co., Toronto.

Sugars, Syrups and Molasses.
Canada Maple Exchange, Montreal
Dominion Molasses Co., Halifax, N.S.
Eby, Blain Co., Toronto.
Edwardsburg Starch Co., Cardinal, Ont.
Tea Rose Drips — Rose & Laflamme, Montreal.

Teas, Coffees, and Spices.
Balfour & Co., Hamilton.
Blue Ribbon Tea Co., Toronto.
Ceylon Tea Traders' Ass'n.
Chaput, L., Fils & Cie., Montreal.
Chase & Sanborn, Montreal.
"Commissioner" Tea, London, England.
Davidson & Hay, Toronto.
Dutch Chemical Works, Amsterdam, Holland.
Eby, Blain Co., Toronto.
Estabrooks, T. H., St. John, N.B.
Ewing, S. H. & A. S., Montreal.
Ewing, S. H. & Sons, Montreal.
Gillard, W. H., & Co., Hamilton.
Japan Tea Traders' Ass'n.
Kinnear, T. & Co., Toronto.
Lipton, Thomas J., New York.
Lucas, Steele & Bristol, Hamilton.
Marceau, E. D., Montreal.
Postum Cereal Co., Battle Creek, Mich.
Pure Gold Mfg. Co., Toronto.
Robertson, Geo., & Son, Kingston.
Rutherford, Jas., & Co., Montreal.
Salada Tea Co., Montreal and Toronto.
Snowdon, Forbes & Co., Montreal.
Turner, James, & Co., Hamilton.
Warren Bros. & Co., Toronto.
Wood, Thos., & Co., Montreal.

Telephones.
Bell Telephone Co. of Canada.

Vinegars.
Canadian Vinegar Co., Montreal.
Grimble & Co., London, Eng.
Hill, Evans & Co., Worcester, Eng.

Warehousing.
Cameron, Gordon & Co., Winnipeg

Washing Compound.
Fairbanks, N. K., Co., Montreal.
Keen's—Frank Magor & Co., Montreal.

Wines, Liquors and Beer.
Chaput, L., Fils & Cie., Montreal.
Laporte, Martin & Cie., Montreal.

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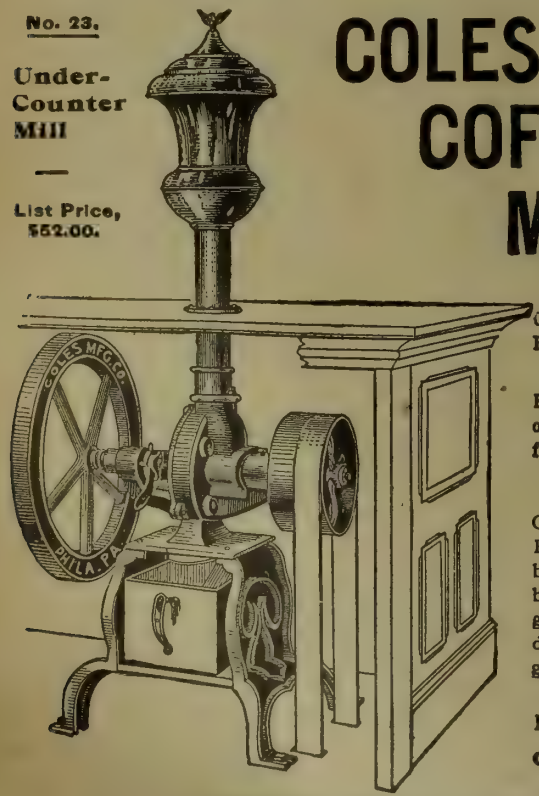

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TORONTO.

THE CANADIAN GROCER

President:

JOHN BAYNE MACLEAN,

Montreal.

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MAPLE SUGAR FRAUDS.

IT is apropos for the grocer to exhibit the sign "Fresh Maple Sugar" at this time of year, indeed there are many proper things much more difficult to do. The nearness of the sugar season prompts the suggestion, and even now the sign may be seen all over the city. The regular markets will shortly be flooded with what is called "Pure Maple Sugar," too often made up of granulated sugar that has never seen the fresh sap of the maple tree.

Adulteration has been written about in The Grocer for years, especially in view of the continued prevalence of the evil in the Province of Quebec. It is not, however, because there is no law to protect either wholesaler or retailer that the fraud arises; it is because the laws in this particular are not carried out. In the middle of March there is no real maple sugar; still there are two classes of individuals to be considered; one which has lived in the country, and the other which knows nothing of country life. The former class cannot be fooled by the plausible "Pure Maple Sugar"; they know it. In fact the genuine sugar has left such a strong impress on their memory that it is linked with the big black pot, of running sap, and perchance pleasant memories of merry-making. It has the flavor of the tree and cannot be mistaken for the mixture of white and granulated sugar which may have been dipped in the wood of the maple to give it the requisite flavor. Glucose is often used to give fraudulent stuff the necessary firmness. There is another sort of sugar, made from old brown stock which is melted and made to acquire a smooth appearance and the significant dark brown color, granulated sugar being sprinkled over the cakes. This delusion is offered by the deceiver to the undiscriminating public without the least compunction.

Montreal confectioners receive from time to time circulars from certain American firms, offering to sell a "maple" essence at $12 a gallon, which in every way they claim carries out the "just as good" absurdity. About a year ago a well-known sugar firm in Quebec failed, owing to having filled orders extensively with the spurious article. Their fate has been chronicled before; it serves, however, as a reminder that Canadians as a rule know maple sugar. The amazing quantities shipped to the English market where the consumer has a reputation for being hypercritical if anything, is somewhat reassuring and goes to show that the fraud of adulterating and substitution is the exception in Canada.

There is another side of the story; it must be admitted that many a dealer thinks he is selling the genuine article, when he is not, which fact increases the difficulty of procuring the real thing. It is tobe hoped that Canadian firms will be warned of the peril they run in attempting to adulterate such a food product as maple sugar. There should be enough native pride in the Canadian producer to make him scorn such a proceeding or at least to enable him to get along without resorting thereto.

A MONTREAL EXHIBITION.

THERE seems every reason to expect that Montreal will again have an annual exhibition, and if such turns out to be the case every effort will be expended to make it one that will surpass any yet held. It is some years now since the last one took place, but ever since, a few indomitable spirits have year after year brought the subject up, and at last their efforts bid fair to be realized in the Summer or Fall of 1905. The Business Men's League—an association which is never behind when Montreal's interests are concerned—have taken the matter up with characteristic energy, and at a meeting on March 9, at which their president, Mr. Henry Miles, took the chair, the plan was outlined. Men representing all important interests, agriculturists, capitalists, manufacturers, merchants and railway men were present, and were plainly thoroughly interested in the project.

In many ways the Toronto Exhibition is taken as a model. Mr. Miles in his address to the meeting, pointed out that that exhibition had been run for some years before it paid, but that the advertising gained meanwhile by Toronto had been recognized by the people of the Queen City to be of great value to them, whether a profit was obtained direct from the exhibition or not.

The number of tourists, American and English, who visit Montreal now every year is immense, and constantly growing, though there is next to nothing in the way of advertising done for the city. Its historical associations are alone the attraction. With a yearly exhibition, of sufficient merit, another drawing card would be added which would doubtless greatly lengthen the roll of visitors. All these visitors are good customers. Montreal merchants in almost all lines of trade fully appreciate that fact, and the great majority of them are showing their appreciation by the hearty support they are giving to the proposed exhibition.

A permanent board of directors has been elected as follows: H. Laporte, Mayor of Montreal; S. D. Vallieres,

chairman Finance Committee, Montreal; L. A. Lapointe, L. Payette, H. A. Ekers, C. B. Carter, D. L. Lockerby, R. Wilson-Smith, Col. Labelle, Hon. F. L. Beique, C. H. Catelli, J. X. Perreault, Hon. J. D. Rolland, James Cochrane, Hon. G. A. Drummond, Henry Miles, T. Gauthier, Hon. W. C. Edwards, W. E. Davis, A. H. Harris and Dr. Lalonde, representing the agriculturists.

At the meeting of the directors the following officers were chosen:

Hon. Presidents—Hon. Sidney Fisher and Hon. Mr. Tourgeon.

President—Senator Drummond.

Vice-Presidents — Senator Beique and Mayor Laporte.

Sec.-Treas.—Mr. Henry Miles.

CANNED GOODS.

THERE is a queer notion extant in the grocery trade, that has a political flavor. But leaving political prejudice out of the question, it is certain that Canadian canners are not making the best use of the Old Country market, especially canners of fruit. One paper says that if the canners were not under the "narcotic" of high duties they would be better off. Another says, that protection or politics has nothing to do with the situation in canned fruits. The daily newspaper suggestion of the nature quoted, smack of combine. As a matter of fact protection has about as little to do with the absence of goods of Canadian packers in the British market, as it could possibly have.

Judging from English trade papers, in many lines of canned fruits, it is like bringing coals to Newcastle to send Canadian goods to the old land. There is a scarcity of English fruits this year, however, and the attractive prices of California and other fruits is likely to create an increased demand, which should help Canadian packers.

In canned meats there is a tendency towards the continuance of present high prices. The salmon market for instance, has been firm throughout Lent and the demand from the country during the past week has been surprisingly poor.

For special lines of Canadian preserved vegetables there is a demand. It might just as well be understood now as at any time, that the Britisher is more of an exporter than an importer of this line of goods. Anyone who uses jams or pickles will confess this without argument, as the British manufacturer in these articles has never been surpassed. In connection with sardines it might be mentioned that unsatisfactory reports have come from the fishery centres, and the stocks held are said to be small. Another fact too which is worth noting, is that some packers of meat expect an advance in price early next month.

THE SPRING TRADE OUTLOOK.

DESPITE the exceptionally unfavorable weather of the Winter months and notwithstanding the pessimism which was expressed in some quarters early in the Winter, the Spring of 1904 opens with business prospects in Canada as favorable as has been the case for many years.

It is probably true that considerable trade has been lost as a result of the heavy snow storms and the severe weather.

It may still be argued by some, as was done a few months ago by many, that Canada is in imminent danger of the "dumping" of American goods on this market. But there is little indication that any movement of this nature will attain serious proportions. The general verdict is that the danger of it is less serious than six or nine months ago.

On the other hand there are many factors which give reason for confidence in and satisfaction with the prospects.

The past six or seven years have constituted an era of development unprecedented in the country's history. This development has reached a stage that ensures, always barring a severe crop failure, admittedly a remore possibility, an era of exceptional constructive activity in all parts of the Dominion.

The building of the Grand Trunk Pacific and hundreds, if not thousands, of miles of branch lines on other railways; a record volume of immigration to the farm lands of Manitoba and the Northwest Territories; a continued expansion of the mineral and industrial developments of Ontario, Nova Scotia, Quebec and British Columbia, steady activity in the lumbering districts of Quebec, New Brunswick, Ontario and British Columbia, all combine to increase the demand for the necessities of life, and to keep the factories in all parts of Canada working at full time and to ensure for the employes a continuance of the high scale of wages of recent years.

NOTICE TO OUR SUBSCRIBERS.

A man signing himself F. B. Kenneth has been collecting and soliciting subscriptions for our publications in Ontario, but has not remitted to us the money so obtained.

Our readers are warned against paying this man any money as he is not authorized by us to transact business for us in any way. He is not and never was in our employ, and we cannot hold ourselves responsible for his actions.

Mr. Alex. Wales is our authorized agent in Ontario.

"DON'T BE JUST OUT."

THE past Winter has taught the majority of Canadian grocers the wisdom and necessity of laying up supplies for a stormy day. With conditions of traffic in such a demoralized state throughout the country that for a time merchandise could not be distributed except by express, village after village was reduced to the ridiculous extremity of moulding its own candles for illuminating purposes as in the old pioneer days. In certain towns, supplies of sugar became practically exhausted, and the citizens had to content themselves with comparatively plain living for a considerable period.

The rub comes nearer home, however. A grocer ought not to allow himself to "be just out of" any article belonging to the category of a grocery stock, even supposing he had never received his recent warning to be always prepared for a big emergency.

The successful grocer has established a reputation for himself, and the lesser lights in the trade are emulating his example. His customers have some idea or another that their grocer is infallible and that he can supply their wants better than any one else living. Unfortunate man, if he allows such customers to go a-hunting for any article of which they are in need. His sin is one which is fertile in practical results. First, he endangers his reputation, second, he loses his grip on his customers, and third, he sacrifices trade. The farsighted grocer will see to it that he is never "just out of" anything. If such chances to happen, he does not rest until he has sent out for the article in question. Come what may, he realizes the importance of always being ne plus ultra in the eyes of his customers.

GRAIN SECTION MEETS.

THE annual meeting of the grain section of the Board of Trade, Toronto, was held March 15, J. C. McKeggie, the chairman, presiding. In his annual report Mr. McKeggie commented upon the fact that, although representations had been made to the Dominion Government urging the appointment of official weighers and also the fixing of flour standards, nothing had been done in either of these matters.

The following were appointed officers for the ensuing year:

Chairman, Hedley Shaw.

Vice-Chariman, D. Plewes, Jr.

Executive, F. W. Hay, W. D. Matthews, C. B. Watts, John Carrick, John Fisher, C. W. Band and A. N. Pearce.

Complaint Committee, C. Goode, D. O. Ellis, J. C. McKeggie, Hedley Shaw.

Membership Committee, D. O. Ellis, J. L. Fisher, W. Ross, M.P., D. Plewes, Jr., Thomas Martin, F. W. Hay.

PERSONAL MENTION.

Mr. W. Wilson, president of the Wilson, Lytle & Badgerow Co., vinegar manufacturers, Toronto, died on March 14th.

A. S. Bowman is now representing the Tillson Company. "Tillson" stands for quality and commands the highest market prices.

Mr. F. P. Sawyer, president of the Great Western Cereal Co., Chicago, has been in Canada this week looking into the oatmeal situation.

Mr. Henria Jonas, of Henri Jonas & Co., Montreal, who has been confined to his home with an attack of rheumatism for the past few weeks, is able to get around again to his offices.

Mr. J. M. Agnew, who has been connected with the Hanbury Manufacturing Co., Brandon, Man., for the past nine years, left on March 15 to assume control of the North Star Lumber Company, Cranbrook, B. C.

Mr. H. T. Connolly, manager of Barker's White Store, Moncton, N. B., has severed his connection with this firm and accepted a position with Bryant & Macdonald, tea importers, Halifax, as traveller for New Brunswick.

Mr. W. Dobie returned to Toronto on Saturday, having been in Chicago since the 5th inst., where he went to attend the funeral of the late Mr. E. W. Gillett, president of E. W. Gillett Company, Limited, Toronto.

Mr. B. O. Beland, Montreal, has secured the services, with interests, of Mr. R. Carignan, for many yeats travelling representative of D. Masson & Co. Mr. Carignan enjoys a good connection with the trade of Montreal and district.

C. L. Farnworth, representing the F. F. Dalley Co., Hamilton, Ont., between Ottawa and Quebec, was in Montreal this week. He reports business good and though weather conditions have in a measure made it harder to interest buyers, the feeling on his ground is that the current year will be a good one.

Mr. W. A. Winterstein, the manager of the Montreal branch of the Canada Flour Mills Co., Chatham, Ont., has made many friends since he came to the city, and it may be mentioned that he is is known as one of the most capable men in the business, notwithstanding the fact that he is one of the youngest in the trade.

J. Reed, representing J. E. Baillie, produce and commission merchant, Toronto, passed through Montreal this week on his way to the Maritime Provinces. Mr. Reed also covers Eastern Ontario and Quebec, and reports business satisfactory despite the hard weather and worse roads.

Mr. W. Calvert, of Myers' Royal Spice Company, Niagara Falls, N. Y., is on his way to Calgary, Alta., to introduce Myers' Royal Spices to the customers of J. Turner & Co., Calgary. Mr. Calvert is one of the oldest representatives of Myers' Royal Spice Co., and as he has won an enviable reputation as a salesman, it is not unlikely that large sales of this firm's goods will be made in the West.

Mr. E. N. Smith, of Smith, Baker & Co., New York and Yokohama, was in the city recently looking for orders. Mr. Smith called on Mr. Marceau, one of our local dealers, and spoke of the ever present war. He, however, said that it had not affected his business very much here, in as much as orders were generous and business seemed good in Canada.

Mr. J. A. Courtemanche, a well-known Montreal traveller, is leaving for Winnipeg and the West, where he will represent the Ocean Mills, Montreal, the famed originators of Chinese starch. The other products of the mills also will be in his capable hands, and it is expected that they will all become as much appreciated in the West as in the East.

Mr. H. J. Colville, one of the biggest grocers in Winnipeg, was in Montreal for a few days recently, and was welcomed by a large number of old friends here. He was on 'Change and very much appreciated the development in the grocery trade in Montreal, where some of the finest wholesale houses in the Dominion are located.

Mr. F. M. Beamish, grain merchant, Winnipeg, is dead. The late Mr. Beamish moved to Manitoba sixteen years ago from Port Hope, Ont., where he had been interested in milling, grain buying and farming. On taking up his residence in Manitoba he went into wheat raising on a large scale. Two years ago he gave up active farming operations, and engaged in grain trading in Winnipeg, in which business he continued until the time of his death.

PURE FOOD BILL BEFORE U. S. CONGRESS.

"NO bill now pending in Congress could be of more importance to the people of the United States than the Pure Food Bill now before Congress, should it become law," says H. D. Perky, president of the Natural Food Company, Niagara Falls, N.Y., in his letter to influence United States Senators.

Mr. Perky is one of the men who are working earnestly for the passage of the Pure Food Bill, and an enthusiastic advocate of pure foodstuffs. As he has devoted his life to the study of foods there is perhaps no American better qualified to speak with authority on the subject. At the present time there are pure food laws in force in most of the states of the Union but these are not serving the purpose even in a measure, Mr. Perky is emphatic in urging the enforcement of a common pure food law all over the United States as absolutely necessary if the best interests of the nation are to be conserved.

AGENCY FOR ONTARIO SUGAR REFINERY.

W. H. Millman & Sons have recently been appointed agents for Toronto and outside tributory points for the Ontario Sugar Refinery, Berlin, and report large sales with good prospects.

CANADIAN AGENT FOR AMERICAN GRAPE JUICE.

J. H. Maiden, Youville square, Montreal, has secured the agency for Montreal and the Province of Quebec for the Gleason Grape Juice Company's (Fredonia, N. Y.) products. These goods, which have secured a reputation for absolute purity in the United States, should meet with ready acceptation by the grocery trade. Certainly if Government analytical reports may be relied on Gleason's grape juices cannot be excelled. Grape fruit juices have of late years secured a prominent place among the necessities, not only for the sick room but as table beverages, and the grocery trade is the true channel through which the consuming public is becoming acquainted with these delicious beverages. They are put up in bottles to retail at 25c and 50c.

"Be not the first by whom the new are tried,

Nor yet the last to lay the old aside."

BRANCHES and AGENCIES

Toronto.
Montreal.
St. John.
Halifax.
Winnipeg.
Vancouver.
New York.
Boston.
Chicago.
Buffalo.
Detroit.
Pittsburgh.
Cleveland.
Philadelphia.
Washington.
Indianapolis.
Hartford.
Duluth, Min.
Jersey City.
Milwaukee.
St. Paul, Min.
Richmond, Va.
Jacksonville.
Rochester.
Norfolk, Va.
Scranton, Pa.
Portland, Me.
Baltimore, Md.
San Francisco.
Minneapolis.

The foregoing by "Pope" can be aptly applied to the position of affairs created by the introduction of "SALADA" Natural Green Teas in competition with Japans.

Before these new Teas were known as being meritorious, cautious hesitancy on the part of the trade was not unnatural, but now that they are an established and unqualified success, there can be no further excuse for delay in handling.

Japan Tea imports have declined 60% since meeting this competition—what is left continues to dwindle.

"SALADA" Green Teas are packed in Sealed Lead packets only, same form, style and price as the celebrated Black Teas of "SALADA" Brand.

Are you Sharing in this Profitable Trade?

Manufacturers

We can take on one more good line.

Up-to-date Representation.

We create a demand on all the markets of Great Britain for your goods, through our branches.

Dominion Brokerage Co.

43 SCOTT STREET,

TORONTO, - CANADA

Branches: New York, London, Liverpool and Cape Town, South Africa.

We also wish a corresponding broker on all markets of Canada to offer our American Specialties in conjunciton with us.

Domestic Sardines

BRUNSWICK BRAND are reliable, because guaranteed. Specify them in a future order. "BRUNSWICK" branded on Canned Fish is a sure mark of good quality. We pack **SARDINES,** in Oil ¼s, Mustard ¼s, Tomato ¼s, Mustard ¾s; **HERRINGS,** in Tomato Sauce, Kippered; **CLAMS, SCALLOPS, CLAM CHOWDER, BONELESS CODFISH, FINNAN HADDIES, BONELESS FISH.**

—We offer in season **Fresh Herring** and **Codfish.**
—If open for any of these, order promptly, as the season is short.
—Send for prices.

Connors Bros., Limited,

PACKERS OF SEA FOODS,

BLACK'S HARBOUR, - N. B.

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

Toronto, March 17, 1904.

Groceries.

THE grocery trade cannot be said to have reached a normal state yet after the protracted dullness and tie-up of business generally. Collections continue slow. The canned goods market is improving with prices firm. Sugars are firm with an advance of 5c all round on Monday last and strong market at present. The demand for syrups and molasses is fair with the market uncertain. The tea market is active and prices rule firm; Japan and China teas are likely to advance in price. Coffees are firm and quiet. The spice market is firm with fair prospects. Rice, tapioca and sago are in big demand at full prices. The demand for dried fruits is only fair. Cured fish are still in brisk demand although the season is practically over. The price of peanuts has advanced 1-4c and a strong market is reported.

CANNED GOODS.

It is reported that canners are practically sold out of canned goods, and that stocks are all in second hands. Trade in canned goods generally is improving although the storm of a day or two ago interfered temporarily with business which was beginning to recover from its recent prolonged dullness. Prices are firm and a number of cities have advanced prices materially. A considerable number of lots of canned tomatoes are reported to have changed hands during the past week. Higher prices in canned goods are prospected in the near future. The demand for canned fruits is brisk, this being the season for sales in this line. Canned vegetables are in fair demand at firm prices. Canned meats are being freely booked for future delivery. Beans 2's are 5c firmer, also corn 2's. Cohoes are 1-4c easier. Our quotations are as follows:

Apples, 3's	....	0 90
" gallons	....	2 20
Asparagus	....	3 50
Beets, 2's	....	0 90
Beets, 3's	....	1 00
Blackberries, 2's	1 50	1 70
Beans, 2's	0 90	1 10
Corn, 2's	....	1 20
Cherries, red, pitted, 2's	....	2 20
" white	....	2 40
Peas, 2's	0 97½	1 45
Pears, 2's	1 45	1 60
" 3's	1 90	2 10
Pineapples, 1½'s	1 50	1 60
" 2's	1 80	2 00
" 3's	2 25	2 40
Peaches, 2's	1 55	1 70
" 3's	2 45	2 60
Plums, green gages, 2's	1 10	1 40
" Lombard	1 00	1 30
" Damson, blue	0 95	1 25
Pumpkins, 3's	....	0 95
" gallon	....	2 50
Rhubarb, 3's	....	1 80
Raspberries, 2's	1 40	1 60
Strawberries, 2's	1 40	1 60
Succotash, 2's	....	1 00
Tomatoes, 3's	....	1 12
Lobster, talls	....	3 35
" 1-lb. flats	3 50	3 70
" ½-lb. flats	1 90	2 00
Mackerel	1 00	1 25
Salmon, sockeye, Fraser	1 65	1 75
" " Northern	1 65	1 75
" " Horseshoe	1 65	1 75
" Cohoes	....	1 15
Chums	0 95	1 00
Sardines, Sportsman ¼'s	....	0 15
" ½'s	....	0 23
" Portugese ¼'s	0 08	0 10
" P. & C., ½'s	0 25	0 27
" P. & C., ¼'s	0 35	0 38
" Domestic, ¼'s	0 03½	0 04
" ½'s	0 09	0 11
" Mustard, ¼ size, cases 50 tins, per 100	8 00	9 00
Haddies	....	1 00
Kippered herrings, domestic	....	1 00
" imported	1 45	1 55
Herrings in tomato sauce, domestic	1 00	1 10
" " imported	1 45	1 55

SUGAR.

In our last report it was stated that the estimated total crop of Cuban sugar was 10,200,000 tons; this should have been 1,200,000 tons. The strong position of the sugar market has been fully maintained during the week under review and large sales of raws at 1-32 advance from spot and at 1-16 advance for second half March and April shipments from Cuba are reported as we go to press. There are still buyers on a basis of 2 5-32 c. and f. for nearby sugars, but no sellers, while we hear of second half March shipments at 2 3.16 c and f. which is equivalent to duty paid price of 3.53. Sales could still be made on this basis for shipment and at 3½ for spot sugars at which the market remains nominal. Holders are firm, however, in their pretensions and not disposed to continue on this basis. The market may be called decidedly healthy. Sales for the week under review total fully 150,000 bags. Europe reports a stronger market which has recovered what it lost the previous week. 88 per cent. beet is now firm at 8s. 3¾d. basis f. o. b. Hamburg, which is equivalent to 3.75 parity of duty paid N. Y. for 96 centrifugals. Thus it will be seen that cane sugars have still a differential of ¼c per lb. in their favor. European beet sowings have already commenced; some anticipate that these will be sufficiently reduced to make a decrease of 400,000 tons in the coming crop, which is not improbable, although it is too early to speak with certainty. The strength of the raw market has been reflected in N. Y. refined market where prices have risen fully 10c per 100 lbs. for the week and the market closes firm on net basis of 4.50 for standard granulated. On Monday, 14th inst., all Canadian prices advanced 5c per 100 lbs., and they are now firm on basis of 4.23 for Montreal granulated and 4.13 for Acadia and Berlin granulated. Sugar in bags is sold at 10c per 100 lbs. less than in bbls.

Receipts at U. S. Atlantic ports for the week ending March 9 were 45,113 tons with meltings 41,000 tons the same as on the previous week, thus increasing stocks for the week by over 11,000 tons to 114,641 tons of which slightly over 93,000 tons are in refiners' hands. It will be observed that on the present basis of melting this is equal to less than 3 weeks' supply. Combined stocks of U. S. and Cuba at latest advices were 311,641 tons, a decrease of 108,000 tons from last year. Combined stocks of U. S. and Europe at latest uneven dates were 357,610, an increase of 45,275 tons as compared with an increase of 83,709 tons last week and 209,885 tons on January 1, 1904. There are 170 central factories grinding in Cuba as against the same number grinding last year. The decrease in stocks there is because of much freer selling by the planters. The immediate indications for the raw market are favorable to firm prices without the probability of much further advance, and the same may be said to apply to refined. It would seem safe policy though to carry fair stocks for all immediate requirements. We revise quotations below as follows:

Paris lumps, in 50-lb. boxes	4 88
" in 100-lb. "	4 78
St. Lawrence granulated	4 23
Redpath's granulated	4 23
Acadia granulated	4 13
Berlin granulated	4 13
Domestic beet, granulated, 1902	3 98
Phoenix	4 13
Bright coffee	4 03
Bright yellow	3 98
No. 3 yellow	3 93
No. 2 "	3 73
No. 1 "	3 63

Granulated and yellow, 100-lb. bags, 10c. less than bbls.

SYRUPS AND MOLASSES.

The demand for syrups and molasses continues fair; at the same time the market is unsettled and will remain so until the New Orleans grain test question is settled. Buyers are cautiously holding back; they will buy one way only, namely, duty paid and in view of this fact, are considering the advisability of bringing in syrup and molasses from the West Indies. We quote as follows:

Syrups—		
Dark	....	....
Medium	0 30	0 32
Bright	0 35	0 37
Corn syrup, bbl., per lb	....	0 02¾
" ½ bbls. "	....	0 02¾
" kegs "	....	0 03
" 3 gal. pails, each	....	1 30
" 2 gal. " "	....	0 90
" 2-lb. tins (in 2 doz. case) per case	....	1 90
" 5-lb. " (in 1 ") "	....	2 35
" 10-lb. " (in ½ ") "	....	2 25
" 20-lb. " (in ¼ ") "	....	2 10
Molasses—		
New Orleans, medium	0 25	0 30
" ½ bbls	0 27	0 32
" open kettle	0 45	0 50
Barbadoes	0 38	0 45
Porto Rico	0 38	0 42
Maple syrup—		
Imperial qts	....	0 27½
1-gal. cans	0 95	1 00
5-gal. cans, per gal	....	1 00
Barrels, per gal	....	0 75
5-gal. Imp. brand, per can	....	4 50
1-gal. " per case	....	5 10
½-gal. " "	....	5 60
Qts. " "	....	6 00

TEAS

The demand for tea is fairly active this week. Considerable difficulty has been experienced in getting suitable markets for buyers on account of firm prices. Latest advices from London, Eng., say there has been an advance of from 1-4d. to 1-2d. in the market since the week of previous sale, and that prospects for brisk sales are good. An almost com-

plete absence of Ceylon teas possessing a full desirable flavor is noted in the London market. If the import tax on Indian and Ceylon teas is abolished it will have the effect of booming the London market. The war in the East is keeping people guessing re Japans and Chinas; the views of local holders of Japans are strengthening and some shippers of Japans are holding aside and will not discuss business. Ceylons, Indias and greens are strong, and the demand for them is brisk with prices unchanged. A large shipment of China tea was sent down from Canada to New York last week, to take advantage of the relatively higher prices prevailing there. Clearances of all teas from London warehouses for the month of February were 18,763,919 lbs, and for the same month last year 17,205,128 lbs. Demand for Indias was well maintained at slightly advanced prices, mediums were fully firm to dearer, while any Autumn flavored invoices continued to attract active competition, extremely high prices being paid for a shipment from Okayti. Deliveries for the month were satisfactory, being nearly quarter million lbs in excess of last February. Stocks have been reduced by four million pounds during the month. Brisk competition was experienced in Ceylons, the improvement noticed in last report being further accentuated. Common kinds ruled strong to a fractional advance, and medium descriptions continued to grow in favor with buyers, particularly Pekoes and Orange Pekoes with good cup. Colombo telegrams estimate March shipments to Great Britain at seven and a quarter million pounds, as against seven and a half millions last year. English imports of Java for the year have been 1,066,000 lbs, as against 509,000 lbs in 1903. We quote as follows:

Congou—half-chests, Kaisow Moning,	0 12	0 60
" caddies, Pakling	0 19	0 50
Indian—Darjeelings	0 35	0 55
Assam Pekoes	0 20	0 40
Pekoe Souchongs	0 19	0 25
Ceylon—Broken Pekoes	0 36	0 42
Pekoes	0 27	0 30
Pekoe Souchong	0 18	0 35
China Greens—Gunpowder, cases, extra first	0 42	0 50
" half-chests, ordinary firsts	0 22	0 28
Young Hyson, cases, sifted, extra firsts	0 42	0 50
" cases, small leaf, firsts	0 35	0 40
" half-chests, ordinary firsts	0 28	0 38
" " seconds		0 23
" " thirds	0 16	0 18
" " common		0 15
Pingsueys—Young Hyson, ½-chests, firsts	0 28	0 32
" seconds	0 18	0 19
" half-boxes, firsts	0 28	0 32
Japan—½ chests, finests May pickings	0 38	0 40
Choice	0 33	0 37
Finest	0 30	0 32
Fine	0 27	0 30
Good medium	0 25	0 28
Medium	0 21	0 23
Good common		0 20
Common		0 19

COFFEES.

The coffee market continues firm but quiet this week, very little trading having been done. The demand for Rios is improved; other brands are quiet. Any change in prices of coffees is unlikely at least for some weeks. The coffee crop is being picked in Brazil at the present time, and nothing is certain yet as to the extent of this season's coffee crop. Latest reports advise that the coffee berry this year is particularly good quality and hint at a lighter coffee crop than usual. Any idea as to the exact extent of the crop, or an intelligent forecast of prices will not be possible for several weeks yet, meanwhile the market is uncertain. Last week's prices continue unchanged. Our quotations are as follows:

	Per lb.
Green Rios, No. 7	0 08
" " No. 6	0 08½
" " No. 5	0 08¾
" " No. 4	0 08¾
" " No. 3	0 09 0 09½
" Mocha	0 21 0 25
" Java	0 22 0 35
" Santos	0 10 0 12
" Plantation Ceylon	0 26 0 35
" Porto Rico	0 22 0 25
" Guatemala	0 22 0 25
" Jamaica	0 15 0 20
" Maracaibo	0 16 0 23

SPICES.

The markets are holding firm and business is quieter than usual this week. The prospects for most spices are fair. Our quotations are as follows:

	Per lb.		Per lb.
Peppers, blk	0 18 0 19	Cloves, whole	0 25 0 35
" white	0 23 0 27	Cream of tartar	0 25 0 30
Ginger	0 18 0 25	Allspice	0 14 0 17

RICE AND TAPIOCA.

Rice is in good demand this well at full prices; the same remark applies to tapioca and sago. Stocks of Japan rices are exhausted and new stocks have not yet arrived; the markets in the country of growth are high which would seem to mean high prices here for Japan rice. Rogoon rices, contrary to usual experience, are easier. The rice market is advancing right along, although it is not likely to hold thus. Our quotations are as follows:

	Per lb.		Per lb.
Rice, stand. B	0 03¾	Sago	0 03½ 0 04
Patna	0 05 0 05½	Tapioca	0 03¼ 0 03¾
Japan	0 06 0 07	Carolina rice	0 10

Foreign Dried Fruits.

Trade in dried-fruits is fair but quiet with firm prices of last week unchanged. Letters from Spain say stocks of raisins are steadily reducing without any appreciable change in prices. Currants are also in fair demand with no changes in prices; no particular inquiries from jobbers in Canada having been received during the week. Prunes are becoming active in the market. There is a small demand for apricots and peaches at firm prices. Evaporated apples are reported quiet. We quote as follows:

PRUNES.

	Per lb.		Per lb.
100-110s	0 04 0 04½	60-70s	0 06¾ 0 07
90-100s	0 05 0 05½	50-60s	0 07 0 07½
80-90s	0 05½ 0 05¾	40-50s	0 07¾ 0 08
70-80s	0 06 0 06¼	30-40s	0 08¼ 0 08½

CANDIED PEELS.

	Per lb.		Per lb.
Lemon	0 10 0 12½	Citron	0 15 0 18
Orange	0 11 0 13		

FIGS.

	Per lb.		Per lb.
Tapnets	0 03¾	Elemes	0 09 0 20
Naturals	0 06½ 0 09½		

APRICOTS.

	Per lb.
Californian evaporated	0 12½ 0 15

PEACHES.

	Per lb.
Californian evaporated	0 08½ 0 12

CURRANTS.

	Per lb.		Per lb.
Fine Filiatras	0 04¾ up	Vostizzas	0 07 0 08
Patras	0 06 0 06½		

RAISINS.

	Per lb.
Valencia, fine off-stalk	0 06¼ 0 06½
" selected	0 07 0 07½
" selected layers	0 07½ 0 09
Sultana	0 09½ 0 10
Californian seeded, 12-oz	0 08½ 0 09
" " 1-lb. boxes	0 10½ 0 11
" unseeded, 2-crown	0 07½
" " 3-crown	0 08 0 08½
" " 4-crown	0 09 0 10

DATES.

	Per lb.		Per lb.
Hallowees	0 03¾ 0 04	Fards	0 08¾ 0 09
Sairs	0 03¼ 0 03½		

Cured Fish.

The demand for cured fish is still brisk. Stocks are holding out well. Last week's prices continue unchanged. We quote as follows:

Herring, No. 1, Labrador, in bbls	5 50 5 75
" " ½-bbls	3 00 2 25
" split shore, ½-bbls	2 75 3 00
Large dried cod in quintals	6 00 6 50
Skinned cod, in 100-lb. cases	5 50 6 00
Cod steak, 1-lb. blocks	0 06¾
Boneless fish, 1-lb. blocks	0 05¾
" " 25-lb. boxes, per lb	0 04½
Scaled herring, per box	0 16 0 18

Country Produce.

EGGS.

The egg market is firmer than it was last week and stocks are barely sufficient to supply the demand even with shipments from local sources gradually increasing. One provision firm had to resort to an importation of 150 cases from Chicago, on which they paid a duty of 3c per dozen. As The Grocer predicted the price of eggs dropped to 20c; it is, however slightly firmer this week, and a wider range of prices is recorded. We quote as follows:

Eggs, fresh laid, per doz	0 21 0 24

POULTRY.

The poultry market continues steady and quiet with very little coming forward. Last week's prices continue unchanged. Our quotations are as follows:

Chickens, live per lb	0 09 0 10
Old hens " "	0 05 0 06
Chickens, dressed, per lb	0 10 0 13
Old hens, "	0 06 0 07
Turkeys, " "	0 14 0 15

BEANS.

The demand for beans continues fair at last week's quotation prices. A good general quality of bean is selling better than hand-picked. Our quotations are as follows:

Beans, mixed, per bush	1 40
" prime, "	1 50
" handpicked, per bush	1 65 1 75
" water-stained "	1 00
" Lima, per lb	0 05½ 0 06½

HONEY.

Honey continues quiet this week and the market is featureless. Last week's quotations continue unchanged. We quote as follows:

Honey, extracted clover, per lb	0 06½ 0 07½
" sections, per doz	1 50 2 00

Fish.

The fish market continues active this week. Present indications are that there will be a scarcity in whitefish and trout. Sea herring and bloaters are out of the market, otherwise stocks are holding out all right. Fresh herrings are 2 1-2c easier, and oysters 55c easier. Finnan

haddies have advanced 1c. Our qoutations are as follows:

Whitefish, frozen, per lb	0 09
Trout, frozen, per lb	0 09
Herrings, fresh, per lb	0 04½
British-Columbian salmon, frozen, per lb	0 12
Halibut, frozen, per lb	0 12½
Perch, per lb	0 06
Mackerel, frozen, per lb	0 10½
Haddock, per lb	0 06
Cod, per lb	0 08½
Tullibees, per lb	0 06
Fresh-water herring, frozen, per lb	0 04½
Finnan haddies, per lb	0 09
Oysters, standard, per small pail	4 50
" selects " "	5 00

Green Fruits.

The general condition of the market in green fruits continues much the same as last week, the local trade being brisk and outside distribution of fruit largely hindered except in express lots, on account of the demoralized state of railway traffic, especially in Northern Ontario where trains have not been running for a fortnight. There is very little demand at present for Florida and Japan tangarines, which are practically out of the market. Supplies of California tanfarines are easily available if their importation was warranted by the demand of the fruit trade. California navel oranges easily lead in the orange market, with a big demand and plentiful supplies of stocks of first-class quality. Bitter oranges are quieter than they were last week. There is an improved demand for Mexican oranges, and stocks are excellent quality. Valencia oranges are easier this week and will be cheaper still. The market is quieter than it has been. Stocks of Valencias are coming freely; they rank after California navels, however. The demand for lemons is good, and there is very little change of the price declining. Stocks of California lemons are plentiful in the United States, but the Canadian trade does not care for them, principally on account of their poor keeping qualities. The demand for grapefruit is brisk and improving steadily, although this is a comparative novelty on the market. Pineapples are easier in price. The local banana market is brisk, but it is difficult to determine the exact state of the general market because out of town orders are not usually filled until the week-end after The Grocer has gone to press. Orders, however, are coming in freely. Apples are plentiful and a little easier in price. Florida tomatoes are becoming plentiful on the market. The demand for limes is brisk. Strawberries are on the market in smal lots and are selling at 60c a box. We quote as follows:

Florida tangarines, in straps	5 00	5 50
" " in ½-straps	2 25	2 50
Japan " per bundle (2 boxes)	....	1 25
" " per box	....	0 65
California navels, per box	2 50	3 25
Mexican oranges, per box	2 00	2 25
Marmalade oranges, per box	....	2 50
Seville oranges, bitter, per box	....	2 50
Bitter oranges, Palermo, boxes, per box	2 00	2 40
Messina lemons, new, per box	2 50	3 00
Valencia oranges, 714 case	4 00	5 50
" " 420 case	4 00	4 50
Valencias, large, per case	5 50	6 00
Bahama grape fruit, per box	5 50	6 00
Florida pineapples, per crate	4 50	5 50
California grape fruit, per box	....	3 50
Bananas, large bunches	1 25	2 50
Apples, per bbl	1 25	2 50
Almeria grapes, per keg	6 50	7 50
Florida tomatoes, per crate	4 50	5 50
Tomatoes, green house, per lb	0 25	0 30
Cranberries, Jersey, per bbl	....	7 00
" Budd's longkeepers	....	8 00
Limes, per case	....	1 25
Limes, In ½-straps	....	2 25
Strawberries, per box	....	0 60

Vegetables.

There is a brisk demand for vegetables of every description this week, although supplies continue to come in very slowly and do not begin to meet the demand. The city market is supplied largely by market gardeners in the outlying country districts who find it absolutely impossible to market their vegetables on account of the impassable state of the roads. Parsnips, cabbage, and beets are scarce, particularly the two former. Onions are plentiful but the demand is not so great as it was. Parsley is particularly scarce. Green-house asparagus has appeared on the market in small lots and is selling at 25c a bunch. Last week asparagus sold on the New York market for the fancy price of $12 to $18 per dozen buches. Supplies of lettuce and rhubarb are plentiful but the market for them is slow. Potatoes are 10c easier. The demand for California celery is fair, but suffers by comparison with that of former years. There is a brisk demand for green cucumbers which are 25c firmer than last week's quotation prices. Canadian green cucumbers are on the market this week for the first time and are quoted at from $1.75 to $2 per dozen. Our quotations are as follows:

Cabbage, per doz	0 50	1 00
" red, per doz	0 50	1 00
Potatoes, per bag	1 00	1 15
Potatoes, per bag, car lots	0 85	0 90
Sweet potatoes, per bush. crate	....	2 50
Onions per peck	....	0 50
Onions white, per bag	....	2 50
Onions, red, per bag	1 50	1 75
Spanish onions, per crate	....	1 25
Spanish (Valencia) onions, large cases	....	3 50
Bunch lettuce, per doz. bunches	....	0 35
Radishes, per doz. bunches	....	0 50
Mushrooms, per lb.	....	0 75
Mint, per doz bunches	....	0 30
Parsley, " "	....	0 20
Sage, per doz	....	0 10
Savoury, per doz	....	0 10
Beets, per bush	0 50	0 60
Beets, per bag	....	0 75
Carrots, per bag	....	0 85
Parsnips, per bag	1 00	1 25
Artichokes, per bush	....	0 75
Yellow turnips, per bag	0 35	0 40
Oyster plants, per doz	....	0 30
Leeks, per doz	....	0 40
Celery, per doz	0 40	0 75
California celery, large case	....	5 00
" small case	....	2 40
Rhubarb, per doz	1 00	1 25
" per bundle	0 10	0 15
Green onions, per doz	....	0 15
Green house water cress, per doz	....	0 25
Green cucumbers, American, per doz	1 25	2 00
" " Canadian, per doz	1 75	2 00
Asparagus, green house, per bunch	....	0 25

Seeds.

The seed market is showing increasing signs of life and is steadily improving as weather conditions become more favorable. Last week's prices continue unchanged. Our quotations are as follows:

Red clover, per bush	5 75	6 35
Alsike "	4 75	5 75
Timothy, per "	1 15	1 75
" flail threshed	....	2 00

Grain, Flour and Breakfast Foods.

GRAIN.

The grain market is inactive this week, and prices continue to fluctuate on account of the manipulations of speculators. During the last 12 days there has been a rise and subsequent fall in prices in Chicago, so that in the market then and now as far as prices are concerned there is not much difference. Manitoba wheat, northern, No. 1 and No. 2, are ½c and 1c firmer re-

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TORONTO.

spectively. Red and white wheat are 2c easier. Barley is 1c firmer and oats ½c easier. Peas are 2c firmer. Buckwheat and rye continue unchanged. Our quotations are as follows :

Manitoba wheat, No. 1 hard, per bush, Toronto.	1 08½	1 09
" " Northern No. 1 " "	1 07	1 07½
" " " No. 2 " "	1 01½	1 02
Red, per bushel, on track Toronto	0 99	1 00
White " " "	0 99	1 00
Barley " " "	0 50	0 52
Oats " " "	0 38	0 38½
Peas " " "	0 73	0 74
Buckwheat " " "		0 59
Rye, per bushel, " " "	0 69	0 70

FLOUR.

The demand for flour is fair with prices firm, but the market continues uncertain owing to the manipulations of grain speculators. Until the grain market becomes steadier a forecast of the flour market is out of the question. Very little wheat is coming in from local sources, although grain from the West has begun to move more freely. Last week's quotations are unchanged. We quote as follows:

Manitoba wheat patents, per bbl	5 10	5 25
Strong bakers "	4 85	5 00
Ontario wheat patents "	4 90	5 15
Straight roller "	4 60	4 70

BREAKFAST FOODS.

The market in breakfast foods continues brisk this week with raw materials very firm in price. Indications point to a further advance in prices if anything. Last week's quotations remain unchanged. We quote the following prices:

Oatmeal, standard and granulated, carlots, on track, per bbl	5 05
Rolled oats, standard, carlots, per bbl., in bags	4 50
" " " " " in wood	4 75
" " " " for broken lots	4 90
Rolled wheat, per 100-lb. bbl	3 00
Cornmeal	3 50
Split peas	5 00
Pot barley in bags	3 75
" in wood	4 00
Swiss food, per case	2 88
Aunt Sally's Pancake Flour, per case	2 00

Hides, Skins and Wool.

Trade in these lines continues fair. No changes in prices are noted. We quote as follows:

HIDES.

No. 1 green, per lb	0 07
" 2 " "	0 06
" 1 " steers, per lb	0 07½
" 2 " " "	0 06½
Cured, per lb	0 08

CALFSKINS.

Veal skins, No. 1, 6 to 12 lb. inclusive	0 09
" " " 2 " " "	0 07
" " " 1 15 to 20 lb "	0 08
" " " 2 " "	0 06
Deacons (dairies), each	0 60
Lamb and sheep skins	1 00 1 10

WOOL.

Unwashed wool, per lb	0 09	0 10
Fleece wool, "	0 17	0 18
Pulled wools, super, per lb	0 18	0 21
" extra "	0 20	0 22
Tallow, per lb	0 04½	0 05

QUEBEC MARKETS.

Montreal, March 17th, 1904.

Groceries.

ONCE more the sinning of the weather has proven a foe to trade. The long looked for thaw lasted only a couple of days and the country roads are in serious shape. No doubt there will be a rush shortly and things will be humming in all branches of trade. The feature of the market was sugar again this week, which advanced another 5c per hundred; no doubt in sympathy with the strong New York markets, that is, for both raw and refined. This marks an advance of 10c per hundred within a week. Syrups and molasses are featureless although the market is strong, no change in prices is recorded. Some rather noticeable features in connection with the war have cropped up. One is the price of sulphur which has risen from 1¾ to 2c per lb. Camphor has jumped up from 75c to $1 a lb. When it is known, however, that most of the camphor comes from Japan, this is not surprising. For tapioca the demand has been first-rate, while sago is firm but slower. There seems to be a sympathetic movement prevailing for all lines of breakfast cereals. Low grades of rice have declined 10c, effecting only grocers in the Quebec Guild. Grenoble walnuts have become much firmer and are quoted at 12c and 13c, according to size and quantity. Brazil nuts are much easier, being quoted at 10c and 11c, according to size and quantity. Dried fruits are still dead, and the demand is limited. For green fruit there is a good demand for fine sound California stock. Florida grape fruit has jumped up $1.50. In fish there are some noticeable changes as quotations will show. Oysters have dropped a little and Tom Cods have dropped away down, in some cases as low as $1. Fish is very scarce. Japan teas have advanced a penny in London and Ceylons and other teas are expected to follow.

SUGAR.

Yesterday sugar again advanced, showing 10c per hundred rise within a week. This takes effect in Ontario, Quebec and Manitoba, and strange to say a half an hour after a similar advance was quoted for the Maritime Provinces. On the local market there is a marked firmness, and a very decided probability of an increased demand keeping right up.

We quote :

Granulated, bbls	$4 15
" ½-bbls	4 25
" bags	4 02½
Paris lump, boxes and bbls	4 65
" " ½-boxes and ½-bbls	4 75
Extra ground, bbls	4 50
" " 50-lb. boxes	4 70
" " 25-lb. boxes	4 80
Powdered, bbls	4 30
" 50 lb. boxes	4 50
Domino lumps, boxes and bbls	4 55
" " ½-boxes and ½-bbls	4 65
Phoenix	4 05
Bright coffee	3 95
" yellow	3 85
No. 3 yellow	3 85
No. 2 "	3 65
No. 1 " bbls	3 55
No. 1 " bags	3 45
Raw Trinidad	3 20
Trinidad crystals	3 30

SYRUPS AND MOLASSES.

Dullness marked syrup and molasses this week, and while the markets are strong the demand is good from day to day, and a decided increase in strength is expected. There is no doubt about the statement already made, that there is an abundance of old molasses in Newfoundland and other places, and that Barbadoes will be low. We quote as follows :

Barbadoes, in puncheons	0 30
" in barrels	0 32½
" in half-barrels	0 33½
New Orleans	0 22 0 35
Antigua	0 37
Porto Rico	0 45 0 48
Corn syrups, bbls	0 02¾
" ½-bbls	0 02¾ 0 03
" ¼-bbls	0 03
" 38½-lb. pails	1 30
" 25-lb. pails	0 90
2-bls., per 100 lb	2 75
½-bbls. "	2 75
Kegs "	3 00
Cases, 2-lb. tins, 2 doz. per case	1 90
" 5-lb. " 1 doz. "	2 35
" 10-lb. " ½ doz. "	2 25
" 20-lb. " ¼ doz. "	2 10

COFFEE.

The demand for Coffee is increasing, and it is expected prices will steadily harden, as the receipts are reported to be smaller than usual. However, no marked advance has been quoted locally, although in New York there have been some wild quotations during the week. The big dealers report that the longer buyers hold off, the greater must be the demand later on. We quote as follows :

Good cucutas	0 10 0 10½
Choice "	0 11½ 0 12½
Jamaica coffee	0 10½ 0 11
Java	0 18 0 23
Mocha	0 16 0 19
Rio	0 08 0 09

TEA.

Tea has dominated the interest locally by noticeable advances in Japans and Ceylons. One large dealer stated that he had disposed of 5,000 half chest packages of Japan tea, since Feb. 8th. There has been an active demand and the market has developed a strong tendency for all descriptions of tea. There is every prospect that the recent advances will be maintained. The medium qualities have noticeably hardened up, especially Japan style China Congous, which advanced from 8 to 10c, and to 10 and 10½c. An interview with Mr. Hunt, the well-known tea dealer, elsewhere in this issue, tells tersely the Japanese situation. However, there is another important feature in teas, in-asmuch as the Ceylon and India tea is expected to advance. The tea market will no doubt be very interesting right along. Our quotations are as follows :

Good to medium Japans	0 18 0 24
Fine to choice Japans	0 25 0 35
Ceylon greens	0 16 0 20
Indian greens	0 18 0 30
Japan style China congoes	0 10 0 10½
Pealeaf and Pinhead Gunpowders	0 23 0 40
Coarse to good Gunpowders	0 13 0 22
Ceylon blacks	0 14 0 30
Indian "	0 12 0 20

CANNED GOODS

The condition of the market remains about the same as last week, except that the old stocks are getting low, as they usually do at this time of the year, and there is very little change in prices. The probabilities are that some lines of canned goods will be very low before the new pack, as the trader calls it, comes in. We quote :

Tomatoes	1 12½
Corn	1 15
Peas	0 87½ 1 50
String beans	0 85 0 90
Strawberries, preserved	1 40 1 60
Succotash	1 00
Blueberries	1 10
Raspberries	1 40
Lawtenberries, 2s	1 50
Raspberries, black	1 35
Gooseberries	1 55
Pears, 2s	1 45 1 60
" 3s	2 10
Peaches, 2s	1 55 1 67
" 3s	2 40 2 60
Plums, Lombard 2s	1 30
" Green Gage, 2s	1 40
Cherries, red pitted, 2s	2 20
Baked beans, 3s	0 90
3-lb. apples	0 90
Gallon apples	2 20
2-lb sliced pineapples	2 00 2 10
Grated pineapples	2 40
Singapore whole pineapples	2 40
Pumpkins, per doz	0 95
Spinach	1 00
Sugar beets	0 90 1 40
Salmon, pink	0 90 1 00
" spring	1 40
" Rivers Inlet red sockeye	1 50
" Fraser River red sockeye	1 50 1 70
Lobsters, talls	3 45
" 1-lb. flats	4 00
" ½-lb. flats	2 25
Canadian Sardines, ¼s	3 65 4 00

Foreign Dried Fruits.

The demand for dried fruits is limited but improvements in currants has been maintained, and even accentuated. From abroad it is learned that holders show every disposition to meet buyers, and business may be expected to continue and develop in activity. An improvement is also reported from abroad in the demand for Sultanas. Holders in this line as not so friendly, as they seem to think that the excessive yield of Smyrna fruit this season will be averaged by the corresponding diminution in the ensuing one. Dates have shown a remarkably good demand, but the price has changed to 3½ to 3¾c per lb. Our quotations are as follows :

VALENCIA RAISINS.

New, finest off-stalk, per lb	0 06	0 06½
Selected, per lb.	....	0 07
Layers "	0 07½	0 07½

FIGS.

Comadres, per tapnet	1 00	1 10
Elemes, per box, new	....	0 90

DATES.

Dates, Hallowees, per lb	0 03½	0 03¾

CALIFORNIAN EVAPORATED FRUITS.

Apricots, per lb.	....	0 12½
Peaches "	....	0 09½
Pears "	....	0 12½

MALAGA RAISINS.

London Layers	1 75	1 90
"Connoisseur Clusters"	....	2 00
"Royal Buckingham Clusters," ½-boxes	....	1 00
"Excelsior Windsor Clusters"	....	4 25
" " ¼s	....	1 25

CALIFORNIAN RAISINS.

Loose muscatels, per lb.	0 07½	0 08
" " seeded, in 1-lb. packages	....	0 10½
" " in 12-oz. packages	....	0 08

PRUNES.

	Per lb.	Per lb.
30-40s	....	0 09
40-50s	....	0 08
50-60s	....	0 07½
60-70s	....	0 06½
70-80s	....	0 06
80-90s	....	0 05½
90-100s	....	0 05
Oregon Prunes (Italian style) 40-50s	....	0 08
" " 50-60s	....	0 07½
Oregon prunes (French style), 60-70s	....	0 06½
" " " 90-100s	....	0 04½
" " " 100-120s	....	0 04

CURRANTS.

Fine Filiatras, per lb. in cases	0 04½	0 05
" " cleaned	0 05	0 05½
" " in 1-lb. cartons	00 6	0 06½
Finest Vostizzas "	0 06½	0 07½
Amalias "	....	0 05½

SULTANA RAISINS.

Sultana raisins, per lb.	0 06½	0 08
" " 1-lb. carton	....	0 09

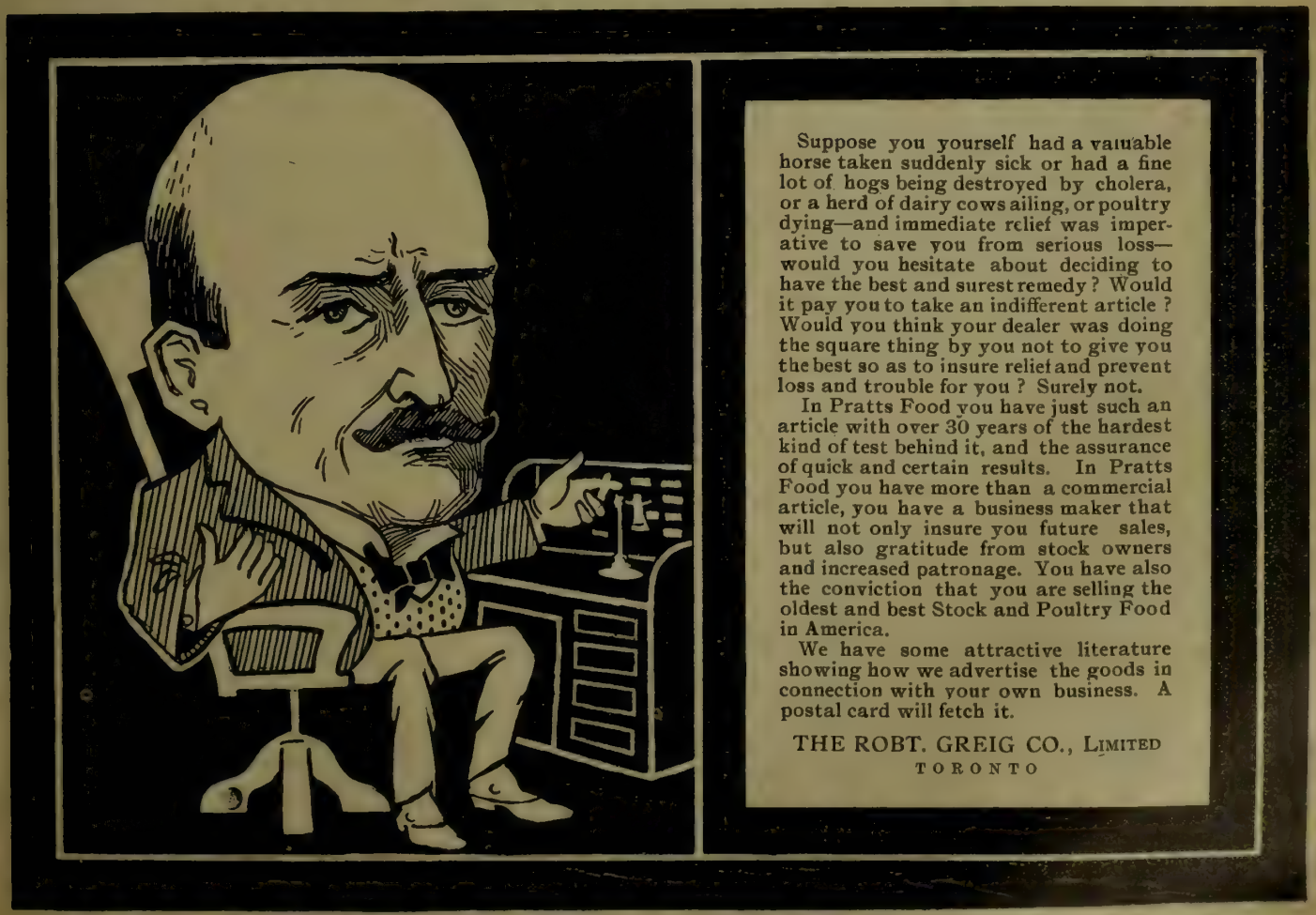
Green Fruits.

Things are awakening in the green fruit trade, and that lot of frozen oranges referred to last week is still clogging the market, some of them selling as low as $1.50 to $2. Good stock, however, is bringing good prices, and Florida oranges have advanced from $4.75 to $5.25 a box. Valencia oranges, 420s, have dropped 25c and are selling freely at $3.75. Florida grape fruit advanced from $5.50 to $7. Lemons have a good demand, $2.50 to $3. There has been a noticeable drop in Florida tomatoes of $1 per crate, and a drop also in California cauliflowers owing to the poor quality of the goods on the market. Apples are selling freely at full prices. The risk in handling naturally increases as the season advances, and retailers should buy from hand to mouth. Boston lettuce is selling well at $1 a dozen. Cucumbers at $2.75 a dozen, and watercress at 60c a dozen. We quote :

Cranberries	8 00	9 00
Cocoanuts, per bag of 100	....	4 00
Canadian apples, in bbls.	2 50	4 00
Pineapples, 24 to case	....	5 00
" 30 to case	....	4 50
Bananas	2 25	2 50
Valencias oranges 714's	....	4 50
" " 420's	....	3 75
Sweet potatoes, per bbl.	5 50	6 00
Spanish onions, cases	....	3 25
French onions, 110-lb. cases	....	3 00
New Messina lemons 300's	....	2 75
" " " 360's	....	2 50
Florida oranges, per box	....	5 25
California navels	2 50	3 00
Florida tomatoes, per crate	....	4 00
California celery	....	5 00
Californian cauliflower, case	....	3 25
Florida grape fruit	....	7 00
Jamaica oranges	....	2 50
Jamaica grape fruit	....	6 50
Florida tangerines	....	2 00

Fish.

With the sanity of nature, fish grows less interesting as Lent fades. Fresh fish is easier in price owing to the better supply. Salt fish continues in good demand, and frozen herring are practically finished for the season. Prices for other lines are slightly higher. Apart from this the fish market is in good shape, and stocks are very light. A slight error was made in the drop in salmon last issue, which was quoted as


Suppose you yourself had a valuable horse taken suddenly sick or had a fine lot of hogs being destroyed by cholera, or a herd of dairy cows ailing, or poultry dying—and immediate relief was imperative to save you from serious loss—would you hesitate about deciding to have the best and surest remedy? Would it pay you to take an indifferent article? Would you think your dealer was doing the square thing by you not to give you the best so as to insure relief and prevent loss and trouble for you? Surely not.
In Pratts Food you have just such an article with over 30 years of the hardest kind of test behind it, and the assurance of quick and certain results. In Pratts Food you have more than a commercial article, you have a business maker that will not only insure you future sales, but also gratitude from stock owners and increased patronage. You have also the conviction that you are selling the oldest and best Stock and Poultry Food in America.
We have some attractive literature showing how we advertise the goods in connection with your own business. A postal card will fetch it.
THE ROBT. GREIG CO., LIMITED
TORONTO

$1 instead of 50c. Oysters have the prevailing price of $1.40 for standards and $1.60 for selects. Fish, however, of all kinds is very scarce. We quote :

Frozen herring, medium, per 100 fish	1 40	1 50
Haddies	....	0 08
Smoked herring, per box	....	0 16
Fresh haddock, per lb.	0 04½	0 05
Dore, per lb., frozen, fancy Winter	0 07½	0 08
Pike, " round	0 05	0 05½
Halibut, frozen, per lb.	0 09	0 10
Gaspe salmon, frozen, per lb	....	0 14
Frozen B.C. salmon, per lb	0 08½	0 09
Smelts	0 08	0 09
Steak cod	....	0 05
Choice round trout	0 06½	0 07
Whitefish, small	0 06½	0 07
Tommy cods	1 00	1 50
No. 1 Labrador herring in 20-lb. pails	....	0 85
No. 1 Herring, Labrador, per bbl.	....	5 00
" " half bbl.	2 75	3 00
No. 1 Holland herring, per half bbl.	....	6 50
No. 1 Scotch herring, " "	....	6 50
" " per keg	....	0 95
Holland herring, per keg	0 65	0 75
No. 1 green codfish, new, per 200 lb.	....	7 00
No. 2 green cod, bbls. 200	....	5 00
No. 1 green haddock, bbls. 200	....	5 50
No. 1 large green codfish, new, per 200 lb.	....	7 50
Green pollock, bbls. 200	....	4 00
Salt eels, bbls. 200 lb	....	0 6½
Salt mackerel, pail of 20 lbs	....	1 60
Boneless cod, 1 and 2-lb. blocks, per lb.	....	0 06½
" fish, " "	....	0 05
" " loose, in 25 lb. boxes	....	0 04½
Boneless fish, in crates, 12 5-lb. boxes	....	0 05
Skinless cod, cases 100 lb.	....	4 75
B. C. salmon, choice red, per bbl.	....	14 00
B. C. salmon, ½-bbl.	7 00	8 00
Marshall's kippered herring, per doz.	....	1 40
Canadian kippered, per doz.	....	1 00
Canadian ¼ sardines, per 100	3 75	4 00
Canned cove oysters, No. 1 size, per doz.	....	1 30
Canned cove oysters, No. 2 size, per doz	....	2 25
Shell oysters, No. 1 Malpecques	6 00	8 00
" " " common	3 00	4 00
Standard bulk oysters, per gal.	....	1 50
Selects	....	1 75
Qualla salmon, frozen, cases	0 07	0 07

Country Produce.

EGGS.

The fresh egg which has been almost extinct for the past few months, except for millionaires, has been discovered, and the conditions are improving. There is no immediate likelihood however of there being any sharp break in the market, and retailers are advised to be careful and to adjust their prices from one to two cents from day to day. Report from the country indicates that the roads are still bad and large supplies are not expected until there is some improvement in the means of getting about. The market has again weakened, however, and for single cases 26c is quoted, with sales of fair sized lots at 25c. As Easter nears the price of eggs will diminish.

BEANS.

The bean market is still stronger, and Western dealers are blamed for this, in fact one wholesaler stated yesterday that he could not understand the bean market. Primes sold at $1.40 to $1.50 per bushel in car lots. Smaller lots at $1.55 to $1.65, and lots of one to five barrels $1.60 to $1.65.

HONEY.

Honey is very scarce, and there is a decided advance in price. White clover comb honey is bringing from 14c to 16c. There is not a bit of buckwheat on the market. The price if available remaining the same, 6c to 7c. Extracted white clover remains unchanged at 8½c to 9c.

POTATOES.

Americans have been after our potatoes this last week, and an advance in price has been the result. Shipments have been made to Boston and New York, and other New England points. Dealers have been compelled to pay higher prices for first-class stock. Stocks are very light here, and 75c to 80c was quoted in car lots on track, being a decided advance of nearly 10c, and 85c to 90c per bag was quoted. Offerings are fair.

MAPLE PRODUCTS.

The season is at hand for new maple products of all kinds, and great care should be taken in avoiding fraudulent goods. It is all very well for the dealer to say he has pure maple syrup, but there is really no new maple syrup on the market now. If the dealer is sufficiently honest to leave out the word "pure" and is willing to confess that the maple sugar he is selling you is mixed with granulated or any pure product, he could not be subject to criticism. Prices remain about the same. Sugar was quoted very scarce. We quote :

Maple syrup, in wood, per lb.	0 05½	0 06
Maple syrup, in large tins	0 70	0 75
Pure sugar, per lb.	0 07	0 07½
Pure Beauce sugar, per lb.	0 08½	0 09

Flour and Feed.

FLOUR.

Flour remains firm and very similar to the market of last week. A weakening is anticipated in Manitoba grades should the same tendency continue in wheat, meantime prices remain steady. We quote :

Manitoba spring wheat patents	....	5 40
" strong bakers'	....	5 10
Winter wheat patents	5 10	5 25
Straight rollers	4 85	5 00
Extra	3 80	3 90
Straight rollers, bags	2 30	2 35

FEED.

There is a better demand for feed, and trade is much better every way. The advance in Ontario brand has been maintained, and shorts also remain strong. We quote :

Ontario bran, in bulk	....	19 00
" shorts	....	21 00
Manitoba bran, in bags	19 00	20 00
" shorts	....	21 00
Moullie	26 00	28 00

OATMEAL.

Oatmeal has kept firm and rolled oats has held steadily to the advance made. There is a good demand everywhere. Plenty of jobbing is done on the basis of $2.50 a bag and $5.15 to $5.20 a barrel. Oatmeals are quoted by the wholesale houses as follows :

Fine oatmeal, bags	....	2 90
Standard oatmeal, bags	....	2 90
Granulated " "	....	2 90
Rolled oats, bags	....	2 55
" bbls.	....	5 30

HIDES.

Prices in hides remain the same. There are plenty of receipts but the quality is not considered of the finest. We quote as follows :

No. 1 beef hides	0 08	0 08½
No. 2 "	0 07	0 07½
No. 3 "	0 06	0 06½
Lambskins	....	0 75
No. 1 calfskins	....	0 11

BRITISH COLUMBIA MARKETS.

Vancouver, B. C., Mar. 11, 1904.

MUTTON from the pulp of sugar beets is certainly a novel "by-product" of the beet sugar industry. That, however, is one of the results of the commencement of the beet sugar industry at Raymond, Alberta. The big beet sugar refinery there built by the Mormon settlement, and now in operation, has been finishing off between three and four thousand muttons on the pulp, and as the cost of the pulp for the purpose is but 50c per ton it is a very cheap feed. The pulp is not good as an exclusive ration, having to be combined with hay and grain, but it has turned out most satisfactorily.

A proof that the mutton is all right is that P. Burns, the millionaire cattleman and butcher, has purchased the lot. It has always been urged as the great fault of Western feeding of all butcher's stock that it is not "finished" as the same stock would be in the East. In this one instance that difficulty is removed. Following the establishment of the sugar refinery at Raymond, there is to be a consequent extension of the area in beets this season. The Winter has been favorable for the preparation of the land and in addition to the ground last year several thousand acres of new territory have been contracted for. It is largely owing to the prospects of this industry that such a large influx of Mormon settlers to the district now occupied in Southern Alberta is expected. The report is that three thousand families are expected to come in this year. The town of Raymond, the centre of the Mormon settlement, now has a population of 2,000. This trade, like all that of Western Alberta, is largely tributary to the Vancouver wholesale trade.

* * *

The results of the recent provincial mining convention in Victoria are making themselves felt in Vancouver. There have been some meetings held here to accentuate the effects of the convention in the way of increasing the interest taken by the business community generally in the welfare of the mining industry. Many wholesale merchants not directly interested or engaged in mining enterprises have taken hold of the movement to establish a flourishing branch of the mining association here, and it is likely to be a big success.

The wholesale trade is deeply interested in the welfare of mining in the province, and they recognize the fact. It is a well understood thing that the trade sends a large number of travellers to the Kootenays and receives a large patronage from the mining centres there. The value of coast mining to the business of the coast cities in not so well understood because not so prominent. There has been wonderful development, however, in the trade with up-coast points, and large quantities of supplies for many prospectors and miners are shipped from here, especially in the Spring, Summer and Fall seasons. In order to meet this rapidly growing interest and aid it in every possible way, the wholesale and other business men of the city are taking hold of the mining association.

* * *

Some very encouraging reports from White Horse received by the steamer

SITUATION VACANT.

WANTED.—A Processor for a Canning Factory with the latest up-to-date machinery, having a capacity of three million cans, consisting of Corn, Peas, Tomatoes and Beans, all kinds of Fruits and Tomato Pulps and Ketchups. Applicants must understand Pipe Fitting and Can Making. No one need apply without the highest references as to his capability to handle such machinery and to pack the above line of goods. A rare chance for a first class man. Married man preferred. Address The Old Homestead Canning Co., Picton, Ont. Can. (14)

BARGAINS IN CANNED GOODS

Hickmott's Golden Crown Asparagus, 2½-lb. Square Tins, Cases 2 doz..... $3.50 per doz.

Loggie's Eagle Brand Blueberries, 2-lb. Tins, Cases 2 doz..... 1.00 "

Simcoe Lynn Valley Brand

			Canners net prices to the Wholesale Trade	Our prices to the Retail Trade
Preserved Apples	3 lb.	Cases 2 doz.	$1.25	$1.25 per doz.
Preserved Grapes	3 lb.	Cases 2 doz.	1.26	1.25 "
Preserved Grapes	2½ lb.	Cases 2 doz.	1.57½	1.57½ "
Yellow Peaches	3 lb.	Cases 2 doz.	2.34	2.35 "
Bartlett Pears	2½ lb.	Cases 2 doz.	1.75½	1.75 "
Bartlett Pears	3 lb.	Cases 2 doz.	1.89	1.90 "
Standard Pears	Gall.	Cases ½ doz.	3.15	3.15 "
Pine Apples, Sliced	2 lb.	Cases 2 doz.	2.00	2.00 "
Pine Apples, Whole	3 lb.	Cases 2 doz.	2.35	2.35 "
Pine Apples, Grated	2 lb.	Cases 2 doz.	2.25	2.25 "
Lombard Plums, Heavy Syrup	2 lb.	Cases 2 doz.	1.17	1.15 "
Lombard Plums, Heavy Syrup	2½ lb.	Cases 2 doz.	1.39½	1.35 "
Rhubarb, Preserved	3 l .	Cases 2 doz.	1.62	1.60 "
Strawberries in Heavy Syrup	2 lb	Cases 2 doz.	1.26	1.25 "
Strawberries, Preserved	2 lb.	Cases 2 doz.	1.44	1.40 "
Standard Strawberries	Gall.	Cases ½ doz.	4.50	4.50 "
Beets, Sliced	2 lb.	Cases 2 doz.	.81	.60 "
Beets, Whole	2 lb.	Cases 2 doz.	.81	.60 "
Beets, Whole	3 lb.	Cases 2 doz.	.90	.70 "
Onions, Select Table	2 lb.	Cases 2 doz.	1.25	1.25 "
Parsnips, Select Table	2 lb.	Cases 2 doz.	.81	.75 "
Spinach, Select Table	2 lb.	Cases 2 doz.	1.26	1.25 "
Turnips, Select Table	3 lb.	Cases 2 doz.	.90	.75 "
Succotash, Log Cabin	2 lb.	Cases 2 doz.	1.12½	1.00 "

TERMS: F.O.B. MONTREAL, Net 30 days or 1% 10 days.

Hudon, Hebert & Cie.

MONTREAL.

Princess May, which arrived a day or two ago from Skagway, give particulars of development on Bullion creek and other properties in the new Alsek district. The trade being done by White Horse merchants in out-fitting parties and miners who are going in to the new fields is rapidly increasing. Every steamer northbound takes a full complement of passengers, and now it is difficult to get accommodation without booking some time ahead.

There has been a slight falling off in the size of shipments, due partly to the fact that over-the-ice consignments to Dawson have practically all gone forward, and that the stocks at White Horse have been liberally filled up in advance. As soon as large parties now preparing to go North start out, there will be a heavy movement of goods North. Shipments for the open season on the Yukon river have of course not yet begun. It is not to be expected that that trade will begin until the end of next month, as the river does not open till then.

* * *

Local wholesale and retail trade has been rather quiet. Interior orders have been lighter, as there is so much snow in the country the commencement of season's operations has not begun. On the coast, there has been so much catchy weather of late that from the logging camps up coast to the building trade in the cities there has been much interruption. The fact that the weather in the Northwest and Manitoba has been severe keeps back the lumber shipments which would otherwise have begun to be heavy by this time. The unsettled conditions in the lumber market are also partially responsible for the slowness.

* * *

In local markets there has not been much to feature. The condition of the staple grocery market is steady. Two ships from the Old Country have arrived on the coast this week. The China Mutual steamer Ping Suey discharged at Victoria and has moved up to Vancouver, where she will deliver several hundred tons to local merchants. The sailing ship Hougomont, also from Liverpool, has reached Victoria and her full cargo is for the wholesale trade of that city and Vancouver.

* * *

From Vancouver, Wash., the namesake city of this metropolis, comes the report that the Fruit Growers' Association of Clarke Country are discouraged with the results from their efforts in the prune packing industry. They have a prune packing plant which is being run on only a small scale. Weaker condition of the market, they say, has caused the association to look gloomily on the outlook. The probability is that many of the orchards will be grubbed out this season, in fact some growers have begun to take out prune trees.

* * *

In the provision trade there is a marked scarcity of good butter. Some Eastern Canadian fresh made creamery is expected at present, but it has not arrived here yet. The supply of local dairy is slightly improved, but it cuts no figure to any extent in the market. Most of it comes direct to the retail trade from the makers or is bought in a jobbing way by the trade at the weekly New Westminster market. The local creameries are not yet putting up any great quantity. Price of California is still too high to bring it in here, and there is little likelihood at the present moment that there will be any importations from there this year.

Eggs locally and from California are easier this week. The local fresh stock will now sell at 35c retail, while the California stock is easy at 28c to the trade. Next week it is likely that supplies from California will be still cheaper. There is no possibility of any from the East yet for some time.

* * *

Fruits are fairly active for the sorts that are in the market. While oranges have been very cheap owing to big stocks in California with very light demand, there is a decided firming up of quotations from 'Frisco this week. The weather in states east of the mountains has been so severe that the early season for oranges was a dead failure. Now, however, demand is brightening up and prices are therefore better. There were a few frosted oranges received here this week, which are about the last "bargain-day" oranges this season. Prices are now quoted for navels all the way up to $2.75 from $2 per case. No seedlings moving. Lemons are selling fairly well at $3 to $3.50 for fancy, and $2.50 to $3 for choice.

Apples locally are scarce. Some Coldstreams are still in the market and a few are arriving, but it is reported that they are oversold, and will thus be short at the end. The lower mainland stock is practically out. Principal receipts are now from Washington, with a few from Oregon. Prices are about $1.75 for these with $2 and $2.25 quoted for the fancy Okanagan fruit of the Coldstream ranch.

* * *

Whether tomatoes should be classed as fruit or vegetable, it is interesting to note that this market has them all the year round. Before the last of local grown stocks in the late Fall are out, the hot-house stocks from California are coming in early in the Winter, long before Xmas. That supply keeps up steadily. Now the stock is coming from Mexico, via 'Frisco. The market is supplied with the Mexican fruit now and will have it until the California stock comes on. Then the local Victoria and Vancouver hot-house stocks will begin to come in and later on in the early Summer there will be open air grown stock from Spence's Bridge. After that the later growths of the lower mainland round out the year's supply. The fact is that the market has not been bare of ripe tomatoes all Winter.

Fresh cauliflower at $1.25 per doz. to the trade, asparagus tips at 15c per lb., celery at 80c per doz., and rhubarb at 15c per lb., are the features of the fresh vegetable supply this week. All these stocks are coming from California. Other lines are, of course, stocked regularly as well.

Some little movement upward in the potato market is noted this week, as Ashcrofts, which were down to $20 wholesale, are again up to $22 per ton. There may be considerabfe quantities in the hands of growers on the lower mainland but not in any large lots, as these are usually heard of before this date. Chances of higher prices are very probable.

Local onions are really out, very few dealers having any stock to speak of. There was a small quantity, the last of the season, offering from Ashcroft this week, and it was all taken up readily at 3½c per lb. by the jobbing trade. As noted formerly, there will be a stock from New Zealand by the next Australian steamer.

NOVA SCOTIA MARKETS.

Halifax, March 14, 1904.

ABOUT the usual March business is being done. Matters might be brisker and no doubt there will be more activity in the course of a few weeks. Considerable interest attaches to the numerous market changes of the last few weeks. Conditions throughout the province are more favorable from a commercial standpoint than earlier in the year. During February there were only three assignments in the province, and these were small traders whose total liabilities amounted to less than ten thousand dollars. One trader absconded, but the liabilities were not large. Three others are seeking compromises or extensions of time. The record since January has therefore been very favorable and it is hoped that with the opening of Spring collections generally will improve.

* * *

Locally the flour market is very strong; in addition to the advances at the mills, an important factor is the scarcity of supplies at this point and the difficulty of getting more from Ontario. An idea of the prices may be gathered from the fact that hard wheat patents are quoted at $6 to $6.10 in car lots. Oatmeal and rolled oats are 40 cents a barrel higher than at last report, and we now quote $5.10 to $5.20 in a jobbing way. Cornmeal has advanced to $3.05 per barrel.

* * *

There have been several advances in canned goods. British Columbia salmon has been advanced to $5.75 per case for No. 1 and $5 for No. 2. Beans, peas and corn were all advanced about 5c a dozen by jobbers last week. American pork is firmer and 50c higher at $20 for clear fat back. Lard has advanced ½c a pound.

* * *

Eggs, which have been high all Winter, are dropping rapidly and are now jobbing at 22c. Cheese is rather dull and the market is easier at 12c. Some very fair shipments have been made to the West Indies during the last month and jobbers hope to get rid of their stocks before the new make is marketed. Oats have advanced to 48c a bushel. Hay is scarce throughout the province and at some country points $16 a ton are being paid. A Halifax, where hay is brought in from Quebec, quotations run from $13.50 to $14.50 per ton. Feeds also are about 50c a ton dearer.

* * *

There has been quite a change in the salt trade of this province in the last ten years. At one time about all the salt sold here was imported from Liverpool. Better grades are now sold almost exclusively, the well known Windsor and Rice's salt of domestic production having supplanted the imported article for household purposes.

MANITOBA MARKETS.

A HEAVY fall of snow during the week has again tied up traffic considerably and this has had its effect in reducing the volume of trade. It is like making bricks without straw to get anything in the way of actual news in the grocery trade. Sugars advanced 5c. and are now quoted $4.85 for granulated and $4.20 for bright yellows; everything else is holding firm at the prices quoted last week.

Green Fruit—So far as can be learned there have been no further developments in the matter of auctioning oranges which was reported last week. At present it is not possible to quote oranges accurately, but other lines are moving along without much change, shipments to country points being necessarily restricted. Apples are quoted at $3.50 to $4.50 for spies. Malaga grapes $9 per keg, bananas $4 per bunch; tomatoes $1.25 per basket; lettuce 75c. per dozen; cucumbers $2 per dozen.

Cured Meats—Markets are firm at the prices quoted last week and there is a heavy demand from British Columbia and all Western points for all lines of cured meats, with prices inclined to go higher. The trade expect the demand to increase still further with the influx of immigration now setting in.

Eggs—Eggs were just beginning to ease up a little when the snowstorm retarded shipments and dealers are still offering 28 to 30c. for fresh gathered. A short run of mild weather will inevitably bring the prices down with a thump.

Butter—At present nothing is being done in creamery except to dispose of small lots of storage goods. Dairy butter is offering in very limited quantities, in fact it cannot be said to be coming in at all in a wholesale way and dealers quote 25c per lb. for separator made bricks for anything at all choice.

A good many potatoes have come in during the week and prices have declined; farmers' loads are now worth 65 to 70c and the retail price is 90c as against $1. Carrots are exceptionally scarce on this market; in fact the supply seems to be almost exhausted, the crop last Fall being a small one.

HINTS TO BUYERS.

Contributors are requested to send news only,not puffs of goods they handle, or the arrival of standard goods that everyone has in stock, or that they are offering goods at close figures, or that they have had an unusually large sale this season.

H. P. Eckardt & Co. are selling Oregon prunes at very low prices.

E. D. Marceau, Montreal, is offering special values in Japan, Ceylon and Indian teas this week. See ad. in another section.

White & Co., Toronto, received a shipment of fresh picked plums from South Africa last week. The shipment, after travelling by sea to London, and thence to New York, reached Toronto in prime condition. The experimeot goes to show that with the good system of ventilation and cold storage in use on Atlantic steamers, fruit can be carried such remarkable distances and still be marketable on arrival.

J. H. Maiden, Montreal, and district agent for Smith Bros.' (Beachvill, Ont.) Star Fly Felts, reports meeting with good demand for Spring orders.

The extra special Scotch whisky of Macleay, Duff & Co., Glasgow, with B. O. Beland, of Montreal, as sole Canadian agent, is taking an important place in the market, the last order consisting of 500 cases—one of many others.

Quaker Oats and Banner Oats are now coming along in good style. The slight delay caused by the fire at the American Cereal Company's Peterborough mill is overcome, so H. Wright, their Toronto broker, is wearing the smile-that-won't-come-off.

Two cars California celery arrived this week for White & Co., Toronto.

A shipment of genuine Roquefort Cheese of very fine quality has just been received by A. F. MacLaren Imperial Cheese Co., Toronto. The MacLaren Co. control the sale on this continent of the finest brand of Roquefort Cheese which is made and are, therefore, able to offer to Canadian buyers the choicest of French Roquefort Cheese. They will be pleased to quote you if you will communicate with them.

"Humpty Dumpty" egg crates are in stock with the Eby, Blain Co., Toronto-who report very satisfactory sales for this line.

D. M. Rennoldson, wholesale grocer, Montreal, reports good sales of G. F. Sutton, Sons & Co.'s (London) table delicacies. The quality of this company's products which are well known and exten(ively sold in Great Britain, should bring good orders to Mr. Rennoldson.

McWilliam & Everist, Toronto, have engaged in the early Spring vegetable trade, and are receiving large quantities of lettuce, radishes, rhubarb, etc.

The Eby, Blain Co., Toronto, are quoting very low figures on new crop Japan "Patna" and "Rangoon" Rice, to arrive.

L. Chaput, Fils & Cie, Montreal, advertise having some two million automatic paper bags to offer at less than manufacturers' prices. This should interest the trade.

The prices quoted by Hudon, Hebert & Cie, Montreal, in their ad. in another part of this issue, should tempt buyers—the figures speak for themselves.

McWilliam & Everist, Toronto, have received a car of "Rose" brand, California navel oranges, also a car of "V" brand, extra choice navels.

The offer on brooms made by L. Chaput, File & Cie, Montreal in their advertisement in another section this week, should tempt buyers. The payment of freight in 6 doz. lots looks attractive.

Buyers of Rio coffee should communicate with H. P. Eckardt & Co.

J. M. Douglas & Co., Montreal, manufacturers of Blueol advise the trade that in buying Blueol the merchant obtains 10 packages more to the box than any other blue. Blueol contains 50 packages each, 4 squares to the box. The pecuniary advantage is obvious and should interest all dealers.

Dawson & Co., Toronto, report the arrival of two cars of California celery, one car of "Magnolia" brand and "California Beauty" California navel oranges, one car of Valencia onions and a shipment of tomatoes from Florida.

The attention of the trade is called ta the advertisement in another part of this issue of L. Chaput, Fils & Cie., Montreal, who offer in vinegars some 25,000 gallons bought before the advance. A non-corrosive pump goes with every 100 gallon order.

The Eby, Blain Co., Toronto, have a special snap in an imported pickle to retail at 10c.

ST. JOHN'S TEA IMPORTATIONS.

READERS of Grocer are directed to the statistics which appear on page 15 of this week's issue. T. H. Estabrooks, tea importer and blender, St. John, N. B., is authority for the statement that St. John is the natural port for the distribution of Ceylon and Indian teas in Canada, having imported 3,377,165 lbs. of black and green tea direct from Ceylon and India during the year ending June 30, 1903. Direct importations of tea from the country of growth are growing more and more in favor, Russia playing a leading part in importing direct in large quantities via the Siberian Railway from China, etc., instead of buying indirectly through the London, Eng., market as heretofore.

Large quantities of tea are imported by Canada indirectly through London and other intermediate centres, however. Mr. Estabrook also places the port of St. John very near the top of the list of Canadian cities importing the largest amounts of tea from all sources, giving it third place. Montreal and Toronto coming first and second respectively with the largest total imports of tea from all sources and are closely followed by St. John with a total of 4,448,942 lbs., for the year ending June 30, 1903.

NEW BRUNSWICK MARKETS.

Office of The Canadian Grocer,
St. John, N.B., March 17, 1904.

ONE feature of interest to the grocery trade is the small stocks of fish held. In some lines these are smaller than for years. In dry codfish it is said prices have not been as high for 10 or 15 years. In general all lines are high and firmly held. The rise is a very noticeable exception as prices are generally low. Flour, which has shown the most active advance, while firm, is at least no higher. Winter port business is drawing to a close. The number of immigrants landing here this season has not been as large as last. Less live stock has been exported; of course last season, in this line, was exceptional, owing to the embargo in connection with American ports. In other ways business has been satisfactory. The Canadian Pacific Railway which now carry goods all the way from Liverpool to Hong Kong without once letting them out of their hands, are easily the greatest transport company in the world.

The Winter is breaking up and the trade is preparing for Spring business. In dry goods, in particular, St. John shows very wide expansion, and this Spring the imports have been greatly in advance of any former season. St. John, which now has the largest number of wholesale grocers of any city of its size in Canada, is to have one more. There is no doubt business would be in better condition with fewer wholesale houses or so-called wholesale houses. The population with which we can do business is not large.

Oil—This is a line showing few changes lately. Burning oil continues high. Lubricating oils are firm but this is a line in which value rather than price is the factor. The low price of linseed oil has resulted in large sales. Turpentine continues high. Fish oils are high and stocks are light.

Salt—In Liverpool coarse salt large stocks are held. Coal is the large factor in the cost of this line and as the coal supply is usually quickly effected by war, dealers feel it is safe to carry full stocks. Freights are also easily effected by war which is a large item in the price. In fine salt it is early for much demand. Stocks are light. Canadian prices, particularly in bulk salt, are slightly lower. Considerable quantities of box salt are now packed here.

Canned Goods—Our market seems well supplied. Holders in some lines are getting some advance but the market has shown less change here than in the West. Tomatoes show an advance and corn is higher. Blueberries also show a good profit. In meats prices are higher. Dealers had bought freely at the lower prices. Salmon is held firm. Lobsters are firm. Clams are light stock. Haddies are very scarce. There is still a light supply of domestic sardines and kippers.

Green Fruit—There is improved business. Apples are higher, stock is light. There is good enquiry. Valencia oranges are higher and have a large sale. California oranges are low but sale is light and Floridas and Jamaicas are about out of the market. Lemons continue low. In other lines business is small at this season.

Dried Fruit—Business is dull. In raisins full stocks are held and market is easy. Prunes have a fair sale, small sizes are scarce. Apricots are too high for business. Dates are low and market well supplied. Figs and peels have little sale at this season. Evaporated apples are firm, and sales are firm. Currants have a regular demand at even figures. Onions are higher, Valencias are more freely sold than at any previous season. In peanuts prices are still advancing.

Sugar—There has been a further advance, so that the last two weeks show an advance of 15 cents. Prices are very firm and dealers are holding full stocks.

Molasses—In both Barbadoes and Porto Rico further supply of new goods is expected. The market is easy. The new Customs regulations will have little effect here as no low grade New Orleans is imported.

Fish—In dry codfish the price is higher than for many years. Stock held is very light and there has been little chance of lower prices for sometime. Pollock are scarce and high. Smoked herring are almost out of the market. Pickled fish are light supply and fresh fish are scarce. Haddies are higher and the season is about over. These are bad conditions for Lent.

Flour, Feed and Meal—In flour while the advance is firmly held there is no change. Stock was light owing to slow deliveries by the railway but in this regard there is improvement. In oatmeal very high prices rule and oats are high. Barley and peas rule at full figures. Beans are unchanged. Seeds are rather higher. Dealers are now pushing sales. Cornmeal rules firm.

MAPLE SYRUP QUOTATIONS.

The following quotations on maple syrups were unavoidably crowded out of "prices current" this week:

BEAVER BRAND.

	Per case
1 gal. tins, square, 6 in case	$4.40
½ gal. tins, round, 12 in case	4.50
¼ gal. tins, round 24 in case	4.60

SMALL'S BRAND.
Standard.

	Per case
1 gal. tins, square, 6 in case	$4.70
½ gal. tins, round, 12 in case	4.90
¼ gal. tins, round, 24 in case	5.30

CANADIAN CATSUP ABROAD.

The Organ, Elliot Co., Montreal, have recently closed a contract with an English house for the sale of their Royal Hygienic Tomato Catsup. The contract calls for delivery of not less than 200 gross per month. The first shipments to London met with ready acceptation by the trade. It speaks well for the quality of the goods put up by the Organ, Elliot Co., to receive the endorsation of a prominent London firm. Representation in several of the leading Canadian cities is still open.

A commission agent in Belfast writes to The Canadian Grocer saying that he is anxious to represent Canadian firms in that city. Anyone in Canada desiring his services may correspond with him through The Canadian Grocer.

DIDN'T KNOW BEANS.

"TO know beans" is a famous slang expression which originated in Boston. It means much there. Here, however, it does not apply in trade to a man's knowledge, except when it refers to the beans we grow in the garden. The Province of Quebec has been somewhat rebellious in the bean market. So much so that the great western bean companies such as the Canada Bean Co., of Chatham, Ont., who control about seven-eighths of the bean business of this country also rebelled. Beans went up in price last week which no doubt was caused by the fact that the crop is almost entirely out of the hands of the farmers, and the snow blockade has deterred shipment.

N. H. Stevens, president of the Canada Flour Mills Co., Chatham, and R. Newman, of the Canada Bean Company, were in Montreal this week as ambassadors to sift the bean question, in fact it was from these gentlemen that the facts quoted were obtained. Their mission here should interest every grocer or provision dealer. They wish to establish a grade for beans which will prevent fraud. Hand-picked and primes are familiar to all dealers. To tell the difference is another question. Messrs. Newman and Stevens have a bean tester which does the trick. Only last night they tested some beans for a big wholesale grocery house of Montreal, which were found to pick six pounds instead of three, and were worth about 15c a bushel less than what they were reputed to be. The man who sold these beans is well-known, and perhaps he was unconscious of the fraud in which he was participating. If not, it is well for him and others so inclined, to take warning that no such action will be tolerated in the markets of Montreal; in fact Mr. Stevens has arranged with W. A. Winterstein, local manager for the Canada Flour Mills Co., to have a bean tester at the Montreal branch, which may be used by any firm in Montreal. They are doing this for the benefit of the trade, and would consider it a favor if firms would use it at their own pleasure.

Owing to disorganization of freight traffic the R. & J. H. Simpson Company, Guelph, report that large quantities of goods have been received in their district and delivered by team, a distance of 30 to 40 miles.

THE IMPORT DUTY ON TEA.

THE Indian Tea Association, London, Eng., and the Ceylon Association in London, have sent a memorial to Mr. Austin Chamberlain, M. P., Chancellor of the Exchequer, on the subject of the import duty on tea. The document states that for 16 years before 1900 the increase in consumption averaged 4½ million lbs. per annum, but since that date consumption has practically remained stationary, the figures being—1901, 255,873,082 lbs.; 1902, 254,440,188 lbs.; 1903, 255,365,953 lbs. The natural increase in consumption due to the normal growth of the population in these last two years should have been 3¾ million of lbs.; so that it is evident that Englishmen are consuming less tea per head than formerly, which no doubt is in a large measure due to the raising of the duty to 6d. per lb. This rate of duty has most injuriously affected the tea producers of India and Ceylon in another manner. Increased supplies of the commonest grades of China tea have been imported into England, a not inconsiderable quantity of which has been rejected by the United States customs authorities as unfit for consumption. This class of tea is admitted into the United Kingdom without question, as there is no enactment to prevent it, and sold to importers under the cost of production. Being blended here with the higher qualities of British-grown teas, it has in large measure had the effect of saving the consumer from the incidence of the extra duty and thus throwing the burden on the producer of British-grown tea. Figures are given to show the extent to which Indian and Ceylon teas have been displaced in England by other growths since 1900, and the memorial states that if the people of this country were protected from the dumping of rejected teas from other countries and standards of quality enacted by Government, the association believe that, with the importation of uniformly good tea, coupled with a reduction in the duty, consumption would increase instead of remaining stationary as it is now doing. They urge that in other countries the duty on tea is being generally reduced or abolished, and say in conclusion: "We desire to point out that although we were aware when the duty was increased on account of the late war that its incidence would fall heavily on the industry we made no formal protest, as we felt that our loyalty to the Empire demanded that we should in no way embarrass the Government in its scheme of taxation at such a critical time; but we now feel we are entitled to receive the fullest consideration and relief that the Government can afford.

Quality and Quantity

Explain the Prestige of

Clark's Pork and Beans in Chili Sauce.

You See Them EVERYWHERE.

CAPSTAN BRAND
Pure Baking Powder.

Put up in ¼-lb., ½-lb., 14-oz., 1-lb. and 5-lb. Tins.
Guaranteed to give perfect satisfaction.
If our traveller does not reach you, write for quotations, or ask your wholesale grocer for it.

The Capstan Mfg. Co., Toronto, Ont., Can.

EPPS'S GRATEFUL. COMFORTING.

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.
In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg

THE MOST NUTRITIOUS. COCOA

Genuine Pratts Astral Lamp Oil

Sold in all countries and recognized as the highest grade oil manufactured.
WHOLESALE ONLY
THE QUEEN CITY OIL COMPANY, Limited, - TORONTO, ONT.

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have conquered all opposition--- They are the product of the celebrated wines of Charentes --- the wine which produces the genuine true **Cognac** --- Connoisseurs in Cognac give them preference.

Ph. Richard's Brandies satisfy in point of quality the most fastidious taste.

WE ARE AGENTS FOR CANADA.
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The delicious
Maderia,
Malaga and
Sherry Wines

OF

BLANDY BROS.

are firmly planted in Canada, where they have received the most enthusiastic and flattering reception at the hands of consumers. Agreeable to the taste, comforting to the body, they tone the system and reconstruct the most shatterd constitution.

They are generous wines, highly appreciated and enjoyed by connoisseurs with sincere pleasure.

HAVE YOU ANY IN STOCK?

YOUR ORDERS, LARGE OR SMALL, WILL RECEIVE
OUR PROMPT ATTENTION.

Laporte, Martin & Cie.

WHOLESALE GROCERS, WINE and SPIRIT MERCHANTS,

MONTREAL.

NEWEST ARTISTIC

IDEAS

are embodied in the decorations found in our

Metallic Ceilings and Walls.

They make a most beautiful interior finish, and in addition are so practically durable and sanitary that it is easy to understand their immense popularity.

Equally well suited for use in old or new buildings.

You will find them thoroughly satisfactory.

THE

Metallic Roofing Co., Limited

TORONTO, MONTREAL, WINNIPEG.

Merchants Who Buy Hides

I purchase Hides, Caltskins, Sheep Pelts, Tallow and Bones. I pay spot cash, full market values, freights, customs charges. I want an agent in every town and village in Canada. I furnish the money and keep my agents fully posted. Write me for fuller particulars.

CARROLL S. PAGE, - HYDE PARK, VT.

Orlan Clyde Cullen, C.E.L.L.M.

Counseller at Law U.S. Supreme Court.
Registered Attorney U.S. Patent Office.

U. S. and Foreign patents, Caveats, Copyrights and Trade Marks. Military and Naval inventions a specialty. Address,

Box 264, Station G., Washington, D. C.

GUN SHOP and MODEL SHOP,
Warren White Sulphur Springs,
Totten P. O. Virginia.

If Birds Could Speak

they would say :

Nicholson & Brock's, please,
The Best Bird Seed on the Market.

NICHOLSON & BROCK, - TORONTO

SOAP TREE OF ALGERIA

Steps are being taken in Algeria to manufacture natural soap on a large scale from a tree known as sapindus utilis. This plant, which has long been known in Japan, China, and India, bears a fruit of about the size of a horse-chestnut, smooth and round. The color varies from a yellowish green to brown. The inner part is of a dark color and has an oily kernal. The tree bears fruit in its sixth year and yields from 55 to 220 pounds of fruit, which can easily be harvested in the Fall. By using water or alcohol the saponaceous ingredient of the fruit is extracted. The cost of production is said to be small and the soap, on account of possessing no alkaline qualities, is superior to the ordinary soap of commerce.

ENQUIRIES FOR CANADIAN TRADE

The following were among the inquiries relating to Canadian trade recently received at the Canadian Government office in London, Eng.:

1. A London firm with South African connections has asked to be placed in touch with reliable shippers of flour from Canada.

2. A north of England firm has requested to be put in communication with a few of the largest exporters of eggs from Canada who are not already represented in their district.

[The names of those making inquiries may be obtained from the Editor of THE CANADIAN GROCER.]

PEANUTS ARE "CORNERED."

Private telegrams from Norfolk, Va., show that the recent sensational advance in the price of Spanish peanuts was due to the working of a "corner" by large speculators. Spanish peanuts advanced to the highest price in 15 years. Speculators bought up 30,000 bags of the nuts for a syndicate in North Carolina, thereby "cornering" the market. The price of Spanish nuts has advanced so high that it is now profitable to import this grade of peanuts from Marseilles, France, the world's largest market for African and Asian nuts.

CANADIAN TRADE.

The trade returns for the eight months which terminated on February 29 show an increase in Canada's foreign trade over the same period of the year previous of over $13,000,000. The aggregate was $313,627,519, which includes imports for consumption, exports, and coin and bullion. The exports exhibit a falling off in several lines amounting to $5,232,247. This is undoubtedly due to the severe weather and heavy snowstorms which have crippled the railways, especially in Western Ontario, and prevented the movement of much freight.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postages, etc.

BUSINESS CHANCES.

IF you contemplate seeking business, any kind, Manitoba and Northwest, write for list. The Locators, Leading Business Chance Brokers of Northwest, Merchants Block, Winnipeg, Man.(13)

FOR SALE.

GROCERY business in Brandon, doing a large and regular city trade. Property to be sold with the business includes store, warehouse, dwelling and stable. Apply to Box 346, Brandon, Man. (12)

SITUATIONS WANTED.

WANTED—Position as clerk in wholesale grocery by young man with two years' experience in retail trade. Best references. Address Box 110, CANADIAN GROCER, Toronto. (12)

SITUATION VACANT.

WANTED—Head clerk for a good store in a Manitoba city (married man preferred); must be a good grocer and have knowledge of crockery business; to the right man this will eventually mean a partnership in a good business. Apply, with references, stating age, experience and salary, Box 113, THE CANADIAN GROCER, Toronto. (12)

The Canadian Vinegar Company

HIGH-GRADE VINEGARS

Under Excise Supervision
Reputed the best on the market.

Factory and Office: 35a, 35c, 37 St. Antoine Street,
MONTREAL.

IRELAND

Wants Canadian products. If you have any to sell communicate with

J. H. SHERIDAN,
6 D'Olier St., Dublin.

(12)

Royal Hygienic Tomato Catsup

full flavored and natural color, made from ripe fruit.

Qts. and Qts.

A trade builder.

Write us for particulars.

Organ, Elliot Co.
MONTREAL.

SPRING IS COMING.

VAN HOUTEN'S COCOA

Is absolutely the most **Wholesome Spring Beverage.**
Please make this known to your customers.

Dominion Agents { J. L. WATT & SCOTT, - - TORONTO
WATT, SCOTT & GOODACRE - MONTREAL

MOLASSES

New Crop 1904
Barbados.

We have just landed a small lot of the above which is very choice No. 1 quality. We can offer it at a low price. Send for sample.

The Dominion Molasses Co.,

Limited

HALIFAX - - - - - NOVA SCOTIA.

Received Highest Award **GOLD MEDAL** Pan-America Exposition

The full flavor, the delicous quality, the absolute **purity** of **Lowney's Cocoa** distinguish it from all others. It is a **natural** product; no "treatment" with alkalies or other chemicals; no flour, starch, ground cocoa shells or coloring matter; nothing but the the nutritive and digestible product of the **choicest** Cocoa Beans. A quick seller and a **profit** maker for dealers.

THE WALTER M. LOWNEY COMPANY, No. 447 COMMERCIAL STREET, **BOSTON, MASS.**

WE ARE ALWAYS

introducing new lines both in Biscuits and Candy. See our samples before buying.

THE CANADA BISCUIT CO., LIMITED

King St. West and Bathurst St. Cars pass our Works.

King and Bathurst Streets, TORONTO.

Biscuits And Confectionery

British Candy Trade in 1903.

THE year 1903 was one of the least prosperous known to the British confectioner for a long time. The wave of depression all over the country undoubtedly had much to do with the unsatisfactory state of the candy trade. Directly, confectioners had to contend with a comparatively high price for raw materials. After having been able to buy raw material at cheap prices for many years they found it difficult to adapt themselves to the new condtions prevailing.

A large portion of the confectioner's trade is in what is known as 2 oz. 1d. goods. Buyers refuse to pay more than a certain price for these goods. It was therefore imperative that goods be kept somewhere near prevailing prices if any business was to be done. The manufacturer had the other alternative, to reduce the quality of the product, which meant an immediate curtainlment of the demand. British candy makers up to the present, have kept up the quality and advanced their prices only the merest trifle.

Novelties were scarce. No epoch machines made their appearance in the trade, although a greater tendency was noticed in the more important factories to install labor-saving machinery. Prob ably the greatest attention was paid to the various chocolate covering machines, some of which have reached a point of high efficiency although there is much scope for improvement in the matter of speed. The pulling machine, which has caused so much controversy in America found its way into certain works, but the taste for pulled candies among the British people will have to be much more developed than it is, before extended employment can be given to such a machine.

It must be confessed that the outlook for the trade is by no means promising. the fiscal agitation is producing a feeling of uncertainty in commercial circles, and until the policy is put on a certain basis—one way or the other—an improvement can hardly be hoped for. Again, the relatively high cost of the basic material is a main factor against any considerable return of prosperity; and until that is reduced a return to old conditions is impossible. In the face of all the difficulties attendant upon existing times confectioners look forward in 1904 to the bare maintenance of the present volume of trade; but until there is some modification of the prices of raw material and greater stability in the general trade conditions of the country, no great increase in demand or enhancement of profits is expected.

Cakes Will be Dearer.

FOLLOWING the example of Toronto confectioners who recently increased the prices of cakes from 25 to 30 per cent. on account of the high prices of flour and butter, and the scarcity of eggs, London confectioners are said to be considering the advisability of taking similar action.

A local confectioner states that at present prices of the raw ingredients there is no money in cakes. Prices should have been raised long ago, but London confectioners are not bound together by an association, and each confectioner fears the other's competition in case he raises the price. But the prices of cakes must go up, and that very shortly.

The increase in Toronto is for one month only ending the 1st of April.

Confectionery for April 1st.

Tempting looking chocolates, whose interior consists of cotton, sawdust, soap, etc., are quickly bought by the would-be "fooler" for April Fool Day. Grocers and confectioners should provide a small stock of these for the approaching occasion.

NOTES.

Supplementary letters patent have been granted to the White Candy Co., St. John, N.B., increasing their capital stock to $75,000.

J. F. Roelofson, managing director of A. J. Stewart, confectioner, Toronto, was in New York recently negotiating for export trade. He was successful in opening up some very desirable foreign accounts, and in this connection it is pleasing to note that in the face of keen competition on the part of leading American makers, Canadian goods were chosen on the score of quality.

WHEN WHEAT ADVANCES

it is hard on us. We will not use inferior flour in making

Perfection Cream Sodas

It is this rigid adherence to our standard that has made these Sodas unapproached in excellence.

Cards or Tins.

Send us your order.

THE Mooney Biscuit & Candy Company,
LIMITED,
Stratford, - Canada.

FOR A BRAND that you can profitably make A STAPLE there is nothing on the market to equal

MOTT'S
Diamond Chocolate

PURE GOLD TALK.

No. 9.

One of the much abused articles of the grocery trade is Tomato Catsup. Makers abuse their opportunity for one thing; and the grocer abuses the goods after he buys them. Tomato Catsup is put in the window and has to submit to fierce sunlight or to the rigorous treatment accorded by Jack Frost. Between these extremes lies the uneven temperature of every grocery store. Can it be wondered at that Tomato Catsup sometimes goes bad or loses its peculiar quality?

With all abuse

Pure Gold Tomato Catsup

fulfils the Pure Gold claims, and is sustained by the Pure Gold guarantee, which says "Money back" if the goods fall down on the score of attractiveness, saleability and quality. Given tomato fruit of the finest sorting and pure spices, and Pure Gold preparation, it is not to be wondered at that Pure Gold Tomato Catsup is trustworthy if given fair treatment.

And the grocery trade has this satisfaction—that those who **KNOW** buy Pure Gold goods. We haven't every grocer in Canada on our books we are sorry to confess.

THE

Pure Gold Mfg. Co.

LIMITED

Toronto.

STOCK BREEDERS MEET IN OTTAWA.

The first annual meeting of the National Association of Canadian Stock Breeders held in Ottawa last week, was attended by delegates from all parts of Canada. Among other subjects discussed were "Canada's Relation to Other Countries in the Matter of Exporting and Importing Horses, Cattle, and Sheep," and "The Dead Meat Trade With Great Britain." The aim of the directors is to have the various provinces convene regularly for the discussion of their respective needs with a view to bringing about a better understanding among them and concerted action on the part of all interested in the development of Canadian trade.

WINNIPEG GRAIN AND PRODUCE EXCHANGE.

The annual meeting of the Winnipeg Grain and Produce Exchange Clearing Association was held on March 7, when the directorate and executive for 1904 were elected.

The new directorate is composed as follows: C. A. Young, W. J. Bettingen, Capel Tilt, S. P. Clark, T. L. Morton, W. L. Parrish, W. H. McWilliams, F. Phillips and A. Cavanagh.

The officers for 1904 are as follows:
President, C. A. Young.
Vice-President, W. J. Bettingen.
Secretary-Treasurer, Capel Tilt.
Manager, F. O. Fowler.

JAMAICA STARCH.

A new industry has been started in Jamaica, that of starch making. The first consignment has already arrived in England, and it is said that the quality is entirely satisfactory. Such an industry ought to do much to revive the fortunes of the island.

AN ALUM MOUNTAIN.

One of the recently discovered nautral curiosities of China is an "alum mountain," 1,900 feet in height and about 10 miles in circumference at the base. The Chinese quarry the alum or masses containing alum, in large blocks, which are heated in ovens made for the purpose, and afterwards dissolved in boiling water. The alum then crystallises in layers about half a foot in thickness, and is cut up into 10-pound pieces. Its principal use is in the purification of water.

ROW'S PURE TAMARAC LUMP GUM

ROW'S GUM in Lumps, 5c. Pkgs., in 1c. Stick, in 5c. Bars.

ROW & CO., Morristown, N.Y., and Brockville, Ont.

"ACME" TABLE SALT

Ask your wholesale grocer for it. Put up in 24 3-lb. cartoons in a case, and in 50-lb. box.

TORONTO SALT WORKS, Toronto, Ont.

Harvey's Ammonia.

Gives the Wholesale Grocer over 38 per cent. profit. Always full strength. Put up in quart and pint sizes—also Dry Powdered Ammo., the strong kind.

JOHN C. HARVEY,
Manufacturing Chemist, Todmorden, Ont.

YOUR ADVERTISEMENT

that is now running in your loca paper is it bringing results? If not, there is something wrong. You should have a copy of the book entitled

One Hundred Good Ads.

for a grocery store. It is full of bright, valuable suggestions for writing retail ads. It costs you one dollar and it's a good dollar's worth.

The Canadian Grocer,
Toronto Office: 10 Front St. E.

MAPLE LEAF

Your goods are A1 quality.—J. H. Anderson, Produce Co'y., Winnipeg, Man.

Your goods are all right.—J. A. Mathewson & Co., Montreal.

TRADE MARK Smalls

Small's Maple Cream bids fair to become world famous—Ottawa Evening Journal.

Small's brand has captured all Gold and Silver Medals offered in Canada, with highest awards at Paris, Glasgow and Cork. With due appreciation of the many brands we believe Small's is market standard. Life long experience is ours. Results are: Quality, tasty packages, free from preservative acids, perfect keeping for all time, netting dealer fair profits and pleased customers Guarantee on every package.

MAY BE HAD THROUGH ALL WHOLESALE GROCERS.
PUT UP BY
CANADA MAPLE EXCHANGE
DUNHAM, QUE. Head Office: MONTREAL.
SEND FOR PRICE LIST.

THE NEW **GEL-O** DESSERT

Sell the best.
And Gel-o is it.
A Jelly Powder which
jells quicker and firmer
than any other. 8 flavors.
Send for sample lot.

Cases hold 4 and 12 doz.

THE CANADIAN GELATINE CO.
528-530 Front St. W.,
TORONTO, CANADA.

COWAN'S

Perfection Cocoa (Maple Leaf Label). **Royal Navy Chocolate, Queen's Dessert Chocolate, Chocolate Cream Bars, Cowan's Cake Icings,** Chocolate, Pink, Lemon Color and White

Cowan's Swiss Milk Chocolate, Famous Blend Coffee, etc., etc.

Are the standard goods for purity and excellence.

Manufacturers
THE COWAN CO., Limited - - TORONTO

An Irresistibly Delicious Confection

PETER'S
THE ORIGINAL
MILK-CHOCOLATE

Gives Eating Chocolate a New Meaning

MADE IN VEVAY, SWITZERLAND—FOR EATING ONLY.

A Wholesome Food, Especially Nourishing and Sustaining. Recommended for Invalids and Persons of Weak Digestion.

Push Peter's. The Original. Other Brands are Imitations. Send for Sample.

LAMONT, CORLISS & CO., Agents, 27 Common St., Montreal

IT PAYS

to handle the best, that is why you are asked

TO HANDLE

our lines. The give satisfaction or money refunded.

Eagle Baking Powder

is a steady seller.

Write for Sample and Prices.

Eagle Manufacturing Co.
MONTREAL.

Dutch Chemical Works
AMSTERDAM.

EXCEPTIONAL VALUE FOR THE GROCERY TRADE

SPECIAL OFFERS
Recommend Themselves.

WE OFFER OUR MAGNIFICENT

"Butterfly Brands"

	¼-lb.	½-lb.	1-lb.
COFFEE and CHICORY per doz. tins.....	2/3	4/–	7/–
PURE DUTCH COCOA per doz. tins.....	4/3	8/–	15/–

Goods delivered, freight paid, to any Canadian port, duty not included. TERMS: Cash with order.

The COFFEE and CHICORY is packed in cases of one cwt., while the COCOA is supplied in cases of 56 lbs.

SAMPLES FREE ON APPLICATION.

BETTER CHEESE BOXES.

A STRONG appeal has been made for better cheese boxes by J. A. Ruddick, chief of the dairy division, Ottawa, at the various dairy conventions recently held through the country. "Boxes are," said he, "necessary to protect the cheese from injury in transportation, to facilitate their handling and to permit their being piled several tiers deep in a warehouse without being crushed out of shape. Without such boxes cheese cannot be delivered in Great Britain in presentable condition. At present a large percentage of cheese shipments are landed on the other side with 25 per cent. of the boxes broken; but what is more serious, broken boxes in a shipment, not only detracts from the actual value of the cheese which they once contained, but make the whole lot less attractive to a purchaser."

"Various reasons are accountable for this unsatisfactory state of affairs. In the first place the weight of Canadian cheeses has been increased, but at the same time the strength of the box has been reduced. The latter discrepancy is probably owing to the increasing cost and scarcity of elm, and the demands of cheese manufacturers for a cheap box."

"As a matter of fact the veneer should never be cut less than full five to the inch whereas a great deal in use for cheese boxes is six or seven to the inch. Another fault in the veneer is that the log is often not boiled sufficiently to soften the wood; consequently the veneer knife shatters it while cutting, and gives it a tendency to split easily. Another result of insufficient boiling or steaming is that the salts of the wood are not extracted; consequently boxes made from such stock mould very readily.

"When I began buying boxes for the cool curing rooms," said Mr. Ruddick, "I insisted on getting heavy selected veneers. The box makers tried to persuade me to accept the thin veneer, some claiming that it would stand more rough usage than the thicker material. I have had to give 2c. above the regular price for such boxes, but it paid to do so, for the reports on shipments from the curing rooms showed only one and two per cent. broken. Of course these shipments were all carefully loaded into the cars and not left standing four or five tiers high, to be thrown down and smashed by the first shunt. Hundreds of boxes are broken in that way. I believe there is almost enough wasted in trimming boxes either in the cheese factory, or at the warehouse to make up this difference of two cents. Boxes are now worth at least one cent per inch in depth, and that part which is cut away is absolute waste.

"If boxes are not thoroughly dry when put on the cheese, the growth of mould is started. This is particularly the case in cold weather when the boxes dry slowly.

"In aiming to have the cheese fit the boxes without trimming, it is well to remember that a box, which measures twelve inches deep when newly made, will shrink to eleven and a half inches as it dries out. The same box will expand again to nearly its original depth after it has been in a warehouse for a week or so, because it absorbs moisture from the cheese. In fitting dry boxes to the cheese it is necessary, therefore, to have the cheese project at least one-quarter of an inch above the edge of the box. One would think it hardly necessary to call attention to the importance of having the box of the proper diameter to fit the cheese snugly. No box will stand the handling that is not supported by the cheese on the inside."

TEA IMPORTS AT ST. JOHN, N.B.

Editor Canadian Grocer: In an advertisement in your last week's issue, figures were quoted to show that in the direct importation of tea from Ceylon and India, the Port of St. John, N. B., took first place and third place of the cities of the Dominion in the total importation of tea. One reading these figures might be led to believe that the St. John merchants imported tea to the extent of the figures quoted; but this would manifestly be a very incorrect conclusion, because it is well known in the trade that large quantities of tea are imported on through bills of lading to Toronto and other points West in Canada, but conveniences are given by the carrying companies for entering these teas at the St. John custom house, and storing them there to await final orders as to their destination, so that a Western merchant or agent of a foreign shipper, bringing teas out from India or Ceylon, does not need to declare to the carrying companies the destination of the goods until he has actually sold the teas.

The custom's returns from St. John would, of course, include all this vast quantity of tea in its returns of tea entered at that point, and would not mean that the merchants of St. John had anything to do with the handling of this tea. Besides this fact, the figures given are simply direct importations from Ceylon and India, and as vast quantities of Ceylon and India tea are imported from London, and as nearly all the finer grades are imported from London, (that being well known as the large market for fine teas), the figures given in the advertisement last week do not at all represent the respective tea trades of the cities named in the advertisement.

SALADA TEA CO.

Toronto, March 12.

THE COMING COFFEE CROP IN BRAZIL.

The consul-general at Rio de Janerio, predicts that the coming coffee crop (harvest of 1904-5) in Brazil will be below the average. The coffee trees have suffered a great deal lately; first, on account of exhaustion in consequence of consecutive abundant bearing, and second, through severe droughts that have prevailed for the last few months. There has already been a considerable rise in the price of coffee in Brazil as well as abroad, although this seems to be caused more by speculation than the natural conditions of the market, as the visible supply abroad is sufficient to satisfy a year's consumption without further receipts. The present rise in prices will mostly benefit dealers abroad who hold large stocks, the producers having already disposed of the bulk of their holdings.

IMPORTS FROM CANADA.

The imports to Great Britain from Canada for the month of February were as follows: Cattle, 5,158 head, valued at £88,279; sheep and lambs, 3,273 head, valued at £5,086; wheat, cwts., 475,000, valued at £172,093; wheat, meal and flour, cwts., 141,600 valued at £70,870; peas, cwts., 22,180, valued at £7,796; bacon, cwts., 53,064, valued at £117,511; hams, cwts., 13,496, valued at £35,940; butter, cwts., 2,205, valued at £9,728; cheese, ckts., 75,446, valued at £193,219; eggs, great hundreds, 150, valued at £75.

THE SCARCITY OF TAPIOCA.

The shipments of all kinds of tapioca to America and Europe so far this year are away below those of previous years. Advices from Singapore and Penang for the last year have been that the manufacture of tapioca at present is a losing proposition, and only the largest are continuing in business.

900

Half-Chests

GREEN CEYLONS

—AT—

15 to 20c.

Bought before the advance.

Geo. Robertson & Son,

KINGSTON.

O Yes!

Know all men by these presents that **Batty's Nabob Sauce** has never been surpassed.

We received the Gold Medal in 1851. We received the Gold Medal in 1903, and we were not idle all the time in between.

No store is complete without it.

In witness thereof we have affixed our name:

ESTABLISHED 1824.

Batty & CO.

LIMITED

Sauce and Pickle Specialists,

LONDON, S.E.

A customer leaving your store must have done one of five things:

1. Bought something for cash.
2. Bought something on credit.
3. Paid money on account.
4. Collected money from you.
5. Had a coin or bill changed as an accommodation.

A National Cash Register takes care of all these things with positively no chances for mistakes.

Our 1904 models are particularly well adapted to the grocery trade because great improvements have been made in the methods of taking care of cash and credit sales.

393 styles and sizes. Prices, $25 to $650.

If you want to know how a 1904 "National" will help you to make money and advertise your business, send in the attached coupon. It will put you under no obligation to buy.

CUT OUT HERE

N.C.R. Co. Dayton, O. Please have one of your agents call when next in my vicinity. I want to know more about your 1904 models. Saw your ad in CANADIAN GROCER.

Name_____

Address_____

National Cash Register Co.

Dayton, Ohio

"Condor" Japan and Black Tea, Baking Powder, Mustard, Vinegar.

Madam Huot's Coffee

—THE GEM—

"Nectar" Black Tea, in lead packets and fancy tins only.

RETURNED MAR 1st 1904
Cut Book 16 Page 87

NECTAR TEA

Blend of Ceylon and Indian Black Teas, in lead packets, 50 lbs. assorted, ¼s, ½s and 1 lb., per lb., at - - - - - - - - - - - - - - - **20, 26, 35 and 45c.**

In fancy 1 lb. tins, 50 lbs. per case, per lb. at - - - - - - **32½, 42½ and 50c.**

A fine, rich, fragrant blend, most satisfactory to handle. It has real merit.

CONDOR

Ceylon Black, in lead packets, 60-lb. cases, assorted, ¼s, ½s and 1 lb., at - **20, 23, 26, 30, 34 and 40c.**

Nothing but fine hill-grown teas used for this brand.

If you want delicacy of aroma and fine flavor buy this. It is the tea for high-class trade.

CONDOR

Japan Tea, in lead packets, 60-lb. cases, assorted, ½s and 1 lb, an early picked tea of fine, bright, strong flavory liquor, at - - - - - - - - - - - - **28c.**

The finest 40c. tea on the market.

SPECIAL THIS WEEK. JUST IN.

198 half chests Japan Tea, an extra value, at - - - - - - - - - - - - **16½c.**

A good, clean leaf, a bright liquor.

It is branded strawberry, but is a peach.

85 boxes Imperial Gunpowder, a well-rolled leaf, and a bargain at - - - - - **20c.**

37 half-chests fine sun-dried Japan Tea, choice, early liquor, fancy leaf, at - - - - **25c.**

Ask for Samples, it pays.

SPECIALTY OF HIGH-CLASS GOODS IN TEAS, COFFEES, SPICES AND VINEGARS.

"Old Crow" Baking Powder, Mustard, Vinegar, Black Tea.

E. D. MARCEAU

281-285 ST. PAUL STREET

MONTREAL

"EMD" Baking Powder, Vinegar, Spices, Coffee

MANUFACTURERS' AGENTS AND BROKERS.

TORONTO.

W. G. PATRICK & CO.,

AGENTS AND IMPORTERS.

29 Melinda St., - TORONTO

W. G. A. LAMBE & CO.

TORONTO.

Grocery Brokers and Agents.

Established 1885

WEST LORNE.

BEANS. Hand-Picked Beans a specialty. Can ship in Jute Bags, Cotton Bags, or Barrels, to suit customers. Good broker wanted to represent me.

J. G McKILLOP, - West Lorne, Ont.

QUEBEC, P.Q

J. P. THOMAS

GENERAL AGENT AND COMMISSION MERCHANT,

25 ST. PETER STREET,

QUEBEC.

VICTORIA, B.C.

TRADE WITH JAPAN China and Australia can be negotiated best through us. We maintain a special representative, MR. A. R. TUFTS at Kobe in the interests of our clients. Manufacturers and Shippers doing business in the Orient should correspond with us.

R. W. Clark & Co., Brokers, Victoria, B.C.

To Manufacturers' Agents

THE CANADIAN GROCER has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a Special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

Address, BUSINESS MANAGER,
CANADIAN GROCER,
Montreal and Toronto.

VANCOUVER, B.C.

C. Gardiner Johnson & Co.,

VANCOUVER, B. C.

Importers of . . .

Skinner's Queensland Turtle Soup.

Sole Agents for Canada.

Supply C.P.R. Company's Cars, Steamers and Hotels, and leading Clubs of Canada.

WINNIPEG.

Dingle & Stewart

WINNIPEG, - - CANADA.

COMMISSION BROKERS.

Excellent Storage Accomodation.

Consign Your Cars to Us.

IF YOU HAVE ANYTHING TO SELL
WRITE CAMERON GORDON & Co.
WHOLESALE
COMMISSION AGENTS
WINNIPEG MANITOBA

EASTERN MANUFACTURERS

—AND—

SHIPPERS.

All EYES are turned on

MANITOBA AND THE WEST.

WE

Represent some of the leading houses in

CANADA and the U.S.

INCREASE YOUR TRADE. WRITE US.

NICHOLSON & BAIN, WINNIPEG,

Wholesale Commission Merchants and Brokers.

BRANDON.

BRANDON, MAN.

Let Us Push Your Goods

WE ARE PREPARED TO

SELL GOODS,
STORE GOODS,
DISTRIBUTE FROM CARS
AND MAKE COLLECTIONS.

THE MANITOBA COMMISSION CO.,

S. P. WILSON, Manager. Limited

COLD STORAGE IN CONNECTION.
PROMPT RETURNS MADE.

Come Out OF THE DARK!

Bring your "ads" with you.

ILLUSTRATE!!

By doing so you illumine and release from obscurity many a cheerless "type ad" that is suffering for the want of a little pictorial light.

We furnish the kind of pictures that give to your "ads" a bright and smiling countenance. *A cheerful face gains favor every time.*

Estimates on all and every style of design cordially furnished.

ART DEPARTMENT

MacLEAN PUBLISHING CO.

LIMITED

Montreal. Toronto. Winnipeg.

GRANT

McWILLIAM
Mc. AND E.
EVERIST

25-27 Church St., - TORONTO

Pine Apples.

We have Pines, (Case and Barrel). They're fine. They're ripened in our rooms. It matters not to us how green they arrive, we can ripen them to our taste, which means to suit yours and your customers. Our method of ripening (which is exclusively ours) has made Pine handling with us a pleasure, and ready sale for us means ready sale for you. You know what they were like last Spring; they're as good this. Mail your order now.

The DAWSON Commission Co., Limited

FRUIT, PRODUCE AND COMMISSION MERCHANTS.

Cor. Market and Colborne Streets. TORONTO

WE BUY

BRIGHT DRIED APPLES.
HIGHEST MARKET PRICES.

The W. A. GIBB CO.

5 and 7 Market St., HAMILTON

TWO SNAPS.

Fancy Navel Oranges, all sizes, $3.00 bx.
Messina Lemons, 300's, 360's, $2.25 to 2.50 "
Fresh Sea Herring, in barrels and casks.
ORDER QUICK.

HUSBAND Bros. & Co.

Wholesale Fruit and Commission Merchants.
82 Colborne St., TORONTO
Offices—Main 54, Main 3428.

GREEN FRUITS

Fruit Growers and Co-operation.

THE following is the substance of an address given recently by the chief of the fruit division, Ottawa, before the Nova Scotia Fruit Growers' Association:

Co-operation is the most important subject before the fruit growers of Canada to-day. Individuals can accomplish very little if they work entirely alone. All the fruit growers' societies and associations should co-operate and pull together. Several objects are to be obtained by co-operation. First of all, growers who are beginning to plant in a new district might co-operate to secure information and purchase the best varieties of trees for that district at the lowest price. Seven or eight varieties are plenty for any district, and each man would probably want three or four of these. Then these growers might get together and agree to adopt uniform methods of culture, pruning, spraying, which would result in an entirely uniform quality of fruit. Growers within a radius of five miles, with a total of, say, 4,000 trees, could co-operate to secure effective and systematic spraying by means of power outfits.

Another advantage of co-operation is in securing cheap and reliable supplies, such as implements, chemicals for spraying and packages for shipping fruit. The man who wants only 200 barrels must pay a higher price for them than if he were buying all the barrels required in the district. By putting up packing houses at proper centres it will be possible to secure uniform grading and packing by experts, who will pack the fruit like machines and turn out an even grade all through. A great deal of the success of California fruit is due to this system, and it was reported recently at the Ontario Fruit Growers' Association that Ohio growers had prospered greatly under the co-operative method of packing and marketing peaches. Large quantities of one grade of fruit are packed in exactly similar packages, and purchasers know that they can get as many as they want of that particular kind in one place. This facilitates sales and enables the growers to avoid glutted markets, for even with apples there is a time to ship, and a time not to ship. With the best of orchard management there will always be some culls, which might be disposed of economically if a number of farmers owned a co-operative evaporator.

Advertising can be done much more effectively by co-operation. For instance, buyers attending the sales conducted by a co-operative association would be able to depend upon the fruit and would buy without hesitation. The value of such advertising cannot be overestimated. Co-operation also means increased influence with transportation companies to get fair rates, reasonable care and better cars. The transportation companies are groups of stockholders who want dividends but it is well to remember that the fruit growers want dividends too. Pressure must be brought to bear upon the managers of such companies and upon the Railway Commission to secure the removal of all real grievances.

Niagara Fruit Growers.

The Niagara Peninsula Fruit Growers are holding a series of meetings this week, commencing at Stoney Creek on Monday, the 14th; Grimsby, Tuesday; Beamsville, Wednesday; Jordan Station, Thursday; St. David's, Friday; St. Catharines, Saturday. The forenoon sessions are being devoted to demonstrations of power and other sprayers and the afternoon sessions will be taken up with addresses and discussions.

Hints to Canadian Apple Shippers.

Mr. Ball, commercial agent, in Birmingham, England, writes the Department of Trade and Commerce stating that apples sold in that market have been coming in boxes. The plan of sending in boxes is all right, and he much commends it. At the same time he complains that the material of which the boxes are made is too slight, and does not stand the wear and tear of the voyage. He points out as hints to shippers that no apples are too good for the English market, especially for that part of the market situate in the Black Country. Shippers, he points out, make a mistake in consigning all their shipments

to the port of destination of the vessel. The consequence is that the apples on arrival are all sold by auction, and then there is a surfeit for that particular market, whilst there is a scarcity at an inland market not many miles away. If apples were consigned to Birmingham and other places the chances are that better prices would result.

Florida Oranges Scarce.

Mail advices from a prominent orange shipper in Florida say that not more than 100,000 boxes of Florida oranges remain in that state for shipment north and west. The Florida orange crop was not as large as estimated, the total not being over 1,500,000 boxes.

British Columbia Apples Abroad.

THE following laudatory notice of British Columbia apples appears in an English exchange :

"The Government of British Columbia is not to be outdone by that of New Brunswick, which has recently been attracting the attention of English fruit importers and intending emigrants to the fertility of the Annapolis Valley and other famous apple-growing portions of that province. This week we received from the agent-general for British Columbia samples of apples grown both in the interior of the province near Lytton, on the Fraser river, and also on Vancouver Island. These, both in size, flavor and appearance, are everything that could be desired, and not inferior to those produced in Eastern Canada. Considering that this consignment has been almost two months on the way, having been shipped from Victoria on December 8, the excellent condition in which they arrived speaks well for their keeping qualities. Although land in British Columbia is not to be obtained on quite such easy terms as in the Northwest Territories, the life of a settler there is in many ways more comfortable, and for fruit growing there is no portion of the continent which offers to-day greater possibilities. In making this statement we are not unmindful of California, but it is well known that the northern fruit is greatly superior in flavor and keeping qualities, in addition to which the enormous market that is opening up in the Northwest Territories for fruit of all kinds can be better supplied by fruit growers in British Columbia than from elsewhere. The agent-general informs us that he would be glad to supply all information possible on fruit culture in British Columbia to those interested, and to callers at his offices he will show tangible proofs of the fertility of the soil."

ORANGES AND LEMONS

WE ARE OFFERING SPECIAL VALUES THIS WEEK IN

CALIFORNIA NAVEL ORANGES,
VALENCIA ORANGES,
MESSINA LEMONS.

Our brands are the best and our prices low. Send for our weekly Price List.

WHITE & CO., 64 FRONT ST. EAST, TORONTO.

PHONE Main 4106.
Private Branch Exchange connecting all departments.

Wholesale Fruit and Produce.

When You Want

EXTRA FANCY ORANGES, EXTRA FANCY LEMONS, EXTRA FANCY BANANAS, EXTRA FANCY SPANISH ONIONS,

or anything in our line, write or phone us. Prices and Quality Always Right.

Hugh Walker & Son, Wholesale Fruits, Guelph, Ont.

Red Bananas.

"Red bananas are not often seen in the market these days," said a local commission man, "and when we do get them they bring fancy prices. Fifteen or twenty years ago the reds were the leading banana and sold for a lower price than the yellow."

The change is due to commercial reasons—the yellow banana is more profitable, requires less time in its care and cultivation, and consequently, costs less. More of the yellows grow on a bunch, they stick to the stem better, and stand handling far better than the red variety. With these advantages, the reds have been practically driven out of the market. The comparatively few bunches brought here are soon gobbled up by fancy fruit dealers, who get high prices for them. Some people prefer the flavor of the red banana, and some like that of the yellow, but the price has had most to do with their practical disappearance from the market.

Pineapples in Texas.

Around Corpus Christi, Tex., a few growers are testing pineapples. About 5,000 plants have been set in that vicinity and an experienced Florida grower reports that they are doing remarkably well. Those who are interested are enthusiastic over the prospects and declare that the future production of pineapples in Texas is assured.

Fruit Notes.

The directors of the Crystal Palace Exhibition, London, Eng., have awarded a special commemorative medal to the Government of Nova Scotia for its display of green fruits.

F. Fitch, Dominion fruit inspector, of Clarence, N.S., has gone to England to visit London, Liverpool, Glasgow and other apple markets. His intention is to examine closely into the condition of Spring shipments of fruit and see them in competition with the early shipments from Australia and New Zealand.

In regard to the complaint of Ontario fruit growers and others that they have been discriminated against by the railways, Hon. Mr. Blair says they will be asked to state their case, after which the railways will be duly notified. A date will then be arranged as which both sides will be present for an official hearing of the complaints.

Fruit growers at Grimsby, Stoney Creek and the surrounding district, complain that field mice are damaging the bark of the fruit trees, eating it away from the ground up. They are at a loss to know what to do to stop the destructive work of the mice.

Dried Fruit

cleaned and renovated by the latest improved machinery and appliances.

GUARANTEED TO GIVE SATISFACTION.

J. T. ADAMSON & CO.
27 St. Sacrament Street,
MONTREAL.
Tel. Main 778.

DRESSED STOCK BRINGS A FANCY PRICE.

THE large exhibit of dressed poultry, beef carcasses, dressed pork, etc., at the show of the Eastern Ontario Live Stock and Poultry Association in Ottawa last week, was bought in by a local dealer at a price much in advance of current city quotations. Chickens and turkeys each brought 18c. a pound, whereas the market prices are 10 and 15c. respectively. Ducks and geese brought 15c. a pound; the ruling price of both these is 10c. Beef by the carcass, sold at 8 1-2c. a pound, as against 6 1-2c. on the market, and lamb brought 9c. as compared with 7 1-2c. on the market.

Such prices as these should satisfy the most pessimistic farmer, that his calling, if properly attended to, is quite as profitable as the paths of city industry, tempting though the latter may be.

An authority on stock and poultry raising says it is about the nearest approach to the "get rich quick" game that can be located in this twentieth century. The above evidence at any rate is sufficient to show that it pays in stock and poultry raising as in anything else to be careful.

CIGAR MANUFACTURER EN TOUR.

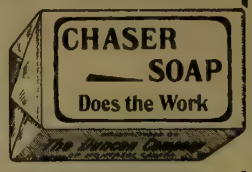
L. M. Fortier, son of J. M. Fortier (J. M. Fortier & Co., Montreal), and vice-president of the company, is on a business trip to the United States. Mr. Fortier, who is accompanied by E. Mathurin, superintendent of the factory, will visit New York, Philadelphia, St. Louis, Chicago and other large centres with a view to studying the conditions of the cigar trade in those cities. Mr. Fortier's observations will no doubt prove interesting and instructive, and as the application of practical ideas is one of the characteristics of his house it may be expected that the trade will be largely benefitted.

J. F. Fortier, who lately returned from a trip to Cuba, reports the condition of the leaf tobacco trade in that country as very satisfactory. His purchases were large and the quality of the stock secured was of the highest. The outlook for business in Canada is very promising and as soon as the roads are in good condition and transportation facilities properly available once more trade is bound to boom.

A. Lemoine, general merchant, St. Eugene de Grantham, has sold out.

Two Good Reasons

Why You Should Sell



BETTER VALUE TO YOUR CUSTOMERS AND MORE PROFIT FOR YOURSELF. ORDER A SAMPLE CASE DELIVERED. P. O. Box 292.

The Duncan Company of Montreal.

40 HIGHEST AWARDS In Europe and America

Walter Baker & Co. Ltd.

Trade-mark.

The Oldest and Largest Manufacturers of

PURE, HIGH GRADE COCOAS AND CHOCOLATES

No Chemicals are used in their manufacture.

Their Breakfast Cocoa is absolutely pure, delicious, nutritious, and costs less than one cent a cup.

Their Premium No. 1 Chocolate, put up in Blue Wrappers and Yellow Labels, is the best plain chocolate in the market for family use.

Their German Sweet Chocolate is good to eat and good to drink. It is palatable, nutritious, and healthful; a great favorite with children.

Buyers should ask for and make sure that they get the genuine goods. The above trade-mark is on every package.

Walter Baker & Co. Ltd.
Established 1780.
Dorchester, Mass.
Branch House, 12 and 14 St. John St., Montreal

TRUCKS for Warehouse and Factory.

Save You Money
Do Men's Work
Draw no Salary

Our Trucks are guaranteed satisfactory. Turn in their own length.

MADE IN CANADA.

H. C. Slingsby for Canada.

Factory, Ontario Street. Temple Building, MONTREAL.

BUY Star Brand

COTTON CLOTHES LINES
—AND—
COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.

For sale by all Wholesale Dealers
See that you get them.

War Has Been Declared

JAPAN TEA—Early May pickings, good style and cup quality, for 19c. per pound, usual price 23c. Do not delay buying, if interested.

CEYLON BLACK and GREEN TEAS in half-chests of 55 to 60 lbs. at 16½c., good value at 18½c.

YOUNG HYSON POINTS—We have a large variety ranging from 18 to 28c., according to quality.

Samples of the above Teas submitted upon application.

It is a well-known fact that we make a specialty of Teas, and have the reputation of giving the best values that experience and money can produce.

TAP FIGS—We have a few hundred mats left, in good condition, that we offer at 2c. per pound, which we consider good value at 3¼ to 3½c.

Our friends in the north will find it very convenient to get their supplies from Guelph by team or otherwise. Always a large and well-assorted stock on hand.

Orders by mail or telephone promptly attended to. Enquiries appreciated.

The R. & J. H. Simpson Co.,
WHOLESALE GROCERS AND TEA IMPORTERS,
Guelph, Ont.

OAKEY'S The original and only Genuin. Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, LIMITED

MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, 644 Craig Street

MONTREAL.

CHAS. F. CLARK, President. CHAS. L. BECKWITH, Secretary.

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Capital and Surplus, $1,500,000 Offices Throughout the Civilized World.

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THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker o mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

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Wm. McCann Milling Co.

MILLERS AND GRAIN DEALERS

192 King Street East TORONTO.

FLOUR FEED CEREALS

Place a Trial Order with Us for a Full Line of Our Goods.

QUALITY UNEXCELLED. SATISFACTION GUARANTEED.

Ontario Winter Patents,
Manitoba Blends,
Pure Manitoba.

Rolled Oats (Standard and Granulated)
" Barley, Oatmeal,
" Wheat, Pot and Pearl Barley
Wheatlet, Farina, Split Peas.

"Matchless" Feed.

THE G. CARTER, SON & CO., Limited,

ST. MARYS, ONTARIO.

Crosse & Blackwell, Limited

Pickles, Sauces, Jams and Preserved Provisions.

C. E. COLSON & SON, AGENTS, MONTREAL

We consider the

"Wee McGregor's" Breakfast Food

the most economical.

"It's Gran' for the Morn's Mornin'"

The F. J. Castle Co., Limited, WHOLESALE GROCERS,

OTTAWA, ——————CANADA.

FLOUR AND CEREAL FOODS

Newfoundland Abolishes Duty on Flour.

MONTREAL merchants, and particularly those interested in the flour trade, are congratulating themselves over the recent decision of the Government of Newfoundland to abolish the duty on flour. In the old days this duty, which applied against all countries alike, amounted to 30c. per barrel. It was then reduced to 25c. per barrel, at which figure it has remained up to the preesnt.

Considering the population of Newfoundland an astonishing amount of flour is imported into that country from Canada. Last year the total imports amounted to 383,000 barrels, and of this amount Canada probably supplied about two-thirds. The duties upon this flour amounted to $95,000.

At different times the flour trade from Canada to Newfoundland has fallen off to an appreciable degree, the United States mills capturing a large proportion of the trade. This was owing mainly to the fact that the rival mills across the border manufactured flour of the grades most desired by Newfoundlanders. Latterly, however, the Canadian millers have been getting the business back until now they have the greater share of it.

Milling at the Soo.

IT is surmised that the day of ascendancy of the Minneapolis milling interests are about over, so far as grinding for export is concerned. American exports of flour and grain will grow less and less because the United States needs its crops for home consumption. With the vast area of splendid wheat lands in Western Canada coming into cultivation, Canada and not the United tSates will become the great exporter.

In view of this fact, and with the assurance that the Algoma Central will be finished and the Hudson's Bay opened, an advantageous spot for the establishment of a milling centre in Canada will be a question of the utmost importance. Milling interests have already been prospering around the Soo. Having water power in abundance, and a magnificent new water power canal, the Soo will be a most advantageous spot for export grinding, since it is also easy of access both from the West and to the sea whether the northern or southern route is taken.

Canadian Flour for War Rations in Japan.

A recent arrival from Shanghai, China, says that in the event of a prolonged war in the East Canada will have a chance of supplying Japan with flour, as Canadian flour is especially adapted for the making of the biscuits required by the troops at the front. Trade in this particular however, will develop gradually as Japan is well supplied with flour at the present time.

The Price of Bread.

The Master Bakers of Toronto, at their regular monthly meeting last week decided not to raise the price of bread for the present.

Seed Grain Men.

AT the regular meeting of the Eastern Ontario Grain Association, in Ottawa, March 9, Professor Lavitz, experimentalist of the Agricultural College, Guelph, delivered an interesting address on "The Best Variety of Grain for Seeding."

Discussing the varieties of grain the speaker said that in oats Siberian was the most prolific yielding 54 bushels to the acre with Liberty second and Alaskan third. In six-rowed barley, Mandscheuri stood highest in the yield, Oderbrucker next and Sucess third. In hulless barley, the black variety yielded 24 bushels to the acre and the white 20. The speaker recommended Silver Hull as a prolific kind of buckwheat with Japanese as second. For peas, the Early Britain stood highest and the Canadian Beauty second. In the line of poy beans, the Early Yellow and Green varieties were recommended and in corn, King Philip and North Star.

Large Demand for Seed Grain.

Farmers who made exhibits at the Eastern Ontario Seed Fair held in conjunction with the live stock and poultry show in Ottawa last week, benefited by receiving large orders for seed grain. The prices paid are about 25 per cent. above the market quotations on account of the purer quality of the grains offered. Wheat sells at $1.25 a bushel, oats 50 to 55 cents, barley 75 cents, timothy seed $2.50 to $3, Soja beans 10 cents a pound, Giant sugar mangels 20 cents a pound, Dwarf Essex rape seed 6 cents a pound and purple top Swede turnips 15 cents a pound.

Cereal Notes.

Three acres are devoted to the display of pure foods at the World's Fair at St. Louis this year.

The firm of Hanham & McColl have purchased the Lake View flour mills, Welland, which are being extensively improved to meet the demands of increased business.

It is reported that American grain merchants are building line houses all over the Canadian Northwest, with terminal elevators in preparation for the bonding of a big crop this Fall.

A. McLean, Ottawa, has been appointed Canadian commercial agent in Japan to push trade with the empire of the rising sun. Mr. McLean will leave at an early date to take advantage of the special opportunity which the war should afford for the sale of Canadian foodstuffs

The Department of Agriculture, Ottawa, is in receipt of a cablegram from the Queensland Department of Agriculture at Brisbane, asking that some Manitoba seed wheat be forwarded by steamship via Vancouver at an early date.

The Grain Growers' Association of Manitoba and the Northwest have appointed W. G. Rogers of Carberry, to represent them on the Exhibition Board of the province. The object in view is that the grain growers shall have entire charge of the exhibits in their classes at the coming Dominion Fair.

"Force-thoughts"

BY SUNNY JIM

IV.

I THINK that many folks dodge breakfast because they can't look it squarely in the face.

¶ They are never sure of breakfast anyway—sure of what it means for them, I mean.

These people, you will find, are wobbly on pretty nearly everything else that's worth while.

¶ I am sure that breakfast is something besides the first meal of the day.

I am surer every day that what I eat and what you eat makes us what we are. If we are eating for happiness we'd better eat the food that brings it.

The sun must be in the food before you can get it out.

¶ There is just so much sunniness in the world. If you haven't your share, then it is still in that breakfast of "FORCE" that you did not eat.

"FORCE" is not a philosophy.

It merely enables you to be philosophical.

¶ Which is a long way of saying,

Be Sunny.

Sunny Jim

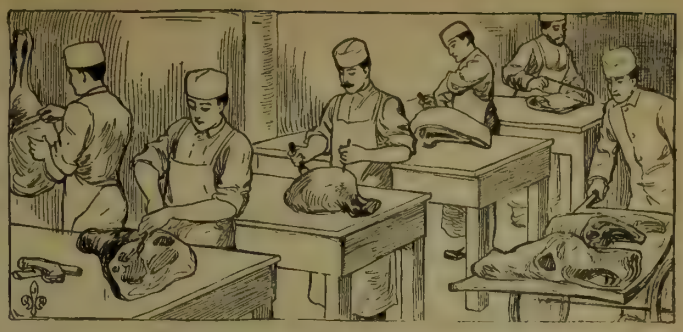
BUFFALO, U.S.A.

(To be continued.)

I still have some celluloid buttons bearing my photograph and my motto,

"BE SUNNY."

They are nearly 1¼ inches in diameter and are attractively prepared with a patent stick pin on the back. They can be worn by man, woman or child, and they will be mighty glad to get them. They are sent upon request of any grocer. You ought to see my book, "The Gentle Art of Using Force" Free for the asking.



"Perfectly clean from our kitchen to your customer's."

The ease with which delicious pies may be made with

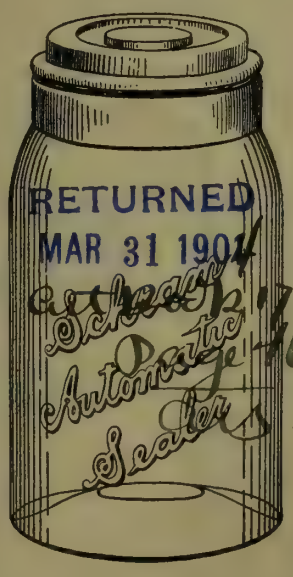
Wethey's Mince Meat

appeals to the housewife. And the rapidity and ease with which it is sold should appeal to you. Always keep your Wethey's Mince Meat stock up, for it is a staple, all-the-year-'round article.

J. H. Wethey, Limited

ST. CATHARINES, ONT.

Fruit Jars



The Schram Automatic Sealer

A PERFECT SEALER

—SEALED IN A MOMENT.
—UNSEALED IN AN INSTANT
—EASY TO SEAL.
—EASY TO CLEAN.
—EASY TO OPEN.

The best looking jar ever offered to the public.

Just notice the "knocks" it is getting, and then you will realize its value.

GOWANS, KENT & CO.,

16 Front St., East, - TORONTO.

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR RETAIL MERCHANTS.

Shrinkage in North Carolina Leaf.

ADVICES from North Carolina are to the effect that about 70 per cent. of the present year's tobacco crop has already been put on the market, and that within a couple of months at the latest the entire crop will have been sold. It now appears that tobacco men in general were fooled in their first estimate of the crop for this year, which they thought would be at least 40 per cent. more than the crop of last year. From present indications the crop will be about 40 per cent. smaller than last year's crop.

With a large supply of tobacco on hand, manufacturers started to buy slowly at the beginning of the season, and the result was that there was a big drop in the prices. Later, when it was evident the crop would be short, the buyers began to pay better prices, with the result that fair prices have been paid lately. During the week of February 25 to March 3 something like 500,000 pounds of tobacco were sold in Durham, one of the chief tobacco centres of the South, averaging about ten cents, this being the same average of the preceding year. Up to date nearly all of the South Carolina crop has been sold, as well as a considerable part of the eastern North Carolina crop. In Durham and the bright tobacco region there is less than one-third of the crop to be offered to the manufacturer, and from now on it is anticipated the prices will be better.

Well informed tobacconists are of the opinion that there will be a great falling off in next year's crop, with the result that high prices will prevail. It is said that many farmers of South Carolina and the eastern part of North Carolina will convert their tobacco lands into cotton fields.

The unsatisfactory state of the tobacco trade has caused some 60 planters in the tobacco belt of the adjoining belt of Tennessee to abandon the exclusive cultivation of tobacco and to devote their attention largely to a diversity of crops.

English Matches Advance in Price.

ACCORDING to a leading exchange the leading match houses in the United Kingdom have combined for the purpose of advancing the price of wax vestas, each firm having deposited £250 with the chairman of Bryant & May. In case of breach of the rules or underselling that gentleman has power to inflict fines. Wax vestas which could be purchased previous to January 1 at $1 per gross, are now raised to $1.50 per gross so that the very lowest price the wholesale dealer can resell at is $1.60. The street hawker will suffer considerably, as he will have to pay 3 cents per dozen more for his matches than formerly. According to an expert the sole purpose of the movement is to supersede wax vestas by placing pine wood matches on the market. Twelve months ago a similar scheme was tried, but it failed, as there was then no penalty for underselling. The expert says the British manufacturers have fallen headlong into an American trap. "All along American manufacturers have had designs on our match trade, which is confined to some eight firms. Two years ago the Diamond Match Company absorbed Brayant & May, who, rather than face a ruinous war, came to an understanding with the newest form of invasion."

A Train of Tobacco.

Probably the longest train of manufactured tobacco ever shipped to one single firm in the history of the world left Durham, North Carolina, for Chicago on February 28. The train con-

Old Chum

CUT PLUG
SMOKING
TOBACCO

satisfies the most exacting customers.

Sold By All Leading Wholesale Houses

CURRENCY

Plug Chewing Tobacco

is a

Quick Seller.

Handled by all Leading Wholesale Houses.

Figure it out.
Cigars v.
Tobaccos
for profits.

1,000 Cigars, express paid, assorted as you please. At the end of three months if you want cash for unsold stock, write us. We give you invoice price.

"Pebble" 5c.
and
"Pharaoh" 10c.

800 Cigars, 5-centers
200 " 10 centers
1,000 " yield $60.00
and the profits in this $60.00 turnover will equal that in a turnover of $200 in tobaccos.

SEND THE ORDER TO-DAY.

It is the first step that counts.

J. BRUCE PAYNE, Limited
Mfr.
Granby, Que.

We Know Him

He is the man who turns his back on any tobacco except ***T. & B.***, and he goes to a certain grocery store just because he can always get their ***T. & B.*** He buys more than tobacco to our certain knowledge.

The Geo. E. Tuckett & Son Co., Limited
HAMILTON.

Making Money
Easily.

Selling Pipes is one way, and the grocer has the chance, and the pipes and prices obtained from us are a big help. Write.

W. B. REID & CO.,
TORONTO.

The Erie Tobacco Company
WINDSOR, ONTARIO.

British Navy
Queen's Navy
U. & I.
King's Navy
Beaver
CHEWING TOBACCOS.
NOT MADE BY A TRUST.

T. J. Horrocks,
Wholesale Distributors,
176 King St. East,
TORONTO.
WRITE FOR PRICE LIST.

The Chamberlain Cigar

The **best value** in Canada! Sold the **world** over! It will help your **trade tremendously!** Order a sample lot to-day!

SAVE THE BANDS AND RETURN THEM TO

J. M. FORTIER, Limited
MONTREAL.

MANUFACTURERS OF
Cigarettes and Cut Tobaccos

TOBACCOS are not all the same. There are some tobaccos better than others. We **know** our tobaccos to be good,—better,—best. If they were not all this the sale of them would not have the steady increase they are having month by month.

SMOKING—
TONKA,
SOLID COMFORT,
PINCHIN'S
HAND-MADE

CHEWING—
BRITISH NAVY,
KING'S NAVY,
BEAVER,
APRICOT.

McALPIN CONSUMERS TOBACCO CO., Limited, TORONTO

sisted of 30 cars full of one brand of smoking tobacco. The shipment contained 2,880,000 packages of tobacco, enough, it is said, to give every adult person in the United States three pipes of tobacco. When sold to the consumer the shipment will bring about $144,000. The train was a quarter of a mile in length and had no other cars save those loaded with tobacco and the caboose.

Tobacco Growing and Curing in Japan.

WHILE nothing but war operations in Japan against Russia are heard of in the newspapers, it is a relief to hear something of the triumph of peace in connection with growing and curing of tobacco in the Flowery Kingdom, as related in a recent letter from the Japanese Experimental Tobacco Station, at Nishigahara, Tokio.

Regarding the last crop of Tobacco raised there he writes as follows:

"We harvested and cured here last year the best crop of bright yellow tobacco in years. Flue curing bright yellow tobacco has passed the experimental stage, and is now a well understood method, and we estimate that about a half million pounds will be produced to flue cure here in 1904. Our experiments have proved that the flue barns can be used to good advantage in curing out the regular Japanese varieties, and getting that much esteemed 'dark cherry red' color used mainly for fine-cut for small pipe filling. The tobacco department of the Japanese Government is now publishing a farmers' bulletin, which will be distributed and will explain the formula of heat manipulation."

Philippinos Petition U. S Congress.

A PETITION from the Tobacco Workers' Guild of the Philippines is before Congress at the present time asking for the free entry of Philippine tobacco into the Customs houses of the United States.

The petition has been submitted on the ground that the Dingley tariff which provides for a duty of 75 per cent. on manufactured tobacco is practically equivalent to making the exportation of Philippine tobacco to the United States market in impossibility.

The policy of the United States to protect the wealth and trade of the Filipino people, they claim, demands nothing less, since at the present time no less than 14,000 tobacco workers in that country are living in the greatest indigence. Their plight has been made worse by the fact that the markets of Japan and Australia, once great consumers of Filippino tobacco, no longer favor them with those large orders that in the past so greatly stimulated production in that country.

Exports and Imports of Tobacco.

The quantity of leaf tobacco imported by England from the United States during the month of January, 1904, according to the Western Tobacco Journal was 2,918,726 pounds, a large increase over the importation for the corresponding month a year ago. The same is true of importations by Belgium, Mexico, and Japan, the rate of increase in the latter country being particularly remarkable. Importations by Canada from the same source have largely decreased.

For the seven months of the current fiscal year exports of leaf tobacco from the United States have fallen off to the value of $4,929,501. Importations of leaf tobacco for the same period show a steady increase in wrapper leaf, but a decrease in fillers and the manufactured product.

Tobacco Growing in Ireland.

THE British Government has decided to allow experimetnal cultivation of tobacco in Ireland upon a considerable scale for a period of five years under the supervision of the Department of Agriculture and Technical Instruction. A rebate of one-third the existing duty will be granted to any tobacco producer as the result of the experiments.

An English exchange comments as follows: "Ireland will be glad to hear than the Chancellor of the Exchequer has given leave to grow tobacco for five years on very favorable fiscal terms, for Ireland badly needs a staple industry. This experiment, however, touches only the beginning of the difficulty. There is no question as to the possibility of growing tobacco in the United Kingdom; it was grown a few years ago as an experiment by the late Mr. Faunce de Laune in Kent. It was grown largely in Ireland until the industry was suppressed in the interests of our colonies in America. Nor should there be any difficulty about collecting the duty on tobacco, for Australia which grows much tobacco, manages the collection as easily as excise officers in England collect the duty for breweries. The real problem arises when the leaf comes to be treated, and here is the reason why the comparatively small crops of Australia, though confessed by American experts to be equal in some cases to Virginia growths, have never succeeded in rivalling the American exports. A small industry cannot afford to employ the highest experts in the selection and treatment of the leaf. And, though it is quite certain that Ireland can grow tobacco, it is equally certain that Ireland can only set up a paying tobacco industry by growing on a large and generous scale."

Tobacco Notes.

A. G. Jamieson, western representative of the American Tobacco Company, will in future make Brandon his headquarters.

L. Naurie, well known to the tobacco trade, has been appointed manager of the Padrone Cigar Company, Portage la Prairie.

A new firm of manufacturers' agents to be known as the F. W. Law Company, has started up in Winnipeg and have placed in stock a full line of pipes, tobaccos, cigars, etc.

IT'S FREE

SEND AT ONCE.

SILENT DRUMMER

1904

ILLUSTRATED

Giving the most valuable information to the retai trade. Great bargains in PIPES, CIGARS, etc. A tremendous stock that must be unloaded at your own price.

THE W. H. STEELE CO., LIMITED

Importers and Wholesale Tobacconists.

40 Scott St., - - TORONTO

Phone, Main 1987.

Should be in the mouth of every smoker. What? a

McDougall Scotch Clay Pipe

Be sure and ask for it, and see that you get it.

D. McDougall & Co., Glasgow. Scotland.

Our "Coronation."

This case with its ALL GLASS Top (no wood above the glass) is THE VERY FINEST display case in the world today. We are making TWENTY of this style of case to ONE of ANY OTHER, and are receiving orders from ALL parts of the Dominion for this MAGNIFICENT case. It is fitted with the very best British Plate Glass THROUGHOUT, including the mirrors in the doors and the shelves, in short, it is the MOST EXQUISITE and most UP-TO-DATE floor case on the market anywhere in the world to-day.

A large number of Grocers throughout the Dominion are now handling cigars as a special branch and ARE doing WELL with them. Are YOU right in line with these progressive and wide-awake men? If not, YOU OUGHT TO BE. If you desire to fall in the ranks by taking up this GOOD PAYING side-line you cannot do better than consult us about the very best and most modern display cases made especially for that line of business. In order to make a good display of, and to keep your cigars right it is necessary to have a first-class case of OUR manufacture. We turn out nothing but the very best goods, and our prices ARE REASONABLE for such goods.

Dominion Show Case Co.

83 Richmond St. East, - - TORONTO.

FORD & FEATHERSTONE

Importers and dealers in

FIREPROOF SAFES,
STEEL BANK SAFES,
VAULTS, TIME LOCKS,
DEPOSIT BOXES.

Combination locks put on and combinations changed. Safes repaired, etc.

10 John St. N., Hamilton, Ont.

ESTABLISHED 1855

TAYLOR'S SAFES

DOUBLE TONGUE & GROOVE

145 & 147 FRONT ST. EAST. TORONTO.

NEW TELEPHONE LINE

A new copper metallic line has just been completed from Simcoe to Port Rowan. The towns listed below can now be reached from Toronto at the following rates :

PORT ROWAN - -	50c.
ST. WILLIAMS - - -	50c.
VITTORIA - -	40c.

The Bell Telephone Co. of Canada

Never Used a Loose Leaf System?

That is what they all say until they have seen The Briggs Ledger System which saves you from one to five days per month in rendering accounts.

It consists of a ledger, journal, index, merchandise account, and itemized bill heads under one perpetual binding which is so simple that anyone can operate.

Can not get out of order. Has stood the test of years.

Catalog sent upon request.

The Briggs Ledger System Co.,
Limited
75 York St., - Toronto, Can.

The Hallwood

THE GOOD POINTS IN THE HALLWOOD CASH REGISTER:

Indications.
Key Board.
Resetting Adding Wheels.
Lid Lock Counter.
Total Adder.
Drawer.
Lever.
Tape Printers.

In every feature the best cash register being made.

Send for descriptive literature. No worrying salesmen to force you to buy.

THE
Hallwood Cash Register Co. of Canada

78-80 King St. E., TORONTO. 1782 Notre Dame St., MONTREAL.

3 in One

Does It All

CLEANS AND POLISHES
LUBRICATES WITHOUT GUMMING.
PREVENTS RUST.

And does each better than anything else.

Dealers make lasting customers by selling **"3 in 1"**

Sold by Jobbers in

HAMILTON WINNIPEG
MONTREAL ST. JOHN, N. B.
TORONTO VANCOUVER

G. W. COLE CO.

141 Washington Life Bldg., New York.

THE OFFICE

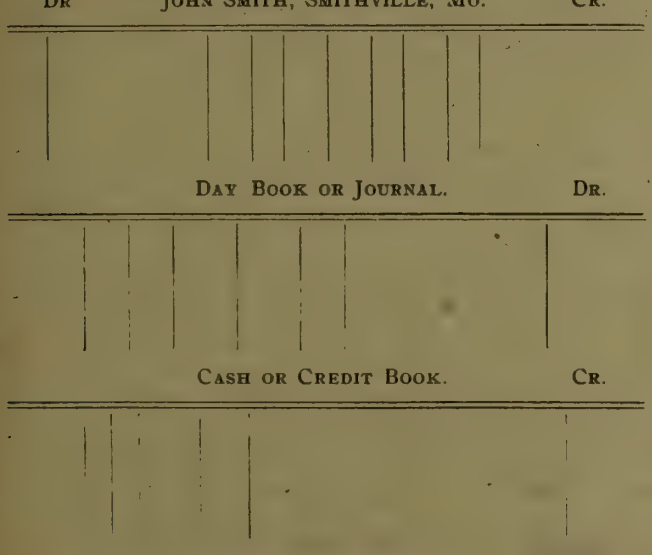
DEVOTED TO THE OFFICE STAFFS OF BUSINESS ESTABLISHMENTS

A SYSTEM OF BOOKKEEPING FOR COUNTRY MERCHANTS.

By Henry C. Nelson, Kansas City, Mo

BOOKKEEPING is not a new subject by any means; we know that it has been practised and in vogue since the time that mercantile business was started. Of course there are a number of merchants who have taken up a course of bookkeeping and can therefore readily understand its use, but I feel confident that there are many merchants who do not recognize that bookeeping is a necessity towards obtaining success in the business world. The probable reason for the ignorance of some of these merchants is the fact that bookkeeping as taught in the schools and colleges of to-day is too complicated, and they do not feel like spending the time learning the theory. I sincerely believe that if the retail merchants could be interested in a very simple system of bookkeeping which would not require much thought or experience, it would be appreciated and perhaps would induce some of them to keep such records as would show their financial condition at any time.

The system I have in view is very simple, and I believe that the busiest merchant could not give the excuse, substantially, that it would require too much time to operate it. I would use three cards; one would be the ledger card, another a day book, or, properly called, a journal, and the last a credit book, or, in other words, cash book, which is of different color, as follows:



It is about as simple as could be made to get the results which we are after by posting on the day book or cash book each item as it is sold or received, as the case may be; then the only entry required for the time being is made, and at the end of the day a balance can be taken with the cash on hand, showing the exact amount of business done for that day. The ledger could be posted from the journal or cash book either at the end of the day or whenever convenient during the month.

I would also suggest that a separate ledger card be made for merchandise sold for cash and posted the same as an account. This would bring the books into balance without any trouble whatever. As regards the individual accounts that the merchant carries on his ledger, I would suggest that a card for each one be made and each item posted at the merchant's convenience, so that should he be called upon by his customer for a statement of his account he will have no trouble in giving the information desired, consequently it is to his interest to have his books posted up to date.

Now to get at the merchant's financial condition, I would suggest the following system of bookkeeping in connection with the above. Post invoices when goods are received on the cash card, just as if so much cash had been received. When the bill is paid, it should be posted on the journal, just as if so much goods had been sold and taken out of the store; for money paid out by the merchant for bills that are due will decrease his resources that amount. Should he be called upon to render a statement of his financial condition, it will be necessary for him to take an inventory of his stock on hand, then refer to his ledgers, adding accounts that are owing him, together with what cash he has on hand and his balance in bank, his unexpired insurance, and other assets, such as real estate, furniture and fixtures, etc., etc., deducting bills which he is owing for goods and any further existing liabilities.

If the system was operated as above, and books were balanced each month, he could, after taking inventory, which in my opinion would only be necessary twice a year, give a true and complete statement of his financial condition, showing all assets and liabilities, together with his net worth, and there would then be no occasion for any man to estimate his condition when called upon to make a statement of his affairs. It may appear to you now that the system is a little complicated, and I admit it is not perfection as yet, but the idea is there, and I have already installed the system among our customers, and I will make it a point to personally visit these people to see whereby any improvements can be made to make it more simple. There is no doubt in my mind but that this system of bookkeeping, properly installed and properly operated, will prevent many of the failures now recorded.

I have interviewed customers who have requested credit and have inquired is an off-hand way regarding their condition. Some of them have replied, estimating their worth, and have afterwards found out that they were entirely wrong. We had a case in Missouri which I beg permission to cite. The party in question was a good customer and had always met his bills promptly, was con-

sidered honest, although he was not worth very much over and above exemptions. A few months ago he had a very good and prosperous business, and after the busy season he contemplated taking a rest and went on a visit to some of his relatives in Colorado, taking $500 with him, which he thought he could spare. After his return he began to figure how much ahead he was on the season and found out that he had overestimated his profits and had taken $250 more to spend on his vacation than he had really made. Of course it put him in a very embarrassing position, but he reported his affairs to our representative and stated that the next time he wanted a vacation he would first find out how much he could afford to spend. He has since been using our system on our recommendation and considers it a success. He was a man that did not believe in bookkeeping, as he considered it too complicated for such a small business as he had been doing, and although he was honest, the weakness of his condition nearly finished him.

Sometimes failures are due to carelessness and not dishonesty, and a thorough system of bookkeeping will no doubt prevent carelessness in the majority of cases. On every occasion that an out-of-town customers pays us a visit, we take up the system of bookkeeping with him thoroughly, and it is surprising to find how willing they are to learn a system which will prevent errors. In reporting their condition there is no doubt but that many of the statements given to the mercantile agencies are made in good faith, but are entirely wrong through the merchant being obliged to give a hap-hazard account of his condition. In some cases the wholesale house suffers when giving credit to a man apparently in good condition, according to his statement, who afterwards makes an assignment or is forced into bankruptcy.

As I have stated before, I am not satisfied until some improvement can be made on the above system, and any suggestions for its betterment will be a further step towards the common end we all have in view. If we can interest merchants to adopt a system of bookkeeping which will prevent even a few failures, I think we will be amply repaid for any efforts we may make.

"CLOSED FOR LUNCHEON."

THE practice of closing commercial offices during lunch hour, which is general on the Continent and has been largely adopted by houses in Manchester, Glasgow, and other large cities, is now being introduced in London. Last Summer the proposition was made that the warehouses should be closed during the middle of the day, but the suggestion was not taken up very readily. The idea has been revived again, however, and, amongst others, E. & H. Tidswell & Co., of Wood street, are now following the custom, and it is said to be greatly appreciated on the part of the firm's customers as well as the staff. This firm is well-known to readers of Bookseller through their advertisements, and the adoption of this new idea is quite in line with their progressive business policy.

A QUESTION OF CASH DISCOUNT.

ONE of the subscribers to the Bookkeeper ventilates an interesting question which recently came up for solution in his business. He says:

"Our friend sold to a customer July 1st a bill amounting to $4,286. Terms cash, 10 days, less 4 per cent. The customer remitted $4,000 on account within the time limit. How much discount should we credit to his account? He may settle the balance within the time limit or possibly not for several months."

That is, should the customer be credited with 4 per cent. discount on that amount of bill covered by remittance supposing same had been in full settlement, or is he only entitled to 4 per cent. discount on the actual amount of his remittance?

One authority decides one way—another authority decides in favor of the other. Which is right? Perhaps some of our subscribers might be disposed to favor us with their views on the subject.

THE APPEARANCE OF LETTERS.

A BUSINESS man may well tremble to think of the good or bad impressions being constantly multiplied and sent out from his stenographic department, remarks Mahin's Magazine.

The position of typist is a very responsible one. A business letter is the representative of a firm. If it is slovenly and careless in appearance it creates instant prejudice.

If neatly and intelligently written it inspires confidence and respect.

Only a small percentage of the patrons of most concerns ever come in personal contact with the house. They judge of the firm's intelligence, its enterprise and business management by the smartness and finish of such work as comes to hand.

A typist may look upon a letter merely as something to be done and gotten out of the way, but a letter has a long life. It is filed away and preserved for years. It may be referred to many times. A letter written to-day may be criticised or complimented ten years hence.

It is a mistake to suppose that no one cares or notices when work is well done. It is always noticed; besides, good work is worth while if only for the self-satisfaction it gives.

It is something to feel that one is improving a little every day; going forward, instead of backward; becoming more capable and efficient.

The habit of good work makes everything easier, makes the day pass more quickly, and puts one on good terms with one's self.

A letterhead placed in the machine is merely a sheet of paper, like a piece of white sketching board before the artist.

The operator can make something beautiful of it if she will give it form, expression and character.

A perfect typewritten letter is really a thing of beauty, attractive to the eye and the mind.

YOUR SIGNATURE 50c.
Engraved Fac simile, and a plate that any printer can use for Exact size of original. Remit P.O. or Express Money Order. Sent in three days. Make your signature in black, dark blue or red ink. We make all kinds of advertising cuts.
GEO. J. SMITH BUREAU, 621 Broadway, N.Y., U.S.A.

PRINTING
1,000 Envelopes, good white paper, - - - - $1.00
1,000 Letter Heads, Note size, - - - - - - $1.00
1,000 Letter Heads, Letter size, - - - - - $2.50
1,000 Statements, - - - - - - - - - - $1.50
1,000 Bill Heads, - - - - - - - - - - $1.50
1,000 Dodgers, - - - - - - - - - - $1.25
Send for Samples.
G. A. Weese & Son, 44 Yonge St., Toronto.

This list is for the purpose of placing retailers, manufacturers' jobbers and other readers in touch with reliable and competent accountants and auditors whose services are so frequently required for such purposes as opening books,

Leading Canadian Accountants and Auditors

adjusting and auditing accounts, arranging partnerships or organizing joint stock companies, devising special office systems, making collections and investigations, handling estates, making valuations, etc.

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Chartered Accountant,
Auditor,
Financial Valuator.
207 Manning Chambers, City Hall Sq.,
Toronto, Canada.

Cable Address: "Wigwam."
T. G. WILLIAMSON,
Chartered Accountant and Auditor,
15 Toronto St., Toronto, Canada.

F. H. KIDD,
Chartered Accountant, Auditor,
Assignee, Etc
Room 50, 77 York St., Toronto.

JENKINS & HARDY,
Assignees, Chartered Accountants,
Estate and Fire Insurance Agents.
15½ Toronto Street Toronto
465 Temple Building, Montreal.
100 William Street, New York.

This space $15 a year.

HENRY BARBER & CO.,
Accountants and Assignees.
Offices:
18 Wellington St. E., Toronto, Ont.

WILLIAM FAHEY,
Accountant and Auditor.
402 McKinnon Building, Toronto.

This space $15 a year.

GEO. O. MERSON,
Chartered Accountant,
Auditor, Assignee, etc.
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27 Wellington St. E.,
'Phone Main 4744. Toronto.

This space $15 a year.

This list is for the purpose of placing manufacturers, wholesale and retail merchants and other readers throughout Canada, and firms abroad doing business in Canada, in touch with the legal profession throughout the Dominion, for the collection of accounts, legal representation,

LEGAL CARDS.

organization of companies, the arrangement or dissolution of partnerships, or assignments, as well as all other matters of a legal nature.

For advertising rates apply to MacLean Publishing Co., Limited, Montreal or Toronto.

BEATTY, BLACKSTOCK, FASKEN & RIDDELL,
BEATTY, BLACKSTOCK, CHADWICK & GALT,
Barristers, Solicitors, Notaries, Etc.
Offices, Bank of Toronto.
Tel., Main 3813. Toronto, Ont.

JAS. H. BURRITT, K.C.
Solicitor, Notary, Etc.
Pembroke, - - Ont.

D. O. CAMERON, Barrister.
Equity Chambers, Toronto.
Branch Office, Oakville, Ont.

I. L. O. VIDAL.
Barrister, Solicitor, etc. Collections and Commercial Law.
Montmagny and Quebec City, Que.

TUPPER, PHIPPEN & TUPPER,
Barristers, Solicitors, Etc.
Winnipeg - - Canada.

J. C. HAMILTON, LL.B.,
Barrister, Solicitor and Notary.
McKinnon Building, Toronto.
'Phone, Main 65.

ATWATER, DUCLOS & CHAUVIN
Advocates. Montreal.
Albert W. Atwater, Q.C., Consulting Counsel for City of Montreal. Chas. A. Duclos. Henry N. Chauvin.

Educational Department.

The following institutions for the education of business men's sons and daughters are recommended by this paper:

Be Successful.

There is no doubt that an education helps a man to success.

Why not learn Commercial Book-keeping and Commercial Law.

With a knowledge of these matters the business world is open to you.

We teach them BY MAIL at a very small cost.

Write for our information about our Commercial Course.

Canadian Correspondence, Limited,
Walter James Brown, LL.B., Principal. TORONTO, CANADA.

Western Business College

Cor. College and Spadina avenue, **TORONTO.**

Thorough courses in Bookkeeping, Stenography, Typewriting and **Penmanship**; individual instruction.

A. J. HOARE, Principal.

St. Margaret's College, Toronto

A Boarding and Day School for Girls.
Thorough courses in every department.
Only teachers of the highest academical and professional standing employed.

GEORGE DICKSON, M.A., Director.
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CENTRAL Business College.

STRATFORD, ONT.

BEST COMMERCIAL SCHOOL IN ONTARIO.
Write for Handsome Catalogue.
W. J. ELLIOTT, Principal.

The Belleville Business College,

Limited.

BELLEVILLE, ONTARIO

Send for handsome catalogue describing fully all courses

J. Frith Jeffers, M.A., Principal

Typewriting.

Bookkeeping and Shorthand are sure stepping-stones to success.

Teachers who have had practical business experience teach these branches in

THE WILLIS BUSINESS COLLEGE.

A school of genuine merit. Send for our beautiful catalogue.

S. T. Willis, Principal, Cor. Bank and Albert Sts., OTTAWA.

This space $45 per year.

FLOWER POTS FOR GROCERS.

WITH the approach of Spring, it behooves grocers handling flower pots, hanging baskets, fern pans, lawn vases, etc., to make preparations for supplying the needs of their sections in this direction. We are inclined to think that many grocers who do not handle this class of merchandise should do so, not only because of the money made through the addition of such a saleable line but also because they owe it to their constituency to provide hanging baskets, lawn vases and similar goods.

Most people are only too ready to possess themselves with such helps to home adorning, and require merely to have some attractive pots, baskets and vases brought to their attention to become prompt purchasers. The love of flowers is universal and the accessories to their culture and display are very proper articles of merchandise for every grocer and general storekeeper.

In this connection a reference to the Foster Pottery Co., of Hamilton, is timely. This concern was founded in 1878 by the late Leonard Foster and was successfully carried on by him until his death in 1890. He was succeeded by his sons who continued the business until the present company was formed, with F. L. Foster as manager and S. Foster secretary-treasurer of the new company.

A large sum of money has been expended in installing the most improved and modern machinery, and it is safe to say that there is not a better equipped flower pot factory in Canada. The company controls some of the finest clay beds in the country, and turns out a class of pots unexcelled in quality and durability. In 1903 the output was something over 5,000,000 pots. The capacity of the plant under pressure is double this amount.

Inasmuch as grocers have a better opportunity than florists for selling flower pots it is hoped that they will appreciate the value of the above suggestions regarding flower pots. The Foster Pottery Co. issues a very attractive and helpful price list which will be furnished to any desiring it.

RADIUM TO PRESERVE FOODS.

A NEW agent for preserving foods of all kinds has been discovered by H. Leiber, New York, who has performed some interesting experiments showing the preservative qualities of radium and thorium.

There is almost no substance that encourages the development and growth of germs as much as bouillon. Mr. Lieber, therefore, inoculated a quantity of bouillon with so-called mold taken from infected food. He divided this solution into eight parts, keeping each of the parts in an open glass jar at a temperature of about 80 degrees.

In each of two of these jars was placed a small tube containing radium.

Two other jars of bouillon were contubing with an air-tight glass bottle containing radium solution, so that the emanation from the radium could enter the solution.

Two other jars of bullon were connected with a glass bulb containing thorium oxide and the emanations from this were applied to the bouillon in the two jars.

The two remaining jars of bouillon were left in their original state. Close examination showed that the mold in these began to thrive at once, and after three days the surface of the bouillon in the two receptacles was covered. By the end of two weeks the matter had become so thickly infected with germs that it had to be destroyed.

There was no growth of the mold in the jars treated by radium and thorium, and after two months the bouillon was as good as when first exposed.

Experiments were made with other food materials, with similar results. This opens up a field for the use of radium as a food preservative which is of the utmost importance.

THE CURRANT QUESTION.

A COMPANY of English capitalists have submitted to the Government of Greece a proposal to take over the management of the currant crop in that country for the benefit of the Greek growers on a fixed commission; to purchase the entire crop; to adopt special methods for treating the excess crop and to make advances to growers, the minimum amount which the company will advance to be equal to 200 drachmas per 1,000 v.p.; the profits secured for account of the growers to be paid them direct, and at once. The company also propose to maintain the currant bank by means of a fixed payment and to erect warehouses in Greece and at the consuming markets abroad.

They ask for a three years' term to make out lists of the currant properties, and to formulate a basis on which to regulate the question of debts, etc., and with this in view undertake to grant the nation a loan of £300,000. The company assures the Government that these proposals will secure the acceptance of the Governments of the consuming countries, and that in the manner the advances will be made there will be assured to each grower three-fourths at least of his expenses of cultivation, even in cases where such should prove unremunerative or a failure.

THE MODERN RETAIL GROCERY.

"THE evolution of the grocery business during the last 60 years has been most marked," says a leading exchange.

"Among other things dry goods and boot and shoe departments have disappeared and meat departments have been installed in every up-to-date grocery throughout the country. In the early days no attention was paid to the display of goods, or to making a store look neat and inviting. Everything was helter skelter, and it would puzzle a Philadelphia lawyer to find anything. Dust was apparent on the goods and shelves, and the broom was used but very little. Now everything is changed. An up-to-date store is a thing of beauty, and the artistic display is very noticeable.

"There is also a great change in the matter of profits. Some years ago the small grocer considered a trade of $5 a day pretty good, and figured his profits at 100 per cent. At the present time the margin is so small that profits have to be figured on the bulk of business done. A revolution has also taken place in the matter of credits. Formerly it was the custom to let accounts run six months, or even a year some times, to accommodate customers, while now, 30 days is considered the limit, and some are demanding the cash, giving no credit whatever."

STORAGE IN BRANDON.

For the convenience of business firms wishing to extend their business in Manitoba and the territories, and for that purpose to secure storage facilities in the West, the Manitoba Commission Company of Brandon have opened warehouses in that busy town. They have a large warehouse 48x100 feet, with two flats and a cellar; also two cold storage rooms, and are thus in a position to render important services to their clients. They are the only commission company in Brandon and are open to receive communications from persons or firms who want the sale of their goods pushed in Brandon and its dependent surrounding country.

HOW IS YOUR STOCK

OF

GOODWILLIE'S FRUITS

IN GLASS ?

Agents :
ROSE & LAFLAMME,
MONTREAL.

BATGER'S

MARMALADES

ARE THE RESULT OF OVER

150 YEARS' EXPERIENCE

AND ARE MADE FROM THE

FINEST INGREDIENTS.

A TRIAL ORDER FROM YOUR JOBBER WILL CONVINCE YOU THAT THEY ARE

TRADE WINNERS.

Agents,
ROSE & LAFLAMME,
MONTREAL.

Current Market Quotations for Proprietary Articles

March 17, 1904.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes	$4 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 3 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ¼ " "	14 00

W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4 doz.	10c.	$0 85
3 doz.	4-oz.	1 20
3 doz.	6-oz.	1 75
1 doz.	12-oz.	3 50
2 doz.	12-oz.	3 45
3 doz.	12-oz.	3 40
2 doz.	16-oz.	4 45
3 doz.	16-oz.	4 35
1 doz.	2½lb.	10 40
1 doz.	5lb.	19 50

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

JERSEY CREAM BAKING POWDER.

ze, 5 doz. in case	$0 40
" 4 " "	0 75
" 3 " "	1 25
" 2 " "	2 25

OCEAN MILLS.

	Per doz.
Ocean Baking Powder, ½ lb., 4 doz.	$ 45
Ocean Baking Powder, ¼ lb. 5 doz.	90
Ocean Baking Powder, 1 lb., 3 doz.	1 25
Ocean Borax, ½-lb. packages, 4 doz.	40
Ocean Cornstarch, 40 pks. in a case	78

Freight paid, 5 p.c. 30 days.

ROYAL BAKING POWDER CO.

Sizes.	Per Doz.
Royal—Dime	$ 1 00
" ½ lb.	1 60
" 6 oz.	2 25
" ½ lb.	2 90
" 12 oz.	4 50
" 1 lb.	5 75
" 3 lb.	15 50
" 5 lb.	25 50

Sizes.	Per Doz.
Cleveland's—Dime	$ 1 00
" ½ lb.	1 50
" 6 oz.	2 20
" ½ lb.	2 80
" 12 oz.	4 25
" 1 lb.	5 50
" 3 lb.	15 00
" 5 lb.	25 00

"VIENNA" BAKING POWDER.

	Per doz.
1-lb tins, 4 doz in box	$2 25
½-lb tins, 4 doz in box	1 25
¼-lb tins, 4 doz in box	75

BEE BAKING POWDER.

1-lb. tins, cases 4 doz, per doz	$2 25

EAGLE BAKING POWDER

	Per doz.
Cases of 48-5c. tins	$0 45
" 48-10c. tins	0 75
" 24-25c. tins	2 25

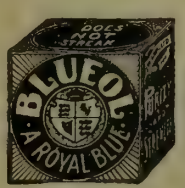
Blacking.

HENRI JONAS & CO.

Jonas'	Per gross $9 00
Froments	" 7 50
Military dressing	" 24 00

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ¼ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes, according to size	0 02 0 10



J. M. DOUGLAS & CO.—Laundry Blues.

"Blueol"—10-lb. boxes containing 50 pkgs., 4 squares each.....per lb. 15c

"Sapphire"—14-lb. boxes, ½-lb. pkgs. per lb.....12½

"Union"—14-lb. boxes, assorted, 1 & ½-lb. pkgs. per lb. 10

Black Lead.

Reckitt's, per box $1 15

Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz.; or ¼ gross, 4 oz.

JAMES' DOME BLACK LEAD.

	Per gross
6a size	$2 40
2a size	2 50

Borax.

"Bee" brand, 5 oz., cases, 40 pkgs.	1 40
" " 10 oz., cases, 48 "	3 25
" " 16 oz., cases, 48 "	4 25

EAGLE BORAX.

	Per doz.
Cases of 5-doz. 5c. packages	$0 40
" 5-doz. 10c. "	0 85

Brooms.

UNITED FACTORIES, LIMITED.	doz. net.
Boeckh's Bamboo Handles, A, 4 strings	$4 70
" " " B, 4 "	4 40
" " " C, 3 strings	4 10
" " " D, 3 "	3 85
" " " F, 3 "	3 55
" " " G, 3 "	3 20
" " " I, 3 "	2 85

Canned Goods.

HENRI JONAS & CO.

Mushrooms, Rionel	$15 50
" 1st choice Dutheil	18 50
" Lenoir	19 50
" extra Lenoir	22 00
Per case, 100 tins.	
French Peas, Delory's—	
Moyen's No. 2	$9 00
" No. 1	10 50
½ Fins	12 50
Fins	14 00
Tres fins	15 00
Extra fins	16 50
Sur extra fins	18 00
French Sardines—	
¼ Rolland	9 50 10 00
¼ Delory	10 50
¼ Club Alpins	2

FRED. MAGEE

	Per doz
Smelts in spices, in ½-lb round tins	0 90 $1 00
" mustard, in ½-lb oval "	0 95 $1 05
" Tomato, in ½-lb. " "	0 95 $1 00

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 08
" 7-lb cotton bags, per bag	0 18½
Quaker Oats, 2-lb. pkgs., per case	3 00
Tillson's Oats, 2-lb. pkgs., per case	00

As near to the "home-made" as possible is the aim of

SOUTHWELL'S JAMS.

They are in demand at this time of year when stocks in the cellar are low. Good profits and pleased customers.

Price List, etc., for the asking.

FRANK MAGOR & CO.,

DOMINION AGENTS, 403 St. Paul St., MONTREAL.

There is more than one way to advertise. The easiest and surest way is to have good goods and get the reputation of being first-class. People very quickly tell their friends.

You can be sure of your trade if you handle

We do the advertising and create the demand. You run absolutely no risk.

JOHN DWIGHT & CO., Manufacturers

TORONTO.

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Hygienic, 1-lb. tins .....per doz.	$6 75
" ½-lb. tins ..... "	3 50
" ¼-lb. tins ..... "	2 00
" fancy tins..... "	0 85
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50
Perfection, ½-lb. tins, per doz.....	2 40
Cocoa Essence, sweet, ½-lb. tins, per doz.	
Chocolate— per lb	
Queen's Dessert, ¼'s and ½'s.....	$0 40
" 6's.....	0 42
Mexican Vanilla, ¼'s and ½'s.....	0 35
Royal Navy Rock, " "	0 30
Diamond, " "	0 25
" 8's	0 28

FRY'S.

Chocolate— per lb	
Caraccas, ¼'s, 6-lb. boxes.....	$0 42
Vanilla, ¼'s	0 42
"Gold Medal," sweet, ¼'s, 6-lb. boxes	0 39
Pure, unsweetened, ¼'s, 6-lb. boxes	0 42
Fry's "Diamond," ¼'s, 14-lb. boxes	0 24
Fry's "Monogram," ⅛'s, 14-lb boxes	0 24
Cocoa— Per doz.	
Concentrated, ¼'s, 1 doz. in box	2 40
" ½'s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ¼'s, 14-lb. boxes	....
" ½'s, 12-lb. boxes	....
Epp Cocoa, case of 14 lb., per lb.....	0 35
S quantities.....	0 37½

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

¼ lb. tins, 4⅛ doz. to case.....per doz.,	$ 90
½ " " 4 " " .... "	2.40
½ " " 2 " " .... "	4.75
1 " " 1 " " .... "	9.00

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.

	Per lb
Mott's Broma.....	$0 30
Mott's Prepared Cocoa, ¼s and ½-boxes	0 28
Mott's Breakfast Cocoa, ½s in boxes..	0 40
Mott's No. 1 Chocolate.....	0 30
Mott's Breakfast Chocolate.....	0 28
Mott's Caracas Chocolate.....	0 40
Mott's Diamond Chocolate.....	0 23
Mott's Navy Chocolate, ½s in boxes...	0 27
Mott's Cocoa Nibbs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross.....	1 00
Mott's Confectionery Chocolate	0 21 0 32
Mott's Sweet Chocolate Liquors	0 20 0 36

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 38
Vanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes.....	0 27
Breakfast cocoa, ¼, ½, 1 and 5-lb tins	0 43
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 35
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5's, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 56

LOWNEY'S.

Breakfast cocoa—
6-lb. boxes, 12 boxes in case, 1-5-lb. tins. 45c.
6-lb. boxes, 12 boxes in case, ½-lb. tins. 42c.
6-lb. boxes, 12 boxes in case, ½-lb. tins. 42c.
Sweet chocolate powder—"Always Ready."
6-lb. boxes, 12 boxes in case, ½-lb tins. 32c.
Premium chocolate—
6-lb bxs., 12 bxs. in case, ½-lb. pkgs. 34c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs. 34c.
6-lb. bxs., 12 bxs. in cose, ½-lb. pkgs. 36c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs. 36c.
Medallion sweet chocolate—
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. 48c.
Milk chocolate—
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. 40c.
Tid-Bit chocolate—
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. 32c.
Vanilla sweet chocolate—
3-lb. bxs. 24 bxs., in case, ½-lb. pkgs. 32c.
6 lb. bxs., 12 bxs in case, ⅛ lb. pkgs. 32c.
Diamond sweet chocolate—
6-lb. boxes, 12 bxs. in case, ½-lb. pkgs. 27c.

Condensed Milk.

Anchor" brand, cases 4 doz., per case	$5 00
" evap. cream, cp. 4d. " "	4 65

Borden's Condensed Milk Co.

Eagle" brand.....	$1 65
Gold Seal" brand	1 30
Peerless" brand evaporated cream...	1 02

"Reindeer" Brand
Case (4 doz $5.60

Coffee.

"Bee" brand, 1 lb. tins, cases, 30 tins	9 00
" " 2 lb. tins, cases, 15 tins	8 70

THE EBY, BLAIN CO., LIMITED.

In bulk—	Per lb.
Club House.....	0 32
Royal Java.....	0 31
Royal Java and Mocha	0 31
Nectar	0 30
Empress.....	0 28
Duchess	0 26
Ambrosia.....	0 25
Fancy Bourbon.....	0 20
High Grade package goods—	
Gold Medal. 2-lb. tins.....	0 30
Gold Medal, 1-lb. tins.....	0 31
Kin Hee, 1-lb. tins.....	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars.....	0 30
English Breakfast, ground only 1-lb. tins.....	0 18

JAMES TURNER & CO.

	Per lb.
Mecca.....	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio.....	0 12½

E. D. MARCEAU, Montreal.

	Per lb.
"Old Crow" Java.....	$0 25
" Mocha.....	0 25
"Condor" Java	0 30
" Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha.....	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case.....	0 20
Madam Huot's coffee, 1-lb. tins.....	0 31
" " " 2-lb. tins.....	0 30
100 lb. delivered in Ontario and Quebec.	
Rio No. 1.....	0 15
Condor I. 40-lb. boxes	45c.
" II. 40-lb. boxes	42½c.
" III, 80-lb. boxes.....	37½c.
" IV, 80-lb. boxes.....	35c.

WILLISON'S TURKEY COFFEE.

	Per lb.
1-lb tins, 48-lb cases.....	30

S. H. & A. S. EWING'S.

	Per lb.
Mocha and Java coffee, in 1-lb tins, 30-lb cases.....	32
Mocha and Java coffee, in 2-lb tins, 30-lb cases.....	29

Cheese.

Imperial—Large size jars....per doz.	$8 25
Medium size jars ..... "	4 50
Small size jars..... "	2 40
Individual size jars ..... "	1 00
Imperial holder—Large size "	18 00
Medium size ..... "	15 00
Small size ..... "	12 00
Roquefort—Large size ..... "	2 40
Small size..... "	1 40

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co. Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered.
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c

Allison's Coupon Pass Book.

$1 00 to 3 00 books 3	cents each
5 00 books 4	"
10 00 " 5½	"
15 00 " 6½	"
20 00 " 7½	"
25 00 " 8	"
50 00 " 12	"

Cane's Clothes Pins.

UNITED FACTORIES, LIMITED.

Clothes pins (full count), 5 gross in case, per case.....	$0 62

"Look for the "Crown" on the package."

the guiding mark to the Best Table Syrup in Canada is the "Crown" on the tin or package. See that when you order Table Syrup that you get "Crown" brand. It is being imitated in every way except quality, that can never be done by any other manufacturer, "Crown" brand stands alone and at THE TOP.

Always Ready and Promptly Shipped:

2 lb. tins—cases 2 doz. Also in Brls., ½-Brls, 5 " " " 1 " **Kegs and Pails.**
10 " " " ½ "
20 " " " ¼ "

Freight paid on 5 cases and over to all railway stations East of North Bay.

EDWARDSBURG STARCH CO'Y, Limited

ESTABLISHED 1858

53 Front St. East, TORONTO, ONT. Works: CARDINAL, ONT. 164 St. James St., MONTREAL, P.Q.

4 doz. packages (12 to a case)..... 0 75
6 doz. packages (12 to a case)..... 0 95

Cleaner.

	Per doz.
4-oz. cans	$ 0.90
6-oz. "	1.35
10-oz. "	1.85
Quart "	3.75
Gallon "	10.00

Wholesale Agents.
The Davidson & Hay, Limited, Toronto.

Extracts.

HENRI JONAS & CO.

	Per gross.
-oz. London extracts	$ 6 00
2-oz. " " (no corkscrews)	5 50
2-oz. " "	9 00
2-oz. Spruce essence	6 00
2-oz. " "	9 00
2-oz. Anchor extracts	12 00
4-oz. " "	21 00
1-oz. " "	36 00
1-lb. " "	70 00
1-oz. flat "	9 00
2-oz. flat bottle extracts	18 00
2-oz. square bottle "	21 00
4-oz. " " (corked)	36 00
8-oz. " " "	72 00
	Per doz.
8-oz. " glass stop extracts	$3 50
8-oz. " "	7 00
2½-oz. round quint essence extracts	2 00
4-oz. jockey decanters "	3 50

Food.

	Per doz
Robinson's patent barley ½-lb. tins	$1 25
" " " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " " 1-lb. tins	2 25

Gelatine.

	Per gross.
Knox's No. 1 sparkling	$15 00
	Per doz.
" " " 6 doz., at	$ 1 30
" No. 3 acidulated, at	$ 1 50

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Bla k currant " "	1 85
Other jams	$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.

Pure Fruit Jams—

1-lb. glass jars, 2 doz. in case, per doz.	$0 95
2½-lb. tin pail, 2 doz. in crate, per lb.	0 06½
5 and 7-lb. tin pails, 8 and 9 pails to crate, per lb.	0 06
7, 14 and 30-lb. wood pails, "	0 06
Pure Fruit Jellies—	
1-lb. glass jars, 2 doz. in case, per doz.	0 95
7, 14 and 30-lb. wood pails, per lb.	0 06
Home Made Jams—	
1-lb. glass jars (16-oz. gem.) 1 doz. in case, per doz.	1 50
5 and 7-lb. tin pails, per lb.	0 09
7, 14 and 30-lb. wood pails, "	0 09

BRAND & CO.

Brand's calf's foot	$3 50
Real turtle jelly	7 75

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" " 100 sticks	0 73
Dulce large cent stjcks, 100 in box	....

Lye (Concentrated).

GILLETT'S PERFUMED.

	Per case.
1 case of 4 doz.	$ 3 60
3 cases "	3 50
5 cases or more	3 40

Matches.

UNITED FACTORIES, LIMITED.

	Per case.
Surelight (Parlor)	$3 50
Flashlight (Parlor)	5.75
Kodak (Sulphur)	3 80

Mince Meat.

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., ¼-lb. tins, per doz.	$ 1 40
" ½-lb. tins "	2 50
" 1-lb. tins "	5 00
Durham 4-lb. jar, per jar.	0 75
" 1-lb. jar "	0 25
F. D., ½-lb. tins, per doz.	0 85
" ¼-lb. tins "	1 45

HENRI JONAS & CO.

	Per gross.
Pony size	$ 7 50
Imperial, medium	9 00
Imperial, large	12 00
Tumblers	12 00
Mugs	13 20
Pint jars	18 00
Quart jars	4

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—

¼-lb. tins, per lb.	$ 0
½-lb. tins "	0 35
1-lb. tins "	0 32½
4-lb. jars, per jar	1 20
1-lb. jars "	0 35
Old Crow," 12-lb. boxes—	
¼-lb. tins, per lb.	0 25
½-lb. tins "	0 23
1-lb. tins "	0 22½
4-lb. jars, per jar	0 70
1-lb. jars "	0 25

Olive Oil.

	Per case
Barton & Guestier's quarts	$ 8 00
" " pints	9 00

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand, 1-lb. glass	$1 50
" " quart gem jars	3 40

T. UPTON & CO.

1-lb. glass jars, 2 doz. case, per doz.	$ 0 95
Home-made, in 1-lb. glass jars "	1 50
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 06

CLEMES BROS.

Pure fruit stock—	
10-oz. glass jars, 2½ doz. case, per doz.	$1 00
16-oz. glass jars, 2 doz. case "	1 50
Quart gems, 1 doz. case "	3 35
In 5-lb. tins, per lb.	09

Pickles.

STEPHENS'.

A. P. Tippett & Co', Agents.

Cement stoppers (pints), per doz.	$ 2 30
Corked " "	1 80

Sauces.

BRAND & CO.

Worcester	$1 85
Tomato catsup	2 60
Mayfair relish	2 60
Indian chutney	1 75
Mango "	2 25
A 1	1 70 2 60 3 15

Soda.

COW BRAND.

Case of 1-lb. containing 60 pkgs., per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. (containing 96 pegs.), per box, $3 00.

EMPIRE "EMPIRE" BRAND.
Brunner, Mond & Co.
Case 120 ½-lb. pkts. (60 lb.), per case, $2 70.
Case 96 10-oz. pkts. (60 lb.), per case, $2 80.

"MAGIC" BRAND.

	Per case.
No. 1, cases, 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " { 30 1-lb. " / 60 ½-lb. " }	2 75

No. 5 Magic soda—cases 100—10-oz. pkgs.

1 case	2 85
5 cases	2 75

"BEE" BRAND.

"Bee" brand, 8 oz., cases, 120 pkgs.	Per case
" " 10 oz., cases, 96 pkgs.	$2 75
" " 16 oz., cases, 60 pkgs.	

Soap and Soap Powders.

A. P. TIPPET & CO., Agents.

Maypole soap, colors, per gross	$10 20
" black "	15 30
Oriole soap "	10 20
Gloriola soap "	12 00
Straw hat polish "	10 20

Two Lines That Lead.

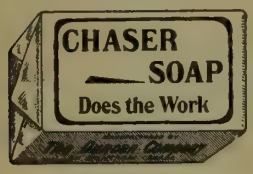
A Vinegar with Advantages.

You want a brand absolutely pure. One which will keep a long time without deteriorating. One known for its delicate aroma and its excellent flavour. **Hill, Evans & Co.** (Worcester, Eng.), produce **the** one. A Malt Vinegar which is unapproached by any other for these essential properties. A Vinegar you may always rely upon.

Quinine Wine with a Reputation.

Robert Waters' Quinine Wine enjoys a 50-year reputation as the finest tonic known.

Export Agents—ROBT. CROOKS & CO., Botolph House, Eastcheap London, England.



CHASER SOAP.

1 case	$2 40
5 cases	2 30
10 cases	2 20
20 cases	2 10

5 per cent. 10 days or 60 days acceptance.
WM. H. DUNN, AGENT.

Babbitt's "1776" 100 6-oz. pkgs $3.50 per bx.
5 boxes, freight paid and a half box free.
Babbitt's "Best" soap, 100 bars, $4 10 per bx.
" Potash or Lye, bxs., ea. 2 dz., $2 per bx.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. cartons	$ 0 06
No. 1 " " 3-lb. "	0 06
Canada Laundry	0 05
Silver gloss, 6-lb. draw-lid boxes	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05½
Benson's enamel....per box 1 25 to	2 50
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 06½
Canada Pure Corn	0 05½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps	0 08½
"Bee" brand, cases, 4 packages	5 00

BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 05
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 06
Barrels, 200 lb.	0 05½
Kegs, 100 lb.	0 05½
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 45 cartons, per case	40
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 05½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 06½
Crystal Maise Corn Starch —	
1-lb. packages, boxes 40 lb.	0 06½

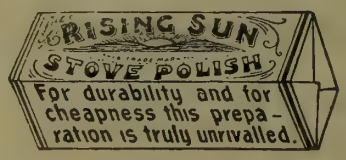
ST. LAWRENCE STARCH CO., LIMITED.
Ontario and Quebec.

Culinary Starches—	
St. Lawrence corn starch, 40 lb	0 06½
Durham corn starch, 40 lb	0 05½
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 06
" 3-lb. cartons, 36 lb.	0 06
" 200-lb. bbl.	0 05½
" 100-lb. kegs	0 05½
Canada Laundry, 40 to 46 lb.	0 05
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 05½

OCEAN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$8 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00

WM. H. DUNN, AGENT.

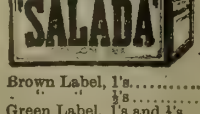
	pr. dz.
Enameline No. 4, bxs., ea. 3 dz.	0 38
Enameline No. 6, bxs., ea. 3 dz.	0 65
Enameline liquid, bxs, ea. 3 doz.	0 75
Blackene, 5-lb. cans, per lb.	0 10

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

	Per case.
Enamelled tins, 2 doz. in case	$2 40
Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 90
5 " 1 " "	2 35
10 " ½ " "	2 25
20 " ¼ " "	2 10

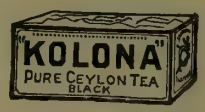
(10 and 20 lb. tins have wire handles.)



Teas.

SALADA CEYLON.

	Wholesale.	Retail.
Brown Label, 1's	$0 20	$0 25
" " ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c	$0 19
" " ½-lb. " " "	0 20
Blue Label, retail at 30c	0 22
Green Label. " 40c	0 28
Red Label, " 50c	0 35
Orange Label, " 60c	0 42
Gold Label, " 80c	0 55

Cases, each 60 1-lb.	$0 35
" " 60 ½-lb. }	0 35
" " 30 1-lb. }	
" " 120 ¼-lb.	0 36

LUDELLA CEYLON, 1's AND ½'S PKGS.

Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

"CROWN" BRAND.

	Wholesale.	Retail.
Red Label, 1-lb. and ½s	$ 0 35	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½s	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—	
"Condor" III 80-lb. boxes	$0 37
EMD AAA Japan, 40 lb " at	0 37½
" AA 40 "	0 35
Blue Jay, basket fired Japan, 70 lbs.,	0 30
"Condor" IV 80-lb. "	0 43
" V 80-lb. "	0 30
" XXXX 80-lb. boxes	0 25
" XXXX 30-lb. "	0 26
" XXX 80-lb. "	0 22½
" XXX 30-lb. "	0 23½
" XX 80-lb. "	0 20
" XX 30-lb. "	0 21
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 28½

Black Teas—"Nectar" in lead packets	
Green Label	retails 0 26 at 0 20
Chocolate Label	" 0 35 at 0 25
Blue Label	" 0 50 at 0 36
Maroon Label	" 0 60 at 0 45
Fancy tins—Chocolate, 1-lb	0 32½
" —Blue, 1-lb	0 42½
" —Maroon, 1-lb	0 50
" —Maroon, 1-lb	1 50

"Condor" Ceylon black tea in lead packets	
Green Label, ¼s, ½s and 1s, 60-lb. cases	retail 0 25 at 0 20
Grey Label, ¼s, ½s and 1s, 60-lb. cases	retail 0 30 at 0 23
Yellow Label, ½s and 1s, 60-lb. cases	retail 0 35 at 0 26
Blue Label, ¼s, ½s and 1s, 50-lb. cases	retail 0 40 at 0 30
Red Label, ¼s, ½s and 1s, 50-lb. cases	retail 0 50 at 0 34
White Label, ¼s, ½s and 1s, 50-lb. cases	retail 0 60 at 0 40

Black Teas—"Old Crow" blend—	
Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1 per lb.	0 35
No. 2 "	0 30
No. 3 "	0 25
No. 4 "	0 20
No. 5 "	0 17½

LIPTON'S TEA (in packages).

Color of Label.	1 lbs. & ½ lbs. per lb.	¼ lbs. per lb.	Sold for per lb.
Ceylon-India, Ex. ch'st A Yellow	45	47	70
" " " B Red	40	42	60
" No. 1 C Pink	35	37	50
" 2 C Orange	28		40
" 3 C L. Blue	22		30
" 4 C L. Green	20		

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 3½s, 5s. and 10s.	$0 39
" Amber, 8s. and 3s.	0 60
Chewing—Stag, bars, 10⅔oz.	0 43
" Bobs, 5½s. and 11s	0 44
" " 10⅔ oz. bars, 6s.	0 44
" Currency, 12 oz. bars, 12s.	0 47
" " 6½s. and 12's.	0 47
" Old Fox, narrow, 12s.	0 47
" Snowshoe, 14½oz b'rs, sp'c'd 6½	0 51
" Pay Roll, 7s and 6½s.	0 52
" Fair Play, 8s. and 13s.	0 53

Vinegars.

E. D. MARCEAU, Montreal. Per gal.

EMD, pure distilled, highest quality	$0 30
Condor, pure distilled	0 25
Old Crow	0 20

Special prices to buyers of large quantities

GRIMBLE'S MALT.

Bulk, ¼-casks, 25 gals.	$5 45	$10 95
" casks, 60 "	10 25	22 40
Bottles, cases, 3 doz.	3 25	4 40

Washing Powder.

FAIRBANK'S GOLD DUST.

Five cases assorted—	
24 25c. packages	$4 65
100 10c. "	7 80
100 5c. "	3 90

Freight prepaid.

Cane's Woodenware.

UNITED FACTORIES, LIMITED.

	Per doz.
Washboards, Victor	$1 35
" Crown	1 45
" Improved Globe	1 60
" Standard Globe	1 70
" Original Solid Globe	2 00
" Superior Sld. Bk. Globe	2 15
" Jubilee	2 10
" Pony	0 95
Diamond King (glass)	3 10
Tubs, No. 0	10 50
" " 1	8 50
" " 2	7 50
" " 3	6 50
Pails, No. 1, 2 hoops	1 75
" "	1 90

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case	$1 00
Gillett's cream yeast, 3 doz.	1 00
Jersey cream yeast cake, 3 doz. 5c.	1 00
Victoria " " 3 doz. 5c.	1 00
" " " 1 doz. 10c.	1 80

We solicit your orders for Spring Trade, for

Lea & Perrins' Sauce.

Prices and Terms on application.

J. M. DOUGLAS & CO., Canadian Agents, - MONTREAL.

ESTABLISHED 1857.

BRUNNER, MOND & CO.'S

SODAS

Bicarb
Sal
Concentrated Sal
Caustic

EVERYWHERE KNOWN TO BE THE BEST.

WINN & HOLLAND, Sole Agents for Canada, MONTREAL

COX'S GELATINE

ALWAYS TRUSTWORTHY

Established 1725.

Agents for Canada:
C. E. COLSON & SON, Montreal.
D. MASSON & CO., Montreal.
ARTHUR P. TIPPET & CO.,
Toronto, St. John, N.B., and Montreal.

THE PEOPLE OF

JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.

BASKETS

We make them in all shapes and sizes. We have

Patent Strawboard Berry Box Grain and Root Baskets, Clothes Baskets, Butcher Baskets,

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE . . .

Oakville Basket Co.

Oakville, Ont.

You are Interested in Something.

Why not get the best items that are printed on the subject.

We read and clip thousands of newspapers every week — therefore we can equip you **speedily** and **economically** for a debate, speech, lecture, essay or anything else requiring up-to-date information and more of it than your competitors are likely to get.

Terms—100 Clippings,	$ 5.00
200 "	12.00
500 "	22.00
1,000 "	40.00

Send for our Booklet which fully explains the scope of the clipping industry.

We have also lists of firms in every branch of trade in the Dominion, the professions, club members, society, etc., and we are prepared to address and mail circulars or letters to these at any time.

CANADIAN PRESS CLIPPING BUREAU,

232 McGill Street, MONTREAL, QUE.
Telephone Main 1255.
10 Front St. E., Toronto. Telephone Main 2701.

Is Honest Goods and just the Thing on Which to Make or Extend a Business.

McLAREN'S

COOK'S FRIEND BAKING POWDER.

The Best Grocers make a point of Keeping always in Stock.

A Wonderful Canvass of the Northwest

has been made to ascertain what proportion of the people used breakfast foods, and the proportion using beverages other than coffee or tea.

This canvass was conducted in a most systematic manner by the "Northwestern Agriculturist" of Minneapolis. The inquiries covered many other subjects, such as "What make of Chocolate do you use?" "What Soap?" "Washington Powder?" "Watches?" etc., but we here direct your attention to the prepared breakfast foods and Postum Cereal Coffee upon which the report showed as follows:

PREPARED BREAKFAST FOODS.

GRAPE-NUTS	**227**
Quaker Oats	180
Force	147
Cream of Wheat	145
Banner Oats	81
Vitos	71
Yankee Rolled Oats	63
Malta Vita	55
Rolled Oats	41
Pettijohn	39
Mother's Oats	30
Wheatine	21
Wheatlet	19
Shredded Wheat Biscuit	18
Saxon Oat Company	18
Ralston	15
Korn-Krisp	15
American Cereal Co.	8
Wheat Hearts	6
Horseshoe Rolled Oats	6
Great Western	5

BEVERAGES.

POSTUM	**232**
Grain-O	24
Gooderich Mills	8
Carmel Cereal	7

You will observe that almost double the number of families use Grape-Nuts than use any other prepared food. Out of 1587 families who use some kind of beverage, including coffee, Postum, tea, cocoa, etc., nearly one-sixth or 15% use Postum. We submit that is a tremendous volume, and gives some sort of an explanation as to where the many thousands of tons of Postum go to. It has emphasized the further fact that Postum is as firmly established a national beverage (somewhat less in volume, but just as surely built) as coffee or tea.

Postum Cereal Co., Limited,

Battle Creek, Mich.

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 29.

VOL. XVIII. MONTREAL AND TORONTO, MARCH 25, 1904. NO. 13.

THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, General and Allied Trades in Canada.

PUBLISHED EVERY FRIDAY

CIRCULATES IN EVERY PROVINCE

DOCTORS and NURSES

RECOMMEND

ROBINSON'S PATENT BARLEY

as the most reliable Infants' Food.

All grocers in Canada sell

ROBINSON'S Patent BARLEY.

Quality the Secret of Success.

Where there is not quality there cannot be success. Christie's Biscuits are based on quality. The various ingredients that enter into the manufacture of our 500 varieties are the very best that can be obtained; the machinery and labor are of the best, and every batch of biscuits is carefully tested before being packed and shipped. Christie's Biscuits can therefore be recommended with confidence.

Christie, Brown & Co., Limited

TORONTO and MONTREAL.

ADOLPHE E. SMYLIE, President — HENRY ROWLEY, Vice-Pres't — H. W. PETHERBRIDGE, Sec'y and Treasurer

NATIONAL LICORICE CO.

Successors to
YOUNG & SMYLIE
BROOKLYN, N. Y.
S. V. & F. P. SCUDDER
BROOKLYN, N. Y.
MELLOR & RITTENHOUSE CO.
CAMDEN, N. J.
H. W. PETHERBRIDGE
BROOKLYN, N. Y.
DOMINION LICORICE & NOVELTY CO.
TORONTO, CAN.

Y. & S., SCUDDER, and M. & R. Brands of PURE STICK LICORICE, Acme Licorice Pellets, M. & R. Wafers in bags, Licorice Lozenges, and a full line of Licorice Specialties, including the celebrated soft licorice lines sold under the Company's brands as follows: THE FLEXIBLE LICORICE, THE PLIABLE LICORICE, THE ELASTIC LICORICE.

OFFICE—106 JOHN ST.
106-116 John St., 227-237 Plymouth St., } Brooklyn, N.Y.
Illustrated Catalogue on request.

The Auer Gas Lamp.

"TURNS NIGHT-TIME INTO DAY-TIME."

New Styles. Lower Prices.

No. 28
100 Candle Power.

Are you interested in a lamp which gives 100 candle power?

Are you interested in lighting your store brilliantly? You know it draws trade?

Are you interested in saving half of your bill for coal oil?

Are you interested in having the agency for a lamp which does this?

Then write for our Catalogue and Discounts.

EVERY LAMP GUARANTEED.

AUER LIGHT CO., 1682 NOTRE DAME ST., MONTREAL.

YOU WANT TO BE A LEADER IN YOUR TRADE

Manufactured from a blend of the finest
MOCHA, EAST INDIAN, JAVA, COSTA RICA and MYSORE COFFEES.

NO CARAMEL, NO GLUCOSE used in their manufacture.

BROMLEY'S COFFEE ESSENCES

The HOSPITAL says:—
"It is quite the best of its kind we have ever tested."

The LANCET says:—
"Distinct evidence of its genuineness and value was afforded in the fact that, by a suitable treatment crystals of Caffeine, the important stimulating principle of Coffee, were extracted from it. It is free from objectionable admixtures."

BRITISH MEDICAL JOURNAL says:—"It is a well-made liquid preparation, and Caffeine was abundantly found therein."

WILL ACHIEVE YOUR DESIRATUM

GOOD AND PERMANENT PROFITS.

LARGE AND INCREASING SALES.

Dr Laing's Cream Sauce

THE ONLY SAUCE IN THE WORLD CONTAINING
PURE GRAPE JUICE
AND
RICH DEVONSHIRE CREAM.

SOLE AGENTS FOR CANADA: W. G. PATRICK & CO., Merchants, 29 Melinda St., TORONTO

Wasting Your Energies?

If it pays to push an article, it pays to push it to some purpose and to push more with an object of gaining permanent trade than of temporary profit. If the demand for any article stops when you stop pushing it 95 per cent. of your energy has been wasted.

You waste no energy whatever in advocating the sale of the "Griffin" Brand of Dried Fruits and the "Thistle" Brand of Canned Fish, because people who buy them once will buy them again and again. Briefly, the intrinsic merit of both these articles backs up the highest praise you can give them.

"Griffin" Brand Dried Fruits.

Seedless Raisins and Prunes. Dried Apricots, Peaches and Pears in all their original goodness. A revelation to the grocer who has been buying other Brands.

Selecccted with the greatest care and shipped in original boxes right from the Vineyards and Orchards on the Pacific Coast.

Look for the "Griffin" trade mark before you buy.

"Thistle" Brand Canned Fish.

Canned Haddies, Kippered Herring and Herring and Tomato Sauce. Selected, cured and packed by Captain Austin of The Thistle Canning Co., Little River, N.S.

Absolutely clean, rich, delicate, appetizing. Prepared right at the water side where they are caught. The brand of highest quality and so recognized the world over.

ARTHUR P. TIPPET & CO., AGENTS,

Montreal. Toronto.

Messrs. Grimble & Co.
LIMITED

Specially request the trade to consider quality when placing their orders for

VINEGARS

NOTE OUR GRADES.—Orleans No. 16, and Nos. 16, 18 and 24 malt, concentrated and distilled.

All inquiries addressed to their Canadian agent, Mr. I. S. Wotherspoon, 204 Board of Trade Building, Montreal, will receive prompt attention.

I. S. WOTHERSPOON,
204 Board of Trade Building,
MONTREAL, P. Q.

Sterling Brand Pickles

sell themselves.

If you sell them the first time they will sell themselves afterwards. It is a very desirable thing in the grocery business to have pleased customers, and Sterling Brand Pickles do this. In the manufacture care is taken to have all the stock of a uniform quality meaning the highest grade. This accounts for the success of this brand of pickles.

The T. A. LYTLE COMPANY, Limited
124-128 Richmond St. West, TORONTO.

Stretton's Table Relishes

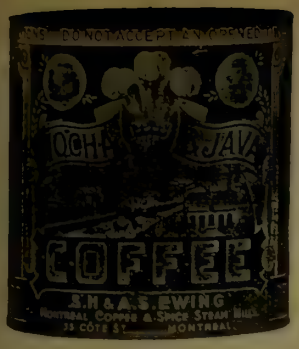
The chief buyer of the Army and Navy stores says there is no better sauce made in England.

The buyer for a large corporation in Canada says there is no better sauce imported.

Dear Mr. Grocer :—

Yours is a busy life—you must rush the orders out and in giving orders for stock, you haven't much time to consider the profits on many lines. Has this policy made you rich ? Do you know the percentage of profit on **Stretton's Prize Medal Sauce?**

Importing Wholesale Grocers Supply Our Goods.



AS A TRADE-WINNER TRY A CASE OF

S. H. & A. S. EWING'S

DELICIOUS

MOCHA and JAVA COFFEE

in 1 and 2-lb. tins.

S. H. & A. S. EWING

ESTABLISHED 1845

The Montreal Coffee and Spice Steam Mills.

THEY EARN THEIR COST

while you pay for them.

SOLD ON EASY MONTHLY PAYMENTS.

The Computing Scale Co. of Canada, Limited

164 King Street West, Toronto, Canada.

Manufacturers of...

DAYTON COMPUTING SCALES.
MONEY-WEIGHT SCALES.

SOCKEYE SALMON

"Sovereign" and "Lynx" Brands

ARE THE CHOICEST IN THE MARKET.

EVERY TIN GUARANTEED.

TO BE HAD OF ALL GROCERS.

WHAT DO YOU OFFER

your customers in the Condensed Milk line?
Quality should be the only thing to consider.

Give **REINDEER BRAND**

And you are right.

W. G. A. LAMBE & CO., Agents.

You can sell any kind of Tea to some people and please them—once in a while.

You can sell some kinds of Teas to some people and never please them

but

you can always sell **Japan** teas to all kinds of people, and please them all the time.

—remember that for purity
flavor
delicacy
aroma
and
healthfulness

JAPAN TEAS

cannot be excelled.

How is Your Coffee Trade?

Good, Eh!!

Then you must sell our famous **CLUB COFFEE**

——Put up in 1-lb. and 2-lb. Tins.——

A POPULAR BLEND.

Manufactured only by

S. H. EWING & SONS

96 KING ST., MONTREAL,

Telephone Bell Main 65.
" Merchants 522.

Toronto Branch, 29 Front St. West

TELEPHONE MAIN 2059

Telephone orders receive prompt attention.

THE

MOST PROFITABLE to the GROCER

and

MOST SATISFACTORY to the LAUNDRESS

is Cold Water **STARCH IVORINE**

ASK TRAVELLERS THE PRICE

THE ST. LAWRENCE STARCH CO., Limited, - PORT CREDIT, ONT.

"Imperial Brand" Maple Syrup

is a popular seller at all good grocers.

The store that does not keep it loses business.

ROSE & LAFLAMME, Agents, MONTREAL.

Satisfaction to your customer.

PATERSON'S WORCESTER SAUCE

Good profit to the dealer.

ROSE & LAFLAMME, Agents, - - MONTREAL.

Don't throw money away handling inferior teas. If you are up-to-date and want to secure a good profit sell—

The Tea that is everywhere admitted to be the best.

CEYLON TEA

BLACK and GREEN

Its ability to satisfy old customers and make new friends is unsurpassed.

Consumers throughout the Dominion are always willing to testify to its merits.

TEA.

AGENTS REQUIRED in Canada and United States to sell and obtain wholesale orders for **Ceylon Black and Green Teas** on commission. Apply,

"COMMISSIONER,"

CANADIAN GROCER,
109 Fleet Street E.C. London, Eng.

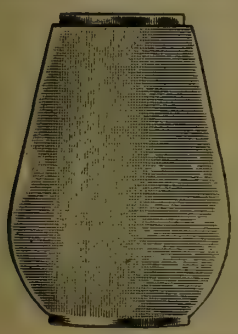
Use Live Bait.

R-O-Y-A-L
S-A-L-A-D D-R-E-S-S-I-N-G

Catches Trade
and Holds all it catches.
Let your customers know you recommend the BEST.
It will make you money.
ROYAL SALAD DRESSING is making new friends every day.

The Horton-Cato Mfg. Co.,
DETROIT, MICH., - WINDSOR, ONT.

ARE YOU USING OUR



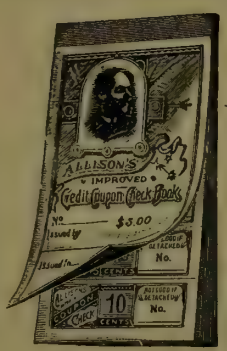
Cold Blast or Jubilee Globes

Aetna or Quaker Flint Chimneys?

Give them a Trial.

THE SYDENHAM GLASS CO.
OF WALLACEBURG, LIMITED.

They Cost Something, Of Course.



But enough Allison Coupon Books to last a year won't cost as much as the amount you will lose by the carelessness of your clerks in forgetting to "charge up" numerous small purchases; and disputed pass-book entries, where you have to allow your customer's kick, or lose him.

IF A MAN WANTS CREDIT

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. **NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING.** There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.
C. O. BEAUCHEMIN & FILS, MONTREAL.
ALLISON COUPON CO., Manufacturers, Indianapolis, Indiana.

OUR WAY.

"The Burlington Way" of treating Tomatoes, is to remove skins, seed and fibre. We thus get about 3 times the substance in one of our cans that packers of the ordinary goods do, and our price is $1.00 a doz. F.O.B. Burlington. You can't afford to buy the ordinary kind.

The Burlington Canning Co.
Limited
BURLINGTON, ONT.

Every Housewife...

knows the advantages of a good broom. It's the foundation of a clean home. We want you to know our brooms. They are good brooms. Drop us a line and our traveller will call.

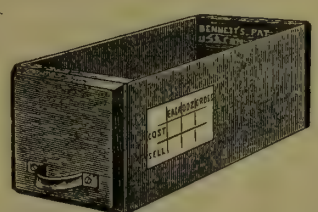
The Waterloo Broom and Brush Co.,
WATERLOO, ONT.

...THE...

Bennett Manufacturing Co.

Bennett's Patent Shelf Box and Cabinets for Hardware, Grocery, Seed and Drug Trades, etc.

Owing to the steady and rapid growth of our business new quarters were needed.



Address all communications to our New Factory:

Pickering, Ontario

BRITISH BUSINESS CHANCES.

Firms desirous of getting into communication with British manufacturers or merchants, or who wish to buy British goods on the best possible terms, or who are willing to become agents for British manufacturers, are invited to send particulars of their requirements for

FREE INSERTION

in "Commercial Intelligence," to the Editor

'SELL'S COMMERCIAL INTELLIGENCE,
Temple House, Tallis St., Temple Avenue, London, E.C.

"Commercial Intelligence" circulates all over the United Kingdom amongst the best firms. Firms communicating should give reference as to bona fides.

N B —A free specimen copy will be sent on receipt of a post card.

STRONG DURABLE LIGHT

POROUS AND CHEAP

Sell Flower Pots

Our No. 1 and No. 2 Assortments, $5.10 and $4.15 respectively. Specially gotten up for grocers and general stores. Write for list.

The FOSTER POTTERY CO.
HAMILTON, ONT. Limited

REFRIGERATORS.

Fit up your store with a Eureka Refrigerator and you will have a refrigerator that will dry wet matches.

Write for our catalogue, guarantee test and testimonials which are free.

Eureka Refrigerator Co.
WILBERT HOOEY, MANAGER.
Phone Park 513. 54 Noble St., TORONTO.

John MacKay
Limited
Successors to John MacKay, deceased
ESTABLISHED 1854.

POT and PEARL BARLEY (by patent process), ***SPLIT PEAS, BUCKWHEAT FLOUR, Etc., CHOP*** of all kinds BY CAR LOAD.

Caledonia Mills, BOWMANVILLE, ONT.

Correspondence solicited.

Want Ads.

In this paper cost 2 cents per word first insertion, 1 cent per word subsequent insertions. Contractions count as one word, but five figures (such as $1,000) may pass as one word. Cash remittance to cover cost **must in all cases** accompany orders, otherwise we cannot insert the advertisement. When replies come in our care 5 cents additional must be included for forwarding same. Many large business deals have been brought about through advertisements of 20 or 30 words. Clerks can be secured, articles sold and exchanged, at small expenditure.

MacLEAN PUBLISHING CO., Limited
Montreal and Toronto.

A MODERN FACTORY

TURNING OUT

ABSOLUTELY PURE SUGAR

NOTHING BETTER FOR PRESERVING AND GENERAL HOUSEHOLD USE THAN

Crystal Granulated

MANUFACTURED BY

The Wallaceburg Sugar Company, Limited

WALLACEBURG, ONTARIO.

Grocerymen

How many package teas have arisen during the past ten years? How many endured?

There is a tea that has stood firm amidst the conflict and stands to-day without a peer.

Blue Ribbon *Ceylon* Tea

Push The Red Label—40c., worth fifty.

YOU CAN MAKE LOTS OF MONEY

by telling people how much better fish is for the health than meat, particularly if, at the same time, you sell **"HALIFAX," "ACADIA," and "BLUENOSE" Brands of Codfish** to those people.

There's nothing people are more interested in than their health, unless it's their stomachs, and here is something with which you can appeal to them on both grounds.

These fish are extremely nice and tasty, they are most convenient and clean for culinary purposes, and make a decidedly healthful diet.

Emphasize these points and you will be sure to sell lots of these brands. And on every package you sell you'll make a good profit.

BLACK BROS. & CO., Limited,

OFFICE, Halifax, N.S. FACTORY, LaHave, N.S.

A. H. BRITTAIN & CO., Selling Agents, Board of Trade Building, MONTREAL.

AURORA CORN SYRUP

A Pure Golden Syrup Made from Golden Grain. A Great Spread for Daily Bread.

Better in flavor and purity than any other.
Good for everybody. A pleasaant surprise to all.

2-lb. tins, cases, each 24 tins, $1.90 per case.
5 " " " 12 " 2.35 "
10 " " " 6 " 2.25 "
20 " " " 3 " 2.10 "

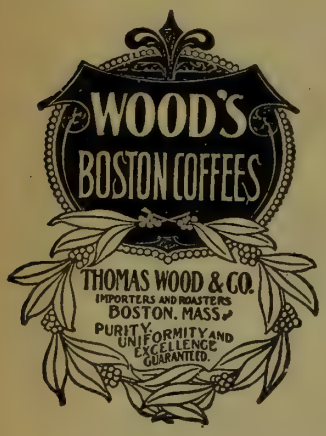
Freight paid on 5-case lots. Price subject to change without notice.

Ask our travellers about our Pure Maple Syrup.

W. H. GILLARD & CO., Wholesale Grocers, - HAMILTON.

Branch CANADA GROCERS LIMITED.

THE RECORD SPEAKS



"What is the record?" is a question so frequently asked concerning things animate and inanimate.

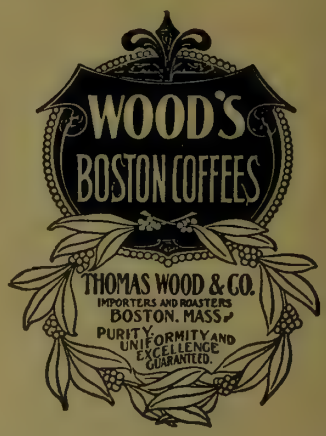
It is something that effects the price and sale of the horse and the yacht, and a good record is a prize to the merchant and the statesman.

It speaks volumes for **WOOD'S COFFEES**, with their quarter-century success.

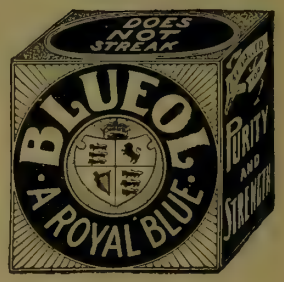
The record is plain; it reads. Purity, Superiority, Uniformity.

Canadian Factory and Salesroom,

No. 428 St. Paul St., MONTREAL.



It Will Pay You To Handle It.



We beg to call the attention of all RETAILERS and GENERAL STOREKEEPERS to the important advantages **"BLUEOL"** has over **all other Washing Blues,** viz —

1st. It yields a **greater profit because** in a 10-lb. box there are **50**—4 square packages as compared to **40** in a 10-lb. box of other makes. (A square of "Blueol," though lighter in weight, **is as strong, if not stronger,** in working qualities than any other.) 10 lbs. of "Blueol" will not cost you any more than 10 lbs. of any other, and you have the great advantage of getting 10—4 square packages extra—**PRACTICALLY FOR NOTHING.**

2nd. There is no finer Laundry or Washing Blue made.

3rd. It will positively not streak or spot the clothes.

Are there any reasons why you should not handle it?
Ask your dealer for it, and if he will not supply you, write direct to

J. M. DOUGLAS & CO., (Established 1857) **Manufacturers, MONTREAL, CANADA**

and give us his name. SEE PARTICULARS OF OUR GUESSING CONTEST.

The Scientific Preservation and Preparation of Foods*

MR. PRESIDENT and gentlemen—When your secretary did me the honor of asking me to address you at your annual meeting I understood it as the expression of a feeling that a chemist, whose work has to do mainly with the products of animal and vegetable life, might be able from a theoretical standpoint to suggest some things which may be of value to you as practical men, who have to do with the preparation and handling of food-stuffs that are of course obtained entirely from these same sources. I do not suppose that you will credit me as a professor of chemistry with more than a general knowledge of the many processes which you employ in the preparation of the various articles of food in which you are severally interested, it is from this standpoint that I wish to address you.

I shall commence with the assumption that the aim of the food manufacturer is to present to the public an article which is entirely wholesome, as appetising as possible, and therefore as like as possible to the original freshly prepared material even after the lapse of a considerable period of time, at the minimum of cost and with the maximum of profit, and I hope to be able to suggest one or two things which may, if followed out, advance that aim. I propose to consider very briefly the food problem from two points of view; first, under what condition is even first class material likely to deteriorate by preservation and storing; second, are there any legitimate means by which material of a lower grade may be so treated as to be of higher value than it is at present? Both of these are problems which as practical men must be of very great interest to you.

Deterioration by Preservation and Storing.

Regarding the first question I intend to say very little, for to the expert manufacturer along established lines the treatment of a high-class raw material is not likely to be a matter of very much difficulty. He can afford to spend greater care in its preservation because it will generally fetch its price in the market. Even here, however, there are some fundamental chemical rules which ought to be of guidance, while there are other points which are open to debate.

In the case of meats or fish the best material preserved while fresh is very little liable to be impaired by storing in tin even when the solder employed is not of a good order, but the same can scarcely be said of fruits or of some vegetables. Fruits are mostly acid even when ripe, and should surely never be canned in anything but glass unless the best possible solder is employed, for the acid juices are bound to act on the lead of a poor solder and give rise to a contamination of the contents of the tin which must be hurtful to the system when taken in quantity and frequently. Personally, I should never intentionally eat any fruit or tomato which had been canned in tin for this reason. I fail to understand why, as I am informed, only the highest grade of many of these classes of foods are put up in glass. I cannot think that the cost is so much higher but that a ready market would be found for even a secondary quality at a much lower figure with a quite reasonable profit. Certainly, however, if it is necessary that tin should be used to meet the purse of the poorer consumer, the canner should see to it that the highest grade of solder is employed.

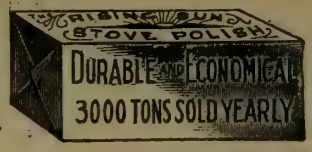
Take the case of peas. Here the canning is not a matter of so much importance but the method of preserving employed in France at least (I do not know if the Canadian canner does the same or not) is from a chemist's point of view open to very grave question. There seems to be a public demand for a nice green pea, and this is attained by heating in copper vats. The copper acts on a certain constituent of the pea and forms a bright green compound with it. But copper compounds are distinctly poisonous and although the amount of it contained in a 1-lb. tin may be quite harmless, it seems from analogy as if the continued use of such a food must in the end be hurtful. I would suggest to any of you who are connected with that line that the same result might be obtained in a perfectly harmless way by using the green coloring matter of plants, the so-called chlorophyl. But it might need the aid of an expert chemist to work out a process of applying it.

Improving Lower Grade Material.

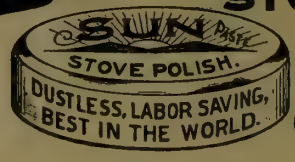
This mention of the service an expert chemist may give you in almost any line whatever you choose to name, leads me to the second question that I proposed, viz., whether there are any legitimate means of so treating a substance of poorer quality that it will fetch a higher price in the market. It is here that a chemist would be of use to you. As an example, let me take what has in the last ten years come to be one of the great Canadian industries—the manufacture of butter. Last Summer I spent part of my holiday on Speyside in Scotland, and among the many delightful things that charmed me there was the delicious butter. It had a delicate flavor and aroma that I have seldom found before, and which is certainly wanting in the best grades of that material which I can obtain in the city of Montreal. Canadian butter, as we get it here, may be perfectly pure, and it may be excellently preserved, but I can seldom accuse it of having a flavor. Wherein lies the difference? It was only necessary to walk along the country roads at Speyside to feel that. The air was filled with the delicious scent of some herb that abounded in the pastures and a small quantity of this fragrant chemical found its way into the cream and the butter. Now, if Canadian Summers are too dry to raise such pastures as that, if it needs the mist and the rain of old Scotland, why cannot the Canadian manufacturer set some one to work to find out what the chemical substance is which is contained in the herbs of that pasture and to which the butter there owes its flavor? It seems to me that it would assuredly pay him to do so; the butter would command two or three cents a pound more, I should think.

*An address delivered by Professor J. W. Fraser, F.R.S.C., of McGill University, at the annual meeting of the Manufacturing Grocers' Section of the Canadian Manufacturers Association at Montreal, March 4, 1904.

RISING SUN STOVE POLISH IN CAKES
WELL KNOWN AND RELIABLE



SUN PASTE STOVE POLISH IN TINS
GUARANTEED TO THE TRADE



Our packages are larger and more attractive in style than any others.
The quality of our goods is superior to anything else on the market.

MORSE BROS., Proprietors, Canton, Mass.

For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

Where the Chemist Comes In.

It would not be necessary in a case like that to rely on the pastures of Speyside to supply the amount of the aromatic substance that Canadian butter needs, for the use of a chemist lies in this, that when he has found out what a substance is, he is very often in a position to tell almost at once how the same substance may be made from some entirely different common material. To instance what I mean, take the production of the fragrant vanilla from the bark of the pine trees, of the very valuable indigo dye from the naphthalene of coal tar, or of vinegar and alcohol from sawdust and wood chips. Such an addition to our Canadian butter I should call a perfectly legitimate means of obtaining a higher price for the article, as it surely would in any market. I may seem to be advocating a contravention of the "Adulteration of Foods Act" but if such treatment of a necessary food is contravention of the Act, the worse, say I, for the Act. The sooner it ceases to interfere with the ordinary citizen obtaining as delicately flavored an article of food as possible, the better.

And if a trained organic chemist could be of use to you here, his service would surely be in equal demand in the fruit canning industry. How often does a spell of wet weather spoil the flavor of nearly a whole crop of strawberries, cherries, or peaches! And yet to discover the essence to which any particular fruit owes its flavor and to prepare the identical substance from some other cheap source ought to be, for a well trained chemist, a comparatively simple operation. The necessary amount of the flavoring material could then be easily added, and the less valuable crop brought up to the best standard. This suggestion would again, I think, be worth your while looking into, as a perfectly legitimate means of giving to a food the requisite quality. And even in preserving the best of fruits they lose something in flavor. Well, why not return it to them? We all want to think in Winter that our pears and peaches have the full flavor of the fresh ripe fruit. It is only a question of putting the right man to work on the subject to find out the way of doing it, and assuredly the increased returns will soon pay the chemist's salary many times over. And then, what about the waste material which reaches very large proportions in every canning industry? In many other industries it is just the disposal of the waste bye-product and its conversion into something useful which enables one manufacturer to compete against another, as you very well know. To take the fruit canning industry once more, it would not take an organic chemist of very extensive training to suggest a use for the skins and kernels and general refuse of peaches, pears, cherries and such like, or to find out whether something valuable could not be extracted from the leaves and pods of the pea or bean.

These, gentlemen, are some of the lines which occur to me in the short time which, in the stress of other business, I have been able to spend in considering what I should say that would be of interest to you. In all of them the nation or the man who would reap the profit must be first prepared for some outlay, but I have never yet heard of an industry in which a well trained chemist was employed where he did not rapidly save his employer far more than his salary, and that very often in the utilization of what had before been waste. In fact it is very often the function of the chemist to fulfil the letter of scripture in "gathering up the fragments that remain, that nothing be lost," and not unfrequently he makes it worth twelve basketfuls of the original material.

But I said a well trained chemist. You can scarcely expect a youth fresh from the mere routine work of college to undertake at once the difficult task of finding out the essential principles of plants and fruits. Give him a chance first to see how such work is done in college. Let him stay on for a year or more doing scientific investigation; he will learn how to tackle the problems that you have to set him afterwards. I may have given a very poor outline of them; you know better than I what they are, and if he is worth his salt he will find them out for himself when he gets into your business. But an extra year at college means extra expense to him, and he is anxious to earn a livelihood as soon as possible. Why not help him, gentlemen to spend the extra year—the best year of all his course—in the university? It will pay you in the long run as I have tried to point out, by his far greater efficiency in knowing how to tackle your problems.

Gentlemen, I would conclude by saying that I hope in a short time to see established by the Grocers' Section of the Canadian Manufacturers Association as has been done by similar associations elsewhere, a research scholarship for organic chemistery in McGill University.

J. WALLACE WALKER, Ph. D.

NEW SOAP CONCERN.

The Ritchie-Hearn Company, Toronto, have purchased the plant of the Industrial Soap and Oil Company, Brantford, and will continue the manufacture of Ivory Bar soap, linseed oil and soft soaps, etc.

FIGS

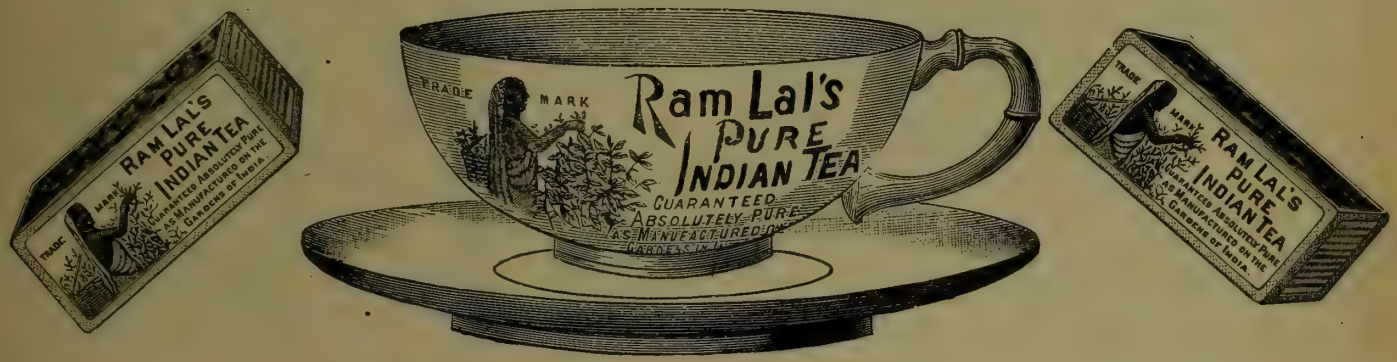
SOME BARGAINS

Mats, Comadra, 1902, 5 mats or over	1c.
Bags, 60-lb. Tokat, 5 bags	2c.
Boxes (10 bricks to box) Jewel of Asia	7c. brick
Boxes (5-lb. and 10-lb.) Smyrna Blossoms (pulled)	7c. lb.
Boxes, 10-lb., 2½-in. layer	10c.
Baskets, Defender	15c. each

WOULD YOU LIKE A SAMPLE OF THE TOKAT.

LUCAS, STEELE & BRISTOL, Wholesale Grocers, **Hamilton.**

Everybody Drinks Ram Lal's


RAM LAL'S PURE INDIAN TEA
TRADE MARK
Ram Lal's PURE INDIAN TEA
GUARANTEED ABSOLUTELY PURE AS MANUFACTURED ON THE GARDENS OF INDIA

AND EVERYBODY LIKES IT.

James Turner & Co.

Branch, Canada Grocers, Limited.

HAMILTON, ONT.

Write us for Samples

Teas and Coffees

Special values now in **Japans,** all grades.
Also Japan Siftings and Fannings, from 5½c. up to 10c.

We carry a full range of all other kinds and our prices will prove attractive.

Just a Hint—Try us and save money.

James Rutherford & Co.

DIRECT IMPORTERS

27 St. Sacrament St. **MONTREAL.**

TEAS

We are offering exceptional value in all grades of Tea—

INDIA **HYSON**

CEYLON **JAPAN**

Our lines of Green Ceylon (Japan Style) surpass anything hitherto offered.
Communicate with us or see our travellers before buying. It will pay you.

THOS. KINNEAR & CO., Wholesale Grocers, **49 Front St. E., Toronto**

There are troubles enough in the grocery business without taking chances on the quality of cheese you sell. When you send out these brands the only "echo" you will have from the sale will be a repeat order. They sell themselves, once your customer has tried them. And don't forget that every jar contains a premium coupon.

A. F. MacLAREN IMPERIAL CHEESE CO., LIMITED,
MANUFACTURERS AND AGENTS,
51 COLBORNE ST., TORONTO, ONT.

RETURNED
MAY 10 1904
Art Book 18
Page 70
Eng.

Business Changes

ONTARIO.

A WINDING-UP order has been granted the Morrisburg Cold Storage and Freezing Co., Morrisburg.

J. Paisley, grocer, Napanee, has been burned out.

S. J. Wilson, grocer, London, is closing out business.

Wm. Harvey, baker and confectioner, Hespeler, is dead.

D. J. Keogan, general merchant, Hastings, has sold out.

C. Ballantyne, grocer, Atwood, has sold out to E. T. Greensides.

The assets of C. S. Milburne, tobacconist, Ottawa, have been sold.

J. Burgess, general merchant, Vienna, has sold out to A. B. Lawrason.

Buck & Stewart, general merchants, Hastings, have dissolved partnership.

N. G. Pratt, general merchant, Malakoff, has been succeeded by A. Johnson.

H. Patrick, flour and feed merchant, St. Thomas, has assigned to A. Patrick.

The premises of the Coxall Co., grocers, Napanee has been damaged by fire.

J. Prescott, general merchant, Rutherford, has sold out to C. L. Robertson.

A. L. Stewart, general merchant, Rainy River, has sold out to Lauer Bros.

Haskett Bros., grocers, London, have dissolved parnership; J. J. Haskett continues.

F. Dutton grocer, Ingersoll, has been burned out. Loss partially covered by insurance.

The assets of F. X. Laframboise & Co., general merchants, South Indian, have been sold.

The premises of Siebert & Co., general merchants, Plattsville, have been damaged by fire.

A meeting of the creditors of F. Lovelace, general merchant, Cargill, was held on March 22.

A meeting of the creditors of F. A. Allingham, grocer, Old Springs was announced for March 24.

Williamson Bros., grocers, Hamilton, have dissolved partnership; G. H. Williamson continues in business.

QUEBEC.

S. Paxman, tobacconist, Quebec, is dead.

It will pay you to try

Upton's

HOME-MADE JAMS and ORANGE MARMALADE

They are guaranteed finest quality.

A. P. MacLAREN IMPERIAL CHEESE CO., Limited, SELLING AGENTS. TORONTO.

C. L. Bedard, grocer, Plessisville, has assigned.

D. C. Michon, grocer, Montreal, has compromised.

H. Pepin, general merchant, Stanfold, has assigned.

N. Charland, general merchant, St. Gertrude, has been burned out.

Piche & Comean, grist millers, St. Gertrude, have been burned out.

The stock of R. Fortin, cigar dealer, Montreal has been damaged by fire.

L. J. Giroux, grocer and liquor dealer, Berthier, has sold out to F. Lefebvre.

The stock of A. Gagnon, grocer, Quebec, has been sold at 76c on the dollar.

The Rock City Tobacco Co., Quebec, have increased their capital stock to $100,000.

G. D. Worrington & Co., produce merchants, Montreal, have dissolved partnership.

The assets of the Greig Mfg. Co., manufacturers of essences, etc., Montreal, have been sold.

H. Lamarre has been appointed curator to L. S. Plamondon, general merchant, South Durham.

The assets of L. Corriveau, general merchant, Ste. Anne de Beaupre, were sold on the 22nd inst.

Chartrand & Turgeon have been appointed curators to Charbonneau & Co., grocers, Lachine Locks.

The assets of B. Larouche, general merchant, Les Grandes Bergeronnes, are advertised to be sold by tender.

V. E. Paradis has been appointed curator to J. L. Roberge & Co., general merchants, Thetford Mines.

P. Gagnon, general merchant, St. Flavie Station, has assigned; Lefaivre & Tashereau have been appointed provisional guardians.

The assets of J. E. Robichaud, grocer, Montreal are advertised to be sold on March 24th; A. Desmarteau has been apointped curator.

MANITOBA AND N.W.T.

D. Curtis, general merchant, Wolseley, has sold out to W. E. Lord.

C. Tomlin, general merchant, Ashville has assigned to C. H. Newton.

J. Langevin, general merchant, St. Leon, has gone out of business.

F. Whelpley, general merchant, St. Clair, has sold out to Smith Bros.

Zado & Co., general merchants, Beausejour, are removing to Ridgeville.

E. Nicholson, grocery broker, Winnipeg has been succeeded by Nicholson & Bain.

Wiebe & Penner, general merchants, Rosthern, have been succeeded by Wiebe & Epp.

A. C. Chaytor, general merchant, Roland, has sold out to Higgins and Webster.

The Swedish Importing and Grocery Co., Limited, Winnipeg, have been incorporated.

A meeting of the creditors of F. Brinkworth, general merchant, Belmont, is to be held.

R. C. Heatherington, fruit dealer and confectioner Souris, has been succeeded by R. Heatherington.

RICE

All Grades

Get our quotations before placing your order.

THE

Davidson & Hay,

LIMITED,

Wholesale Grocers,

TORONTO.

Vanwhort & Co., confectioners, Emerson, have sold out to J. E. Bedford.

D. C. Wall, grocer, Grand View, has assigned to J. J. Barnett.

BRITISH COLUMBIA.

S. S. Ray, General merchant, Port Hammond, has been succeeded by Dale & Co.

Manense & Greco, grocers, Morrissey Mines, have been succeeded by A. Caravetta.

Manning & Lacy, general merchants, Cranbrook, have admitted N. Siddons to partnership.

The premises of A. E. Howse Co., general merchants, Princeton, have been damaged by fire.

P. Herman & Co., general merchants, Port Essington, have advertised their business for sale.

W. R. Hartley, tobacconist and confectionery, Ladysmith, has been succeeded by N. Galini.

The creditors of G. B. Batho & Co., general merchants, Ferguson, have been requested to file claims with J. C. Murray on or before May 25, 1904.

THE MOLASSES WAR.

THE molasses war goes merrily on, and the arrival in St. John, N.B., of ever increasing supplies of the new crop will tend to reduce the price, says an eastern exchange. As recently as March 17 a large consignment from Barbadoes was received by rail.

The fight in the molasses market which is now in progress, has been going on for five or six years, but broke out rather more fiercely than usual last season, when one concern almost cornered the market. This combine is known by different names in different places, and has agencies all through Canada as well as in different parts of the United States. Last year the combine by buying high secured the greater part of the output from Porto Rico and much of that from Barbadoes. Late in the season other wholesale dealers were unable to buy direct and had to get their supplies from the combine. This concern gradually increased the price to about ten cents per gallon more than usual, and the result was a proportionate increase in the retail price.

Early in January a large firm of molasses importers in St. John managed to get hold of a consignment of the new crop Porto Rico molasses. This was bought at such a reasonable rate that the firm was able to sell much below the prices then demanded by the combine, and even lower than the latter concern could well afford to sell. Accordingly a cut of six cents per gallon was made, and all that the said firm could secure was rapidly disposed of. At that time the combine had perhaps 15,000 puncheons of molasses of different quality in Canada, stored in warehouses at their agencies chiefly in St. John, Halifax and Montreal. Since that time the snow blockades on the railways have grgeatly interfered with trade and some thousands of puncheons of old crop molasses are still held by the combine, in addtion to the supplies of new crop now coming in.

Porto Rico molasses is the best and is now selling, according to size of lots purchased, at 35 or 36 cents. Barbadoes new crop brings an average price of 27 cents. There are some thousands of puncheons of Porto Rico and of the cheaper grades of molasses stored in the provinces, which must be sold at a reduced price. They belong to last year's crop and have already been held long enough. These grades will in all probability be sold for about 24 cents, and the sale will undoubtedly be forced by the steadily increasing importations of new crop now being received. The Porto Rico new crop is not yet here, but is due at almost any time, when further cutting of rates may be expected.

According to latest advices the combine is again endeavoring to corner the market. At one port the St. John firm bought largely and next day the market dropped one cent. They then tried to purchase the balance of the output, but found that the combine had stepped in ahead and secured what remained.

FABULOUS PRICE PAID FOR POTATOES.

At a sale of seed potatoes at Spilsby, Lincolnshire, Eng., recently, all existing records for extraordinary prices were eclipsed. Six tubers of the Eldorado variety were disposed of by auction, the lot weighing only five ounces. They realized £56 3s 6d, and as this works out at £402,658 13s 4d per ton, it constitutes a world's record. One potato sold for £11 and another for ten guineas. Nine guineas was paid for a tuber that weighed only half an ounce. A stone of a new variety, which has been named the Sir John Franklin, and which has only been on the market a fortnight, sold at the rate of £3,000 per ton.

RICE GROWING IN TEXAS AND LOUISIANA.

THE development of rice culture on a commercial scale in Texas and Louisiana has been carefully fostered for the past six years by the Bureau of Plant Industry. An expenditure of about $3,000 annually has been devoted to the work, the amount being spent in the introduction of new seed, the testing of varieties of rice and experiments in better cultural methods. Largely as a result of this work the rice production of these two states has been increased from 115,000,000 pounds in 1898 to 300,000,000 pounds in 1903. With the increase of home production the imports of the United States have fallen from 4,000,000 pounds in 1889 to practically nothing in 1903. The value of the land in thees two states where rice is now grown has increased from $1.50 per acre, to $35 and $50 per acre.

READJUSTMENT IN BUSINESS.

The firm of V. S. White & Co., grocers, lumber merchants, etc., St. John, N.B., in view of the increasing demands of their business, have been compelled to make some important readjustments. Their grocery division will in the course of a short time be controlled by the St. John Mercantile Company, which will be composed of the White firm and McCavour & Co., who have been conducting a grocery business in the immediate vicinity.

EXTENDING BUSINESS.

The "Salada" Tea Company has opened a branch in Minneapolis with Mr. Weaver as manager. The "Salada" Tea Company has now branches in Toronto, Montreal, New York, Chicago, Buffalo, Detroit, Pittsburg, Boston and Philadelphia, and from those branches do a very large business extending from the Atlantic to the Pacific.

NEW DEPARTMENTAL STORE FOR WINNIPEG.

Another departmental store to be known as the Central Department Store, was opened in Winnipeg last week. Among other interesting features in connection is the accomodation for farmers provided by the proprietors in the way of stables and attendants for their horses.

"What you get out of an ad. depends largely on what you put in it."

WE OFFER—F. O. B. New York.

RICE, Extra Fancy Head, 100-lb. pockets	.06¾	per lb.
" " " 350-lb. barrels	.06⅞	"
" Fancy Head 350-lb. "	.06⅝	"
" Screenings, clean and white, 100-lb. bags	.03	"
TOBASCO Pepper Sauce, "Premier" Brand, small regular bottles (with each bottle we give free one silvered bottle stand), 1 dozen to box	$3.50	per doz
ABSOLUTELY PURE BORAX, "Premier" Brand, 1 s, 24 lb. boxes	.10	per lb.
½s, " "	.10½	"
¼s, " "	.11	"
MACARONI, imported	.09, .08½ and .08	"
SPANISH SWEET PEPPERS, in tins of about ½ kilo each, 50 to case	$5.00	per case
¼ " 100 "	6.25	"
PEARL TAPIOCA, bulk, original bags	.02½	per lb.
MEDIUM FLAKED TAPIOCA, bulk, original bag lots	.03	"
CHINA CASSIA BARK, mats	.08	"
" " cases	.11	"
BROKEN MACE, cases	.30	"
PAPRIKA, bottles, 3 oz., octagon shape, sifting top	1.50	per doz.
PAPRIKA, in tins, 3 oz. size, Weizenfeld & Cie	1.45	"
COCOA, absolutely pure, guaranteed, Howard & Co.'s Cabinet Brand, ¼ or ½-lb. tins, 6-lb. boxes	.28	per lb.
FAT BROILERS, a Smoked Bloater of extraordinary quality, put up in very attractive style.		
AUTO BRAND BONELESS HERRING, 100 tins in case, (¼ sardine style)	5.50	per case
OLIVES IN GLASS, 100 styles and sizes.		

We will be pleased to hear from you with orders for goods in our line. Should it be that quotations herein named do not interest you, we will be pleased to have your request for quotations on such goods as you do buy in this market, and we assure you that our prices named will be the lowest.

"HOTNESS CONDENSED."

Premier Tobasco Pepper Sauce

2 OZ. BOTTLES, 1 DOZEN IN CASE, PER DOZEN, - 3.50.

For a limited time we give FREE one dozen silvered bottle stands with each dozen ordered.

Francis H. Leggett & Co.,

West Broadway, Franklin and Varick streets,

MANUFACTORY, 132 TO 138 KING ST.

NEW YORK.

DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

Canadian Butter Trade.

OWING to the war in the Far East, says the Trade Bulletin, it is expected that a largely increased demand will be experienced for Canadian butter during the coming season, in consequence of the prospects of a heavy decrease in the Russian and Siberian supply, the gap in which, it is claimed, can only be profitably filled by Canada. It is not thought, however, that there will be much call for Canadian creamery before the grass product is available. Although shipments from Australia and New Zealand have fallen off somewhat within the past few weeks, they have still been ample. These, however, will soon show a material decrease, the English markets have already evinced signs of decided improvement. No very great advance in prices is looked for, as the Irish and English make, as well as the Continental, will soon show an increase. But if the shrinkage in the Russian imports into England prove as large during the coming season as European trade apprehends there wil necessarily be a much greater demand for Canadian butter to take its place.

The imports of Danish butter into Great Britain for anuary were 136,109 cwt., against 161,988 for the same month last year, being a decrease of 25,800 cwt. but those from Australia were 126,000 cwt., against 46,462 last year, showing an increase of 77,000 cwt. The Danish decrease was there more than compensated by the large increase from Australasia and New Zealand. There were 2,972 packages shipped from Canada in January last against 2,624 packages in January 1903; but Canada has never shipped much butter of late years in January, February and March. She has just experienced an unusually long and severe Winter, which has extended into March and the new milk product will be later than usual in coming on the market. Owing to the bad condition of the country roads it is still impossible to get the milk to the factories in many districts. It is therefore improbable that stocks on hand will last beyond the season when the new make is available.

Dairying in Price Edward Island.

One of the most important industries in Prince Edward Island is that of dairying. In 1903 there were manufactured in the province 2,729,556 pounds of cheese valued at $220,769, and 556,547 pounds of butter valued at $87,707.

Canadian Butter Industry.

The chief of the Dominion Government Dairy Service has been suggesting improvements to Canadian butter makers, which, if followed, will help Canadian butter greatly in the English market.

The chief complaint is that of irregularity of quality, and the cause of this defect is held to be due to the fact that the butter is not kept cold enough at the creameries, is exposed to heat unnecessarily in transit to Montreal, and is not frozen properly at that point before being placed in the cold storage chambers of the steamers conveying it to this country. The remedy is to be found in better supervision at the creameries, on the railway, and at the port of shipment. Considering the interests at stake, measures will now be taken to secure the arrival of Canadian butter in a proper condition.

Mould on Butter.

COMPLAINTS are received from time to time at the dairy division, Ottawa, regarding the appearance of mould on the parchment paper linings of butter packages, which in some cases is said to have penetrated the butter for some distance. Mould will grow readily in damp wood; hence the necessity for keeping the interior of a creamery, and especially the refrigerating room, as clean and dry as possible. Poorly constructed refrigerators are apt to be damp, because the warm air which gets in from outside carries moisture with it, which is deposited on the cooler surfaces of the walls, floors and packages. Frequent and prolonged opening of the doors also causes dampness.

Care should also be taken that parchment paper and empty packages are kept in a thoroughly dry, clean place, and that only the very best pure vegetable parchment paper is used, as inferior paper encourages the growth of mould and does not protect the butter.

Dairy Industry in Western Ontario.

As evidence of the large proportions the dairying industry is assuming in Western Ontario, it is reported that one firm in Ingersoll will use 7,000,000 lbs. of milk this season and that arrangements are now being made for contracts to supply this vast quantity. The numerous cheese factories in the district also consume a large amount of milk in the aggregate and are keenly prosecuting the development of the dairying industry.

A Pork-Packing Suit.

AN action preferred by O. Wade, as liquidator of the Pakenham Pork Packing Co., Limited, Stouffville, against the directors of the company and the Standard Bank, is being tried in the non-jury sittings.

The suit involves the history of the pork packing industry in Stouffville. The first concern was known as the Pakenham Pork Packing Co. It became involved, and was taken over by another concern of the same name with the word limited added. Through Mr. Wade the shareholders of the limited concern contend that the old concern unlawfully so manipulated matters that the new firm was loaded up with the liabilities as well as the assets of the old one, and that the latter benefited unlawfully thereby. The sum which it is sought to recover for the shareholders is about $40,000.

Provision Notes.

The Maritime Dairy Co., of Sussex, N.B., is seeking incorporation. This enterprise proposes to purchase butter and cheese factories and go into the production and sale of dairy products on a large scale in New Brunswick.

In consequence of an exceptionally poor hay crop in Nova Scotia last season New Brunswick shippers are sending large quantities of pressed hay to their sister province.

Telegraphic Address, "DOMINO," Charlottetown.

The Dominion Packing Company, LIMITED.

Codes Used A.B.C. LIEBERS PRIVATE.

Charlottetown, P.E.I. Canada

We control the product of

"The Charlottetown Preserving Co."

Pure Fruit Jams, Canned Fruits, etc.

TO THE TRADE

Our travellers are now out with full samples of our new pack Canned Meats, etc. We guarantee the quality equal to any packed on the American Continent. All bright, artistic labels. Let us give you quotations on your season's requirements—it pays to look ahead.

C. C. Corned Beef, 1's, 2's, 6's and 14's, square tins.
Whole Ox Tongues, sizes, 1½'s, 2's and 2½'s.
Prime Roast Beef, sizes, 1's, 2's and 6's.
Prime Roast Mutton, sizes, 1's, 2's and 6's.
Lunch Tongue, size, 1's, 2 doz. to case.
Oxford Sausage, sizes, 1's and ½'s.
Oxford Brawn, sizes, 1's and 2's, square tins.
Compressed Cooked Ham, sizes, 1's and 2's, square tins.
Potted and Deviled Meats, sizes, ½'s and ¼'s.
Chipped Dried Beef, sizes, 1's and ½'s.
Honeycomb Tripe, sizes, 1's and 2's.
Royal Baked Beans, sizes, 1's, 2's and 3's, either plain or with sauce.
Lunch Sausage, size, ½'s, 4 doz. to case.
Vienna Sausage, size, ½'s, 4 doz to case.
Soups, Ox-Tail, size, 2's, 2 doz. to case
Kidney Stew,
Mutton Broth.

ABOVE ALL PACKED IN KEY-OPENING TINS.

Royal Condensed Mince Meat, 36-12 oz., 36 packages to case.

Home-Made Wet Mince Meat, 2 and 5 lb., fibre packages; 7, 14 and 25 lb. pails, tubs and bbls.

Branches at HALIFAX, SYDNEY and ST. JOHN'S, NFLD

Easter 1904

THIS year the Easter Season comes with the opening of the first Spring month, and after the long and continued cold weather, will be doubly welcome.

So will be your orders for "Star Brand" Sugar Cured Hams and Fearman's English Breakfast Bacon.

NONE FINER. NO OTHER QUITE SO GOOD.

Order Your Easter Requirements Early.

F. W. FEARMAN COMPANY,

LIMITED,

HAMILTON, ONT.

Our Hams and .. Breakfast Bacon

are Sugar-Cured, Full-Flavored, **Delicious and Appetising.**

Just the quality your trade demands.
Prepared from selected Pea-Fed Hogs only.

WE ARE BOOKING EASTER TRADE REQUIREMENTS.

Order now to avoid disappointment.

The Park, Blackwell Co., LIMITED

PORK AND BEEF PACKERS,

TORONTO, ONT.

SLICING HAMS
FOR EASTER

The "**Rose Brand,**" with its mild, sweet cure, and its bright, fresh-smoked appearance, makes the ideal ham for your fancy Easter trade.

Absolute reliability and highest quality are guaranteed in every ham bearing the name of Matthews.

ORDER NOW FOR EASTER

The George Matthews Company, Limited.

Established 1868.

The **ONLY** yeast that will please your customers is the famous

Royal Yeast.

Sold by Every Wholesale Grocer in Canada.

E. W. GILLETT COMPANY LIMITED

London, Eng. **TORONTO, ONT.** Chicago, Ill.

We are buyers of

Poultry, Butter AND Eggs.

The best facilities for handling consignments. Up-to-date Cold Storage.

The J. A. McLean Produce Co., Limited

73-75-77 Colborne Street

Telephone Main 2491. Toronto.

PROVISION AND DAIRY MARKETS.

Toronto.

Provisions—The provision market is fairly steady for this time of year, although a marked improvement is looked for as soon as navigation opens. There is a better demand for hams and breakfast bacon than last week. The demand for lard is good, especially for first-class material and prices tend to become a little firmer. Fresh meats are quiet and unchanged in price with the exception of lamb, which shows 1c wider range of prices. Light sheep, fine quality, are scarce and in big demand. Our quotations are as follows:

Long clear bacon, per lb	$ 0 08½	$0 08½
Smoked breakfast bacon, per lb	0 12½	0 13
Roll bacon, per lb	0 09½	0 10
Small hams, per lb	0 12½	0 13½
Medium hams, per lb	0 12½	0 13
Large hams, per lb	0 11½	0 12
Shoulder hams, per lb	0 09	0 09½
Backs, per lb	0 13½	0 14
Heavy mess pork, per bbl	16 50	17 50
Short cut, per bbl	18 50	19 00
Shoulder mess pork, per bbl	14 50	15 00
Lard, tierces, per lb	0 08	0 08½
" tubs "	0 08½	0 08½
" pails "	0 08½	0 08½
" compounds, per lb	0 07½	0 08
Dressed hogs, light weights, per 100 lb	....	6 75
" heavy "	....	6 50
Plate beef, per 200-lb. bbl	....	11 00
Beef, hind quarters	6 50	8 75
" front quarters	4 50	5 50
" choice carcases	6 50	7 25
" medium	5 50	6 50
" common	5 50	5 75
Mutton	6 50	9 50
Lamb	10 00	11 00
Veal	6 00	9 00

Butter—Fairly large quantities of butter are coming forward, and supply about equals demand. Rolls are likely to be especially plentiful as farmers are only now able to market their Winter supplies. Good stock arriving is being readily absorbed. Supplies of creamery are also on the increase and the market is in good shape to take all that is likely to come forward for some time. Dairy rolls are 1c easier and dairy prints from 1 to 2c easier. Prices will likely become lower with the advent of warm weather. We quote as follows:

	Per lb.	
Creamery prints	0 21	0 22
" solids, fresh	0 20	0 20½
Dairy rolls, large	0 15	0 16
" prints	0 16	0 17
" in tubs, best	0 15	0 16
Under qualities	0 12	0 14

Cheese—The cheese market has brightened up to some extent since last week, as the result of a cable from England to the effect that higher prices prevail there. Dealers do not appear to think the local cheese market will be effected on account of the proximity of the new cheese season. Large cheeses are 1-2c firmer. Our quotations are as follows:

	Per lb.	
Cheese, large	0 10½	0 11
" twins	0 11	0 11½

Montreal.

Provisions—The provision market remains dull, prices are much the same as those of last week. The demand for cheese is still strong. For cured meats a very marked demand has cropped up. Dressed hogs are much easier, there has been no change in the price of lard. We quote:

Canadian short cut mess pork	$17 50	$18 00
American short cut clear	16 50	17 00
American fat back	....	17 50
Bacon, per lb	0 12½	0 13½
Hams	0 11	0 13
Extra plate beef, per bbl	11 50	12 00
Lard—"Boar's Head" brand, tierce basis	....	0 07½
Carloads, less	....	0 00½
20-lb. tin pails, tierce basis		
Half-bbls., over tierce	....	0 00½
60-lb. tubs, "	....	0 00½
20-lb. wood pails "	....	0 00½
10-lb. tins, "	....	0 00½
5-lb. tins, "	....	0 00½
3-lb. tins, "	....	0 01

Wood net, tin gross weight—

	Wood.	Tin.
Pure lard, pails	....	1 77½
" tubs	....	0 08½
" cases (6 10-lb. tins)	....	0 09½
" cases (12 5-lb. tins)	....	0 09½
" cases (24 3-lb. tins)	....	0 09½

Butter—A scarcity for fine quality of butter still holds. Sharp demands were in evidence every day this week. The bad weather has still interfered with the arrival of fresh goods, and it may be said that the quality of the fresh butter is not as good as it ought to be; and the held over Fall goods seem to be getting the preference. There is a good feeling reported from England, and the market remains unchanged. We quote:

Fancy creamery	0 19	0 20
Summer goods	0 18	0 19
Dairy rolls	0 15	0 16
" tubs	0 15	0 16
Finest Fall made	....	0 21
" fresh prints	0 21	0 22

Cheese—The advance in cheese of last week was maintained admirably, and there was very little cheese on the market. It is reported that it is 3-4c better than two weeks ago, and 10 to 10 1-2c is quoted now for good cheese. Some second grades have reached as high as 10c. Reports from the country still seem gloomy and it is safe to say that the season will be very late. The condition of the English Cheese market has improved and a marked confidence is in evidence among holders here. A report from Liverpool says: "There has been a further expansion of demand, and a brisk business has been done. There is more firmness manifested, and quotations are a little higher on the week. All grades have participated in the movement, and the present outlook is more promising."

New Packing House in Egypt.

A Hamburg, Germany, company has been organized and now has in operation a packing house at Matarien-Menjalen, Egypt, for the curing and shipping of eels caught in the Nile and its tributaries. This unusual enterprise is purely the result of the high price of meat in Germany, and the consequent increase in the consumption of dried and salted fish. The cause of the high prices of meat is attributed directly to the inhibitory measures of Germany against the importation of American cattle and meat products.

Notes.

Large supplies of potatoes are being sent to the West Indies from Nova Scotia and New Brunswick. Halifax is the place from which the larger part is shipped, though a 3,000 barrel shipment went from St. John recently

WANTED.

We are open to buy Chickens, Fowl and Ducks, best quality only. Also Eggs and Creamery Butter, 2-lb. prints and solids, finest quality. Quote prices f.o.b, or delivered here.

JOHN HOPKINS,
Mnfr. of Pork and Beef Products, ST. JOHN, N.B.

A Little More Money.

Sell more goods if you would make more money.

SELL MACARONI.

Our Macaroni—better, cheaper and more attractively packaged—a good seller.

Send for samples.
Give your wholesaler's name.

NAPOLI MACARONI CO.,
Hayter and Teraulay Sts.,
TORONTO, CANADA

REFRIGERATORS Useful to every one. 40 different styles. Silver medal, Quebec, 1901. Diplomas: Toronto, Ottawa, Montreal.

C. P. FABIEN,
Merchant and Manufacturer,
3167 to 71 N. Dame St., Montreal, Can
Write for Illustrated Catalogue.

Brooms
Brushes
Baskets

Butter Ware
Butter Paper
Butter Tubs

Wooden Ware
Willow Ware

Walter Woods & Co.

Hamilton and Winnipeg.

Mrs. Dooley

sings the "Song of the Soap"—the Soap with borax in it—and she is finding scores upon scores of wide-awake grocers very attentive. They have put some of their money into

Mrs. Dooley's Laundry Soap

—a 5-box lot "for a trial"—for a trial, if you like, but there is about 10% more money in selling this Soap, besides its better quality. A safe trial, Mrs. Dooley thinks.

THE
Metropolitan Soap Co.
LIMITED
TORONTO.

FIRST--Quality.

Without merit—real, positive, outstanding merit, **Orange Meat,** the ready-for-serving cereal, has little chance of making headway in public favor.

SECOND--Price.

Though better and more costly to make than other cereals, its cost to grocer and public is no more than other cereals of poorer sort.

Single cases,	**$4.50**
5 and 10 cases,	**4.40**

THE FRONTENAC CEREAL CO.,
Limited
43 Scott St., Toronto.

Fresh and Cured Fish

New Regulations for Fishermen.

SOME radical changes in the regulations governing the taking of fish were agreed upon at the recent conference at Ottawa between Commissioner Bastedo, and Hon. R. Prefontaine, Col. Gordean and Prof. Prince, of the Ontario Fisheries Department. They are in effect as follows:

Orders-in-Council will be issued to provide that in future no black bass under 12 inches in length can be taken, and the number to be taken in one day by a fisherman can not exceed eight. Formerly the minimum length of ten inches and the maximum number 12.

A change is also made in the close season. In the past the season exended from April 15th to June 15th, but it was found that tons of fish were slaughtered through the ice, either by spearing or by other means, so the close season will now extend from January 1st to June 30th. Fishermen will note that it will be illegal to take black bass until July 1st. A Winter close season is also provided for the protection of maskinonge and yellow pickerel or dore.

A new regulation prohibits absolutely the sale of bass, maskinonge and brook trout, either by whites or Indians, and the Order-in-Council permitting anglers to take fish out of the province will be cancelled.

An important change is meditated in regard ot the Lake Erie fisheries. In the past it has been the custom to take herring all the year round, a practice which has had a bad effect on the fishing. It is now proposed that no fishing be allowed in these waters from November 15th to March 15th. This meets the approval of the majority of the fishermen of Ontario, provided a similar law is enacted by the American States of New York, Pennsylvania, Ohio and Michigan. Judging by the expression of opinion at the recent Detroit conference, Mr. Bastedo is convinced that similar regulations will be made by the Americans interested.

Another regulation of interest to lake fishermen is that increasing the minimum size of lake trout and whitefish which may be taken. Heretofore the minimum has been two pounds, but at the Detroit conference experts stated that if it was desired to propagate the species it would be advisable not to take any fish of that kind which had not reached a weight of two and a-half pounds. In view of these arguments it was agreed that in future two and a-half pounds should be the minimum for Canadian waters. No sturgeon under 36 inches can be taken, and hereafter all jacklights, or flares, will be prohibited. The penalty for infraction of the new regulations will be a minimum of $10 instead of $1, as in the past, and Dominion authority will be conferred on all provincial fishery overseers.

There is no change in the close season for brook trout, but no angler can take in one day more than 20 trout, eight black bass, four maskinonge 12 yellow pickerel or four lake trout.

British Columbia Fish in Japan.

When war was first rumored in the Orient, British Columbia firms are reported to have arranged provisionally with the Japanese Government for large shipments of salmon and herring in barrels and salted for army provisions.

These orders are said to have been subsequently confirmed, and as a result extraordinary preparations to handle salted salmon for the Japanese army are now going on while herring now running near Nanaimo in Departure Bay are being shipped forward in large quantities by each steamship.

A Codfish Famine.

ST. JOHN is on the verge of a cured codfish famine, and the same conditions will be felt all over the country, says an Eastern exchange. Prices have risen to figures much higher than usual and dealers are unable to get fish enough to fill their orders. Prices on codfish ex vessel have advanced steadily; in fact, it is no longer merely a question of price, but simply can the fish be had? The price per quintal has been $3.50 to $4, but $5 is about the least that must be paid. Vessel owners are making unusual efforts to fit out their boats, but as the season does not commence until the middle of April, it will be the beginning of June before fresh stock will be on the market. Long

CANNED MEATS— a timely hint for wide-awake grocers.

are particularly good buying NOW.

There has been a combination of circumstances that has enhanced the prices of meats. This will greatly affect CANNED MEATS. Prices are sure to advance,—in fact, in many lines have already advanced.

We give you the opportunity of placing your orders for your season's requirements at opening prices,—which means lowest prices.

DO NOT DELAY PLACING YOUR ORDER.

Although we placed our contract this year largely in excess of other years, yet we are nearly sold up to our limit and our present quotations will shortly be withdrawn.

Write for Special Freight Allowance on 5-case orders.

SPECIAL QUOTATIONS ON "Clark's," Montreal, and "Libby's," Chicago.

THE EBY, BLAIN CO., LIMITED, Wholesale Grocers, TORONTO.

before then, however, the present stock will be exhausted. To make matters worse there is an unusual scarcity of bait, and it is unlikely that the codfish boats will be able to make any quick trips unless better weather conditions prevail. Last season's catch was much below the average, which fact accounts for the present scarcity. Haddock are also hard to get and local dealers are importing quantities from Boston for the manufacture of haddies.

—

Protection for Alaska Salmon Fisheries.

"THE new administration bill for the further protection of salmon in Alaska," says a Western exchange, "Is by far the most stringent means yet devised for the protection of the salmon fisheries, and will impose much hardship on several cannery owners, although it is deemed necessary by the Government as a safeguard against the serious depletion of the salmon stock."

The most sweeping change in the bill is that by which all fishing for red and king salmon in the lesser streams of Alaska, above mean low tide, is made unlawful, and penalized by fine and imprisonment.

The new bill also provides that the Secretary of Commerce may prohibit fishing for salmon of all kinds in certain streams, tidal basins and estuaries, in order that these localities may be set aside for purposes of propogation.

—

Salmon Sold to Russia and Japan.

A report is curenrt in New York that an order for 1,800 cases of red Alaska salmon at $1.35 had been placed there by an English export house, which was believed to be acting in behalf of the commissariat department of the Russian Government. There was also an inquiry for 3,000 cases more of the same grade. It is assumed that if such purchases are being made for the Russian Government the fish is intended for the navy or for the army officers' mess, and that if anything is bought for the rank and file rations it will be cheap salmon, such as pink or humpback.

By some of the trade strong doubt is cast upon the assumption that the purchase of red Alaska salmon above referred to was on behalf of Russia, the contention being that if that country were a buyer of that grade it would go to the nearer London or Liverpool market, where according to last advices, red salmon was obtainable at less than the equivalent of $1.35 New York. It was admitted, however, that reasons might exist which would make it advisable for Russia to buy in New York rather than in England, even though she would have to pay more for the goods.

—

Notes

Extensive alterations are being made in the plant of the Dominion Fish Company, Owen Sound.

In order to re-stock the waters of the Grand River with game fish, the Ontario Government have decided to prohibit fishing along the river for the year.

Fresh fish shipments through Owen Sound for the season 1903 amounted to 6,600,000 lbs. Two hundred and seventy-five cars were forwarded to Buffalo, Detroit, Chicago and other points, averaging twelve tons to the car.

D. Mowat, Secretary-Treasurer of the Western Canadian Fish Company, Vancouver, was in Winnipeg last week, where he succeeded in selling two carloads of dried codfish, smoked halibut and salmon. Hitherto these goods have all been brought from the Maritime Provinces. Mr. Mowat is extending his business trip to Ontario.

CANADIAN TRADE WITH WEST INDIES.

E. H. COOPER, secretary of the Montreal branch of the Canadian Manufacturers' Association, who has recently returned from a trip to the West Indies and British Guiana, reports as follows on the possibilities of trade with these countries:

"The West Indian producers realize the growing and permanent value of the Canadian market for their tropical products; they welcome every effort to create reciprocal trade.

"The Brussels convention, which achieved the abolition of the sugar bounties, has not increased the price of West India sugar; the United States market is now almost completely supplied by Porto Rican, Cuban and home-grown cane and beet; the English market offers now more favorable terms to the colonial than to German sugar, so that the only market in which the West Indian sugar has a preference is in Canada. As yet we can take only about two-thirds of their total sugar production, a fact which keeps the Canadian price of sugar almost equal to the New York parity, permitting but a small portion of the Canadian preference to go to the sugar producer. They hope in time we shall need their entire output, but meanwhile the sugar industry is languishing on account of the extremely low price of sugar.

Want Our Trade.

"Additional estates are being abandoned year by year, and unless the most modern machinery is employed, it does no more than pay to harvest the crop, and that with labor getting from 18 to 30 cents per day. With all the celebrated fertility of these lands, only in one place (British Guiana) does the amount of exports exceed the imports. Many of the planters are deserting sugar for cocoa, oranges, limes and other tropical productions.

"These products the West Indian producer hopes to sell in Canada, and the desire tosec ure and retain for these commodities a permanent market in Canada is, to Canadian observers at least, the supremest political desire in the West Indian's breast. If Downing street would grant the privilege (and it is not probable that its consent would be withheld) it should not be difficult to negotiate a series of reciprocity treaties with these colonies. Even federation is frequently advocated, the colonists feeling that the $200,000 per year paid to resident governors is not a profitable investment. Since I left British Guiana I see that their local governor has expressed a willingness to grant a preference of 10 per cent. upon Canadian goods, and I have no doubt that if our association would take the matter up with the different chambers of commerce throughout the islands, we could initiate an agitation that would result in a general reciprocal tariff arrangement.

"Although it would appear that there should be natural advantages for an exchange of commodities between Canada and the tropical colonies, yet we take only 5 1-2 per cent. of their exports and send them only 5 per cent. of their imports. The United States contibutes 32 per cent. of the imports, and Great Britain 41 per cent. This year's figures, I believe, will show a good increase in their exports to Canada, in view of the large amount of sugar now being bought on Canadian account, and it is, therefore, incumbent upon Canadian shippers to provide an equivalent increase in the opposite direction.

Canadian Flour.

"The objection has been heard in the West Indies that Canadian flour would not stand the hot weather. That complaint has been disproved, and has been changed to one of insufficient quantity. Regular shipments of Ontario flour could supply the demand. Demerara alone imports 15,000 barrels of flour a month, but only about 2,000 barrels come from Canada. Barbadoes takes 48,758 barrels of flour a year from the United States, but not one-tenth of that amount from Canada. All foodstuffs, including grains, beef and pork, cheese, butter and canned goods, are wanted in proportionate quantities. If those could be obtained in sufficient quantities in Canada, I am confident that the colonies would not hesitate to grant Canada a tariff preference. About the only commodity of which they can secure sufficient quantity from Canada is fish.

"Canadian soap finds considerable market in the West Indies. A few of the islands will take nothing but Canadian cheese, while in others you hear that it is too rich and becomes oily in the extreme heat. Supplying as we do both foodstuffs and manufactures, there is still much of that $35,000,000 market that could be gained, with effort and persistence, and an evident desire to give just what is asked for. It is doubtful whether there is a more favorable market offers to Canada now."

TEA PRICES AND THE WAR IN THE EAST.

A DISPATCH from Ottawa says that the Russo-Japanese war has caused an immense increase in the importation of teas into Canada. The information is supplied by officials at the customs department, after a study of the import returns. Although the shipments show a heavy increase, there is, however, no indication that the proportion of suprious or deleterious teas is growing. The reason assigned for the greater importation is that merchants in Canada fear that the war may cause a shortage, and are replenishing their stocks with that idea in mind. The apprehension that the Japan field may be closed is also causing an increased demand for the Indian and Ceylon varieties.

So far the Russo-Jap war has scarcely affected the market, beyond the heavy importations of teas mentioned. The fact that the Japanese control the sea means cheap tea for the people of the United States and Canada. If Russia had control of the Pacific she would blockade the Japanese ports, and tea prices would soar skyward in America.

Later on it may be found, if the war assumes very large proportions, that Japan requires many men to serve in the army whose places on the tea plantations will be very hard to fill, and thus a scarcity of labor may furnish a sufficient reason for the raising of the prices of tea. As a matter of fact, however, the Pacific Ocean and all Japanese ports are wide open, and as there is plenty of tea in Japan, it is hardly likely that even speculative attempts to increase the price will be crowned with success.

INSTALLED ELECTRIC COFFEE MILL.

The increased demand for Stratheona coffee has necessitated W. H. Scroggie Co., Montreal, putting in an electric coffee mill and one of the largest store coffee mills obtainable. This mill, which is a "Cole," was purchased through Todhunter, Mitchell & Co., Toronto. Everything pertaining to prompt, proper and careful handling of groceries is looked after by Mr. Lloyd, manager of the grocery department.

SUGAR COMING.

Montreal has two sugar boats booked. The ss. Crown of Navarre will be at this port in May, coming from Demerara and another steamer of 1,795 tons will bring a cargo from the Port of Spain, West Indies.

One of Our Customers

shows his confidence in our goods by advertising as follows:

COFFEE

If you want the best coffee, coffee that is a uniform roast, the kind that carries the greatest strength and the richest flavor, you will buy Chase & Sanborn's Coffee.

Chase & Sanborn

GROWERS AND IMPORTERS, MONTREAL.

Here's To Better Starch Business.

Please your customer's eye and you have her attention. Then you can tell her your story. The new drum package in which we put up our

LILY WHITE GLOSS STARCH

stands out well in your stock. It will catch your customer's attention and then you can tell her what good starch it is.

We pack Lily White Gloss Starch in handsome 6 pound drums, 8 drums to a case and a pair of drum sticks for each drum. Don't you want this kind of a trade attractor in your stock.

THE BRANTFORD STARCH WORKS, Limited, BRANTFORD, CANADA.

MAPLE SUGAR PROSPECTS.

SOME difference of opinion seems to exist as to the probable supply and quality of this year's syrup. Some dealers are inclined to think both quantity and quality will be deficient, and give as reasons the fact that snow followed the first frost in very quick order and remained, covering the ground practically ever since. To ensure a plentiful formation of sap, a frosted state of the earth is needful, and the snow banket they believe, will prevent the frost penetrating deeply. As a result there will be little sap, and on the first really warm day it will be released and flow upwards, the premature flow resulting in a "budded" flavor, as one put it.

Others, however, cannot see any menace to the supply, and several predict an unusually good output. All, however, agree on one point, that the demand will be easily met. There is on the market at present a lot of the adulterated left over from last year while some dealers make a practice of melting down their last year's surplus of maple sugar, converting it into syrup, which is claimed to suffer no loss in flavor.

From all accounts the adulterated form of syrup is driving the real stuff out of the market. The former can be retailed at 90 cents a gallon, while the latter calls for $1.40 or $1.50. "The public appear satisfied with what is handed out to them," say the dealers, "and we get no encouragement to trade in the simon pure brand."

"I don't suppose there will be enough coming in to Toronto this year to fill a cart," remarked one. He didn't mean to be taken literally, of course, but his words were suggestive. It is authoritatively stated that nine-tenths of the so-called maple syrup consumed is an ingenious concoction in which brown sugar and water play leading parts.

"We got our first barrel of real maple syrup in on the 23rd of March last year," said a representative of the Dawson Commission Company, "and it will probably be about a month later this year."

AN INTERESTING PAMPHLET.

Snowdon, Forbes & Co., Montreal, have issued a new catalogue, as their introduction reads: "Our first catalogue for dealers only." The catalogue which comprises some 40 pages of cuts of premiums with values, and price list of Tetley's teas and "Bee" brand grocers' specialties, is bound in dark slate cover—the front cover presenting photo of Tetley's famous elephant carrying a large can of "Bee" coffee in his trunk. An encouraging little poem on the first page is worthy of preservation by every merchant who appreciates the policy of "Dig in!" The cuts of premiums offered certainly look tempting.

GROCERS' SPECIALS.

F. H. Leggett & Co., importers and manufacturers of grocers' specialties call attention in this week's issue of The Grocer to a desirable line of goods adapted and suitable to Canadian trade, and solicit the trade of dealers direct.

Leggett & Co's manufactory is located at 132 to 138 King street, New York, where this great house pack and prepare preserves, pickles, meats, soups, grind spices, roast coffee, pack olives, and prepare hundreds of grocery specials, which for lack of space cannot be mentioned. Suffice it to say, however, that if you are a dealer you are cordially invited to inspect this wonderful plant, which is well worth a visit to the metropolis.

DON'T BE BEHIND THE TIMES.

ALL THE UP-TO-DATE TRAVELLERS HANDLE

MYERS SPICE for Horses, Cattle, Poultry, etc.

WHY! Because they know it is pure and the best to be had. Also they want their customers to have a genuine article and a ready seller.

Write *MYERS ROYAL SPICE CO., Niagara Falls, Ont.*, for further particulars.

NINE MONTHS

as wholesale grocers has proved to us that our past experience of

EIGHTEEN YEARS

in the Brokerage Business is of inestimable service to us in our new sphere.

BUYING RIGHT

enables one to sell at prices that sometimes look like cutting.

WE INVITE YOU TO TAKE ADVANTAGE OF OUR OFFERS.

Tomatoes, 3s,	Belleville,	**$0.98**	per doz. net, f.o.b. Factory	}	10 doz. lots
Pumpkin, 3s,	"	**0.80**	" " "	}	and over
Rasperries (in Syrup), 2s,	"	**1.26**	" " at Toronto		
Strawberries " 2s,	"	**1.26**	" " "		
Pears, Flemish Beauty, 2s,	"	**1.30**	" " "		
Plums, Damson, 2s,	"	**0.85**	" " "		

Currants, Fine Filiatras, Greek cleaned	**4¼c.** net	}	5 packages
" " uncleaned	**4⅛c.** "	}	and over
Gray's Lemon Peel	**8c.** "		
" Orange "	**8¼c.** "		

Tea Send along samples of what you want matched, and compare our offerings with your previous purchases.

WE CARRY A FULL LINE OF GROCERIES.

CANADA BROKERAGE CO., LIMITED

Phones { 2282 Main. / 870 " }

9 FRONT ST. EAST, TORONTO.

We Have Bargains in

Prunes, Figs, Apricots, Peaches, Evaporated Apples, Valencia Raisins, California Muscatels, Currants, also Canned Fruits, Preserved and Pie Fruit. "TARTAN BRAND"

Have You Tried Our Cabinet Maple Syrup? It is a good line.

BALFOUR & COMPANY, Branch Canada Grocers, Limited, **HAMILTON.**

'Phone or Write for Quotations.

CANNED GOODS

Tomatoes, 1903 pack	$1.00 doz.	Red Cross 3-lb. Pork and Beans in Chili Sauce	$ .90 doz.
Belleville Sweet Wrinkle Peas	.95 "	Lowrey Bros. 3-lb. Pie Peaches	1.00 "
Belleville Sifted June Peas	1.00 "		
Bloomfield Extra Fine Sifted Peas	1.25 "		

F.O.B. Kingston, Terms, 30 days.

GEO. ROBERTSON & SON, Kingston, Ont.

---a large percentage

of your customers leave the selection of goods to you.

Your judgment is to please them. You can always do this if you sell them

B. T. Babbitt's

TRADE "1776" MARK

Soap Powder.

"1776" Soap Powder has no equal as a **dirt-remover.** It pays you to handle, **because it pleases your customers.** Handsome Premiums and Panel Pictures free for trade marks. Send for Illustrated Catalogue.

WM. H. DUNN, Agent, Montreal.

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Eagle Mnfg. Co., Montreal.
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McLaren, W. D., Moutreal.
Snowdon, Forbes & Co., Montreal.

Baskets.
Oakville Basket Co., Oakville, Ont.
Woods, Walter, & Co., Hamilton.

Bird Seed.
Nicholson & Brock, Toronto.

Biscuits, Confectionery, Etc.
Browne & Wells, Toronto.
Canada Biscuit Co., Toronto.
Christie, Brown & Co., Toronto.
Imperial Biscuit Co., Guelph, Ont.
Lamont, Corliss & Co., Montreal.
McGregor-Harris Co., Toronto.
Mooney Biscuit & Candy Co., Stratford.
Mott & Co., John P., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.
Stewart, A. J., Toronto.

Blue and Black Lead.
Douglas, J. M. & Co., Montreal.
Oakey, John, & Sons, London, Eng.
Reckitt's—Gilmour Bros., Montreal.

Brooms, Brushes, Etc.
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United Factories, Toronto.
Waterloo Broom and Brush Co., Waterloo, Ont.
Woods, Walter, & Co., Hamilton.

Canned Goods.
Anglo-British Columbia Packing Co., Vancouver, B.C.
Black Bros. & Co., Halifax, N.S.
Burlington Canning Co., Burlington, Ont.
Gardiner & Co., Vancouver, B.C.
Hudon, Hebert & Cie., Montreal.
Tippet, A. P. & Co., Montreal.
Todd, J. H., & Son, Toronto.

Cash Registers.
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Cheese Cutter.
Computing Scale Co. of Canada, Toronto.

Chewing Gum.
Row & Co., Brockville, Ont.

Cigars, Tobaccos, Etc.
American Tobacco Co., Montreal.
Empire Tobacco Co., Montreal.
Erie Tobacco Co., Windsor, Ont.
Fortier, J. M., Montreal.
Horrocks, T. J., Toronto.
McAlpin Consumers Tobacco Co., Toronto.
McDougall, D., & Co., Glasgow, Scot.
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Reid, W. B. & Co., Toronto.
Steele, W. H., Co., Toronto.
Tuckett, Geo. E., & Son Co., Hamilton.

Cocoanut.
Greig, Robt., Co., Toronto.

Cocoas and Chocolates.
Cowan Co., Toronto.
Dutch Chemical Works, Amsterdam, Holland.
Epps, James, Co., London, Eng.
VanHouten's—J. L. Watt & Scott, Toronto

Coffee Essence.
Bromley's—W. G. Patrick & Co., Toronto.

Commission Merchants and Brokers.
Cameron, Gordon & Co., Winnipeg.
Clark, R. W., & Co., Victoria, B.C.
Dawson Commission Co., Toronto.
Dingle & Stewart, Winnipeg.
Dominion Brokerage Co., Toronto.
Dunn, Wm. H., Montreal and Toronto.
Hopkins, John, St. John, N.B.
McDonald, Gordon, & Co., London, Eng.
Lambe, W. G. A., & Co., Toronto.
Manitoba Commission Co., Brandon, Man
Nicholson & Bain, Winnipeg.
Patrick, W. G., & Co., Toronto.
Rutherford, Marshall Co., Toronto.
Ryan, Wm., Co., Toronto.
Thomas, J. P., Quebec, P.Q.
Watt, J. L., & Scott, Toronto.

Computing Scales.
Computing Scale Co. of Canada, Toronto.

Concentrated Lye.
Gillett, E. W., Co., Toronto.

Condensed Milk and Cream.
Borden's—Wm. H. Dunn, Montreal and Toronto.
St. Charles Condensing Co., Ingersoll.
Truro Condensed Milk & Canning Co., Truro, N.S.

Crockery and Glassware.
Gowans, Kent & Co., Toronto.
Sydenham Glass Co., Wallaceburg, Ont.

Dairy Produce and Provisions
Clark, Wm., Montreal.
Dominion Packing Co., Charlottetown, P.E.I.
Eby, Blain Co., Toronto.
Fearman, F. W., Co., Hamilton.
Matthews, Geo. Co., Brantford.
Maclaren, A. F., Imperial Cheese Co., Toronto.
McLean, J. A., Produce Co., Toronto.
Park, Blackwell Co., Toronto.

Educational.
Central Business College, Stratford.

Financial Institutions.
Bradstreet Co.

Fish.
Black Bros. & Co., Halifax.
Connors Bros., Ltd., Black Harbor, N.B.
Eby, Blain Co., Toronto.
James, F. T., Co., Toronto.
Johnson, C., Gardiner & Co., Vancouver, B.C.
Kinnear, T. & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
White & Co., Toronto.

Flours and Cereals.
Carter, G., Son & Co., St. Mary's, Ont.
Castle, F. J., Co., Ottawa.
Frontenac Cereal Co., Toronto.
Greig, Robt., Toronto.
McCann, Wm., & Co., Toronto.
Mackay, John, Bowmanville, Ont.
Napoli Macaroni Co., Toronto.

Fruits—Dried, Green and Nuts.
Balfour & Co., Hamilton.
Davidson & Hay, Toronto.
Eby, Blain & Co., Toronto.
Gibb, W. A., & Co., Hamilton.
Gillard, W. H., & Co., Hamilton.
Husband Bros. & Co., Toronto.
Kinnear, T., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
McWilliam & Everist, Toronto.
Tippet, A. P., & Co., Montreal.
Walker, Hugh, & Son, Guelph.
White & Co., Toronto.

Gelatine.
Canadian Gelatine Co., Toronto.
Cox, G. & J.

Grocers—Wholesale.
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Canada Brokerage Co., Toronto.
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Davidson & Hay, Toronto.
Eby, Blain Co., Toronto.
Eckardt, H. P., & Co., Toronto.
Hudon, Hebert & Cie, Montreal.
Kinnear, T., & Co., Toronto.
Laporte, Martin & Cie., Montreal.
Lucas, Steele & Bristol, Hamilton.
Robertson, Geo., & Son., Kingston, Ont.
Snowdon, Forbes & Co., Montreal.
Turner, James, & Co., Hamilton.

Grocers' Grinding and Packing Machinery.
Adamson, J. T., & Co., Montreal.
Coles Mfg. Co., Philadelphia, Pa.
Eby, Blain Co., Toronto.

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Interior Store Fixtures, Trucks, Etc.
Auer Light Co., Montreal.
Dominion Showcase Co., Toronto.

Jams, Jellies, Etc.
Canada Biscuit Co., Toronto.
Eby, Blain & Co., Toronto.
McGregor-Harris Co., Toronto.
"Ozo" Co., Montreal.
Pure Gold Mfg. Co., Toronto.
Upton's — A. F. MacLaren Imperial Cheese Co., Toronto.
Warren, Dudley, Haldumulla, Ceylon.

Macaroni
Napoli Macaroni Co., Toronto.
Tippet, A. P., & Co., Montreal.

Mince Meat
Capstan Mfg. Co., Toronto.
Clark, Wm., Montreal.
Lytle, T. A., Co., Toronto.
Wethey, J. H., St. Catharines.

Pass Books, Etc.
Allison Coupon Co., Indianapolis, Ind.

Patent Solicitor.
Cullen, Orlan Clyde, Washington, D.C.

Peels.
Batger's—Rose & Laflamme, Montreal.

Pickles, Sauces, Relishes, Etc.
American Coffee & Spice Co., Toronto.
Capstan Mfg. Co., Toronto.
Colson, C. E., & Son, Montreal.
Douglas, J. M., & Co., Montreal.
Eby, Blain Co., Toronto.
Ewing, S. H., & Sons, Montreal.
Flett's—Rose & Laflamme, Montreal.
Laporte, Martin & Cie., Montreal.
Leggett, Francis H. & Co., New York.
Horton-Cato Mfg. Co., Windsor, Ont.
Laing's, Dr.—W. G. Patrick & Co., Toronto.
Lytle, T. A., Co., Toronto.
"Ozo" Co., Montreal.
Patterson's—Rose & Laflamme, Montreal.
Snowdon, Forbes & Co., Montreal.
Stretton & Co., Worcester, Eng.

Polishes—Metal.
Oakey, John, & Sons, Montreal.

Polishes—Stove.
Morse Bros., Canton, Mass.
Prescott's.—W. H. Dunn, Montreal and Toronto.

Pottery.
Foster Pottery Co., Hamilton, Ont.
Myers Royal Spice Co., Niagara Falls, N.Y.

Poultry Food.
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Myers Royal Spice Co., Niagara Falls, N.Y.

Refrigerators.
Eureka Regrigerator Co., Toronto.
Fabien, C. P., Montreal.

Rice.
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Davidson & Hay, Toronto.

Salt.
Canadian Salt Co., Windsor, Ont.
Patrick, W. G., & Co., Toronto.
Toronto Salt Works, Toronto.

Shelf Boxes.
Bennett Mfg., Co., Pickering, Ont.

Soap.
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Sodas—All Kinds.
Winn & Holland, Montreal.

Soap Powder
Babbitt's. W. H. Dunn, Montreal and Toronto.

Starch.
Brantford Starch Works, Brantford.
Edwardsburg Starch Co., Cardinal, Ont.
Snowdon, Forbes & Co., Montreal.
St. Lawrence Starch Co., Port Credit

Steel Shingles.
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Sugars, Syrups and Molasses.
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Teas, Coffees, and Spices.
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Rutherford, Jas., & Co., Montreal.
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Snowdon, Forbes & Co., Montreal.
Turner, James, & Co., Hamilton.
Wood, Thos., & Co., Montreal.

Vinegars.
Canadian Vinegar Co., Montreal.
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Hill, Evans & Co., Worcester, Eng.

Warehousing.
Cameron, Gordon & Co., Winnipeg

Washing Compound.
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Salt—Reduced Prices

Having completed alterations and improvements we are now in a position to fill all orders. Our plant, as reconstructed, is the most modern in existence, and has the largest capacity in the British Empire for the production of high-grade Salt.

The improvements made having enabled us to effect a considerable saving in the cost of manufacture, we have issued new Price Lists, showing very large reductions.

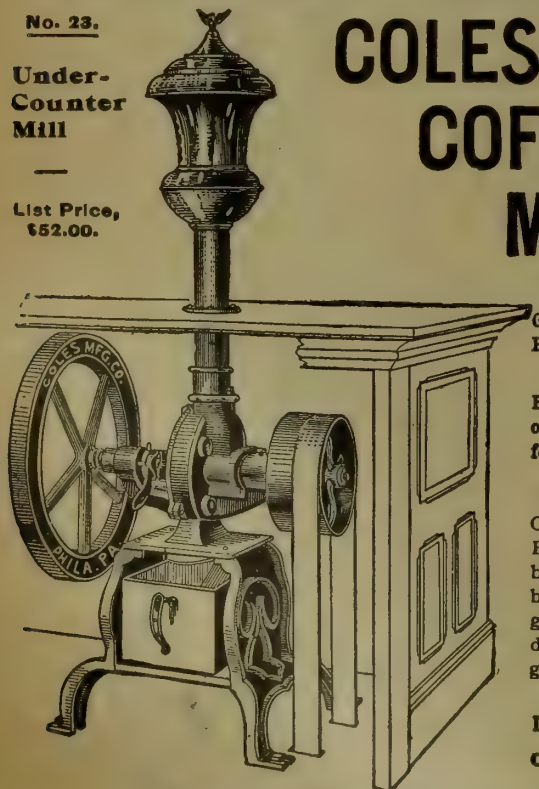
As it is almost impossible to secure cooperage stock we suggest that our customers order ordinary fine Salt in sacks. Write for new Price List.

The Canadian Salt Co., Limited,
Windsor, Ont.

No. 23.

Under-Counter Mill

List Price, $52.00.



COLES COFFEE MILLS

None better for Granulating or Pulverizing.

Our mills will Pulverize without heating Coffee.

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders.

A GREAT LABOR-SAVER.

Our Grinders wear longest

Agents { TODHUNTER, MITCHELL & CO., Toronto.
DEARBORN & CO., St. John, N.B.
FORBES BROS., Montreal.
GORMAN, ECKERT & CO., London, Ont

COLES MANUFACTURING CO., PHILADELPHIA

Ask and Receive.

Advertise and Acquire.

If you want to sell a business or a delivery wagon, if you want a partner or a clerk—**advertise.** If you have what you don't want, or haven't what you do want—**advertise.**

Our condensed advertisements cost little, but are worth a good deal.

You can reach most of the general merchants in Canada at the expense of a few cents. Our rate is 2c. per word first insertion, and 1c. per word each subsequent insertion, and ***remittance must accompany order in every case.***

THE CANADIAN GROCER
MONTREAL and TORONTO

THE CANADIAN GROCER

President:
JOHN BAYNE MACLEAN.
Montreal.

The MacLean Publishing Co.
Limited

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, North-West Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

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MONTREAL - - - - 232 McGill Street. Telephone Main 1255.
TORONTO - - - 10 Front Street East. Telephone Main 2701.
WINNIPEG, MAN. - Room 308, McIntyre Block. Telephone 1846. E. C. Hind. L. P. Luxton.
LONDON, ENG. - - 109 Fleet Street, E.C. J. Meredith McKim.
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BRITISH GUIANA PREFERENCE.

PREFERENTIAL tariffs seem to be in the air. The latest colony to declare a preferential tariff within the Empire is British Guiana; Sir James Alexander Swettinham, governor of that colony, having announced recently a preference of 10 per cent. in duties to imports from the United Kingdom and Canada. To Canada this is especially interesting, as it gives to Great Britain and herself an advantage over the foreigner in their markets. E. H. Cooper, secretary of the Montreal branch of the Canadian Manuafacturers' Association, who has just returned from a trip to the British West Indies, tells The Grocer that the West Indian people want Canadian goods, and want to send us more goods. Figures show that the exports from British Guiana to Canada increased nearly four hundred per cent. in three years, and taking the statistics of 1901 to 1903, the bulk of this export trade was carried on in sugar and rum. It is the only place in the whole West Indies where the amount of export exceeds the imports.

And herein the preference will be most important to Canada. For instance, we should send to that colony far more flour than we do, far more food stuffs of all kinds, such as cheese, butter, bacon, lard and canned goods of all descriptions. Nearly half of the goods imported from Canada at the present time is fish. The chief reason given by business men for not exporting more of these goods to the British colonies, is that other exporters in the United States have established a connection there and a market is not easily obtained.

Taking the report of Mr. Cooper as a basis, many of the sugar planters of the Indies are abandoning their industry and are taking up the cultivation of oranges, limes, cocoa, and other tropican productions. If possible, there should be a chance for the Canadian trader without any disparagement to Californian and Florida fruits, to give the preference of his orders to the British West Indies. Such a move would invite reciprocity, and the old saying of one good turn begetting another, would be realized by Canadians taking exchange orders at least or direct orders for our excellent food products, which without boasting, cannot be surpassed in the United States. The old yarn about our Canadian flour being too full of acidity to be useable in tropical climates is entirely exploded. The complaint is that we have not the quantity of the kind of goods they need; if we have not got it is is high time our Canadian producers set about getting it. It would seem idle to tell us that Ontario and the Great West could not more than supply the Indies with the very finest of food stuffs. To illustrate further Barbadoes took nearly 50,000 barrels of flour from the United States per year, while less than one-tenth of this amount came from Canada.

In the butter export trade, for instance, a special variety of tins for packing butter has been brought into use by Mr. Pierre de Bacourt, a Montrealer, manager of the Canadian Pressed Butter Co. It is a vacuum tin insuring perfect preservation of the contents in all climates. This should be useful for the West Indian trade. In fact it is an old saw that states, "Where there is a will there is a way," and this year's exports will no doubt show a good increase in the exports to Canada from this colony, and vice versa. In sugar, Canada gives a preference of 33 1-3 per cent. to West Indian products, but this suggests another complex subject, which is explained by a report received from the Canadian Commercial Agent at St. Kitts as follows:

"British West Indian sugar planters are drawing no benefit from the customs preference of 33 1-3 per cent. which West Indian sugars enjoy entering Canada. The bone of contention in this matter is the retention by the refiners of the whole customs rebate, no portion of the advantage finding its way into the pockets of the growers. At a meeting of sugar planters and merchants in St. Ktts it was strongly urged that the producers of muscovado sugar in the British West Indies should combine to cease all consignments to Canada for the present, with the just possible result that if refined 96 degree crystals, which Canadian refiners really want, are scarce, there may be some demand for muscovadoes to take their place, and a consequent small improvement in quotations may follow. British West Indians recognize that this is the best market for their output of raw sugar, but the price paid by refiners for muscovadoes is the bare equivalent of that paid in New York."

To explain this statement clearly would require an intricate and technical explanation of the sugar grading, but that may be done in a special article. The point is, that Canada is not the market for the West Indian sugar, which it ought to be, or at least, conditions are not as favorable as they might be.

Another fact which will be very important to fruit dealers in Montreal and Toronto, is that there is likely to be a direct line of steamers established between Montreal and the British West Indies, the Pickford & Black service from Halifax and St. John, it is understood, being withdrawn as far as Government support is concerned. The advantages of such a service to Canada cannot be spoken of here, but must be self-evident.

WEST INDIAN SUGAR PREFERENCE.

A REPORT received recently by the Minister of Trade and Commerce, Ottawa, from one of the Canadian commercial agents stationed in the West Indies, states that British West Indian sugar planters are deriving no benefit from the customs preference of 33 1-3 per cent. which West Indian sugars enjoy entering Canada, and that they are planning co-operation in order to secure if possible more favorable terms from Canada.

The trouble seems to be largely due to the Cuban preference granted last Autumn by the United States, which is only now becoming operative. At the present time 96 centrifugal Cuban sugar c. and f. New York are quoted on a basis of $2.25 per cwt. There is a specific duty of $1.68 1-2 per cent. on raw sugar entering the United States, and in the case of Cuban sugars there is a preference of 20 per cent., making the net duty $1.35. Thus the total cost of this sugar duty paid in New York is $3.60 per cwt. according to the prices ruling at the time of writing.

The volume of Cuban production at present is just sufficient to dominate the New York market during the months when sugars from that island and the other West Indies are entering the United States and the sugar producers of the British West Indies have to meet the price named for the Cuban product, duty paid, in New York.

Since West Indian sugars have to compete in New York with Cubans the regular duty of $1.68 1-2 per cwt. leaves only $1.91 1-2 for West Indian 96 centrifugal sugars c. and f. New York.

Canadian refiners, it is asserted, have made an arrangement with brokers whereby they pay the same price as that which rules in New York c. and f. dian sugars duty paid is only $2.38 1-2 The specific Canadian duty is 71c. per cwt. on raw sugars and there is a preference of 23c. making the net duty 47c. The total cost then of West Indian sugar duty paid is only $2.38 1-2 per cwt. It is easily seen that Canadian refiners have the advantage of the New York price in addition to that of the Canadian preference.

One local sugar broker when questioned on the subject, said there was no question about the West Indian sugar planters having the poorer end of the bargain and that Canadian refiners were profiting from what was neither more nor less than a favorable turn of commerce. It is a question whether certain brokers are not to be blamed for the situation and the apparent injustice to West Indian sugar planters. But whcever may be to blame it is evident that the planters in the West Indies are at present deriving little or no benefit from the Canadian preferential tariff.

RECIPROCITY WITH THE UNITED STATES.

IT seems to be the universal tendency of man to fail in appreciation of what is within reach and to ever strive after the unattainable.

At one time Canadian economists, politicians and business men were convinced that Canada needed closer commercial relations with the United States. Delegation after delegation went from the Canadian Parliament to Washington to ask for a reciprocal tariff arrangement which might be of advantage to both countries. Canada was at the time willing, even anxious, to give much in the hope of some gain for herself. But the United States would not deign to even consider seriously the Canadian proposals. Large interests which might have been affected by reciprocity with Canada used their influence so skillfully and so persistently that the efforts of those who desired closer relations with Canada were completely overshadowed.

In the passage of the "McKinley Bill," the climax of United States hostility to Canada was reached. At one stroke this enactment shut out many products, the sale of which contributed much to the country's prosperity.

In the opinion of many Canada was ruined by this hostile legislation. It is well known that it takes years to turn the farmer from the crops he has found profitable under certain circumstances and to direct his energies to building up industries comparatively new to him. But this was done, and while the years immediately after the passage of the McKinley Bill were decidedly lean ones, they were well spent in turning the attention of the Canadian farmer to stock raising, cheese and butter making, etc. In a decade a market has been secured for Canadian products in Great Britain which is infinitely more valuable to Canada than our exports of agriculaural products to the United States ever could have been.

At the same time the contemptuous indifference to Canadian trade manifested by the utterances of leading public men of the United States was exasperating in the extreme.

All of this combined to nourish a national spirit and to develop a bond of Imperial loyalty which expressed itself first in the preference of 33 1-3 per cent. to British products and later in the general approval which greeted the statement by Sir Wilfrid Laurier, after the failure of the treaty negotiations in Washington a couple of years ago, that "Canada should go no more to Washington for tariff favors."

Since that utterance, which bears the weight of the conviction of the Canadian Premier and the moral support of the Canadian people, reciprocity has been a dead issue in Canada. Almost in inverse ratio as the desire for reciprocity has decreased in Canada it has increased in the United States. To-day it is recognized that Canada is, in comparative proportion and almost in aggregate volume, the best customer the United States has. It is also recognized that the strongest industrial organization in the Dominion, the Canadian Manufacturers' Association, seeks a higher tariff against United States goods even though that entailed a bigger preference to Great Britain.

So far Canada has never been stampeded into tariff enactments as a result of the hostility aroused by the

unfriendly tariff legislation of the United States. And it is to be hoped that the same caution, the same moderation will dominate our future relations with the big Republic to the south.

Yet it must be made clear to United States commercial bodies that any movement for reciprocity with Canada must be initiated by the United States and must be backed by sufficient influence to guarantee to the Canadian Parliament that its proposals will be considered on a purely business basis. Canada is willing to give advantages to the United States, but for each advantage she gives she will insist on an equivalent in return.

At a banquet in Boston the other evening two of the foremost speakers, H. M. Whitney and Col. Clarke, in pointing out Boston's need of developing the fish trade, declared in no uncertain tone in favor of reciprocity with Canada.

It must be remembered, however, that Canada is unready to discuss reciprocity in any one line. Unless the United States fish interests, lumber interests, manufacturing interests, etc., who desire closer relations with Canada can unite their forces sufficiently to win the support of the United States Congress and overcome the antagonism of the United States Senate their desires for reciprocity will be of no avail.

A DROP IN POTATOES.

POTATOES became much easier in Montreal on Tuesday; in fact they dropped from 80c. to 60c. a bag on track lots. This was accounted for the merchants having laid in large stocks, before the roads broke up to prevent movement of large lots.

Abundant quantities are in the hands of the dealers, and it is quite possible that the low prices may prevail for some time.

PERSONAL MENTION.

Mr. E. Brown, a well-known grocer of Peterborough, is dead.

Mr. T. B. Greening, Toronto and Hamilton, was a visitor to the trade of Montreal last week.

Mr. A. Wills, import agent, Montreal, was in Toronto this week and favored the Grocer with a call.

Mr. H. R. Bernard, of Hunt & Co., was in Quebec this week, where he found business flourishing in the tea trade.

D. D. Currie, general merchant, Belleville, has gone to Saskatoon, Sask., where he intends opening a general store.

The many friends of Mr. Witmore are pleased to welcome him back to St. John, N. B. He takes a responsible position with Dearborn & Co.

Mr. W. Hay and a staff from the Department of Agriculture, Ottawa, have left for St. Louis, Mo., to superintend the installation of the Canadian exhibit there.

Messrs. W. R. Hooper of New York, and H. L. Rice of St. Mary were introduced on Montreal 'Change yesterday, the latter by Mr. H. D. Matcalfe of Montreal.

Mr. W. D. Brown, confectioner, Galt, is dead. Mr. Brown started in business there over a score of years ago, and through his ability was enabled to build up one of the leading retail establishments of the town.

Mr. F. J. Cheeseworth, representing John Dwight & Co., Toronto, was a visitor to the Montreal trade this week. Mr. Cheeseworth has been doing some good advertising work for "Cow" brand soda as well as looking after orders.

Mr. P. G. Shallcross, of Shallcross, McCaulay & Co., Vancouver, who has been visiting the chief trade centres in Canada and the United States in the interests of his firm, is in Toronto this week.

Mr. H. Graham, of Graham & Company, Belleville, the well-known packers of evaporated apples, onions, etc., was in the city this week. He reported a decided activity in the evaporated apple trade, and stated that a marked advance had taken place.

Mr. C. E. Thurston, one of the biggest fruit buyers of New York, was in Montreal yesterday. He anticipates great activity in the green fruit trade this season, and that new arrivals by steamer will ease prices from week to week.

Mr. J. A. Courtemanche, of Ocean Mills, Montreal, who was scheduled to represent his firm in Winnipeg and the West, has been transferred to St. John, N. B., where he will commence an active campaign with Chinese starch, baking powder, &c.

R. Henderson, a representative of the well known Chalmers firm, fruit importers, Glasgow, Scotland, who has been located in Colborne for the past few months, was banqueted by the citizens on March 15, on the eve of his departure for home.

Mr. N. H. Stevens, president of the Canada Flour Mills Co., Chatham, Ont., accompanied by Mr. R. Newman of the Canada Bean Co., were in Montreal this week on their way home from a tour to Quebec and other Eastern cities.

Mr. J. K. McLennan of Winnipeg was in Montreal this week and was introduced on 'Change by T. A. Crane. Mr. McLennan was here in the interests af the Independent Grain Co., a concern of considerable magnitude in the West.

Mayor Laporte, head of the big wholesale grocers, Laporte, Martin & Co., Montreal, has been so busy with his city duties that he has been unable to rest from his arduous campaign. He left on Wednesday for a prolonged trip to Atlantic City.

Mr. Wm. J. Joyce, of R. Herron & Co., Montreal, was in the city during the past week. Mr. Joyce, who covers the territory between Montreal and Quebec City, reported that despite the bad roads and heavy travelling, business has been satisfactory.

Mr. A. E. Sterling, representing T. A. Lytle & Co., Toronto, was a caller at the Montreal offices of The Grocer last week. Mr. Sterling was on his way West from Quebec and reported good and increased demand for his firm's well known grocers' specialties.

Mr. M. Scully, of Lloyd & Scully, produce merchants, Owen Sound, Ont., was introduced on Montreal 'Change yesterday by H. A. Hodgson, one of the largest local produce merchants of Montreal. Mr. Scully was in town several days, and visited some of the big local dealers.

Mr. W. G. Winter, of the firm of T. & M. Winter, St. John's, Nfld., was in Montreal this week, and was introduced on 'Change by Mr. Robt. Meighen, head of the Lake of the Woods Milling Company. Mr. Winter is on his way to England, and stated that in his business of provisions and flour, things were prosperous.

Mr. F. L. Hart, of Hart & Tuckwell, has just returned from an extensive trip throught the U. S. While ostensibly on a pleasure trip to Atlantic City, Mr. Hart took advantage of business widening pursuits, and visited New York, Washington and other centres. He is considered one of the best local authorities on green fruits.

The many customers and friends of Mr. H. Forrest, representative of the Salada Tea Co., on the north shore of the St. Lawrence, will regret to learn that he is laid up with appendicitis. As he may have to undergo an operation it will be several weeks before he will be able to call upon his trade. The Grocer wishes him a speedy recovery.

Mr. Eugene Rosedale, manager of T. Lipton's coffee department, New York, was a caller at the Montreal offices of The Grocer this week. Mr. Rosedale's report of the growth and development of Lipton's Canadian business was very interesting, some of the statistics submitted being particularly so. Mr. Rosedale says the future outlook is bright.

Mr. Walter C. Gaden, salesman for Red Rose Tea in the city of Montreal and district, was a caller at the Montreal offices of The Grocer last Friday. Mr. Gaden says "Red Rose Tea has made more friends than seemed possible against the numerous package teas on sale here, and I am thoroughly satisfied with the good opinions expressed by trade and consumer."

SALADA TEA CO.

The "Salada" Tea Co. report that their trade during the past six weeks has increased 61,535 pounds over the corresponding six weeks of last year. This is an average increase per week of 10,256 pounds.

NEW AGENCY.

D. Rattray & Son, of Quebec city, were appointed agents this week for the Canada Bean Co., of Chatham. They intend introducing the bean tester supplied by Stevens & Newman, of the Chatham Co., which will establish a solid grading system for beans in the trade generally.

"A Knock At Your Door"—

Big or Little, you are alike interested

No matter who you are . . . . where located . . . . whether operating a large concern, or conducting a village grocery . . . . for the well-being of your business, you must have a daily use for "SALADA" Ceylon Tea.

No firm, company or corporation can possibly serve you as well as "SALADA" can.

No bulk or packet Tea upon the market has the immense sale or gives the lasting satisfaction that "SALADA" does.

12 Million Packets Sold Annually

This is no bombast or idle talk, but a straight, truthful, business statement to earnest thinkers.

Will you recognize your opportunities and write us for a sample case?

BRANCHES and AGENCIES
Toronto.
Montreal.
St. John.
Halifax.
Winnipeg.
Vancouver.
New York.
Boston.
Chicago.
Buffalo.
Detroit.
Pittsburgh.
Cleveland.
Philadelphia.
Washington.
Indianapolis.
Hartford.
Duluth, Min.
Jersey City.
Milwaukee.
St. Paul, Min.
Richmond, Va.
Jacksonville.
Rochester.
Norfolk, Va.
Scranton, Pa.
Portland, Me.
Baltimore, Md.
San Francisco.
St. Louis.
Minneapolis.

Black, Mixed or Natural Ceylon Green. **SEALED PACKETS ONLY.** Retailing at 60c., 50c., 40c., 30c., 25c. per pound.

"Horse Shoe" SALMON

For 25 years the standard in Canada.

Every can guaranteed.

The quality unexcelled.

It is so thoroughly known among consumers that all grocers should give it prominence.

New Pack is in the hands of the wholesale trade

BUY

BRUNSWICK BRAND in **SARDINES** — Domestic, Goods in Oil, ¼s; Mustard, ¼s and ¾s; Tomato, ¼s. **HERRINGS,** in Tomato Sauce and Kippered. **CLAMS, SCALLOPS, CLAM CHOWDER, BONELESS CODFISH, FINNAN HADDIES, BONELESS FISH.**

—Sold by all the leading wholesale grocers in Canada. All goods guaranteed. If you have not tried them you have missed something nice; if you have, we know you are still using them.

—Information respecting our goods will be cheerfully given.

—Address all enquiries to

Connors Bros., Limited,

PACKERS OF SEA FOODS,

BLACK'S HARBOUR, - N. B.

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

Groceries.

Toronto, March 24, 1904.

THE grocery market is fairly active and business generally is improving. The demand for sugars is improving; an active demand is reported and many retailers have begun to think this is a good time for stocking up. Buying of teas is brisk, with the market showing signs of firmness throughout. Canned goods are firm. The demand for syrups and molasses is good. Coffee is firmer and likely to go higher in price. Dried fruits are quiet with prices unchanged. Spices are firm, also rice and tapioca with the latter stiffening in price appreciably.

CANNED GOODS.

The market for canned goods is brisk with good demand. Canned goods are getting into continually smaller compass, and people are kept guessing as regards prices. At any rate the present prices will not become lower. Our quotations are as follows:

Apples, 3's	....	0 90
" gallons	....	2 20
Asparagus	....	3 50
Beets, 2's	....	0 90
Beets, 3's	....	1 00
Blackberries, 2's	1 50	1 70
Beans, 2's	0 90	1 10
Corn, 2's	....	1 20
Cherries, red, pitted, 2's	....	2 20
" white	....	2 40
Peas, 2's	0 97½	1 45
Pears, 2's	1 45	1 60
" 3's	1 90	2 10
Pineapples, 1½'s	1 50	1 60
" 2's	1 80	2 00
" 3's	2 25	2 40
Peaches, 2's	1 55	1 70
" 3's	2 45	2 60
Plums, green gages, 2's	1 10	1 40
" Lombard	1 00	1 30
" Damson, blue	0 95	1 25
Pumpkins, 3's	....	0 95
" gallon	....	2 50
Rhubarb, 3's	....	1 80
Raspberries, 2's	1 40	1 60
Strawberries, 2's	1 40	1 60
Succotash, 2's	....	1 00
Tomatoes, 3's	....	1 12
Lobster, talls	....	3 35
" 1-lb. flats	3 50	3 70
" ½-lb. flats	1 90	2 00
Mackerel	1 00	1 25
Salmon, sockeye, Fraser	1 65	1 75
" " Northern	1 65	1 75
" " Horseshoe	1 65	1 75
" Cohoes	....	1 15
Chums	0 95	1 00
Sardines, Sportsman ¼'s	....	0 15
" ½'s	....	0 23
" Portugese ¼'s	0 08	0 10
" P. & C., ¼'s	0 25	0 27
" P. & C., ½'s	0 35	0 38
" Domestic, ¼'s	0 03½	0 04
" ½'s	0 09	0 11
" Mustard, ½ size, cases 50 tins, per 100	8 00	9 00
Haddies	....	1 00
Kippered herrings, domestic	....	1 00
" imported	1 45	1 55
Herrings in tomato sauce, domestic	1 00	1 10
" " imported	1 45	1 55

SUGAR

The strong position in raws has been well maintained and there have been sales at a further 1-16 advance, that is on basis of 2 1-4 c. and f. New York for 96 test Centrifugals, which is equivalent to full duty paid basis of 3.59. There are still buyers on this basis for shipment, but sellers are now holding for further advance and at the moment there are no further transactions to report. There are rumors of sales of centrifugals in Cuba at 2 5-16 c. and f. but it is believed these were for speculators. The spot quotation remains nominal on basis of 3 1-2 duty paid, with no transactions to record.

There are 171 central factories grinding in Cuba against the same number last year, but with heavy sales of the present crop at shipping ports, stocks are about 62,000 tons less than for the same period last year. Combined stocks in the United States and Cuba at latest reports were 347,144 tons, a decrease of 110,166 tons from last year. Combined stocks of Europe and America at latest uneven dates, were 3,455,144 tons, an increase of 13,339 tons over the same period last year. It would be observed that the comparative increase in world's supply is gradually disappearing. On January 1 last this amounted to 209,885 tons.

Receipts at United States Atlantic ports for the week ending March 16 were 43,503 tons, with meltings reduced for the week 1,000 tons, or say to 33,000 tons, leaving stock on all hands of 125,144 tons.

European markets put on further strength for the week. The price of 88 per cent. beet advanced 1 1-2d per cwt, or was 8s 5 1-4d f.o.b. Hamburg, quotation on basis of March and April shipment. This is equivalent to 3.78 duty paid New York for 96 test centrifugals. By cable from Europe dated March 19, 1904, F. O. Licht reduces the estimate of the beet crop 80,000 tons, making the estimate for the entire European crop 5,830,000 tons. In this connection recent advices from Europe show that the consumption of sugar in the principal countries for the period from September, 1903 to January, 1904, inclusive is 338,991 tons, or 23 per cent. greater than that during the same period of the previous campaign. The period covered is since the Brussels sugar convention went into effect, and it would thus be observed that experience is bearing out predictions along the same line.

Little new business is doing in refined in the United States or Canada. The strong tone of the raw market is reflected in the refined market where prices are firmly held without special indications for the immediate future. Now that the weather has taken a more Springlike turn and the freight blockade has been raised there should be large increases in the local consumption of sugar. Quotations remain as follows:

Paris lumps in 50-lb. boxes	....	4 88
" in 100-lb. "	....	4 78
St. Lawrence granulated	....	4 23
Redpath's granulated	....	4 23
Acadia granulated	....	4 13
Berlin granulated	....	4 13
Domestic beet, granulated, 1902	....	3 98
Phoenix	....	4 13
Bright coffee	....	4 03
Bright yellow	....	3 98
No. 3 yellow	....	3 93
No. 2 "	....	3 73
No. 1 "	....	3 63

Granulated and yellow, 100-lb. bags, 10c. less than bbls.

SYRUPS AND MOLASSES.

A fair demand continues for syrups and molasses at firm prices. Our quotations are as follows:

Syrups—		
Dark	....	....
Medium	0 30	0 32
Bright	0 35	0 37
Corn syrup, bbl., per lb.	....	0 02½
" ½ bbls. "	....	0 02¾
" kegs "	....	0 03
" 3 gal. pails, each	....	1 30
" 2 gal. " "	....	0 90
" 2-lb. tins (in 2 doz. case) per case	....	1 90
" 5-lb. " (in 1 ") "	....	2 35
" 10-lb. " (in ½ ") "	....	2 25
" 20-lb. " (in ¼ ") "	....	2 10
Molasses—		
New Orleans, medium	0 25	0 30
" " ½ bbls	0 27	0 32
" open kettle	0 45	0 50
Barbadoes	0 38	0 45
Porto Rico	0 38	0 42
Maple syrup—		
Imperial qts	....	0 27½
1-gal. cans	0 95	1 00
5-gal. cans, per gal	....	1 00
Barrels, per gal	....	0 75
5-gal. Imp. brand, per can	....	4 50
1-gal. " per case	....	5 10
½-gal. " "	....	5 60
Qts. " "	....	6 00

TEAS.

The firm tone of the tea market recorded in last report is still confirmed. Japan tea is scarce and getting into very small compass in this country. Few desirable Japan and China teas are offering although the demand for Japan is more brisk than for some time. The new Japan market opens next month. The price of flavory Ceylon teas on the last London sale advanced in most cases 1c per lb. There is a complete dearth of teas of a stand out flavory quality. The general market of India and Ceylon teas is strong and higher in price.

Tea is not sufficiently narrow to make market stronger generally, flavory qualities are scarce however. Ceylon greens have advanced 1-2d in Ceylon and continue to sell freely. Deliveries of teas are proceeding on a heavy scale in the London market. Clearances of all teas during the current month show an increase of one and three-quarter million pounds for home consumption as compared with last year. Quotations are as follows:

Congou—half-chests, Kaisow Moning,	0 12	0 60
caddies, Fakling	0 19	0 50
Indian—Darjeelings	0 35	0 55
Assam Pekoes	0 20	0 40
Pekoe Souchongs	0 19	0 25
Ceylon—Broken Pekoes	0 36	0 42
Pekoes	0 27	0 30
Pekoe Souchong	0 18	0 35
China Greens—Gunpowder, cases, extra first	0 42	0 50
" half-chests, ordinary firsts	0 22	0 28
Young Hyson, cases, sifted, extra firsts	0 42	0 50
" cases, small leaf, firsts	0 35	0 40
" half-chests, ordinary firsts	0 28	0 38
" " seconds		0 23
" " thirds	0 16	0 18
" " common		0 15
Pingsueys—Young Hyson, ½-chests, firsts	0 28	0 32
" " seconds	0 18	0 19
" half-boxes, firsts	0 28	0 32
Japan—½ chests, finests May pickings	0 38	0 40
Choice	0 33	0 37
Finest	0 30	0 32
Fine	0 27	0 30
Good medium	0 25	0 28
Medium	0 21	0 23
Good common		0 20
Common		0 19

COFFEES.

The coffee market continues steady and firm prices prevail. Considerable business has been done on the street this week in Rios, and Mocha has been tried. Brazil is relatively higher in New York where the market is weak. Prospects are not for lower prices in the long run, although coffee is relatively over 1c cheaper than it was a month ago. Notwithstanding the uncertainty of the coming coffee crop, there is enough coffee in sight to supply the world for one year. Our quotations are as follows:

	Per lb.	
Green Rios, No. 7		0 08
" " No. 6		0 08½
" " No. 5		0 08½
" " No. 4		0 08½
" " No. 3	0 09	0 09½
" Mocha	0 21	0 25
" Java	0 22	0 35
" Santos	0 10	0 12
" Plantation Ceylon	0 26	0 35
" Porto Rico	0 22	0 25
" Guatemala	0 22	0 25
" Jamaica	0 15	0 20
" Maracaibo	0 16	0 23

SPICES.

The spice market is somewhat brighter than last week, although it is slow in showing marked signs of life. Peppers are a little easier owing to lack of demand. As soon as firm demand sets in, higher prices are prophesied in spices, since it is not thought that supplies have accumulated. The quantity of nutmeg from prime markets is light. Our quotations are as follows:

	Per lb.			Per lb.	
Peppers, blk	0 18	0 19	Cloves, whole	0 25	0 35
" white	0 23	0 27	Cream of tartar	0 25	0 30
Ginger	0 18	0 25	Allspice	0 14	0 17

RICE AND TAPIOCA.

Tapioca is up a little in price and the market in rice and tapioca continues firm with good demand. Quotations are as follows:

	Per lb.			Per lb.	
Rice, stand. B		0 03¾	Sago	0 03¼	0 04
Patna	0 05	0 05½	Tapioca	0 03¼	0 03½
Japan	0 06	0 07	Carolina rice		0 10

Foreign Dried Fruits.

Trade in dried fruits is fair with prices firm. Prunes are beginning to be in big demand as compared with last year. The currant market is steady and unchanged. Our quotations are as follows:

PRUNES.

	Per lb.			Per lb.	
100-110s	0 04	0 04½	60-70s	0 06¾	0 07
90-100s	0 05	0 05½	50-60s	0 07	0 07½
80-90s	0 05½	0 05¾	40-50s	0 07¾	0 08
70-80s	0 06	0 06½	30-40s	0 08¼	0 08½

CANDIED PEELS.

	Per lb.			Per lb.	
Lemon	0 10	0 12½	Citron	0 15	0 18
Orange	0 11	0 13			

FIGS.

	Per lb.			Per lb.	
Tapnets		0 03¾	Elemes	0 09	0 20
Naturals	0 06½	0 09½			

APRICOTS.

	Per lb.	
Californian evaporated	0 12½	0 15

PEACHES.

	Per lb.	
Californian evaporated	0 08½	0 12

CURRANTS.

	Per lb.			Per lb.	
Fine Filiatras	0 04¾	up	Vostizzas	0 07	0 08
Patras	0 06	0 06½			

RAISINS.

	Per lb.	
Valencia, fine off-stalk	0 06½	0 06¾
" selected	0 07	0 07¾
" selected layers	0 07½	0 09
Sultana	0 06½	0 10
Californian seeded, 12-oz	0 08½	0 09
" " 1-lb. boxes	0 10½	0 11
" unseeded, 2-crown		0 07½
" " 3-crown	0 08	0 08½
" " 4-crown	0 09	0 10

DATES.

	Per lb.			Per lb.	
Hallowees	0 03¾	0 04	Fards	0 08¾	0 09
Sairs	0 03¼	0 03½			

Cured Fish.

The market for cured fish is dull and featureless, the season being practically over. We quote the following prices:

Herring, No. 1, Labrador, in bbls	5 50	5 75
" " " ½-bbls	3 00	2 25
" split shore, ½-bbls	2 75	3 00
Large dried cod in quintals	6 00	6 50
Skinned cod, in 100-lb. cases	5 50	6 00
Cod steak, 1-lb. blocks		0 06¾
Boneless fish, 1-lb. blocks		0 05¾
" 25-lb. boxes, per lb		0 04½
Scaled herring, per box	0 16	0 18

Country Produce.

EGGS.

The egg market is easier than it was last week, although as yet supplies are barely equal to demand. The call for eggs is particularly good, the supply coming in this week being fully 75 per cent. of what it was a year ago, when facilities of transportation were unimpeded and prices much lower. "People are eating more eggs altogether," says one produce merchant. Our quotations are as follows:

Eggs, fresh laid, per doz	0 21	0 22

POULTRY.

Trade in poultry is dull as usual at this season. Last week's prices continue unchanged. Our quotations are as follows:

Chickens, live per lb	0 09	0 10
Old hens " "	0 05	0 06
Chickens, dressed, per lb	0 10	0 13
Old hens, " "	0 06	0 07
Turkeys, " "	0 14	0 15

BEANS.

The bean market shows signs of improvement. Prices are somewhat firmer and the demand is good. We quote the following prices:

Beans, mixed, per bush		1 40
" prime, "		1 50
" handpicked, per bush	1 65	1 75
" water-stained "		1 00
" Lima, per lb	0 05½	0 06½

HONEY.

Honey continues quiet and the market is featureless. Last week's prices continue unchanged. Our quotations are as follows:

Honey, extracted clover, per lb	0 06½	0 07½
" sections, per doz	1 50	2 00

MAPLE SUGAR AND SYRUP.

The market is just opening with good prospects for brisk trade. Our quotations are as follows:

	Per lb.
Maple sugar, 30-lb. boxes	08
" syrup, wine gallon, per tin	0 75½

Fish.

The demand for fish continues fair, although one of the most successful fish seasons in years is now far on the wane. Stocks are pretty well cleaned out. The feature of this week's market is that the scarcity of oysters is now over and prices have dropped 15c for standards and 25c for selects. Our quotations are as follows:

Whitefish, frozen, per lb	0 09
Trout, frozen, per lb	0 09
Herrings, fresh, per lb	0 04½
British-Columbian salmon, frozen, per lb	0 12
Halibut, frozen, per lb	0 12
Perch, per lb	0 06
Mackerel, frozen, per lb	0 10
Haddock, per lb	0 06
Cod, per lb	0 08
Tullibees, per lb	0 06
Fresh-water herring, frozen, per lb	0 04½
Finnan haddies, per lb	0 09
Oysters, standard, per small pail	4 50
" selects "	5 00

Green Fruits.

The condition of the fruit trade has improved decidedly since last week, with local trade brisk and facilities for outside distribution more nearly normal. California navels lead easily in the market, with good demand. Stocks arriving recently have shown in several instances signs of wasting, which has necessitated sending the fruit in iced refrigerator cars. Valencia oranges are also in good demand and follow navels on the list along with Mexicans. The market for marmalade oranges is nearly over. The demand for lemons is brisk, and prices are 25c firmer. Grape fruit is scarce. Pineapples are in good demand and this week's prices are considerably easier than ruling prices for last week. Bananas find ready sale and are higher in price; together with pineapples they are the fruit par excellence for the season from now on. Grape fruit is scarce. Cranberries are considerably reduced in price. Florida tomatoes are selling readily, although stocks received recently have not been as good quality as usual. Strawberries are 10c easier than last week and are offering in pint boxes at 25c. Our quotations are as follows:

Florida tangarines, in straps		5 00	5 50
" " in ½-straps		2 25	2 50
Japan " per bundle (2 boxes)			1 25
" " per box			0 65
California navels, per box		2 50	3 25
Mexican oranges, per box		2 00	2 25
Marmalade oranges, per box			2 50
Seville oranges, bitter, per box			2 50
Bitter oranges, Palermo, boxes, per box		2 00	2 40
Messina lemons, new, per box		2 75	3 00
Valencia oranges, 714 case		4 00	5 50
" " 420 case		4 00	4 50
Valencias, large, per case		5 50	6 00
Bahama grape fruit, per box		5 50	6 00
Florida pineapples, per crate		4 00	504
California grape fruit, per box			3 50
Bananas, large bunches		1 85	2 50
Apples, per bbl		1 25	2 50

Almeria grapes, per keg	6 50	7 50
Florida tomatoes, per crate	4 50	5 50
Tomatoes, green house, per lb	0 25	0 30
Cranberries, Jersey, per bbl		5 50
" Budd's longkeepers		7 00
Limes, per case		1 25
Limes, in ½-straps		2 25
Strawberries, per box		0 45
" quarts		0 50
" pints		0 25

Vegetables.

Trade in vegetables continues much the same as last week, with brisk demand and many varieties difficult to obtain, particularly parsnips and cabbage. As soon as the ground thaws sufficiently, however, parsnips will become more plentiful. Potatoes are a little easier. Red onions are practically out of the market. The demand for Valencia onions continues fair, and prices are easier. Some stocks on the market are showing signs of growth. Only a few carrots are to be seen this week. California celery continues to find a ready sale. Green onions are scarce and higher in price. Florida spinach is on the market this week for the first time this season. Our quotations are as follows :

Cabbage, per doz	0 50	1 00
" red, per doz	0 50	1 00
Potatoes, per bag	1 00	1 10
Potatoes, per bag, car lots	0 85	0 90
Sweet potatoes, per bbl		5 50
Onions per peck		0 50
Onions white, per bag		2 50
Spanish onions, per crate		1 25
Spanish (Valencia) onions, large cases		3 50
Bunch lettuce, per doz. bunches		0 35
Radishes, per doz. bunches		0 50
Mushrooms, per lb.		0 75
Mint, per doz bunches		0 30
Parsley, " "		0 20
Sage, per doz		0 10
Savoury, per doz		0 10
Beets, per bag		1 00
Carrots, per bag		0 85
Parsnips, per bag	1 00	1 25
Artichokes, per bush		0 75
Yellow turnips, per bag	0 35	0 40
Oyster plants, per doz		0 30
Leeks, per doz		0 40
Celery, per doz	0 40	0 75
California celery, large case		5 00
" small case		2 40
Rhubarb, per doz	1 00	1 25
" per bundle	0 10	0 15
Green onions, per doz	0 15	0 20
Green house water cress, per doz		0 25
Green cucumbers, American per doz	1 25	2 00
" " Canadian, per doz	1 75	2 00
Asparagus, green house, per bunch		0 25
Florida spinach, per bbl		4 50

Seeds.

The seed market is brightening appreciably from week to week, and increasing sales are reported regularly. There is no change from last week's prices. We quote as follows :

Red clover, per bush	5 75	6 35
Alsike	4 75	5 75
Timothy, per "	1 15	1 75
" flail threshed		2 00

Grain, Flour and Breakfast Foods.

GRAIN.

The grain market is quiet this week and prices are again fluctuating with a downward tendency. Manitoba wheat, No. 1 hard, is 1½c easier. Northern No. 1 is 1½c lower in price, also No. 2 Northern. Red and white wheat are each 1c easier. Peas are 2 to 3c firmer. Our quotations are as follows :

Manitoba wheat, No. 1 hard, per bush, Toronto	1 07	1 07½
" " Northern No. 1 " "	1 05½	1 06
" " " No. 2 " "	1 00	1 00½
Red, per bushel, on track Toronto	0 98	0 99
White " " "	0 98	0 99
Barley " " "	0 50	0 52
Oats " " "	0 38	0 38½
Peas " " "	0 75	0 77
Buckwheat " " "		0 59
Rye, per bushel, " " "	0 69	0 70

BREAKFAST FOODS.

The demand for breakfast foods continues brisk with firm prices of last week unchanged. Our quotations are as follows :

Oatmeal, standard and granulated, carlots, on track, per bbl		5 05
Rolled oats, standard, carlots, per bbl., in bags		4 50
" " " " " in wood		4 75
" " " " for broken lots		4 90
Rolled wheat, per 100-lb. bbl		3 00
Cornmeal		3 50
Split peas		5 00
Pot barley, in bags		3 75
" in wood		4 00
Swiss food, per case		2 88
Aunt Sally's Pancake Flour, per case		2 00

FLOUR.

The flour market is active and easier this week. Supplies are beginning to come in readily from the farmers. The flour market moves to a large extent in sympathy with the grain market, and until the latter becomes more stationery it will be impossible to fortell the price of flour. Manitoba wheat patents, strong bakers' patents, Ontario wheat patents and straight roller patents are each 10c easier. Our quotations are as follows :

Manitoba wheat patents, per bbl	5 00	5 15
Strong bakers "	4 75	4 90
Ontario wheat patents "	4 80	5 05
Straight roller "	4 50	4 60

Hides, Skins and Wool.

Business has changed little since last week. Trade is fairly good. A decline of 1c is noted in fleece wool. White tallow has dropped off ¼c per lb. We quote as follows :

HIDES.

No. 1 green, per lb	0 07
" 2 " "	0 06½
" 1 " steers, per lb	0 07½
" 2 " " "	0 06
Cured, per lb	0 08

CALFSKINS.

Veal skins, No. 1, 6 to 14 lb. inclusive	0 09
" " " 2 " " "	0 07
" " " 1 15 to 20 lb "	0 08
" " " 2 " "	0 06
Deacons (dairies), each	0 60
Lamb and sheep skins	1 00 1 10

WOOL.

Unwashed wool, per lb	0 09	0 10
Fleece wool, "	0 16	0 17
Pulled wools, super, per lb	0 18	0 21
" " extra "	0 20	0 22
Tallow, per lb	0 04½	0 05

QUEBEC MARKETS.

Montreal, March 24, 1904.

Groceries.

THE local market has been devoid of animation, and only immaterial changes have taken place. Again the weather has interferred, and the anticipated rush has not set in. Tea and sugar are still interesting the market. In fact the rise in sugar, of last week, has been maintained, and it was stated by a large importer that the Canadian refiners have agreed together, to pay only the New York prices, minus the United States duty, for bright, grainy, grocery sugars. The result is that very little West India sugar is coming here, in fact, this importer stated that it would pay West Indian importers better to send this kind of sugar to the English market where there has been an advance in price. The advisability of such a move, however, is questionable when the greater freight charges to England might absorb all the gain in price. Teas of all kinds remain firm, and there is very little Japan left in stock, the advance in

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PRICES—Doolittle Quarts, $3.25; pound jars, $1.50; tumblers, $1.00 per doz. F.O.B. Toronto; Quaker Marmalade, $1.70 per doz.

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certain drugs which was noticed last week, such as camphor and sulphur, has been maintained. Camphorated chalk has advanced to 25c per lb owing to the advance in camphor. Menthol, another drug, has also gone up in price, which is not surprising when it is remembered that all the peppermint from which menthol is made is grown in Japan. Carbolic acid and iodine have also advanced. Higher prices may be anticipated in glycerine, sulphur and all incidentals that go towards the manufacture of explosives. The demand for cereals is still good, the drop in rice has been well observed all over the province. Canned goods are still slow, and as fresh fish is coming freely, and next week is the last week of Lent, a lull may be expected in canned fish. Word comes from abroad that there is a scarcity in French sardines. Green fruits are beginning to be active, and there has been a large auction sale of Sorento oranges of 3,000 packages, which sold from $1.20 to $1.65. Celery will be in great demand for Easter week, so a good supply should be secured. Florida strawberries were sold freely at 40c. Malaga grapes are exceedingly scarce and have sold as high as $8.50 a keg.

SUGAR.

The recent rise in values here has been followed by activity in the United States, although American refiners seem well supplied with raw sugar. American speculators seem to be acting as if sugar had been depressed too much, and it is reported that further advances may be made on the prices at which they are supplying themselves with cane sugar. There is a very decided firmness on he local market, and a marked probability of it being maintained. We quote:

Granulated, bbls.	$4 15
" ½-bbls	4 25
" bags	4 02½
Paris lump, boxes and bbls	4 65
" " ½-boxes and 1½-bbls	4 75
Extra ground, bbls	4 50
" " 50-lb. boxes	4 70
" " 25-lb. boxes	4 80
Powdered, bbls	4 30
" 50-lb. boxes	4 50
Domino lumps, boxes and bbls	4 55
" " ½-boxes and ½-bbls	4 65
Phoenix	4 05
Bright coffee	3 95
" yellow	3 95
No. 3 yellow	3 85
No. 2 "	3 65
No. 1 " bbls	3 55
No. 1 " bags	3 45
Raw Trinidad	3 20
Trinidad crystals	3 30

SYRUPS AND MOLASSES.

No new features have arisen in the molasses market, only that the demand is increasing from day to day. In some quarters the price is expected to go down, but that cannot be immediately. A dealer from Newfoundland who was in the city this week, verified the report of The Grocer that there was a substantial amount of old molasses in that place. This will tend to make the dealers very careful, and may cause some guessing in trade. We quote:

Barbadoes, in puncheons	0 30
" in barrels	0 32½
" in half-barrels	0 33½
New Orleans	0 22 0 35
Antigua	0 37
Porto Rico	0 45 0 48
Corn syrups, bbls	0 02½
" ½-bbls	0 02½ 0 03
" ¼-bbls	0 03
" 38½-lb. pails	1 30
" 25-lb. pails	0 90
Bbls., per 100 lb	2 75
½-bbls. "	2 75
Kegs "	3 00
Cases, 2-lb. tins, 2 doz. per case	1 90
" 5-lb. " 1 doz. "	2 35
" 10-lb. " ½ doz. "	2 25
" 20-lb. " ¼ doz. "	2 10

COFFEE.

Coffee prices are solid without any marked advance. The market remains almost stationary. Rios strengthened a little, but dropped back again to 8c and 9c yesterday. Reports from abroad state that the East India crop was disappointing in nature, and that the bulk of trade was being driven on Costa Rica. Men who follow the planters report that should the quality of Costa Rica be inferior also, an unsatisfactory season might be looked for. We quote:

Good cucutas	0 10 0 10½
Choice "	0 11½ 0 12½
Jamaica coffee	0 10½ 0 11
Java	0 18 0 22
Mocha	0 16 0 19
Rio	0 08 0 09

TEA.

The firmness of last week has steadily held out throughout the week and Japan stocks are pretty well cleaned out. The advance in the China Congous has also held out and 10 1-2c is readily obtained. Reports from abroad state that this price may last some time as the stocks have considerably depreciated in comparison with similar periods last year. There has been plenty of enquiry for the medium qualities of tea. Ceylon and Indian teas show a stronger market, and the closings have been firm every day. We quote:

Good to medium Japans	0 18 0 24
Fine to choice Japans	0 25 0 35
Ceylon greens	0 16 0 20
Indian greens	0 18 0 30
Japan style China congoes	0 10 0 10½
Pealeaf and Pinhead Gunpowders	0 23 0 40
Coarse to good Gunpowders	0 13 0 22
Ceylon blacks	0 14 0 30
Indian "	0 12 0 20

CANNED GOODS.

The demand for some kinds of canned goods during the past few days shows signs of improvement, and as fine weather is expected, better enquiry will follow. Old stocks are getting steadily less as the weeks go on, and the last week of Lent will notice a diminution in the canned fish trade. Some vegetables, especially tomatoes have had good sale at firm prices. The demand has been good for lobsters. The future of salmon is reported strong, and dealers do not anticipate any marked decline in values for some time. We quote:

Tomatoes	1 12½
Corn	1 15
Peas	0 87½ 1 50
String beans	0 85 0 90
Strawberries, preserved	1 40 1 60
Succotash	1 00
Blueberries	1 10
Raspberries	1 40
Lawtenberries, 2s	1 50
Raspberries, black	1 35
Gooseberries	1 55
Pears, 2s	1 45 1 60
" 3s	2 10
Peaches, 2s	1 55 1 67
" 3s	2 40 2 60
Plums, Lombard 2s	1 30
" Green Gage, 2s	1 40
Cherries, red pitted, 2s	2 20
Baked beans, 3s	0 90
3-lb. apples	0 90
Gallon apples	2 20
2-lb sliced pineapples	2 00 2 10
Grated pineapples	2 40
Singapore whole pineapples	2 40
Pumpkins, per doz	0 95
Spinach	1 00
Sugar beets	0 90 1 40
Salmon, pink	0 90 1 00
" spring	1 40
" Rivers Inlet red sockeye	1 50
" Fraser River red sockeye	1 50 1 70
Lobsters, talls	3 45
" 1-lb. flats	4 00
" ½-lb. flats	2 25
Canadian Sardines, ¼s	3 65 4 00

Foreign Dried Fruits.

The interest in dried fruits is well maintained and we learn from Wm. Rogers & Co., of Denia, that Valencia raisins are in good demand, and that they have shipped 2,000 boxes of prime fruit for which about 22s to 23s cost and freight to Montreal, is the price asked. From Malaga shelled almonds are reported firm with a recent slight decline in some lines, notably Jordan's which are almost exhausted. Currants continue firm without much change in price, although the demand has increased in volume, and now embraces all qualities. For the time of year a healthy business is being done in Sultana's. Grenoble walnuts maintain a high price. Shelled nuts are now down to the price at which buyers are going in for securing supplies to put in cold storage for the early Autumn and Christmas trade. Filberts are reported slightly easier; F. Baller & Co. quoting 40s 3d per bale, cost and freight. Candied peels are still high, the advance which obtained last December has been firmly maintained. Dates are weaker in the London market, and the local stock is not abundant, but this has not effected the market for spot supplies. We quote:

VALENCIA RAISINS.

New, finest off-stalk, per lb	0 06 0 06½
Selected, per lb	0 07
Layers "	0 07½ 0 07½

FIGS.

Comadres, per tapnet	1 00 1 10
Elemes, per box, new	0 90

DATES.

Dates, Hallowees, per lb	0 03½ 0 03¾

CALIFORNIAN EVAPORATED FRUITS.

Apricots, per lb	0 12½
Peaches "	0 09½
Pears "	0 12½

MALAGA RAISINS.

London Layers	1 75 1 90
"Connoisseur Clusters"	2 00
"Royal Buckingham Clusters," ½-boxes	1 00
"Excelsior Windsor Clusters"	4 25
" " ¼s	1 25

CALIFORNIAN RAISINS.

Loose muscatels, per lb	0 07½ 0 08
" " seeded, in 1-lb. packages	0 10½
" " in 12-oz. packages	0 08

PRUNES.

	Per lb.	Per lb.
30-40s		0 09
40-50s		0 08
50-60s		0 07½
60-70s		0 06½
70-80s		0 06
80-90s		0 05½
90-100s		0 05
Oregon Prunes (Italian style) 40-50s		0 08
" " 50-60s		0 07½
Oregon prunes (French style), 60-70s		0 06½
" " 90-100s		0 04½
" " " 100-120s		0 04

CURRANTS.

Fine Filiatras, per lb. in cases	0 04½ 0 05
" " cleaned	0 05 0 05½
" " in 1-lb. cartons	00 6 0 06½
Finest Vostizzas "	0 06½ 0 07½
Amalias "	0 05½

SULTANA RAISINS.

Sultana raisins, per lb	0 06½ 0 08
" " 1-lb. carton	0 09

Green Fruits.

The green fruit market has been active all week, and there has been a steady demand for all good sound fruits. Some very nice Florida strawberries have sold well at 40c, but the demand for Florida

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Note—We have contracted with the best Vinegar manufacturers for a large quantity at exceptionally low prices, and we are in a position to defy competition. All grades of strength in stock, 60 grs, 80 grs., 90 grs., 100 grs. and 119 grs., in barrels of 10, 15, 20, 30 and 40 gallons.

WE PAY FREIGHT on 50 gallons and over. Note that fact. We are also still giving a ***Non-corrodible Hale Vinegar Pump FREE*** with every 100-gallon order.

PICKLES - - We claim to have the best assortment of ***Canadian*** and Imported Pickles in Canada. We specially offer ***ROWAT'S*** at tempting prices. Ask for them.

Buyers of fine goods should remember that we carry in stock

The ***E. C. Flaccus Co's*** (Wheeling, W. Va.) highest grade products :

Tomato Catsups, Chili Sauces,

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the latter in ***12*** different styles and shapes. These mustards are guaranteed equal to the very finest Imported French Mustards.

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"La Grippe" - For your own and your customers' Grippe (and this is the time when everyone is in line to get an attack), there is nothing like

Mitchell's Scotch Whiskies "Hether Dew" and "Special Reserve"

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LAPORTE, MARTIN & CIE.

Wholesale Grocers,
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Montreal.

oranges has been very light. For choice apples the demand has been fine, firmness marking all good fruit. Celery is on the market in excellent quality, and will be advanced in price, no doubt, for Easter week. Cucumbers are a little easier, selling at $2.50 a dozen. Pineapples have gone up 50c a case. Spanish onions have increased 25c a case. Florida tomatoes have dropped 50c a case. A large quantity of new arrival of lemons in New York has sent the price down here. Cauliflower hardened a little and is now selling at $3.50 a case, other lines have remained about the same this last week. We quote:

Cranberries	8 00	9 00
Cocoanuts, per bag of 100	....	4 00
Canadian apples, in bbls	2 50	4 00
Pineapples, 24 to case	....	5 50
" 30 to case	....	4 50
Bananas	2 25	2 50
Valencias oranges 714's	....	4 50
" " 420's	....	3 75
Sweet potatoes, per bbl	5 50	6 00
Spanish onions, cases	....	3 50
French onions, 110-lb. cases	....	3 00
New Messina lemons 300's	....	2 75
" " " 360's	....	2 50
Florida oranges, per box	....	5 25
California navels	2 50	3 00
Florida tomatoes, per crate	....	3 50
California celery	....	5 00
Californian cauliflower, case	....	3 50
Florida grape fruit	....	7 00
Jamaica oranges	....	2 50
Jamaica grape fruit	....	6 50
Florida tangerines	....	2 00

Fish.

Fresh fish has been coming in very freely this week, and prices may go down quickly but this is not to be taken as advice, as the weather will have something to do with it. All kinds of fish continues to be scarce. Frozen fish is practically finished. Oysters are easier selling at much the same price as last week. One dealer stated that he expected to have to throw away his full stock of tom-cods this week. We quote:

Frozen herring, medium, per 100 fish	1 40	1 50
Haddies	....	0 08
Smoked herring, per box	....	0 16
Fresh haddock, per lb	0 04	0 05
Dore, per lb., frozen, fancy Winter	0 07½	0 08
Pike, " round	0 05	0 05½
Halibut, frozen, per lb	0 09	0 10
Gaspe salmon, frozen, per lb	....	0 14
Frozen B.C. salmon, per lb	0 08½	0 09
Smelts	0 08	0 09
Steak cod	....	0 05
Choice round trout	0 06½	0 07
Whitefish, small	0 06½	0 07
Tommy cods	1 00	1 50
No. 1 Labrador herring in 20-lb. pails	....	0 85
No. 1 Herring, Labrador, per bbl	....	5 00
" " half bbl	2 75	3 00
No. 1 Holland herring, per half bbl	....	6 50
No. 1 Scotch herring, " "	....	6 50
" " per keg	....	0 95
Holland herring, per keg	0 65	0 75
No. 1 green codfish, new, per 200 lb	....	7 00
No. 2 green cod, bbls. 200	....	5 00
No. 1 green haddock, bbls. 200	....	5 50
No. 1 large green codfish, new, per 200 lb	....	7 50
Green pollock, bbls. 200	....	4 00
Salt eels, bbls. 200 lb	....	0 6½
Salt mackerel, pail of 20 lbs	....	1 60
Boneless cod, 1 and 2-lb. blocks, per lb	....	0 06½
" fish, " " " "	....	0 05
" " loose, in 25 lb. boxes	....	0 04½
Boneless fish, in crates, 12 5-lb. boxes	....	0 05
Skinless cod, cases 100 lb	....	4 75
B. C. salmon, choice red, per bbl	....	14 00
B. C. salmon, ½-bbl	7 00	8 00
Marshall's kippered herring, per doz	....	1 40
Canadian kippered, per doz	....	1 00
Canadian ¼ sardines, per 100	3 75	4 00
Canned cove oysters, No. 1 size, per doz	....	1 30
Canned cove oysters, No. 2 size, per doz	....	2 25
Shell oysters, No. 1 Malpecques	6 00	8 00
" " " common	3 00	4 00
Standard bulk oysters, per gal	....	1 40
Selects	....	1 60
Qualla salmon, frozen, cases	0 07	0 07

Country Produce.

EGGS.

Eggs are coming in freely, yet very little decrease in price is expected immediately. Local dealers report the market lower, and it is difficult still from day to day to know just what price to ask. To-day 21c rules. Lower prices are expected any day. We would advise buyers to be careful of the egg market from day to day, as Easer is at hand and large supplies will be served out with a good deal of judgment.

BEANS.

The bean market has weakened very considerably, and whether it was the visit of the Western bean men that caused it or not the market went "all to pieces," and primes sold at $1.30 a bushel in carlots, and that means good three-pound pickers; smaller lots sold at $1.50 and lots of one to five barrels at $1.55, hand-picked, $1.60 to $1.65.

HONEY.

Comb honey is still scarce, and prices rule for white clover at 14 to 16c, buckwheat is still quoted at 6 and 7c, there is none in sight. Extracted white clover is easier at 8 and 9c.

POTATOES.

Potatoes are still active, and high prices are ruling for first-class stock, 75 to 80c, being quoted for carlots on track, and 80 to 85c per bag with plenty of offerings. Large quantities of potatoes have been shipped from Halifax to the West Indies.

MAPLE PRODUCTS.

No new maple sugar has arrived yet and the market has remained absolutely featureless in this line. It is notable how little frudulent sugar is being offered. We quote:

Maple syrup, in wood, per lb	0 05½	0 06
Maple syrup, in large tins	0 70	0 75
Pure sugar, per lb	0 07	0 07½
Pure Beauce sugar, per lb	0 08½	0 09

Flour and Feed.

FLOUR.

The firmness of flour has kept up steadily. The price for straight rollers ranging from $4.75 to $4.90, but yesterday it was reported strong again. The expected weakening has not taken place in Manitoba grades, although it may come any day. The easiness of Ontario flour is accounted for in the arrival of late shipments.

Manitoba spring wheat patents	....	5 40
" strong bakers'	....	5 10
Winter wheat patents	5 10	5 25
Straight rollers	4 85	5 00
Extra	3 80	3 90
Straight rollers, bags	2 30	2 35

FEED.

Feed has become considerably firmer and a brisk demand for all kinds. Ontario bran in bulk has advanced a little, and while the normal price of $19 is quoted $20 and $20.50 has been reached. Shorts remain the same. We quote:

Ontario bran, in bulk	....	19 00
" shorts	....	21 00
Manitoba bran, in bags	19 00	20 00
" shorts	....	21 00
Mouillie	26 00	28 00

OATMEAL.

Oatmeal is practically the same as last week, but oats themselves have been coming into the city very rapidly and considerable concession has been made by dealers; 36c for No. 3 on track was the price ruling, this is a decline of a cent since last week. We quote:

Fine oatmeal, bags	....	2 90
Standard oatmeal, bags	....	2 90
Granulated " "	....	2 90
Rolled oats, bags	....	2 55
" bbls	....	5 30

HIDES.

The hide market continues tame and uninteresting. The price advanced 1-2c on beef hides early in the week and 1c on calf skins. Normal conditions now rule as follows:

No. 1 beef hides	0 08	0 08½
No. 2 "	0 07	0 07½
No. 3 "	0 06	0 06½
Lambskins	....	0 75
No. 1 calfskins	....	0 11

BRITISH COLUMBIA MARKETS.

Vancouver, B. C., Mar. 18, 1904.

THE position of business at White Horse, dependent upon the rush of gold seekers to the New Alsek diggings is well described by Dr. F. W. Cane, an old Toronto and Newmarket diggings is well described by Dr. F. W. Horse. Dr. Cane was in Vancouver this week on his way east. He says that from all information received at White Horse there is every prospect of the new field warranting all the excitement and activity it has caused. The Winter has been exceptionally severe, yet the work of putting down prospect holes has resulted in good values being found. As the Spring season approaches the price of claims in the district has gone up, and many of them have sold at good figures. On creeks which have been partially proved claims which could be bought last Fall for $100 to $500, cannot now be bought for $1,000 to $1,500.

White Horse merchants are well stocked up with all sorts of supplies for the wants of those outfitting, and prices are fairly reasonable. Many people are daily leaving over the snow for the creeks to be in before the break up of Winter, and more are outfitting daily. To provide for the rush when Spring opens, the White Pass Railway Co. has given assurances that a steamer service will be put on the Tahkeena river up to Mendenahll landing, on the way to the diggings. Commissioner Congdon of the Yukon Territory has also given assurances that the Government will construct a wagon road from White Horse to the di[illegible]s if the development at [illegible] warrants it. The distance would be from 175 to 200 miles to cover all the creeks. Governor Congdon has expressed himself well satisfied with the information he has gleaned concerning the new district. He was in White Horse last week and may come south after looking into matters there more fully.

* * *

The increasing attention being paid to fruit growing in all parts of the Province is very noticeable. During the Winter months the B. C. Fruit Growers' Association has been very active in holding meetings in various parts of the Province to organize branches of the association for local work. These have been well attended by the farmers and fruit growers as a rule, and the program mapped out for these local associations will, if carried out, greatly increase the industry.

In the interior there is marked activity in the disposal of lands suitable

BARGAINS IN CANNED GOODS

Hickmott's Golden Crown Asparagus, 2½-lb. Square Tins, Cases 2 doz..... $3.50 per doz.

Loggie's Eagle Brand Blueberries, 2-lb. Tins, Cases 2 doz..... 1.00 "

Simcoe Lynn Valley Brand

			Canners net prices to the Wholesale Trade	Our prices to the Retail Trade.
Preserved Apples.....	3 lb.	Cases 2 doz.	$1.25	$1.25 per doz.
Pr served Grapes.....	2 lb.	Cases 2 doz.	1.26	1.25 "
Preserved Grapes.....	2½ lb.	Cases 2 doz.	1.57½	1.57½ "
Yellow Peaches.....	3 lb.	Cases 2 doz.	2.34	2.35 "
Bartlett Pears.....	2½ lb.	Cases 2 doz.	1.75½	1.75 "
Bartlett Pears.....	3 lb.	Cases 2 doz.	1.89	1.90 "
Standard Pears.....	Gall.	Cases ½ doz.	3.15	3.15 "
Pine Apples, Sliced.....	2 lb.	Cases 2 doz.	2.00	2.00 "
Pine Apples, Whole.....	3 lb.	Cases 2 doz.	2.35	2 35 "
Pine Apples, Grated.....	2 lb.	Cases 2 doz.	2.25	2 25 "
Lomt ard Plums, Heavy Syrup	2 lb.	Cases 2 doz.	1.17	1.15 "
Lombard Plums, Heavy Syrup	2½ lb.	Cases 2 doz.	1.39½	1.35 "
Rhubarb, Preserved.....	3 lb.	Cases 2 doz.	1.62	1.60 "
Strawberries in Heavy Syrup.....	2 lb.	Cases 2 doz.	1.26	1.25 "
Strawberries, Preserved.....	2 lb.	Cases 2 doz.	1.44	1.40 "
Standard Strawberries.....	Gall.	Cases ½ doz.	4.50	4.50 "
Beets, Sliced.....	2 lb.	Cases 2 doz.	.81	.60 "
Beets, Whole.....	2 lb.	Cases 2 doz.	.81	.60 "
Beets, Whole.....	3 lb.	Cases 2 doz.	.90	.70 "
Onions, Select Table.....	2 lb.	Cases 2 doz.	1.25	1.25 "
Parsnips, Select Table.....	2 lb.	Cases 2 doz.	.81	.75 "
Spinach, Select Table.....	2 lb.	Cases 2 doz.	1.26	1.25 "
Turnips, Select Table.....	3 lb.	Cases 2 doz.	.90	.75 "
Succotash, Log Cabin.....	2 lb.	Cases 2 doz.	1.12½	1.00 "

TERMS: F.O.B. MONTREAL, Net 30 days or 1% 10 days.

Hudon, Hebert & Cie.

MONTREAL.

Porto Rico is about due now. There is still quite a stock of old being held. Values are rather easy. Buyers are backward.

Fish—This is a line of much interest. Market has not been as bare in years nor prices as high. In dry fish a few are being received; quality at this season is but fair. High prices are asked Smoked and pickled herring are about out of the market. The extreme price has effected the demand. In fresh fish a few haddies for smoking are being brought from Boston. In other fresh fish there is a light local supply. Gaspereaux are beginning to be offered.

Flour, Feed and Meal—Though some dealers have cut flour prices the market is firm at the advance. Feed, while quite high, has a good demand. Oats and oatmeal hold at full figures. Beans show little change. Barley and peas are firm at the advance. Seed shipments begin to arrive. Prices, particularly in clover, tend higher. They have ruled low. In timothy little but American seed is offered.

Provisions—In barrelled pork, sales are light and values at least no higher. Beef is firm. In pure lard, while prices are rather higher the situation is not altogether satisfactory. Our dealers have been bought freely. Price have been very low. Smoked meats hold firm. In fresh meats the market is well supplied. Prices are unchanged. Pork is being more freely received. We quote:

Mess pork, per bbl	$17 50	$19 00
Clear pork "	19 00	21 00
Plate beef "	13 00	14 00
Mess beef "	10 00	12 00
Domestic beef, per lb	0 05	0 07
Western beef "	0 07½	0 08½
Mutton "	0 05½	0 07
Veal "	0 07	0 09
Lamb "	0 07	0 08
Pork "	0 07	0 07½
Hams "	0 12	0 14
Rolls "	0 10	0 11
Lard, pure, tubs "	0 09	0 09½
" " pails "	0 09½	0 09⅝
Refined lard, tubs	0 08¾	0 08⅝
" " pails	0 08½	0 09

Butter—For best creamery the wholesale trade still offer Western stock. Local butter of medium grade is plentiful. We quote:

Creamery butter	0 21	0 22
Best dairy butter	0 18	0 20
Good dairy tubs	0 16	0 18
Fair "	0 14	0 15

Eggs—There has been a big drop in prices with stock coming more freely to hand. It is thought rather firmer prices will rule. Our quotations are:

Eggs, henery	0 30	0 35
" case stock	0 22	0 28

Chees—While stock is very light prices are no higher. We quote:

Cheese, per lb	0 12½	0 13

OF INTEREST TO GRAIN MEN.

A well-known Montreal transportation man stated yesterday, that in his whole business history, covering 28 years, he had never noticed such slackness of bookings for shipment of grain from the West as this year. At this time last year, he had at least 2,000,000 bushels ready for carriage. He thought it would not be very hopeful for the early loading of outgoing steamers.

HINTS TO BUYERS.

Contributors are requested to send news only, not puffs of goods they handle, or the arrival of standard goods that everyone has in stock, or that they are offering goods at close figures, or that they have had an unusually large sale this season.

Canned corn on cobs, in gallon tins, is in stock with the Eby, Blain Co., Toronto.

White & Co., Toronto, are in receipt of a shipment of Florida strawberries, and a consignment each of Florida spinach and Jamaica grape fruit. This firm also report the arrival of a small trial shipment of United States lemons.

H. P. Eckardt & Co., Toronto, are selling a pure cane sugar syrup in half barrels at a low price.

James Rutherford & Co., Montreal, are offering interesting values in Japan teas and Japan fannings and siftings this week. See their ad. in another section of this issue.

Rowat's Olives offered by Snowdon, Forbes & Co., Montreal, in their ad. this week are claimed by the agents as unequalled value, both as regards quality and quantity.

The Eby, Blain Co., Toronto, are showing some novelties in toilet soaps that are especially good sellers for Easter trade.

Imported Patna rice is an interesting line with L. Chaput, Fils & Cie, Montreal, this week. A good selection can be made from the varieties offered by them.

"Lily White" starch in the new 6 lb. drum tin is in stock with the Eby, Blain Co., Toronto.

L. Chaput, Fils & Cie. expect daily arrival of carload of "Force Food." A special inducement to buyers is offered for purchases during month of April. Information will be furnished on application.

Williams Bros. & Co., Detroit and Windsor, have shipped their Montreal agents, L. Chaput, Fils & Cie, a carload of mustard, and a carload of assorted pickles, jams and catsups. Prices are attractive.

Buyers of canned finnin haddie may procure same from H. P. Eckardt & Co., Toronto.

Dawson & Co., Toronto, report the arrival of one car of "Redland Beauty" brand California navel oranges, one car of Valencia onions, the last of the season, and one car of California celery.

The Canada Flour Mills Co., of Chatham, Ont., have just completed a well equipped corn meal plant.

MacLaren Imperial Cheese Co. beg to inform the trade that T. Upton & Co., Hamilton, for whom they are agents, are packing new season's marmalade. It is the best marmalade they ever produced. You cannot afford to be without it.

L. Chaput, Fils & Cie., Montreal, are taking orders for new season's Eastern Township maple syrups and sugars. Quality is A 1 and prices right. They report good demand and satisfactory sales.

Arriving this week—carload of Beauce County maple syrup, for MacLaren Imperial Cheese Co. New season syrup.

McWilliam & Everist, Toronto, report many orders for the Easter trade.

Geo. Robertson & Son, Kingston, are offering some lines of canned goods at low figures.

Pierre de Bacourt, manager of the Canadian Preserved Butter Co., manufacturers and exporters of tinned Canadian butter, has made an improvement upon the tins which he has formerly been using. The tins are much more rigid in quality and material and the can, as before, will be absolutely airtight, thus making the contents perfectly preserved in any climate and for any length of time. The can will be explained fully by communicating with Mr. de Bacourt, 58 Wellington street, Montreal.

Good Friday being a holiday, Laporte, Martin & Cie., Montreal, will be closed. Goods desired by the trade next week should be ordered early.

Laporte, Martin & Cie., Montreal, report receipt of 200 half chests "Lady" and "Duchess" brand green Ceylon teas—guaranteed best value on the market. Also again in stock their "Victoria" brand Japan tea, a line that has pleased all buyers.

Laporte, Martin & Cie., Montreal, are taking orders for Canadian milled rice for delivery April 1st. Present prices are guaranteed against decline.

Just received by Laporte, Martin & Cie., Montreal, another shipment of 500 cases Lipton's black and green Ceylon teas to retail at 25c, 30c, 40c, 50c, 60c and 70c. The increase in sales of these teas has been phenomenal.

HAMILTON CANNING HOUSE CHANGES HANDS.

SWIFT & CO., the big Chicago pork packing firm, which bought out the Fowler's Canadian company some time ago, and has since been running the business in this city, has purchased the Rosemary Canning Company. The canning industry has been conducted by the Rosemary Company in connection with the stock yards, and jams and jellies are manufactured by the company. Swift & Co. intend to enlarge the factory premises, and to considerably increase the business. It is said that Swift & Co. intend to make additions to their present factory on Rosemary avenue. The business has increased in a satisfactory manner, and enlarged premises will likely result. It is rumored that a wholesale meat business may be started in the north end of the market building by Swift & Co.

OFF FOR ATLANTIC CITY.

Mr. W. H. Dunn, commission and manufacturers' agent, Montreal, left for Atlantic City on Tuesday last to be gone about three weeks. Mr. Dunn, who has been applying himself too assiduously to work during the Fall and Winter has felt the need of a rest. It is to be hoped that the salt sea breezes and absence from business cares will benefit him to his fullest expectations.

MANITOBA MARKETS.

THE market is very active, and there are no important changes to record with the exception of sugar, which has advanced 10c both on the barrel and sack. Yellows are quoted in advance of last week's prices. Wooden wares are still advancing. New eggs retail at 50c on the Winnipeg market.

Sugars—Montreal granulated has advanced considerably, $4.90 in barrels and $4.90 in sacks, yellows being quoted at $4.25.

Evaporated and Dried Fruits—All lines are a little firmer, particularly apricots and peaches. Evaporated apples will be higher.

Tea—Japan teas and other lines remain unchanged.

Coffee—The market is a little easier. No. 5 Rio is quoted at about 9¼ and is likely to advance.

Rice—A high advance in Japan rice is recorded, but Patna and Rangoon remain unchanged.

Butter—There is a heavy demand for choice butter with the market a little firmer. Good fresh pound prints are worth 25c. Tub butter remains unchanged, ranging from 10c up.

Eggs—The market is easier, case eggs being worth about 28c. We may expect lower prices.

Flour—The market remains firm and the demand for flour is still heavy. No. 1 patent being quoted at $2.75.

Cured Meats—The market is somewhat firmer. Hams are quoted at 13¾c, breakfast bellies at 13¾c, picnic hams at 9c, breakfast backs 11¼c, long spice rolls 11c, short rolls 9¾c, dry salt long clear 10c, and long dry clear 9c.

Canned Vegetables—There is practically no change in prices and the market remains firm.

Lard—The market is somewhat firmer with pure lard in 50 lb. tubs quoted at $5.20, 20 lb. pails $2.15, 10 lb. pails in cases $6.50, 3 lb. tins $6.65, and 5 lb. tins $6.60. Compound lard in 20 lb. pails $1.75.

WEST INDIA SUGAR PLANTERS MAY COMBINE.

A report received by the Minister of Trade and Commerce from the Canadian Commercial Agent in St. Kitts says that British West Indian sugar planters are drawing no benefit from the customs preference of 33 1-3 per cent. which West Indian sugar enjoys entering Canada. The bone of contention in this matter is the retention by the refiners of the whole custom rebate, no portion of the advantage finding its way into the pockets of the growers. At a meeting of sugar planters and merchants in St. Kitts it was strongly urged that the producers of muscovado sugar in the British West Indies should combine to cease all consignments to Canada for the present with the just possible result that if refining of 96 crystals, which Canadian refiners really want, are scarce, there may be some room for muscovadoes to take their place and a consequent small improvement in quotations may follow. British West Indians recognize that this is the best market for their output of raw sugar but the price paid by refiners for muscavadoes is the bare equivalent of that paid in New York.

Quality and Quantity

Explain the Prestige of

Clark's Pork and Beans In Chili Sauce.

You See Them EVERYWHERE.

CAPSTAN BRAND
High-grade Tomato Catsup

Put up in 10-oz. and 20-oz. bottles of a new design, and is very attractive.
This Catsup is far superior to many others and is giving perfect satisfaction.
Ask your wholesale grocer for it or see our travellers' samples.

The Capstan Mfg. Company, Toronto, Ont., Can.

EPPS'S GRATEFUL. COMFORTING.

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

Special Agents for the entire Dominion, C. E COLSON & SON, Montreal.
In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg.

THE MOST NUTRITIOUS. COCOA

THE MOST DELICIOUS PRESERVE THE WORLD PRODUCES

PURE CEYLON GUAVA JELLY

Wholesale in 12-doz. cases, $1.37 per doz., delivered in Montreal. Special quotations for large quantities. Drafts at 6 weeks' sight drawn against all shipments.

(ADAM'S PEAK BRAND)

WRITE FOR SAMPLE TO In 1lb. tins

Dudley Warren, PLANTER AND SOLE EXPORTER, Haldumulla, Ceylon

TRADE MARK
This design a guarantee of quality.

WRAPPING PAPERS
ALL GRADES, AND BEST OF EACH
GREY, RED-BROWN, MANILLA, FIBRE, TEA, ETC.
Samples and prices for the asking.
CANADA PAPER CO.
TORONTO LIMITED MONTREAL

REVIEW OF THE LONDON TEA MARKET.

Indian Tea.

THE Indian tea crop for 1902-3 totalled 146,750,000 against 155,-750,000 lbs the previous season. The yield of the present season promises to be easily 18,000,000 pounds ahead of this. Last season cold weather set in very early and very little tea was made after November. This year the weather is open and prophets calculate an extra outrun of at least 6,000,000 or 8,000,000 pounds between the end of November and the closing of the season.

Up to the beginning of December 7,-000,000 pounds of the surplus had been received but about 15,000,000 pounds extra are required this season if all wants are to be supplied and prices kept steady. since Ceylon imports have fallen off 9,000,000 and there is no reason to anticipate that this deficit will be made up in the first half of next year. China is also short and it is unlikely that New York will be of much assistance.

The total deliveries for the year show a falling off of about 2,000,000 pounds home consumtion shows 1,000,000 pounds increase, with a decrease of 3,000,000 pounds in re-exports. Continental and Russian houses now have their own buyers or agents in Calcutta, and the business is being done direct. Russia, by a recently made new law, is assisting direct importations via the new Siberian Railway, and London is fast losing its position of being the centre of supply to the whole world. Ever since the great dock strike the Continent have been taking the bulk of their wants direct from China, and the recently increased Russian import on all tea not coming direct from its port of origin aims at shutting out all orders from thence to our market for either Chinese or British-grown tea.

China Tea.

Figures point to an improvement in the demand for China tea during 1903. During the season 1902-3 nearly two million pounds less were landed in London than during the present season, while this season's crop will be again 2 or 3 million lbs. less. Export shows a small falling off this year, partly owing to cargoes destined for the London market being diverted to the continent. During the earlier part of this season more was received than for the corresponding period last year, but lately there has been a marked falling off in the imports. Old stocks of common tea have been gradually used up. New York has supplied several million pounds since the Spring, otherwise the price would have been forced up to the extent of prohibiting consumption altogether. Fresh supplies in quantity from any quarter cannot be hoped for, and six or seven months must yet elapse before next season's supply comes to hand. Home consumption of China tea shows an increase of over 3 million lbs. while re-exports have decreasel about 3-4 million lbs.

Ceylon Tea.

Deliveries of Ceylon tea have fallen off considerably, the decline being attributed entirely to the falling off in the supply. Ceylon teas are fast growing in favor with all other countries of the world to the displacement of China tea and now that the largest consumers have there own buyers on the spot, shipments are being made direct instead of getting their supplies from the London market. Hence one of the reasons of a smaller import for 1903 of 9,000,000 pounds. Deliveries show a decline of about 8,000,000 pounds made up of 6,500,000 less for home consumption and 1,500,000 less for export. The shipment of Ceylon tea direct to other countries for 1902 was 45,000,000 pounds, and this year will be more owing to the manufacture of some 10,000,000 or 12,-000,000 pounds of green tea, the bulk of which goes to Canada and the States. Australia now takes some 18,000,000 or 20,000,000 pounds instead of China tea, and Russia comes a good second with about 12,000,000 pounds, while the demand from the latter is likely to grow considerably, as the taste for Ceylons increases. Other countries, however, are not likely to divert so much as Russia in proportion unless it is in the form of green tea. It will thus be seen that England is not likely to get any appreciably larger supplies of Ceylon tea for next year, at all events, and the home trade must not expect to see the low prices of a year or so ago for some time to come. The quality throughout the year has been fairly good, but there are too many light liquoring teas about to please the trade, and values in consequence often look very cheap. Thick liquoring and really fine teas have been scarce, and have always commanded full prices and keen competition.

OLD COUNTRY COMMISSION FIRM CHANGES HANDS.

The firm of Morgan & Biermann, fruit importers, produce brokers and auctioneers, Cardiff, Eng., have dissolved partnership and will be succeeded by E. B. Biermann & Company.

COMMERCIAL FEDERATION.

A PLAN is on foot in Montreal to bring together into one organization the commercial associations of the city, somewhat after the manner of the labor unions. J. A. Beaudry, secretary of the Grocers' Association, was the originator of the idea, and it was at his suggestion that a meeting was held recently in this connection. There was a representative attendance. including Messrs. Watson, Ethier, J. Blondin, M. Gareau, Adelstein, Louis Poire, Dansereau, Fortier, Gravel, Ald. Couture and Paquin, M. Giroux, Rouleau, J. A. Maynard, J. A. Labonte, E. Guillemette, A. Laurendeau and E. Limoges. Mr. Guillemette presided, after an extended discussion of the subject the following resolution was adopted:

"That on the evening of April 13th at 149 Berri street, a special meeting of the officers of all the commercial associations of Montreal be held for the purpose of studying the plan of a commercial federation and making all necessary arrangements."

INDUSTRIAL NOTES.

THE Ontario Government has granted a charter to George Foster & Sons, Brantford, to carry on a general storekeepers' business, and to manufacture and deal in wholesale and retail groceries, provisions, produce, etc. The share capital is $100,000 and the provisional directors are F. M. Foster, A. G. Olive, J. Ruddy, E. Sweet and M. H. Robertson.

The Edwardsburg Starch Company has been licensed by the Ontario Government to trade in Ontario.

The Force Food Company, Buffalo have been granted a license by the Provincial Government to manufacture, purchase and sell Force food and kindred food products in Ontario to the extent of one hundred thousand dollars.

The Canadian Inspection Company have been licensed by the Ontario Government to transact business in Ontario.

The Keewatin Flour Mills Company have been granted a license by the Provincial Legislature to trade in Ontario.

10 years ago

OLIVES

were only handled by fancy grocers, and in many Canadian towns were considered a luxury.

NOW every up-to-date grocer all over Canada can sell them, particularly if they are

ROWAT'S OLIVES

the most remarkable seller this year will be the **84 oz.**, or wine gallon, bottle of "Queen" Olives, to retail at **$1.00**. Cases only 1 doz.

OTHER SIZES "QUEENS"
10 ounce, oval
16 " "
32 " "

Snowdon, Forbes & Co. Write for Prices.
MONTREAL.

—in catering to the wants of your customers it is always important to consider **Quality** as well as Price—the Price may tempt the buyer, but **Quality** will **hold** the trade;
a combination of both as guaranteed in "**OZO**" brand goods makes for sure, steady and lasting and **profitable** business.

Our
Jams, Jellies, Catsups, Pickles and Vinegars

are unequalled—If you will drop us a post card we will mail full particulars.

The "OZO" Co., Limited
MONTREAL

Window and Interior Displays

Timely Hints and Suggestions

Easter Display.

OF all seasons of the year none offers so much scope to the window dresser in a grocery store as Easter time. Not only is it a good thing to show the public that you are alive to passing events and celebrations, but there is a direct connection between a grocery stock and this time of the year. A principle is involved in this recognition of days of local, national or world-wide importance which will give the public the impression that the merchant is up-to-date and attentive to the needs of his business.

In the Easter window of the grocery store the stock itself can be used to make up a great part of the display, but in addition there can be something of a spectacular nature that will not detract from the goods offered for sale, while forming an additional attraction for the crowd. Eggs are the articles most closely connected with the season and a great deal should be made of them. The little novelties in addition which are now such a common sight at this time of the year are all carried by grocers. Among these are chocolate and cream eggs in all sizes and with all kinds of decorations, hens, doves, rabbits, nests with eggs inside, and a variety without end which is being added to each year. There are tiny chickens and ducks from Holland which are said to be the young fowl killed when very young and stuffed. At any rate they are as natural as the live ones.

The presentation side of Easter is gaining more force every year, particularly the presentation of small articles and confectionery. This should be taken advantage of in the display of candy figures, and also of the little toys so common. A very attractive window can be made from these, which very few will pass by. City grocers have been showing them for a couple of weeks and report great profit therefrom.

Flowers are a never failing drawing card, and just now they have an extra value, as they speak so strongly of Spring and its wealth of colors. Many grocers are now handling flowers as a part of their stock and to such are open very effective windows and interiors. Banks of different colors are good inside, and for the window, a large central bloom, surrounded by lilies, hyacinths, carnations, palms, etc., look exceedingly well if some judgment is used. To those who do not sell flowers, it would pay to purchase a few for the occasion.

The egg is, however, the most suitable and most fertile groundwork of a grocer's Easter window. Many a window filled with eggs on a straw or packing foundation will be seen, and though extreme simplicity is its characteristic, it is always attractive. Bank them up towards the back and scatter a few colored eggs through, which will improve the effect. Any article of color such as canned goods, bottles, etc., arranged in rows through the eggs, break the monotony of the surface. The colored egg of Easter affords a simple and striking color scheme for the windows. An effective curtain for any arrangement is that made of egg shells, white or colored. These are strung on strings attached a few inches apart at the top of the window and draped down to the sides. The eggs need not be close together. Or a tent of egg shells on strings can be arranged over some object of special interest in the centre of the window. Single eggs on the end of strings dropped from the ceiling and arranged along the front glass will attract attention. The name can be spelt in eggs on the floor of the window, or dozens of other designs can be thought of if the window dresser possesses any ingenuity.

A large egg can be made by placing two wooden chopping bowls of different sizes the proper distance apart and facing each other. Attach these together by means of slats which can be bent to represent the curve of the egg. The result is an egg shaped object that can be covered with any material. One of these placed in the centre of the window can be surrounded with white cloth rabbits. This egg can expose an opening towards the glass, and inside can be displayed a special line, many of which can easily be found in the grocer's stock.

Chickens have always been objects of great interest to the public, particularly in large centres where live fowl are seldom seen. A hen with her brood of chickens enclosed in a part or all of the window will attract crowds who will be constantly amused with the actions of the fearless little chicks, who never notice the people gazing in at them. One merchant set an incubator hatching, so that the chickens would arrive just at Easter time, and during the last few days kept the incubator in the window, where the hatching could be watched. These little chickens when allowed to run around the window are perfectly fearless.

With a little thought and ingenuity a window dresser can design schemes for a grocery window which will combine the picture with the advertising display. But this point should be remembered in every trim. All attempts at the introduction into the display of crosses, "gates ajar," etc., the sacred memories of the first Easter, should be strictly avoided. The window has no other purpose than to advertise, and as a part of the business should not make use of sacred things for purposes of gain. This custom of working upon the feelings by means of Biblical references is altogether too common, and should be frowned upon.

Above all have the windows bright and Springlike. Make it appear than your store, as well as Nature, has opened up with renewed life. Endeavor to have fully as attractive (preferable more so) a window as your competitor, and work nights to make sure that the design is novel, and contains many original points. Make it appear that much time and labor has been expended on the arrangement, for by this means the spectator will feel more firmly convinced that his custom is considered of sufficient importance to draw forth special efforts on the part of the merchant, and he will think that the same care and thoughtfulness will be shown his trade if he enters.

Don't confine the decorations entirely to the windows. It is a good plan to turn the store around in some way as

The Roof

Gets the Worst of it

There is no shelter for it—it shelters the rest from the force of the elements.

That's why you need the very best shingles, no matter where else you stint.

Eastlake Steel Shingles

are absolutely Fire, Lightning, Rust and Leak proof, and easy to apply. They've been proved long since the most reliably perfect and long lasting kind you can find.

Galvanized or Painted.

The one kind that always satisfies.

THE

Metallic Roofing Co., Limited

TORONTO, MONTREAL, WINNIPEG.

Merchants Who Buy Hides

I purchase Hides, Caltskins, Sheep Pelts, Tallow and Bones. I pay spot cash, full market values, freights, customs charges. I want an agent in every town and village in Canada. I furnish the money and keep my agents fully posted. Write me for fuller particulars.

CARROLL S. PAGE, - HYDE PARK, VT.

Orlan Clyde Cullen, C.E.L.L.M.

Counseller at Law U.S. Supreme Court.
Registered Attorney U.S. Patent Office.

U. S. and Foreign patents, Caveats, Copyrights and Trade Marks. Military and Naval inventions a specialty. Address,

Box 264, Station G., Washington, D. C.

GUN SHOP and MODEL SHOP,
Warren White Sulphur Springs,
Totten P. O. Virginia.

If Birds Could Speak

they would say :

Nicholson & Brock's, please,
The Best Bird Seed on the Market.

NICHOLSON & BROCK, - TORONTO

regards the arrangement of the interior, so that customers will think that improvements are being made. This retaining of the same interior plan from year to year is apt to give the impression that old time methods are being used in all parts of the store system. A re-arrangement will show that improvement is aimed at, and whether it is really obtained or not, the novelty of it will have the desired effect. It is well to have some dividing line, some definite division between the Spring and Winter seasons, and Easter time is the proper time to bring this about.

Mr. J. B. Berthiaume, corner St. Lawrence and Prince Arthur streets, Montreal, whose windows are always attractively arranged, reports that the late display of Bovril was solely arranged by himself, and not by an outside window dresser. Mr. Berthiaume prides himself, and with reason, on his tasty and artistic window displays, and The Grocer takes pleasure in recording this fact.

ST. JOHN'S TEA IMPORTATIONS.

THE GROCER received the following telegram on March 21, from T. H. Estabrooks, tea importer and blender, St. John, N.B.: "In reply to the Salada Tea Company's letter of March 12 I beg to say that a very large quantity of tea passes through St. John on through bill of lading to other points in Canada and does not appear in the customs figures of this port and of this fact the Salada Tea Company are very well aware, as part, if not all of their imports, through St. John are not entered here, but are entered at the custom house in Toronto and are included in the figures credited to that port. These facts add further weight to the point of my advertisement, viz.. that "St. John is the natural port for the distribution of Ceyon and Indian teas."

CORN MEAL GOING UP IN PRICE.

A well-known local miller stated on Tuesday last that cornmeal was likely to advance in price very materially. He based this on his knowledge of general grain conditions. For instance, Canadian corn cannot be used for milling cornmeal, and the American supply is much less than usual for this time of the year; in fact, it is very noticeabfy less. May corn has advanced during the week from 3c to 4c, and even July corn is very firm, hence it is well to be forewarned.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postages, etc.

AGENCY WANTED.

A SCOTCH GENTLEMAN, aged 38, at present representing large Dutch manufacturer all over Scotland, wishes first-class Canadian firm to represent in specialty suitable for grocery trade; best references, security, etc. Communicate "Grocery," c/o. Street's, 30 Cornhill, London, Eng. (14)

BUSINESS CHANCES.

IF you contemplate seeking business, any kind, Manitoba and Northwest, write for list. The Locators, Leading Business Chance Brokers of Northwest, Merchants Block, Winnipeg, Man. (13)

FOR SALE.

BY TENDER—In Clifford, Wellington Co.; Graef Bros. will receive tenders until April 5, 1904, for their stock, consisting of staple dry goods, groceries, boots and shoes, etc.; stock must be sold, as proprietors are engaged in other business; a snap for someone; investigate quick.

FLOUR MILL—At Irwin, Pa.; modern equipment; capacity one hundred barrels per day; all local trade; value thirteen thousand dollars; part cash or will take real estate, improved or unimproved, in exchange. Send for full particulars to Exchange Department, Henry Lewis Operating Co., real estate and business brokers, 685-693, Ellicott square, Buffalo, N.Y. f

DRY GOODS AND GROCERY STOCK—About $2,500; new; mostly staples; clean and saleable; no furs or millinery; smart village, 1,300; surrounded by large agricultural district; nice store, refitted; rent low; lease can be had. Box 60, Palmerston. f

SITUATION VACANT.

BAKER—Good on bread and cakes; baseball player (pitcher) preferred. J. A. Shields, Box 5, Manitowaning. f

BAKER—First-class on bread and cakes; dough mixer in shop; state wages expected. Apply at once to Nathan Tarr, Claremont. f

BAKER—First-class on bread and cakes; must be sober and industrious and willing to do delivering. Apply Graham & Ross, Kirkfield. f

BAKER—Must be first-class on bread and cakes. Apply to W. H. McCullough, Box 22, Georgetown, Ont. f

GROCERY CLERK—Experienced; best references; immediate engagement. Box 81, Orillia. f

WANTED.—A Processor for a Canning Factory with the latest up-to-date machinery, having a capacity of three million cans, consisting of Corn, Peas, Tomatoes and Beans, all kinds of Fruits and Tomato Pulps and Ketchups. Applicants must understand Pipe Fitting and Can Making. No one need apply without the highest references as to his capability to handle such machinery and to pack the above line of goods. A rare chance for a first class man. Married man preferred. Address The Old Homestead Canning Co., Picton, Ont. Can. (14)

SPRING IS COMING.

VAN HOUTEN'S COCOA

Is absolutely the most **Wholesome Spring Beverage.**
Please make this known to your customers.

Dominion Agents { J. L. WATT & SCOTT, - - TORONTO
WATT, SCOTT & GOODACRE - MONTREAL

MOLASSES

New Crop 1904 Barbados.

We have just landed a small lot of the above which is very choice No. 1 quality. We can offer it at a low price. Send for sample.

The Dominion Molasses Co.,

Limited

HALIFAX - - - - NOVA SCOTIA.

STEWART'S FINE CHOCOLATES

Some leaders from our large list:

Dipped Pineapple Fruit,
Dipped Filberts,
Dipped Chylong Ginger,
Lady Mintos,
Josephines,
Pearls,
Nougatines,
Jim Crows.

MOLASSES KISSES—The extraordinary demand for this line is the result of skilled labor, combined with pure ingredients—along with a little business energy on our part.

A. J. STEWART, Limited

Manufacturers, TORONTO.

WE ARE ALWAYS

introducing new lines both in Biscuits and Candy. See our samples before buying.

THE CANADA BISCUIT CO., LIMITED

King St. West and Bathurst St. Cars pass our Works.

King and Bathurst Streets, TORONTO.

BAKING POWDER COMBINE.

ADVICES from New York are to the effect that the manufacturers of the cheaper grade goods throughout the United States are preparing for a merger or combination of interests. It is not understood that there is to be any merging of plants, but that the union shall be a sort of agreement under the terms of which all shall work together for mutual benefit. In this way they hope to increase their own influence sufficiently to counteract any deleterious influence of any other company and still preserve their separate identities.

The baking powder business has reached enormous proportions. Where formerly soda and cream of tartar were the ingredients used in practically all household culinary operations, now they are scarcely ever used, excepting in remote country districts. Baking powder has taken their place in nearly all parts of the country.

Under such circumstances it can be readily understood why a fight should be made for an absolute understanding. From the point of view of the manufacturers an understanding is necessary, otherwise competition will reduce profits below the living point. Fortunes have been spent in advertising baking powders and there are still immense sums of money paid for that purpose. All advertising has been direct to the consumer and the demand thus created has been satisfied through the reailer and wholesaler, but they both complain of more or less unsatisfactory business tactics and declare that they have not received their rightful share of the income. It is represented that one of the things the proposed new combine will take up will be better treatment of the retailer.

MEXICO TO TRADE WITH CANADA.

D. A. Ansell, Consul-General for Mexico in Canada, says regarding the steamship subsidy recommended by the Dominion Government:

"Immediate advantage will be taken of the subsidy of $50,000 that the Dominion Government have offered for the establishment of a steamship service between Canada and Mexico. At present there are three companies anxious to take the subsidy, two of which are leading Canadian companies. In order to bring about closer commercial relations, I may say that Mexico has decided to place consuls in all parts of Canada just as soon as arrangements are made for the establishment of the line. The amount of business that will be done between the two countries will be found so large that the subsidy will not be necessary after a few years. It is intended that the new line will run from Montreal to Vera Cruz by way of Havana and Progresso. From Canada thousands of tons of coal and unlimited amounts of manufactured goods will be shipped, and in return Mexico will always be able to supply full cargoes in the way of sugar and hemp, and the steamer by calling at Havana will be able to get large consignments of tobacco. The service will be passenger as well as freight, and the trip from Montreal to Vera Cruz, whence the run to Mexico will take but twelve hours, will be made in eight or nine days."

DO KNOW BEANS.

Editor of The Canadian Grocer—We have noticed in the last number of your paper your article entitled "Didn't Know Beans," page 46, and must protest against such a statement in the name of the Quebec people. We "do know beans," and we do know, too, how difficult it is to get redress from certain Ontario shippers when after paying their drafts we find the goods inferior to standard sold. To avoid trouble, however, and law suits from one province to another, which means a lot of expense and time wasted, we have stood a lot in the past. We may show shippers in the future that we are up to all the tricks of the trade and can detect as well as they do a 3-lb picker from a 6-lb. In December we rejected four cars from one man and now out of ten cars received during the past three weeks we would have had to refuse at least six cars had it not been for difficulties above mentioned and scarcity of beans on spot due to blockade of railroads.

The bean tester does not adjust claims and what we would require more than anything else is an understanding between shippers and receivers to appoint an arbitrator in Montreal to sample and test all cars of beans upon which there would be a dispute. If the test was not up to specification of contract an allowance should be made to the buyer.

Being, we think, one of the largest receivers of beans in Montreal we are willing to enter into such an agreement, sincerely believing it would greatly benefit all concerned in this line.

In short, "we do know beans," but that we are not kickers, is what Stevens and Newman should have said for the benefit of the readers of your valuable commercial paper, after their flying trip through Montreal and Quebec.

C. A. CHOUILLOU & CIE.

Montreal, March 22.

THERE would have been little use of our hoping to build up any considerable demand for

PERFECTION CREAM SODAS

if they were inferior in any way to what already had a good sale.

It is in making them **better than** other Sodas that has led to their success.

3-lb. Cards or Tins.

THE **Mooney Biscuit & Candy Company**

LIMITED,

Stratford, - Canada.

The Canadian Vinegar Company

HIGH-GRADE VINEGARS

Under Excise Supervision
Reputed the best on the market.
Factory and Office: 35a, 35c, 37 St. Antoine Street,
MONTREAL.

I Can Sell Your Grocery Business

no matter where it is or what it is worth. Send descripton, state price, and learn how. W. M. OSTRANDER, 172 North American Bldg., Philadelphia.

PURE GOLD TALK.

No. 10.

Cream of Tartar and Soda —no necessity for anything else in making Baking Powder, yet some people add Terra Alba, Ammonia, Alum—not to save the consumer's money, but to make money for themselves.

Making money at the expense of the health of men, women and children is a crime.

We have a standard, absolutely pure goods.

PURE GOLD BAKING POWDER

is pure, and the acme of quality.

It does all grocers good to sell it, all people good to use it, and it is Canadian made. No duty charge to be added.

9 sizes, from 5-lb. cans to a 10 cent size.

THE

Pure Gold Mfg. Co.

LIMITED

Toronto.

COCOA CULTIVATION.

THE following memoranda represents in outline the process of preparing the Colombia cocoa bean for commerce.

The first thing is to observe care in gathering the crop in season, else the bean suffers in appearance and quality.

The cocoa berry is generally extracted at the plantation, thus avoiding transportation of the husk.

No machinery is used for the purpose of extracting the berry, the husk being broken by hand with a wooden mallet or with a short curved-edge machete. The husk is cut open lengthwise by two cuts on opposite sides, care being taken not to cut the berry.

After opening the husk the grains are removed by hand or a small wooden ladle and taken to the cleaning house, where they are put in a wooden tank having a slight slope, or into a room tiled with bricks and also having an inclined floor, the object of which is the draining off of the fluid from the cocoa. This tank or room is known as a drain. The cocoa is left to drain for from 30 to 48 hours and is then placed in the sun to dry, either in brick-yards or on hurdles of wood which can be covered with sacking.

After a day in the sun it is stored two days for fermentation, as this is necessary to give the cocoa grains the market requirements. It is then placed in the sun every day to thoroughly dry and, to hurry this process, is laid out in layers and stirred frequently with wooden rakes.

Whenever this sunning process is hindered by rain, hurdles are used, being placed over a fire made of dry wood, the latter precaution being taken to prevent smoke. There is also a machine made for the purpose of drying cocoa.

There is also a kind of cocoa known as "Caracas cocoa," and sometimes it is desired to give cocoa the appearance of the Caracas. In this case a different process must be gone through, as follows:

During the sunning and previous to laying out in yards or hurdles, and while the cocoa is still fairly moist, it should be mixed up with brick dust to which has been added a little common ash in the proportion of about 9 to 1. The result of this is that a varnish-like dust forms over it, giving it not only the necessary color but preserving it from what is known as the grub insect.

The husk of the cocoa is used on the plantations as manure.

CENTRAL Business College.
STRATFORD, ONT.

BEST COMMERCIAL SCHOOL IN ONTARIO.
Write for Handsome Catalogue.
W. J. ELLIOTT, Principal.

ROW'S PURE TAMARAC LUMP GUM

ROW'S GUM in Lumps, 5c. Pkgs., in 1c. Stick, in 5c. Bars.

ROW & CO., Morristown, N.Y., and Brockville, Ont.

"ACME" TABLE SALT

Ask your wholesale grocer for it. Put up in 24 3-lb. cart.. s in a case, and in 50-lb. box.

TORONTO SALT WORKS, Toronto, Ont.

Harvey's Ammonia.

Gives the Wholesale Grocer over 38 per cent. profit. Always full strength. Put up in quart and pint sizes—also Dry Powdered Ammo., the strong kind.

JOHN G. HARVEY,
Manufacturing Chemist, Todmorden, Ont.

YOUR ADVERTISEMENT

that is now running in your loca paper is it bringing results? If not, there is something wrong. You should have a copy of the book entitled

One Hundred Good Ads.

for a grocery store. It is full of bright, valuable suggestions for writing retail ads. It costs you one dollar and it's a good dollar's worth.

The Canadian Grocer,
Toronto Office: 10 Front St. E.

TELEPHONE { MAIN 1257 " 4675

Wm. McCann Milling Co.

MILLERS
AND GRAIN DEALERS

192 King Street East TORONTO.

B-E-S-T
BEST
G-E-L-O
BEST

—Same thing. Gel-O, the new dessert, you sell it of course—or will do so.

Send for sample.

THE CANADIAN GELATINE CO.
528-530 Front St. W.,
TORONTO, CANADA.

COWAN'S

Perfection Cocoa (Maple Leaf Label). Royal Navy Chocolate, Queen's Dessert Chocolate, Chocolate Cream Bars, Cowan's Cake Icings, Chocolate, Pink, Lemon Color and White

Cowan's Swiss Milk Chocolate, Famous Blend Coffee, etc., etc.

Are the standard goods for purity and excellence.

Manufacturers
THE COWAN CO., Limited - - TORONTO

An Irresistibly Delicious Confection

PETER'S
THE ORIGINAL
MILK-CHOCOLATE

Gives Eating Chocolate a New Meaning

MADE IN VEVAY, SWITZERLAND—FOR EATING ONLY.

A Wholesome Food, Especially Nourishing and Sustaining. Recommended for Invalids and Persons of Weak Digestion.

Push Peter's. The Original. Other Brands are Imitations. Send for Sample.

LAMONT, CORLISS & CO., Agents, 27 Common St., Montreal

"MADE IN CANADA"

MOTT'S DIAMOND CHOCOLATE
JOHN P. MOTT & Co
HALIFAX, N.S.
ESTABLISHED 1844

—Mott's Diamond Chocolate for eating is unequalled. Mott's ELITE is the finest cooking chocolate made or sold in Canada.

—Both these lines show you —a good profit, and will —please your customers.

Ask your jobber for these 2 reliable Canadian goods.

John P. Mott & Co.
HALIFAX, N.S.

SELLING AGENTS:
J. A. Taylor, Montreal.
R. S. McIndoe, Toronto.

People Like Them. Others Sell Them. Why Don't You?

Successful grocers all over Ontario are handling and pushing "Pepsin" Sodas, because it is easy to create and hold a demand, and they yield a better profit. We would appreciate a trial order for Fancy Biscuits, and would do our best to satisfy both in the matter of price and quality.

"PEPSIN" Price List:
Tins, 25c. Cardboard Packages, 20c.
1-lb. Cardboard Packages, 7½c.
Jumbo Tins, Barrels, Boxes, 6c. lb.
Prices Net—Delivered within 200 miles.

IMPERIAL BISCUIT CO., Limited
Guelph, Ont.

DEPARTMENT OF ADVERTISING SUGGESTION AND CRITICISM

Edited by
John C. Kirkwood,
TORONTO.

NOTE—Herein are discussed the principles and practice of advertising. Subscribers are invited to send Mr. Kirkwood specimens of their newspaper and other advertising, for the purpose of review in this department. Address care of Department of Advertising, THE CANADIAN GROCER.

Causes of Advertising Death.

Adapted from Printer's Ink.

IN a widely circulated and high-priced advertising medium in the United States there were upwards of 600 firms advertising to a greater or less extent one year who failed to make any use whatever of the same medium the succeeding year. An investigation into the reasons for this wholesale dropping out from a medium of tested excellence disclosed some interesting and instructive facts, facts which apply to the present day quite as forcefully as they did a dozen years ago, when this inquiry was made.

After exhaustive correspondence and study it was found that the three chief causes of advertising death were as follows:

First—The single insertion. A large percentage of business men who had been persuaded to begin advertising went no farther than one insertion as a "trial" of advertising. Many of the little moral stories of advertising success were tales of wonderful results secured from single advertisements by men who had starved themselves to pay for the space. Some of these stories were true, perhaps. All of them were pretty. They were popular, and had created the impression that the single insertion was a decisive test. But it was discovered upon investigation that advertising did not begin to pull until several insertions had been made and the idea had become well fixed in readers' minds. Size of space made little difference. Single insertion of a page advertisement only made a more expensive failure than that of an inch.

Second—Too small space. Tabulations of the spaces used by successful and unsuccessful advertisers showed that the latter, nine times in ten, attempted to create an initial impression with less than one-half the space used by successful advertisers to maintain an impression already created. Some advertisers attempted to market new articles with skimpy space. Another prime cause of advertising failure was imitation of successful advertising, the imitator attempting to compete with established successful advertisers on a third the space they had found necessary. Too small space was as fatal in continuous advertising as single insertions.

Third—Lack of follow-up facilities. Nobody seemed to know much about taking care of results. Advertisements were seldom keyed. The advertiser with a small appropriation gave least attention to follow-up, whereas he should have given the most, of necessity.

Star Sale of the Season.

WE have held some very successful sales this season—but this one is going to eclipse them all.

We handle the odd China of a great Crockery House at half price. Last time it was Dinnerwear—and we cleared over 4,000 pieces—this time it is Toilet Ware, consisting of Odd Basins and Chambers. They are out of the best sets, and in this sale you can buy two for the price of one. Read this list—ponder—and then come with the crowd to The Noted Tea Store and China Palace.

A Real Cut in Prices

150 Basins, printed, gilt and illuminated, in about 30 different designs, regular price 75c. to $1.00, sale price.....**40 cents each.**

140 Chambers, printed, gilt and illuminated, in about 25 different designs, regular price 75c, to $1.00, sale price.....**40 cents each.**

If you want a Basin and a Chamber the two will cost you.....**75 cents.**

We Prove Our Ads.

The Noted Tea Store and China Palace.

J. A. McCREA.

'Phone 48. No. 2 Day's Block, Guelph.

A Brisk Announcement.

Any one of these defects was sufficient in itself to bring disaster to the advertiser, and had done so in many of the cases diagnosed. Then what chance of success did an advertiser stand where two or all three were present in his campaign? Nothing better than the chances of great good luck, or about the chance that makes for the recovery of a patient with tuberculosis, typhoid and appendicitis in conjunction. To apply the results of these discoveries to individual advertisers was not easy or reassuring. There was, for example, the successful business man who said he had managed his business thus far without advertising and could get along without it; and there was the man who "would advertise his own business in his own way."

Many advertise because it is the fashion to advertise, because competitors advertise; because they are forced into doing some advertising by the persistent solicitations of advertising men. Back of such advertising is little conviction, little faith. It is a sort of leap into the dark with a hope that things will turn out well—a hope that is but poorly sustained. There is no real deliberation over the matter, no genuine investigation into conditions, mediums or means. If success attends the effort there is surprise; if failure, it is "just what was expected," and there is a relapse into the former disbelief.

To what extent a man should advertise—how much money to spend, what mediums to use, what pamphlets, catalogues, circulars, etc., to issue, how to tell one's story effectively are matters capable of a fairly definite statement. At any rate, the element of doubt, of conjecture, can be largely eliminated. But it requires patient and thorough study—a study that will pay for itself in money saved. A man will consider with full deliberation the purchase of merchandise, machinery or equipment, reckoning the cost from the view point of an investment, but when it comes to buying space in a magazine, newspaper or trade journal, he too often neglects to make the same searching inquiries.

If there are people to buy what one has to sell there is an opportunity for advertising, for influence, for making the advertiser and the buyer see eye to eye. There is a compelling force about advertising which if properly and persistently used will work wonders, but which if ignorantly and indifferently employed represents lost power and opportunity.

1842 1904

TAKE YOUR CHANCES

BUY EARLY, BUY ALWAYS FROM THE RIGHT PEOPLE.

We offer you a bargain in . . . **RICE** We have some bought you know.

SAY 3,000 SACKS.

Including "Ordinary Common Rice," Patna Rice, "Glace and Polished," Java Rice, Carolina Head Rice, Japan Rice (Glace).

These were bought right. If you want to know our prices drop us a line.
YOU WILL BE SURPRISED.

MAPLE SYRUP AND SUGAR

We are prepared to take your orders now for "NEW CROP" for delivery in APRIL and MAY.

Barrels, Half-barrels, Kegs, Tins all sizes.

WE PREPAY FREIGHT ON SHIPMENT OF 350 LBS. OR OVER. QUALITY GUARANTEED.

FOR SPRING

GREENBANK'S GOODS

Best, Purest, Strongest.

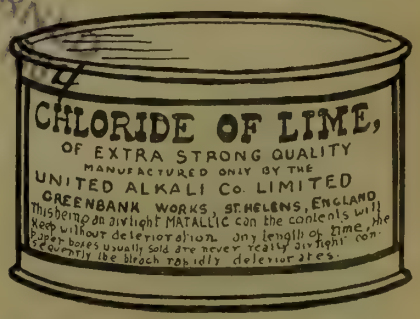
HOW IS YOUR STOCK?

RETURN MAR 28
Cut Book 17
Page 33

GREENBANK LYE, 1-lb., solid.
GREENBANK "RED HEART," ½ lb. and 12 oz.
GREENBANK "CHLORIDE OF LIME," ¼s, ½s, 1 lb. tins.

Best disinfectant.
Finest goods on the market.

Here is the Cut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OF EXTRA STRONG QUALITY
MANUFACTURED ONLY BY THE
UNITED ALKALI Co. LIMITED
GREENBANK WORKS, ST. HELENS, ENGLAND

Sold by all Wholesalers and Retailers in the **Dominion of Canada.**

QUICKEST SHIPPERS

L. CHAPUT, FILS & CIE.

Wholesale Grocers and Importers, MONTREAL.

SOLE AGENTS FOR THE FAMOUS **DUBONNET Tonic Wine.**
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JAPAN IN THE TWENTIETH CENTURY.

PROBABLY the most significant fact in the history of the latter half of the nineteenth century has been the rapid rise of Japan to a leading position in the comity of nations. In the short space of little more than a generation she has brought herself from conditions of feudalism to a strong position of consolidated military power, able and determined to make her influence felt among the nations of the world, especially in all matters affecting Far Eastern policy. Although the advance achieved by Japan is much talked of, it is certainly a fact that the real measure of her attainments is not really fully realized. This probably arises from the fact that no connected account has yet been published which indicates all the lines of progress made by Japan. Numerous articles, dealing with special aspects, have appeared, but they are disconnected, and few readers are sufficiently interested in the subject to attempt to co-ordinate the various activities into a complete picture of national life, while the books which have been published about Japan have for the most part been superficial and imperfect.

The want has been supplied to certain extent by the publication of a compilation by Mr. Haruki Yamawaki, the private secretary to the Minister af Agriculture and Commerce, which, while making no pretence to literary grace, is a perfect mine of statistics and exact information regarding the developments of the various departments of Government.

After an introductory section dealing with the geography, the population, the administrative system, and the land as an institution, Mr. Yamawaki gives very full information of what he fitly calls the primary industries, beginning with agriculture. The Japanese recognize the importance of this, the oldest of the industries, and have been doing all in their power to develop it, so that the produce of the land may keep abreast with the increase of population. That increase is at the rate of almost half-a-million a year, and with normal crops the improvements which have been made in the methods of cultivation and the additional land which has been taken in have almost made the produce sufficient for the wants of the people, and only in years of bad harvests rice and other forms of food have to be imported.

The efforts which have been made by the Japanese Government for the improvement of agriculture afford in some directions object lessons to the Indian Government. Colleges, schools, experimental stations, and a large number of special institutions have been organized, not only for the ordinary departments of agriculture, but also for the production of tea and silk, stock-breeding, dairy-farming, poultry-rearing, bee-keeping, and other subsidiary rural industries.

Great attention has also been paid to the fisheries of Japan, rice and fish being the staples of the ordinary food, The development of manufacturing industry and the need of wood for purposes of construction has stimulated attention to forestry. For some time after the restoration of the Emperor to power the forests were cut down in a very reckless manner, but now care is taken to develop to the full their natural capabilities by increasing their productive powers by the application of technical methods.

Considerable developments have taken place in mining, and gold, silver, lead, copper and iron ores are extracted to a fair amount. Coal mining, however, has attained the most importance, and Japanese coals are now used, to a large extent, by the steamships frequenting Eastern seas. The methods of metallurgy have been improved, and a large steel works has been laid down in the south of Japan, which is intended to supply the materials required for shipbuilding and engineering purposes. For some time past operations have been at a standstill on account of financial difficulties, the cost of the works having largely exceeded the estimates, but no doubt, in time, these will be removed.

When we turn to manufacturing industries, we find the greatest developments. Not only are the old Japanese industries greatly extended, but many new ones have been introduced. It has sometimes been said that Japan is being transformed from an agricultural to an industrial country. It would be more correct to say that manufacturing industry is being added to agriculture. Not only are the wants of the Japanese themselves being largely supplied, but manufactured goods now form a very important part of the export trade of Japan. Taking the year 1900, we find that the export trade consisted of the following kinds of goods to the amounts given :

Industrial	74,788,770
Agricultural	73,336,835
Fishery	5,902,628
Mining	27,459,979
Miscellaneous	12,324,339
Total	192,812,546 yen.

A glance over the list of manufactured goods exported shows that it includes a very large variety. Cotton yarns figure in 1900 to the amount of 20,589,263 yen, which means that in addition to supplying the greater part of their own wants, the Japanese were able to send large quantities of yarn to China and Korea. They have, indeed, been able practically to stop the trade in Indian yarns with China. They are also beginning to export cotton cloths of various kinds.

The export of manufactured goods, however, gives a very imperfect idea of the development of manufacturing industry which has taken place in Japan, for a large part of the products are used in the country. Mr. Yamawaki gives very elaborate statistics. The list is headed by woven goods, of the total value of 170 million yen, followed by sake with 100 million yen, cotton yarns with 70 million yen, soy with 23 million yen, and paper with 20 million yen. Other commodities worth mentioning are sugar, earthenware, matches, lacquered ware, ships and boats, machines of all sorts, cement, glassware, fancy matting, straw plait, umbrellas, bronze and copper ware.

The number of manufacturing companies in 1900 was 2,554, with an aggregate capital of 216,766,903 yen, and a paid-up capital of 158,851,730 yen. The number of workshops with motors was 2,763, and without motors, 3,788. The list of industries shows that all the more important Western industries have been introduced into Japan, and the most of them seem to be in a flourishing condition.

In general, the working hours of the operatives are 12 hours a day, but sometimes they extend as long as 16 or 17 hours. The rate of wages is about 30 sen a day for adult males employed in filatures, cotton mills and weaving shops, while that of females is about 20 sen. In machine shops and shipbuilding yards the rate is usually 50 or 60 sen per day, and a skilled artisan gets more than 1 yen. In match factories, on the other hand, the rate is much lower, being 12 to 20 sen for ordinary female operatives, and 5 to 13 sen for little girls. In tobacco factories and printing shops ordinary females get about 20 sen and males about 40 to 50 sen. (Note 1 yen equals about 2s., equals 100 sen.)

Very complete arrangements have been made for every department of industrial education, from the engineering colleges of the universities of Tokyo and Kyoto to technical schools of all kinds and grades suitable to the requirements of the most important industries.

In 1873 there were 18 miles in existence in Japan, now there are over 4,000 miles in working order, and a considerable addition under construction. In 1901 the Japanese mercantile marine consisted of 1,395 steamers with a tonnage of 583,532, and 4,020 sailing ships with a tonnage of 336,136, besides nearly 20,000 junks. Shipbuilding is making considerable progress, and the yard in Nagasaki now turns out vessels of 6,000 tons, which are thoroughly efficient.

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AGENTS AND IMPORTERS.

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BEANS.

Hand-Picked Beans a specialty. Can ship in Jute Bags, Cotton Bags, or Barrels, to suit customers. Good broker wanted to represent me.

J. G. McKILLOP, - West Lorne, Ont.

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GENERAL AGENT AND COMMISSION MERCHANT,

25 ST. PETER STREET.

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VICTORIA, B.C.

CHINESE Japanese and Australian trade can be best negotiated through us. We have facilities for the transaction of Oriental trade second to none. We maintain MR. A. R. TUFTS as our direct representative, with headquarters at Kobe. Correspondence from Manufacturers and Shippers invited.

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To Manufacturers' Agents

THE CANADIAN GROCER has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a Special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

Address, BUSINESS MANAGER,
CANADIAN GROCER,
Montreal and Toronto.

VANCOUVER, B.C.

C. Gardiner Johnson & Co.,

VANCOUVER, B. C.

Importers of...

Skinner's Queensland Turtle Soup.

Sole Agents for Canada.

Supply C.P.R. Company's Cars, Steamers and Hotels, and leading Clubs of Canada.

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WINNIPEG, - - CANADA.

COMMISSION BROKERS.

Excellent Storage Accomodation.

Consign Your Cars to Us.

IF YOU HAVE ANYTHING TO SELL
WRITE CAMERON GORDON & Co.
WHOLESALE
COMMISSION AGENTS
WINNIPEG MANITOBA

EASTERN MANUFACTURERS
—AND—
SHIPPERS.

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MANITOBA AND THE WEST.

WE

Represent some of the leading houses in

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INCREASE YOUR TRADE. WRITE US.

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BRANDON.

BRANDON, MAN.

Let Us Push Your Goods

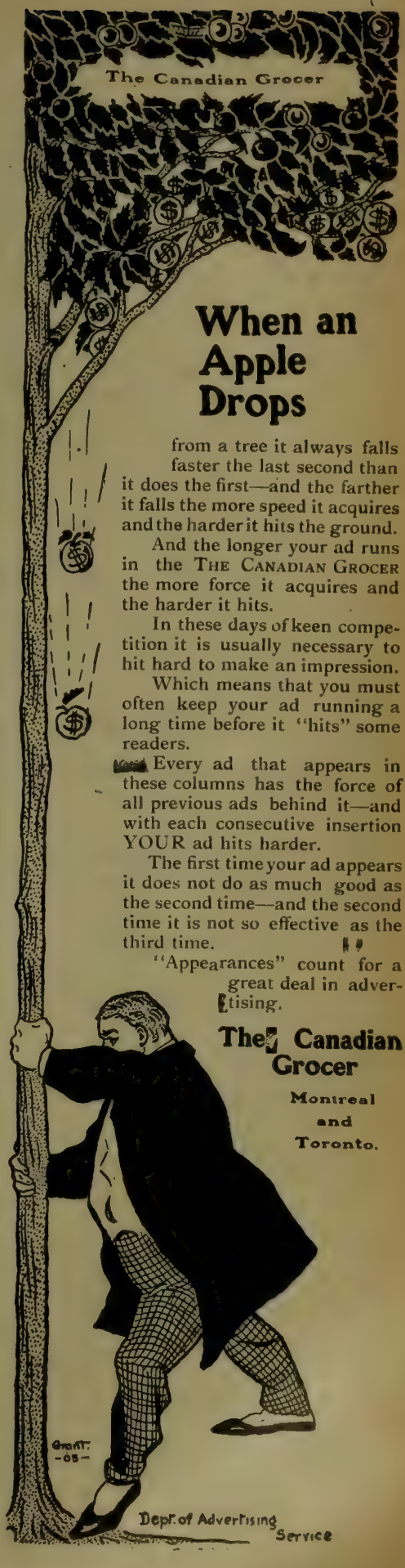
WE ARE PREPARED TO

SELL GOODS,
STORE GOODS,
DISTRIBUTE FROM CARS
AND MAKE COLLECTIONS.

THE MANITOBA COMMISSION CO., Limited

S. P. WILSON, Manager.

COLD STORAGE IN CONNECTION.
PROMPT RETURNS MADE.


The Canadian Grocer
When an Apple Drops
from a tree it always falls faster the last second than it does the first—and the farther it falls the more speed it acquires and the harder it hits the ground.
And the longer your ad runs in the THE CANADIAN GROCER the more force it acquires and the harder it hits.
In these days of keen competition it is usually necessary to hit hard to make an impression.
Which means that you must often keep your ad running a long time before it "hits" some readers.
Every ad that appears in these columns has the force of all previous ads behind it—and with each consecutive insertion YOUR ad hits harder.
The first time your ad appears it does not do as much good as the second time—and the second time it is not so effective as the third time.
"Appearances" count for a great deal in advertising.
The Canadian Grocer
Montreal and Toronto.
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25-27 Church St., - TORONTO

WE HAVE FOR
Easter

Sweet Strawberries, shipped from the South.
Pines, perfectly matured.
Great variety Green Vegetables.
Suitable sizes in staple lines (Oranges, Lemons).
Big bunches Ripe Bananas.

We would like to ship you some of these. Order from our price list.

The
DAWSON Commission Co., Limited
FRUIT, PRODUCE AND COMMISSION MERCHANTS.
Cor. Market and Colborne Streets. TORONTO

WE BUY
BRIGHT DRIED APPLES.
HIGHEST MARKET PRICES.
The W. A. GIBB CO.
5 and 7 Market St., HAMILTON

TWO SNAPS.
Fancy Navel Oranges, all sizes, $3.00 bx.
Messina Lemons, 300's, 360's, $2.25 to 2.50 "
Fresh Sea Herring, in barrels and casks.
ORDER QUICK.
HUSBAND Bros. & Co.
Wholesale Fruit and Commission Merchants,
82 Colborne St., TORONTO
Phones—Main 54, Main 3428.

GREEN FRUITS

Fruit Dealers Meet.

THE annual meeting of the Fruit Dealers' Section of the Retail Merchants' Association of Canada was held on March 18. The Dominion secretary, E. M. Trowern, who has just returned from Ottawa, reported that he had interviewed the Minister of Agriculture regarding the recent prosecution made against a dealer for selling a bag of potatoes for less than ninety pounds, and which was dismissed because there is no law in Ontario at present governing the weight of a bag. In Quebec a bag of potatoes must weigh 80 pounds, and in Ontario it has been the ruling custom that 90 pounds constitutes a bag. The matter will be considered by the department, and some change is likely to be made.

In view of the amendments which are now being made to the Assessment Act, and which will place a business tax upon all retailers, both large and small, the members decided to wait until the law came into operation, and then have the Transient Traders' and Peddlers' License law amended to suit modern conditions. It was decided to communicate with all retail fruit dealers throughout Canada and obtain united action in their general interests.

The following officers were unanimously elected for the coming year:

Chairman, P. N. Judah.

First Vice-Chairman, W. I. B. Wellwood.

Second Vice-Chairman, R. Burgess.

Treasurer, P. Massey.

Secretary, M. Ryan.

South African Fruit in Montreal.

THE arrival in Montreal of a consignment of peaches and plums from South Africa is reported. The fruit arrived in perfect condition, but the price $1 per dozen indicates that the market for it in Canada will be a rather limited one. There were 60 peaches in a single layer box, each fruit wrapper and plenty of finest quality excelsior at top and bottom of each case. Plums were put up in the same style, but 45 to the case. The consignee had also some very fine English hothouse grapes that arrived via New York in perfect order. These were put in cotton battings bags, 1 1-4 lbs. in each of four bags or 5 lbs. to the box, with plenty of tissue paper clippings for padding. The price was $2 a pound.

Canadian Apples in Scotland.

According to the United States Consul in Edinburg, Canadian apple imports are gaining a very strong position in the Scotch markets. The system of inspection adopted in Canada and subsequently renewed at the ports of Great Britain has undoubtedly served as a guarantee to the buyers of Canadian fruit, and has thus proved useful both to seller and purchaser.

Uniform Packages.

Canada once more scores a point against the United States, this time in regard to uniformity in fruit packages. Our American cousins are still struggling with this question, while in Canada the fruit growers of Ontario, Quebec, British Columbia, Nova Scotia and Prince Edward Island have all adopted a uniform case 10x11x20 inches, inside measurements for the shipment of apples. A case half this size is found a very suitable package for pears.

Good and Bad Fruit in Boxes.

The inspector at Glasgow for the Dominion Department of Agriculture, reports that a shipment of 1,422 cases of apples from an Ontario packer was landed at that port recently. The shipment consisted entirely of XXX Spies, all wrapped individually in paper and graded in size from 2 1-2 inches upward. The fruit was in splendid condition and in the extra trouble and care bestowed on the apples the shippers were well repaid. The large sized fruit realized from 7s to 7s 6d (small cases holding only about 35 lbs), the smaller fruit 6s to 6s 6d.

Another shipment by the same boat consisted of 416 barrels and 401 cases. These were nearly all Spies and were very much frosted and wasty. Had these apples been properly repacked and looked after, they would probably have landed in much better condition.

Prices realized for barrels ranged from 10s to 16s. The cases were even worse than the barrels; some 50 of these were thrown out, part of them being used to fill up wasty cases. These made from 2s 6d to 5s 6d (large cases). If Canadin apples in cases are to maintain a reputation for strictly fancy quality, it will not do to send forward such fruit

American Apple Exports.

SINCE the Fall of 1903 nearly 3,000,000 barrels of apples, almost a million more than in the previous year, have been exported from American ports. Most of these have gone to Great Britain and other European countries, where they have found a ready market at good prices.

The demand for the fruit still keeps up and thousands of barrels are being shipped each week to the other side. Germany has taken to the American apple this season and Baldwins and Newton Pippins, which are the favorite varieties with the Germans, now are frequently found in the small stores and on stands and pedlers' wagons in Berlin and other large cities.

A curious feature of the American apple trade in Europe has been the large sale on the Continent in the last few months of the evaporated product for wine making purposes. The shortage of the grape crop in France has led to a corresponding scarcity of wine and the peasant and others of the poorer classes, unable to buy the native wines, have been forced to fall back on the dried apple.

From what are known in the apple trade as chops, or apples cut up and dried, the peasants make a cheap drink which is said to have satisfying properties and to furnish a very fair substitute for the wine pressed from the grape. A New York exporter who has sampled this beverage, says of it:

"It's a sort of apple champagne or beer, and it's not bad either. The natives make it by putting the dried apples into a barrel or tub of water, adding a quantity of yeast and letting the mixture stand for a week or so.

"By that time it's good and sharp and ready for drinking. It's to the Frenchman about what cider is to our American farmers, and they smack their lips over it just as if it was the real thing."

Several hundred carloads of dried apples have been sent to France for this use since last Fall, and fresh shipments are going forward every week. The fruit costs about two and one-half cents a pound in New York, and the freight to the other side is only one quarter of a cent more, so that the Frenchman who wants a cheap substitute for the native wine gets it.

The Germans also make an inexpensive wine from dried apples; but the practice is not so general with them as with the French, and the exports of American dried apples to Germany are therefore more limited. A good many hundreds of tons of dried apple cores and skins have been sold in German markets this year for use as a basis for certain jams and jellies.

ORANGES AND LEMONS

WE ARE OFFERING SPECIAL VALUES THIS WEEK IN

CALIFORNIA NAVEL ORANGES,
VALENCIA ORANGES,
MESSINA LEMONS.

Our brands are the best and our prices low. Send for our weekly Price List.

WHITE & CO., 64 FRONT ST. EAST, TORONTO.

PHONE Main 4106.
Private Branch Exchange connecting all departments.

Wholesale Fruit and Produce.

When You Want

EXTRA FANCY ORANGES, EXTRA FANCY LEMONS, EXTRA FANCY BANANAS, EXTRA FANCY SPANISH ONIONS,

or anything in our line, write or phone us. Prices and Quality Always Right.

Hugh Walker & Son, Wholesale Fruits, **Guelph, Ont.**

Dried Fruit

cleaned and renovated by the latest improved machinery and appliances.

GUARANTEED TO GIVE SATISFACTION.

J. T. ADAMSON & CO.
27 St. Sacrament Street,
MONTREAL.
Tel. Main 778.

A Market for Fruit.

A deputation of Western Ontario fruit growers waited upon the Minister of Railways, Ottawa, on March 17 to ask for the extension of the Dominion Express Co., which now only operates from St. John to Halifax, over the whole of the Intercolonial Railway system, in order to open the Maritime Provinces market to the fruit fields of Western Ontario.

Increase in Canadian Apple Exports.

According to an English exchange much of the increase in importations of Canadian apples by England must be attributed to the practical steps taken by the Canadian Government to discover and comply with the requirements of the British market.

Banana Growing in Costa Rica.

ACCORDING to a report from the British consul at Port Limon, the area under banana cultivation in Costa Rica continues to increase rapidly, over 2,500 acres of new plantations having been made during the year 1902, and the number of bunches exported shows an increase of 7.86 per cent. over the figures for 1901. The export of this fruit to the United States was begun in 1881 and has grown from 300 bunches in that year to 4,179,199 bunches in 1902. Steamers to the number of 230, laden with bananas, cleared from Port Limon for the United States in 1902. During 1902 a cargo of bananas was shipped to Bristol by the United Fruit Company, and it turned out sufficiently well to warrant the establishment of a regular monthly fruit service between Limon and Bristol and Manchester, which during 1903 has become a fortnightly service.

THE GROCER OF THE FUTURE?

IN answer to the above query, the London Grocer says he will have to make himself more familiar with the legal points of the trade, and that there are three improtant factors that occur in this connection. In the first place, it has become doubly important that every grocer should regularly and intelligently read his trade paper; secondly, every grocer should belong to a trade association; and thirdly, the coming generation of grocers must be better trained either by a return to the apprenticeship system or some other method. There may not be so much hard manual labor attached to the trade as in bygone days, but it demands a close and intelligent study of a thousand and one details that years ago was unknown and grocers are entitled to be paid for head work as much as for handiwork.

Therefore, while they fight against every form of dishonesty, and endeavor to obey the law in every detail, let traders also see that their legitimate profits are maintained at a level that will remunerate them adequately and raise the whole status of the trade from the foolish cut-throat competition that has too long thrown a shadow over it.

ALL EGGS ARE GOOD FOR SOMETHING, EVEN BAD ONES.

THE career of the egg may not be romantic, but frequently it is interesting. The full and perfect career is without doubt to develop into a lusty young chick, a rolly-polly ball of yellow down with plaintive peek and toothpick legs. But the full and perfect career is as rare among eggs as among human beings, for many things intervene to cut it short, and its usefulness is diverted into channels of which few housewives and poultry raisers dream.

Several fates lie in wait for the fresh, clean egg that reaches market, with dozens of its fellows, in its pasteboard compartment of the typical egg case. It may be sold for domestic uses, and be fried with a piece of ham or bacon, or become an ingredient of the numerous products of the housewife's baking day. It may form part of a most tempting drink or fall into the hands of a hairdresser or barber, and cleanse the raven locks of a debutante or the mane of a policeman.

It may be that the egg is broken on its way to market, or its shell is checked so that it will not sell. Then it is broken with countless others into five-gallon cans and frozen. The rumor is that these frozen eggs are sold to bakers in the larger cities to be used in Winter.

Should the egg survive until it passes the zenith of its existence and enters into a decline, it may be sent to some of the large coffee roasters of the East and be used to glaze coffee.

Even should the egg survive the first period of decline and enter into the last stage it is not without value. It is used commercially for tanning kid gloves and other fine leathers.

The usefulness of the egg is not exhausted when it has met with one of these several fates. The shells where large quantities of eggs are used, are carefully gathered, and the portion which is not used for hen food is ground and form a common adulterant for spices. The shell can be roasted to the desired shade, is absolutely harmless, and is very difficult for any but the chemist to detect.

FARM LAND IN NEW ONTARIO.

The recent report of the Commissioner of Crown Lands for Ontario says that the greater part of the district west of Lake Abittibe, which was surveyed last Summer, is preeminently suited for lumbering and agriculture. Deep clay and loam with spruce, balsam, poplar, white birch and cedar are found everywhere. Low-lying portions appear to be local in extent and can be drained at reasonable cost.

TEST FOR MOLASSES.

A decision of importance to the wholesale grocers, baking and confectionery trades has been given by the Customs department. It refers to the duty on molasses. In future the rate on this article imported into Canada will be dtermined by double polarization, according to the amount of cane sugar or sucrose contained in the importation. The minimum duty of 1 3-4 cents per gallon will not apply to any molasses ascertained to contain less than 40 degrees of cane sugar or sucrose after test by indirect polarization. When the test shows under 35 degrees of cane sugar or sucrose the duty will be three-quarters of a cent per pound under the classification in the tariff "Molasses not otherwise provided for." It is held by the department that the test by indirect polarization is the true test for the cane sugar. It is believed that this decision will operate against the mixing of certain molasses with other ingredients.

WEALTH OF OUR FARMS.

"THE flourishing condition of agriculture in Canada at the present time is undoubtedly due to organization, co-operation and education," says Hon. S. Fisher, Minister of Agriculture for the Dominion. The old idea that farming is a species of drudgery to be pursued in a hap-hazard way, is a thing of the past. The successful farmer of to-day is as thoughtful, studious, alert and businesslike as any other man in the management of his property.

Mr. Fisher says the basis of agriculture in Canada must be live stock. In this northern part of the temperate zone the climatic conditions produce not only the highest physical types of men and women, but the best qualities of domestic animals. The herds of breeders, not only in the United States, but in South America, Mexico and the West Indies, are being replenished from the superior stock of this country. Within a short time stock-breeding will be the foundation of agriculture in the great west, as it is in Ontario to-day. While that vast country will always be able to produce the finest quality of wheat the time is coming when the mainstay of the West will be its live stock.

Canada is behind only one country on earth in the organization of its argicultural industry, namely, Denmark, which, at the same time is the most dangerous rival of Canada in the markets of Great Britain. Denmark is ahead of Canada in its system of agricultural education and in the quality of its products. Canada is a good second, however, and the rest of the world is nowhere.

One example of the development of the industry is the increase in the export poultry trade from $18,000 to $300,000 in four years by catering to the demand for fattened fowls. Another is that of the total exports of $214,000,000 from Canada last year, of which over $114,000,000 was represented by farm products.

SUGAR BEET CROP IN EUROPE.

Although the final estimates of the beet sugar crop in Europe for 1903 have not yet been received, the following figures may be taken as approximate:

In 1903 4,110,300 acres were sown to beets in Europe, the largest acreage being in Germany and Russia, as against 4,178,800 acres in 1902. The crop of beets in 1903 is estimated at 39,171,000 tons and the amount of sugar produced therefrom at 5,605.000 tons.

Has stood the test of every climate.

HIGHEST AWARD

Wherever demonstrated, including the following Dominion, State, and International Exhibitions

Industrial Exhibition	Toronto, Canada	-	1903
Provincial Exhibition	Halifax, N. S.	-	1903
Provincial Exhibition	Victoria, B. C.	-	1902
Pan-American Exposition	Buffalo, N. Y.,	-	1901
Paris Exposition	Paris, France	-	1900
Trans. Miss. Exhibition	Omaha, Neb.	-	1898
World's Fair	Chicago, Ill.	-	1893

The products of THE ST. CHARLES CONDENSING CO. are famous the world over for HIGH QUALITY, ABSOLUTE PURITY, and ADAPTABILITY for all the purposes of fresh milk.

Home Office and Address:

Correspondence and trade orders solicited.

ST. CHARLES, ILL., U.S.A. FACTORIES: Ingersoll, Ontario, Canada, St. Charles, and Chenning, Ill.

"The Breezy blow of incense Breathing Morn."

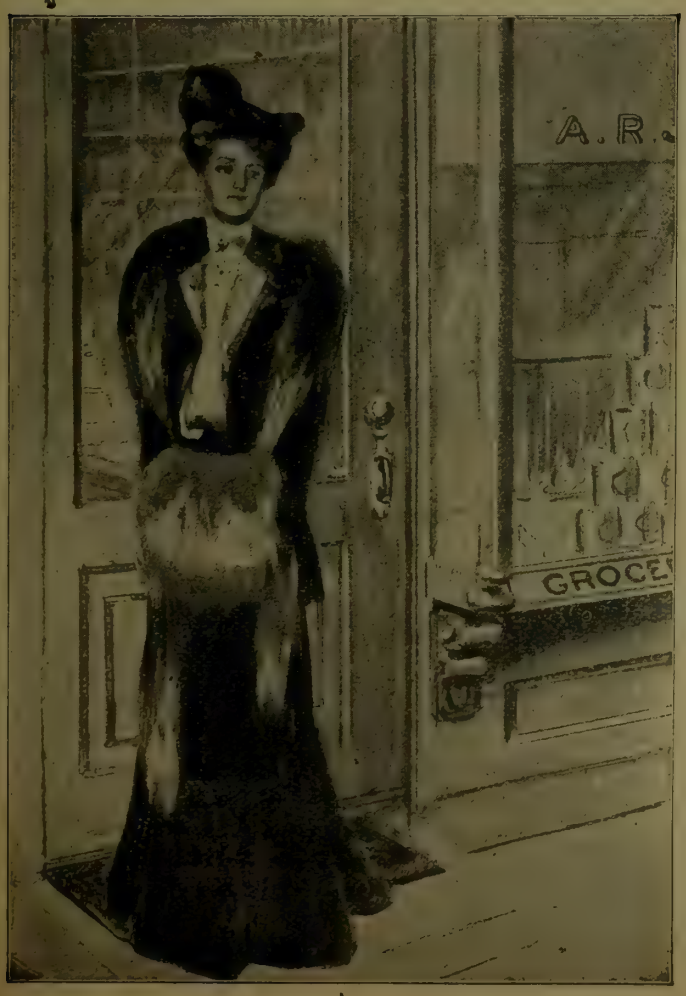
In "Forest" Brand of Maple Syrup.

Put up in Bottles, Sealed Tins, Kegs, and Barrels. To arrive end of this week.

Distilled from the sap by newest methods. We will prepay frieght on reasonable quantity.

The F. J. Castle Co., Limited, WHOLESALE GROCERS

OTTAWA, ——— CANADA.



A customer leaving your store must have done one of five things:

1. Bought something for cash.
2. Bought something on credit.
3. Paid money on account.
4. Collected money from you.
5. Had a coin or bill changed as an accommodation.

A National Cash Register takes care of all these things with positively no chances for mistakes.

Our 1904 models are particularly well adapted to the grocery trade because great improvements have been made in the methods of taking care of cash and credit sales.

393 styles and sizes. Prices, $25 to $650.

If you want to know how a 1904 "National" will help you to make money and advertise your business, send in the attached coupon. It will put you under no obligation to buy.

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N.C.R. Co. Dayton, O. Please have one of your agents call when next in my vicinity. I want to know more about your 1904 models. Saw your ad in CANADIAN GROCER

Name _____

Address _____

National Cash Register Co.
Dayton, Ohio

FLOUR AND CEREAL FOODS

Northwest Will Produce 75,000,000 Bushels of Wheat.

THE Canadian Pacific Railway is reported to be making herculean efforts to get its Western lines in shape for this season's grain carrying trade which is expected to be unusually heavy on account of the largely increased acreage that will result not only from new settlement, but also by reason of the high prices of wheat which will undoubtedly induce the farmers to plant larger areas. Taking last year's figures as a basis and the probable increase from the causes mentioned, it is estimated that this year's wheat area in Manitoba and the Territories will not be less than 3,800,000 acres. Estimating an average yield of from 18 to 20 bushels to the acre, which is conservative in the light of past experiences, it can be readily realized that it is most important that the railroads should be prepared.

Granary of the World.

"THERE are something like 230,000,000 acres of arable land in the Northwest," says ex-Chief Justice Maguire of the Northwest Territories. "Half of this vast territory may be called wheat lands. There has never been a yield less, even in the worst of seasons, than nine bushels to the acre. With half of this wheat belt used for wheat purposes the Northwest, in 15 years from date will be able to raise 350,000,000 bushels. Now, as England only imports from all sources, 200,000,000 bushels, this fact of the possibilities of Canada will soon put an end to the argument that the United States must be placated, because the United States supplies a large proportion of the total amount of wheat which England needs annually.

Stamped Union Bread.

At a recent meeting of the bakers' union of St. John, N.B. to consider the placing of a union stamp on bread made in the city bakeries. Seven shops agreed to use the stamp and the proprietors were willing to pay for the stamps, the cost being seven cents a thousand. No mucilage is used to make the stamps adhere to the bread. The stamp is placed face down in the pan, and in the baking the stamp becomes part of the loaf.

The union has 20,000 stamps on hand and as these would not last a great while it has been decided to order 80,000 more before stamping the bread, so that when once started there will be no interruption for lack of stamps.

Canadian Stops Wheat Blockade.

T. Tait, who went from the C.P.R. to the command of the Government railways in Victoria, Australia, is applying Canadian railway principles to good effect in his operations under the Southern Cross. A hopeless wheat blockade was predicted recently in the State of Victoria, owing to the fact that it was presumed that the railway had not sufficient cars to move the volume of traffic that would offer in this line. Mr. Tait immediately met the exigency by issuing an order to the effect that if shippers desired to store wheat in the cars they would have to pay demurrage after the first 24 hours. There was consequently no wheat blockade.

The Wheat Situation in Australia.

THE following figures show the comparative imports and exports of wheat and flour during 1903 and previous years in Australia:

	Imports.		Exports.	
1902.	Tons.	£	Tons.	£
Wheat.....	32,665	241 390	77,261	458,862
Flour.....	1,056	93,651	20,794	180,918
1903.				
Wheat.....	165,558	1,182,704	11,156	100.725
Flour.....	54,598	484,807	9,000	186 611

The general consensus of opinion favors the belief that a wheat crop of about 28,000,000 bushels will be harvested in 1904 although climatic conditions are still adverse to favorable harvesting. A heavy rainfall has done a great deal of damage both to the standing wheat and to the grain already reaped and standing in stacks ready for threshing. It is the custom in Australian husbandry to strip the wheat, leaving the straw standing, into which cattle are turned, or else the straw is burned off. The experience of drough, however, has made farmers more thirfty this year, and a great deal of wheat and straw have been cut together with the intention of threshing later and saving the straw for feed purposes. Continuous rainfall during harvest time has somewhat discounted their good intentions, however, and now many are worse off than if they had saved the grain and wasted the straw.

Emerson Grain Growers' Association.

A branch of the Grain Growers' Association has been formed at Emerson, Man., with a membership of 50 of the best farmers of the district. The officers are: President, G. Turner; Vice-President, R. Curran; Secretary-Treasurer, T. W. Knowles.

A Huge Car of Corn.

The largest shipment of corn ever received in London, Ont., in a single car arrived on March 17. The car contained 95,200 pounds, within 4,800 pounds of its total capacity, or in other words 1,700 bushels. A few years ago 30,000 pounds was considered a large carload. More recently shippers have become accustomed to 60,000-pound cars. Apparently there is no limit to the possibilities of the situation.

Cereal Notes.

The Ogilvie Flour Mills Company have announced their intention of establishing a fleet of their own on the upper lakes. It is reported that Port Colborne wil be the eastern port.

The Columbia Flour Mills Co., Enderby, have increased their capital to $100,000, and will double the output of the mill, thus carrying on there one of the largest flour milling enterprises in British Columbia.

A great rush is reported on the lines of the C.P.R. in Manitoba and the Territories to get grain out of the interior to milling centres. Both the milling companies and the elevators are clamoring for more cars. The cause assigned for the rush is not the fear of a shortage in the wheat crop but the anticipaton of a shortage for the Spring market.

The war on dirt Is about To commence

and every enterprising grocer will dress his windows and make a good Spring Cleaning attraction display of

BOECKH'S BRUSHES and BROOMS and CANE'S NEWMARKET WOODENWARE

Better this Spring than ever before, and our idea of what is just right.

MONTREAL BRANCH:
1 and 3 DeBresoles St.
LONDON BRANCH:
71 Dundas St.

OPERATING:
Boeckh's Toronto Factories.
Bryan's London Factories.
Cane's Newmarket Factories.

UNITED FACTORIES,
LIMITED,

Head Office: TORONTO, Ont.

EAGLE BAKING POWDER

—Gives all-round satisfaction.
—Can you wonder then at its
—success? A trial order will
—convince you of its saleable
—points.

See prices in current Market Quotations.

THE
Eagle Manufacturing Co.
Montreal.

GLUTEN FLOUR.

A brain, nerve and muscle-building flour especially prepared for invalids, and particularly that large class who suffer from weak digestion, acidity of the stomach, etc.

Invaluable for Diabetes.

It contains all the nutritive elements of the wheat, and is as nearly free from starch as it is practicable to make a flour suited to general daily use.

All grocers have more or less call for this. No need now to pay fancy prices for foreign flours when the same can be obtained at home, and at half the cost.

Greig's Gluten Flour is put up in nice white cotton sacks Trial size 5 lbs. Regular size, 49 lbs. Also in barrels. Inquiries carefully responded to.

The Robert Greig Co., Limited, Toronto.

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR RETAIL MERCHANTS.

The Irish Tobacco Trade During 1903.

THE year 1903 was in some ways the most unsatisfactory that Irish manufacturers of tobacco have experienced for a very lengthened period. In 1902 the Irish tobacco manufacturing industry was attacked by the British combine which continued its onslaught all through 1903. During this whole period British manufacturers continued to dump or sell under cost "roll" and other tobaccos all over Ireland. Notwithstanding the keenness of the struggle however, the Irish manufacturers in the main, backed up by the Irish tobacco dealers, more than held their own with regard to output, with the exception, perhaps, of one or two of the smaller manufacturers. As regards the local retail trade, it is scarcely possible that the past year could be a record one, or equal to the previous year, in view of the bad Summer, when the number of tourist visitors must have fallen very much short of previous years. This branch of the trade was a growing one, and desirable in many ways. Unfortunately many branches of trade suffered more or less from the bad Summer, but if all reports are true the North of Ireland was better off than some other districts. It is to be hoped that 1904 may prove more satisfactory all round.

Free Trade Between Uncle Sam and the Philippines.

THE Philippine Tobacco Workers' petition referred to in last week's issue of Grocer, ought to set the trade thinking in time what to do to prevent the threatened irruption of free tobacco and cigars from the Philippines, says an American exchange. Even if the present Congress on account of the approaching Presidential election should be afraid of a further change in the tariff the trade may be assured that the question of free trade with the Philippines can at least be only postponed but not quelched altogether.

The revolutionizing effect a free admission of Philippine cigars is bound to have on the American cigar industry is plainly proven by the table incorporated in the Philippine Tobacco Workers' petition, which table goes to show that a perfecto size of Manila cigars can be laid down in San Francisco at $26 per thousand, a Panatela at $17 and a Londres at $12. With such prices even American domestic seed cigars could not compete any longer. As the possibilities of the Philippine Islands to raise tobacco and manufacture cigars are almost unlimited and as the U. S. Department of Agriculture is enticing the farmers of every State in the Union to convert their fields into tobacco plantations the prospects are of being blessed a few years hence with such fabulous crops of tobacco and production of cigars that every man, woman and child in the United States will be compelled to live on cigars if the consumption is to absorb only part of the possible production.

The Child is Father of the Man.

"How many cigars do you smoke a day?" inquired the meddler.

"Three," patiently replied the youth.

"How much do you pay for them?"

"Ten cents each."

"Don't you know, sir," continued the sage, "that if you save that money, by the time you are as old as I am you might own that big building on the corner?"

"Do you own it?" asked the smoker.

"No, I don't," replied the old man.

"Well, I do," said the young man.

Old Chum

CUT PLUG
SMOKING
TOBACCO

satisfies the most exacting customers.

Sold By All Leading Wholesale Houses

CURRENCY

Plug Chewing Tobacco

is a

Quick Seller.

Handled by all Leading Wholesale Houses.

MONEY IS SLIPPING THROUGH YOUR FINGERS

if you are not selling Cigars. You sell Tobaccos---why not Cigars? How can you explain it? And think of the profit in Cigar selling! 50 to 100% is easy. What is your profit in selling Tobaccos?

But sell Cigars of quality—Cigars of fame. We make many brands, but there are two—**Pebble,** at 5 cents, and **Pharoah,** at 10 cents—which we specify in particular. They are unqualifiedly the best made at their respective prices. Why not take advantage of our standing offer? The most liberal one we know of.

J. BRUCE PAYNE, Limited, Mfr., = Granby, Que.

T. & B.

10-Cent Size.

The other day a grocer added **T. & B.** to his tobacco stock. He had been going in a rut before. Immediately old smokers threw up their hands joyfully—an old friend had come back.

What men don't smoke?

And if they smoke, they use pipes. There's big money in pipes.

How is this for a good offer?

6 doz. pipes, assorted, for $13.00, charges paid, worth from 25c. to $1.00 each. Can be returned if not perfectly satisfactory.

Somebody is selling these smokers' pipes.

Somebody is making money. Why not you? Order by mail.

W. B. REID & CO.,
TORONTO.

The Erie Tobacco Company
WINDSOR, ONTARIO.

BEST YET

SYMBOL

10c. Cigar.

Every grocer should stock it.

Manufactured by

T. J. Horrocks,
Wholesale Tobacconist,
176 King St. East,
TORONTO.
WRITE FOR PRICE LIST OF TOBACCOS.
OUTSIDE THE TRUST.

The Chamberlain Cigar

The **best value** in Canada! Sold the **world** over! It will help your **trade tremendously!** Order a sample lot to-day!

SAVE THE BANDS AND RETURN THEM TO

J. M. FORTIER, Limited
MONTREAL.

MANUFACTURERS OF
Cigarettes and Cut Tobaccos

Whar's dat chile goin'?

He hid his old man's Tobacco, and there will be trouble if he doesn't find it quick.
It's a fact that McAlpin's Tobaccos give such delight to their users that trouble arises when the tobacco can't be obtained.
The grocer owes it to his customers to supply them with McAlpin's Tobaccos.

McALPIN CONSUMERS TOBACCO CO., Limited, TORONTO

SMOKING—

TONKA,
SOLID COMFORT,
PINCHIN'S HAND-MADE.

CHEWING—

KING'S NAVY,
BRITISH NAVY,
BEAVER,
APRICOT.

Duty on Foreign Cigarettes

THE United Kingdom Cigarette Manufacturers' Association having recently sent a memorial to the Chancellor of the Exchequer urging that the British import duty on foreign cigarettes should be raised to the same level as the duty on foreign cigars, the Chancellor's secretary has replied as follows:

"The Chancellor of the Exchequer desires me to say, with further reference to the memorials of your association respecting imported cigarettes, that, after making careful enquiries into the matter, he has come to the conclusion that to raise the duty on foreign cigarettes to the same level as the duty on foreign cigars would be prohibitive to the importation of cigarettes, and would be contrary to the principle underlying our present Customs duties, which are not intended to exclude foreign competion. He would point out, however, that the British cigarette industry does not appear to be in other than a satisfactory condition, having regard to the fact that the import of foreign cigarettes decreased in 1903 by over 25 per cent., viz from 619,000 lbs. to 462,000 lbs."

Tobacco Display at St. Louis Fair.

THE Louisiana Purchase Exposition Commission has secured, for decorative purposes, from the manufacturers of the several American states a lot of tobacco, the same to be contributed by the manufacturers for this purpose. With this end in view application has been made to the commissioners for permission to use this tobacco without the payment of tax, as the same is not to be sold.

In replying to the application the commissioner holds that in view of the regulations providing that all packages of manufactured tobacco or snuff found on the market or outside of the factory premises without the proper stamp affixed shall be forfeited to the United States, and prohibiting the removal, except in proper tax-paid packages, of any manufactured Tobacco from any factory or place where tobacco or snuff is made, he is unable to see how the prvilege desired can be accorded without a violation of the law.

The commissioner suggests that if it is desired to show at the Exposition the process of manufacturing tobacco, the commission endeavor to obtain a certain space or territory within the Exposition grounds which they can bond as a factory, keep the necessary books, and make the proper reports required by law, thereby giving them all the opportunities for displaying the material in its finished condition, as well as in the different processes necessary to reach the manufactured state. Under conditions of this kind all existing law and regulations governing the manufacture of tobacco could be applied to this temporary factory.

Another plan would be for the commission to restrict its exhibit only to such tobacco products as are put up at factories in statutory packages, properly stamped, branded and labeled. The law and regulations at present provide for such variety in the size and style of packages as would permit an elaborate display; and the stamps, brands and labels would not only add to the attractiveness of the package, but would illustrate to the public the requirements of the Government to which manufactpurers must conform in placing their goods on the market. Of course, at the close of the Exposition, or at any time, the management could sell or dispose of such an exhibit without restriction.

Jones and The Fairy.

ONCE upon a time there was a spendthrift of the name of Jones, who soliloquized in this wise:

"What a fool I have been! If I had all the money for instance, that I have spent for cigars, I could have a good bank account instead of being on my uppers and trying to borrow money from my friends. I wish I had it!"

Someone touched his arm.

He turned, and there stood his fairy godmother.

"You shall have your wish my son," she said, "on one condition—that you never touch tobacco again, in any form, so long as you live."

Jones hesitated—and was lost.

"I don't want it bad enough for that," he said.

Ode to Baron De Kalb.

My good old friend, in lazy way,
I've watched your steady-going sway;
I've touched your lips in fond caress;
I've felt the quality in your dress.
Half solemnly I've seen the fall
Of each white ash, and noted all
The warmth of fire that in you lies.
I've valued with a lover's eyes,
And doubt if Ceylon's breezes be
More rich in spice than you to me.
Till now at last I lay you down,
Scant in your coat of lessening brown.
And sadly ponder as you burn,
For me, within your funeral urn.
That friendship's noblest lot you've known—
You gave your life to cheer my own.

—I. Lover Rages, in Tobacco Leaf.

Tobacco Notes.

T. J. Horrocks has just placed on the market a new brand of 10c. cigars known as "Symbol." He has spared no expense in getting the finest Havana tobacco and the make up of the package is something unique, new and original. This brand has only been on the market for 10 days but is meeting with ready sales.

IT'S FREE
SILENT DRUMMER
1904
ILLUSTRATED

Great Bargains in PIPES and CIGARS
SEND AT ONCE.
THE W. H. STEELE CO, LIMITED
Importers and Wholesale Tobacconists.
40 Scott St., - - TORONTO
Phone, Main 1987.

Should be in the mouth of every smoker. What? a
McDougall Scotch Clay Pipe
Be sure and ask for it, and see that you get it.
D. McDougall & Co., Glasgow. Scotland.

Our "Coronation."
This case with its ALL GLASS Top (no wood above the glass) is THE VERY FINEST display case in the world today. We are making TWENTY of this style of case to ONE of ANY OTHER, and are receiving orders from ALL parts of the Dominion for this MAGNIFICENT case. It is fitted with the very best British Plate Glass THROUGHOUT, including the mirrors in the doors and the shelves, in short, it is the MOST EXQUISITE and most UP-TO-DATE floor case on the market anywhere in the world to-day.
A large number of Grocers throughout the Dominion are now handling cigars as a special branch and ARE doing WELL with them. Are YOU right in line with these progressive and wide-awake men? If not, YOU OUGHT TO BE. If you desire to fall in the ranks by taking up this GOOD PAYING side-line you cannot do better than consult us about the very best and most modern display cases made especially for that line of business. In order to make a good display of, and to keep your cigars right it is necessary to have a first-class case of OUR manufacture. We turn out nothing but the very best goods, and our prices ARE REASONABLE for such goods.
Dominion Show Case Co.
83 Richmond St. East, - - TORONTO.

TO COLLECT DEBTS.

AT a recent meeting or the Retail Grocers' Association, of St. John, N.B., held to discuss the question of collection of bad debts, the following plan was recommended:

The first or mild course is a request to the debtor from the grocer for payment, with a delicate hint that failure to pay will necessitate his account being forwarded to the association, when every member of that body will be informed of the fact. The next or medium course follows in due time in the form of a letter from the secretary, stating that the debtor's name has been reported to him, and if the debt is not satisfactorily arranged by a certain time the name will be reported to the members, and thereafter the debtor will not be able to obtain credit and will be subject to the expenses of a law suit. Fee asked for this letter, twenty-five cents. If the foregoing is unsatisfactory, the strong arm of the law is threatened without any beating about the bush. Fee asked for this letter 25 cents. Should the debtor still elude the payment of his account, the desperate or final move is made. A letter is written to his employer, stating that the association's object is to employ all honorable means to collect bad debts, and that as one of his employes is reported for neglecting to pay a bill, as a last resort the matter is referred to him in the hope that his influence may bring about a settlement. No fee is charged to the debtor for this final effort, the association probably feeling that the reflection of the exceedingly uncomfortable quarter of an hour the debtor will have with his employer is ample compensation for their efforts.

AGE IMPROVES VINEGAR.

THE highest quality of white vinegar is not delivered until at least a year after the process of manufacture is completed. Malt vinegar is aged for two years before it is sent out.

White wine vinegar is produced from alcohol by a process of fermentation. The alcohol is poured into a large vat, into which a little water and malt extract has been placed. When the fermentation is fairly commenced the liquid is slowly filtered through filters of beech shavings. The process of fermentation is completed during this filtering, and at its close the liquid is collected in vats, from which it is placed into barrels. The substance called vinegar is developed from the alcohol by the interaction of the oxygen and carbon.

Malt vinegar requires a more complicated process, similar to that of brewing. First the barley malt is ground and passed into a masher. This is a vat in which a circular rake revolves in order to stir the malt as the water is slowly poured on it. The liquid that comes from this is pumped up into another large vat, where it is boiled for a time, after which it is passed through a cooler. From the cooler the liquid is passed into more vats, in which it is allowed to ferment. After that it is allowed to settle and then run into an acidifier. It is here that it acquires that sharp taste essential to vinegar. It is allowed to stay there for about a week and then it is poured into filters, which settle and refine it. After it has been in these for about three weeks it is bottled. It is still far from ready to be sent out, as it must stand for two years to become old and mellow.

The Government plays a large part in these processes. The alcohol has to be kept in bond and taken out only in the presence of a Government inspector who has an official right in the building. When the vinegar is finally ready for the barrels and bottles it is tested and measured by this same official. He keeps an accurate account of all the vinegar made, because before it can leave the factory the manufacturer must pay a duty of 4 cents on the gallon.

REMOVAL.

The increased business of B. O. Beland, 17 Lemoine street, Montreal, has necessitated his removal to larger premises and he has accordingly leased the large and appropriately arranged building at 1684 Notre Dame street, now occupied by the Auer Light Co. The location is very central being just east of Place D'Armes square and Notre Dame Cathedral. Mr. Beland expects to be thoroughly established by May 1st. In the meantime an opportunity is offered to the trade to secure a lot of his high-grade goods at attractive prices before removal.

TO VISIT NEWFOUNDLAND.

In view of the probability of closer trade relations being established between Canada and Newfoundland it is interesting to note that the Canadian Manufacturers' Association intend making Newfoundland the objective point for their annual tour this year.

INQUIRIES FOR CANADIAN TRADE.

The following were among the inquiries relating to Canadian trade recently received at the Canadian Government office in London, Eng.

1. A firm of elastic web and smallware manufacturers are seeking to extend their business with Canada, and make inquiry respecting the appointment of agents.

2. The names of several large grain export firms in Canada are desired by a London agent, who seeks to represent them in the English market.

3. A commission agent and general merchant in Newcastle is prepared to represent a good Canadian house in almost any line of business.

4. A North of England firm asks to be placed in touch with likely Canadian exporters of pit props.

5 A Scotch firm of produce importers are looking for supplies of refined Canadian lard of the quality known on the British market as pure lard.

6. A London firm of merchants, who have hitherto confined themselves to the South African trade, are desirous of establishing relations with Canadian business houses buying British and French goods.

7. An Irish produce firm asks to be placed in touch with curers or shippers of pigs' heads in Canada.

8. Inquiry is made respecting producers of rotten stone in Canada by a correspondent who is interested in this mineral.

9. A Glasgow firm desires to get into touch with importers in Canada of bricks, fireclay pipes, retorts and other fire clay goods.

10. A gentleman with good business experience leaving England early in April to take up his residence in Canada is seeking a few agencies of British firms requiring a representative in the Dominion.

11. Inquiry is made for names of Canadian furniture manufacturers who can ship office furniture, telescope tables, bedroom suites, etc., by a person seeking to sell on commission or to obtain a buying agency.

12. A travelling agent in the North of England is seeking the representation of Canadian manufacturers.

13. A New Zealand firm have asked to be supplied with names and addresses of Canadian shippers of furniture, hardware, boots and shoes.

14. A Trinidad firm of shipping and commission agents desire to get into touch with Canadian business houses, as they are open to buy or sell produce.

15. A North of England firm of cheese factors wish to correspond with some Canadian shippers of cheese from the Belleville and Brockville districts. They can also act as buying agents for a new brand of pea-fed bacon.

16. A firm of petrol and steam motor manufacturers have asked to be furnished with suggestions or information that might be useful in developing a demand in Canada for their productions.

The following enquiries were received at the Canadian Section of the Imperial Institute, London, Eng.:

1. A manufacturer of fishing rods and tackle is prepared to appoint a suitable Canadian resident agent.

2. A firm manufacturing all varieties of iron and wire fencing, hurdles, gates, etc., wishes to develop trade in Canada.

3. The makers of a new patent boiler-cleaning material seeks the services of an active Canadian agent.

[The names of those making inquiries may be obtained from the Editor of THE CANADIAN GROCER.]

Flett's

PICKLE EXAMINATION.

"Truth never fears a rigid examination."

Examine FLETT'S PICKLES carefully and you will find them honest goods clear through. Best fresh vegetables and pure English malt vinegar only used in the making.

ROSE & LAFLAMME

Agents, MONTREAL.

MHS

THE QUESTION IS

WHAT MARMALADES SHOULD I HANDLE TO BUILD UP A RELIABLE TRADE IN THIS LINE?

THE ANSWER IS

BATGER'S

ENGLISH MARMALADES.

Agents,
ROSE & LAFLAMME,
MONTREAL.

Current Market Quotations for Proprietary Articles

March 24, 1904.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

ook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes	$4 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 3 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ¼ " "	14 00

W. H. GILLARD & CO.

Diamond—	
5-lb. tins, 2 doz. in case	$2 00
2-lb. tins, 3 " "	1 25
1-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4 doz.	10c.	$0 85
3 doz.	4-oz.	1 20
3 doz.	6-oz.	1 75
1 doz.	12-oz.	3 50
2 doz.	12-oz.	3 45
3 doz.	12-oz.	3 40
2 doz.	16-oz.	4 45
3 doz.	16-oz.	4 35
1 doz.	2½-lb.	10 40
1 doz.	5-lb.	19 50

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case $4 55
1 "	12 "	
1 "	16 "	

JERSEY CREAM BAKING POWDER.

ze, 5 doz. in case	$0 40
" 4 " "	0 75
" 3 " "	1 25
" 2 " "	2 25

OCEAN MILLS.

	Per doz.
Ocean Baking Powder, ½ lb., 4 doz.	$ 45
Ocean Baking Powder, ½ lb. 5 doz.	90
Ocean Baking Powder, 1 lb., 3 doz.	1 25
Ocean Borax, ¼-lb. packages, 4 doz.	40
Ocean Cornstarch, 40 pks. in a case	78

Freight paid, 5 p.c. 30 days.

ROYAL BAKING POWDER CO.

Sizes.	Per Doz.
Royal—Dime	$ 1 00
" ½ lb.	1 60
" 6 oz.	2 25
" ½ lb.	2 90
" 12 oz.	4 50
" 1 lb.	5 75
" 3 lb.	15 50
" 5 lb.	25 50

Sizes.	Per Doz.
Cleveland's—Dime	$ 1 00
" ½ lb.	1 50
" 6 oz.	2 20
" ½ lb.	2 80
" 12 oz.	4 25
" 1 lb.	5 50
" 3 lb.	15 00
" 5 lb.	25 00

"VIENNA" BAKING POWDER.

	Per doz.
1-lb tins, 4 doz in box	$2 25
½-lb tins, 4 doz in box	1 25
¼-lb tins, 4 doz in box	75

BEE BAKING POWDER.

1-lb. tins, cases 4 doz, per doz	$2 25

EAGLE BAKING POWDER

	Per doz.
Cases of 48-5c. tins	$0 45
" 48-10c. tins	0 75
" 24-25c. tins	2 25

Blacking.

HENRI JONAS & CO..

Jonas'	Per gross	$9 00
Froments	"	7 50
Military dressing	"	24 00

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ½ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes, according to size	0 02 0 10

J. M. DOUGLAS & CO.—Laundry Blues.

"Blueol"—10-lb. boxes containing 50 pkgs., 4 squares each.....per lb. 15c

"Sapphire"—14-lb. boxes, ½-lb. pkgs. per lb 12½

"Union"—14-lb. boxes, assorted, 1 & ½-lb. pkgs. per lb. 10

Black Lead.

Reckitt's, per box	$1 15

Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz.; or ¼ gross, 4 oz.

JAMES' DOME BLACK LEAD.

	Per gross
6a size	$2 40
2a size	2 50

Borax.

"Bee" brand, 5 oz., cases, 40 pkgs.		1 40
" " 10 oz., cases, 48 "		3 25
" " 16 oz., cases, 48 "		4 25

EAGLE BORAX.

	Per doz.
Cases of 5-doz. 5c. packages	$0 40
" 5-doz. 10c. "	0 85

Brooms.

UNITED FACTORIES, LIMITED.

	doz. net.
Boeckh's Bamboo Handles, A, 4 strings	$4 70
" " " B, 4 "	4 40
" " " C, 3 strings	4 10
" " " D, 3 "	3 85
" " " F, 3 "	3 55
" " " G, 3 "	3 20
" " " I, 3 "	2 85

Canned Goods.

HENRI JONAS & CO.

Mushrooms, Rionel	$15 50
" 1st choice Dutheil	18 50
" " Lenoir	19 50
" extra Lenoir	22 00

Per case, 100 tins.

French Peas, Delory's—		
Moyen's No. 2		$9 00
" No. 1		10 50
¼ Fins		12 50
Fins		14 00
Tres fins		15 00
Extra fins		16 50
Sur extra fins		18 00
French Sardines—		
½ Rolland	9 50	10 00
½ Delory		10 50
¼ Club Alpins		2

FRED. MAGEE

	Per doz	
Smelts in spices, in ½-lb round tins	0 90	$1 00
" mustard, in ½-lb oval "	0 95	$1 05
" Tomato, in ½-lb. " "	0 95	$1 00

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag	0 18½
Quaker Oats, 2-lb. pkgs., per case	3 00
Tillson's Oats, 2-lb. pkgs., per case	00

Permanent success in an article is only attained by real merit, and such success has never failed to incite strenuous competition from inferior imitations. Twenty years ago

Brunner Mond & Co.'s

Baking Soda and Washing Soda

were put on the markets of the world, since which they have never ceased to be the standard of Purity, Strength and Excellence, and have continued to hold their place against all opposition. Induce your customers to use only the STANDARD.

WINN & HOLLAND, Montreal,

Dutch Chemical Works

AMSTERDAM.

EXCEPTIONAL VALUE FOR THE GROCERY TRADE

SPECIAL OFFERS

Recommend Themselves.

WE OFFER OUR MAGNIFICIENT

"Butterfly Brands"

	¼-lb.	½-lb.	1-lb.
COFFEE and CHICORY per doz. tins	2/3	4/-	7/-
PURE DUTCH COCOA per doz. tins	4/3	8/-	15/-

Goods delivered, freight paid, to any Canadian port, duty not included. TERMS: Cash with order.

The COFFEE and CHICORY is packed in cases of one cwt., while the COCOA is supplied in cases of 56 lbs.

SAMPLES FREE ON APPLICATION.

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Hygienic, 1-lb. tins ..... per doz.	$6 75
" ½-lb. tins ..... "	3 50
" ¼-lb. tins ..... "	2 00
" fancy tins ..... "	0 85
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50
Perfection, ½-lb. tins, per doz.	2 40
Cocoa Essence, sweet, ½-lb. tins, per doz.	
Chocolate—	per lb
Queen's Dessert, ½'s and ¼'s	$0 40
" 6's	0 42
Mexican Vanilla, ½'s and ¼'s	0 35
Royal Navy Rock, " "	0 30
Diamond, " "	0 25
" 8's	0 28

FRY'S.

Chocolate—	per lb
Caraccas, ½'s, 6-lb. boxes	$0 42
Vanilla, ½'s	0 42
"Gold Medal," sweet, ½'s, 6-lb. boxes	0 29
Pure, unsweetened, ½'s, 6-lb. boxes	0 42
Fry's "Diamond," ½'s, 14-lb. boxes	0 24
Fry's "Monogram," ½'s, 14-lb boxes	0 24
Cocoa—	Per doz.
Concentrated, ½'s, 1 doz. in box	2 40
" ¼'s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ½'s, 14-lb. boxes	....
" ¼'s, 12-lb. boxes	....
Epp Cocoa, case of 14 lb., per lb.	0 35
S quantities	0 37½

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

½ lb. tins, 4½ doz. to cas ..... per doz.,	$ 90
¼ " " 4 " " "	2.40
½ " " 2 " " "	4.75
1 " " 1 " " "	9.00

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.

	Per lb
Mott's Broma	$0 30
Mott's Prepared Cocoa, ½s and ¼-boxes	0 28
Mott's Breakfast Cocoa, ½s in boxes	0 40
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caracas Chocolate	0 40
Mott's Diamond Chocolate	0 23
Mott's Navy Chocolate, ½s in boxes	0 27
Mott's Cocoa Nibbs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross	1 00
Mott's Confectionery Chocolate	0 21 0 32
Mott's Sweet Chocolate Liquors	0 20 0 36

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 38
Vanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 27
Breakfast cocoa, ½, ¼, 1 and 5-lb tins	0 43
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 35
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5's, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 56

LOWNEY'S.

Breakfast cocoa—	
6-lb. boxes, 12 boxes in case, 1-5-lb. tins.	45c.
6-lb. boxes, 12 boxes in case, ½-lb. tins.	42c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins.	42c.
Sweet chocolate powder—"Always Ready." 6-lb. boxes, 12 boxes in case, ½-lb tins.	32c.
Premium chocolate—	
6-lb bxs., 12 bxs. in case, ½-lb. pkgs.	34c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs.	34c.
6-lb. bxs., 12 bxs. in cose, ½-lb. pkgs.	36c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs.	36c.
Medallion sweet chocolate—	
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	48c.
Milk chocolate—	
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	40c.
Tid-Bit chocolate—	
6-lb. bxs., 12 bxs. in case, ¼-lb. pkgs.	32c.
Vanilla sweet chocolate—	
3-lb. bxs. 24 bxs., in case, ½-lb. pkgs.	32c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	32c.
Diamond sweet chocolate—	
6-lb. boxes, 12 bxs. in case, ¼-lb. pkgs.	27c.

Condensed Milk.

Anchor" brand, cases 4 doz., per case	$5 00
" evap. cream, cp. 4d. "	4 65

Borden's Condensed Milk Co.

Eagle" brand	$1 67
Gold Seal" brand	1 30
Peerless" brand evaporated cream	1 02

"Reindeer" Brand
Case (4 doz $5.60

Coffee.

"Bee" brand, 1 lb. tins, cases, 30 tins	9 00
" " 2 lb. tins, cases, 15 tins	8 70

THE EBY, BLAIN CO., LIMITED.

In bulk—	Per lb.
Club House	0 32
Royal Java	0 31
Royal Java and Mocha	0 31
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Fancy Bourbon	0 20
High Grade package goods—	
Gold Medal, 2-lb. tins	0 30
Gold Medal, 1-lb. tins	0 31
Kin Hee, 1-lb. tins	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars	0 30
English Breakfast, ground only 1-lb. tins	0 18

JAMES TURNER & CO.

	Per lb.
Mecca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.

	Per lb.
"Old Crow" Java	$0 25
" Mocha	0 25
"Condor" Java	0 30
" Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 31
" " " 2-lb. tins	0 30
100 lb. delivered in Ontario and Quebec.	
Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" II. 40-lb. boxes	42½c.
" III, 80-lb. boxes	37½c.
" IV, 80-lb. boxes	35c.

WILLISON'S TURKEY COFFEE.

	Per lb.
1-lb tins, 48-lb cases	30

S. H. & A. S. EWING'S.

	Per lb
Mocha and Java coffee, in 1-lb tins, 30-lb cases	32
Mocha and Java coffee, in 2-lb tins, 30-lb cases	29

Cheese.

Imperial—Large size jars ..... per doz.	$8 25
Medium size jars ..... "	4 50
Small size jars ..... "	2 40
Individual size jars ..... "	1 00
Imperial holder—Large size "	18 00
Medium size "	15 00
Small size "	12 00
Roquefort—Large size "	2 40
Small size "	1 40

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co. Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered.
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c

Allison's Coupon Pass Book.

$1 00 to 3 00 books	3 cents each
5 00 books	4 "
10 00 "	5½ "
15 00 "	6½ "
20 00 "	7½ "
25 00 "	8 "
50 00 "	12 "

Cane's Clothes Pins.

UNITED FACTORIES, LIMITED.

Clothes pins (full count), 5 gross in case, per case	$0 62

RECKITT'S BLUE and ZEBRA PASTE {Always give your Customers Satisfaction.

if there is a time when your customers buy **Syrup,** it is now.

Have you the **best** to sell them?
Have you

"Crown" brand **Table Syrup?**

Always Ready and Promptly Shipped:

2-lb. tins—cases 2 doz.
5 " " " 1 "
10 " " " ½ "
20 " " " ¼ "

Also in Brls., ½-Brls, **Kegs and Pails.**

Freight paid on 5 cases and over to all railway stations East of North Bay.

Look for the "Crown" on the package.

MANUFACTURED ONLY BY

"Crown" brand Syrup is the pure extract of corn, and the healthiest, cleanest and most profitable syrup in Canada.

EDWARDSBURG STARCH CO'Y, Limited

ESTABLISHED 1858

53 Front St. East, TORONTO, ONT.
Works: CARDINAL, ONT.
164 St. James St., MONTREAL, P.Q.

4 doz. packages (12 to a case)..... 0 75
6 doz. packages (12 to a case)..... 0 95

Cleaner.

	Per doz.
4-oz. cans	$ 0.90
6-oz. "	1.35
10-oz. "	1.85
Quart "	3.75
Gallon "	10.00

Wholesale Agents.
The Davidson & Hay, Limited, Toronto.

Extracts.

HENRI JONAS & CO.

	Per gross.
-oz. London extracts	$ 6 00
2-oz. " " (no corkscrews).	5 50
2-oz. " "	9 00
2-oz. Spruce essence	6 00
2-oz. " "	9 00
2-oz. Anchor extracts	12 00
4-oz. " "	21 00
1-oz. " "	36 00
1-lb. " "	70 00
1-oz. flat "	9 00
2-oz. flat bottle extracts	18 00
2-oz. square bottle "	21 00
4-oz. " " (corked)	36 00
8-oz. " " "	72 00
	Per doz.
8-oz. " glass stop extracts	$3 50
8-oz. " " "	7 00
2½-oz. round quint essence extracts	2 00
4-oz. jockey decanters "	3 50

Food.

	Per doz
Robinson's patent barley ½-lb. tins	$1 25
" " " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " " 1-lb. tins	2 25

Ge'atine.

	Per gross.
Knox's No. 1 sparkling	$15 00
	Per doz.
" " " 6 doz., at	$ 1 30
" No. 3 acidulated, at	$ 1 50

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant " "	1 85
Other jams	$1 56 1 90
Red currant jelly	2 75

T. UPTON & CO.

Pure Fruit Jams—

1-lb. glass jars, 2 doz. in case, per doz.	$0 95
2½-lb. tin pail, 2 doz. in crate, per lb.	0 06½
5 and 7-lb. tin pails, 8 and 9 pails to crate, per lb.	0 06
7, 14 and 30-lb. wood pails, "	0 06
Pure Fruit Jellies—	
1-lb. glass jars, 2 doz. in case, per doz.	0 95
7, 14 and 30-lb. wood pails, ...per lb.	0 06
Home Made Jams—	
1-lb. glass jars (16-oz. gem.) 1 doz. in case, per doz.	1 50
5 and 7-lb. tin pails, per lb.	0 09
7, 14 and 30-lb. wood pails, "	0 09

BRAND & CO.

Brand's calf's foot	$3 50
Real turtle jelly	7 75

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" " 100 sticks	0 73
Dulce large cent sticks, 100 in box	

Lye (Concentrated).

GILLETT'S PERFUMED.

	Per case.
1 case of 4 doz	$ 3 60
3 cases "	3 50
5 cases or more	3 40

Matches.

UNITED FACTORIES, LIMITED.

	Per case.
Surelight (Parlor)	$3 50
Flashlight (Parlor)	5.75
Kodak (Sulphur)	3 80

Mince Meat.

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., ¼-lb. tins, per doz.	$ 1 40
" ½-lb. tins "	2 50
" 1-lb. tins "	5 00
Durham 4-lb. jar, per jar.	0 75
" 1-lb. jar "	0 25
F. D., ¼-lb. tins, per doz.	0 85
" ½-lb. tins "	1 45

HENRI JONAS & CO.

	Per gross.
Pony size	$ 7 50
Imperial, medium	9 00
Imperial, large	12 00
Tumblers	12 00
Mugs	13 20
Pint jars	18 00
Quart jars	4

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—	
¼-lb. tins, per lb.	$ 0
½-lb. tins "	0 35
1-lb. tins "	0 32½
4-lb. jars, per jar	1 20
1-lb. jars "	0 35
Old Crow," 12-lb. boxes—	
¼-lb. tins, per lb.	0 25
½-lb. tins "	0 23
1-lb. tins "	0 22½
4-lb. jars, per jar	0 70
1-lb. jars "	0 25

Olive Oil.

	Per case
Barton & Guestier's quarts	$ 8 00
" " pints	9 00

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand, 1-lb. glass	$1 50
" " quart gem jars	3 40

T. UPTON & CO.

1-lb. glass jars, 2 doz. case, per doz.	$ 0 95
Home-made, in 1-lb. glass jars "	1 50
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 06

CLEMES BROS.

Pure fruit stock—	
10-oz. glass jars, 2½ doz. case, per doz.	$1 00
16-oz. glass jars, 2 doz. case, "	1 50
Quart gems, 1 doz. case, "	3 35
In 5-lb. tins, per lb.	09

Pickles.

STEPHENS'.

A. P. Tippett & Co', Agents.

Cement stoppers (pints), per doz.	$ 2 30
Corked " "	1 90

Sauces.

BRAND & CO.

Worcester	$1 85
Tomato catsup	2 60
Mayfair relish	2 60
Indian chutney	1 75
Mango "	2 25
A 1	1 70 2 60 3 15

Soda.

COW BRAND.

Case of 1-lb. containing 60 pkgs., per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. (containing 96 pegs.), per box, $3 00.

EMPIRE

"EMPIRE" BRAND.

Brunner, Mond & Co.

Case 120 ½-lb. pkts. (60 lb.), per case, $2 70.

Case 96 10-oz. pkts. (60 lb.), per case, $2 80.

"MAGIC" BRAND.

	Per case.
No. 1, cases, 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " { 30 1-lb. " / 60 ½-lb. " }	2 75

No. 5 Magic soda—cases 100—10-oz. pkgs.

1 case	2 85
5 cases	2 75

"BEE" BRAND.

	Per case
"Bee" brand, 8 oz., cases, 120 pkgs.	
" " 10 oz., cases, 96 pkgs.	
" " 16 oz., cases, 60 pkgs.	$2 75

Soap and Soap Powders.

A. P. TIPPET & CO., Agents.

Maypole soap, colors, per gross	$10 20
" " black "	15 30
Oriole soap "	10 20
Gloriola soap "	12 00
Straw hat polish "	10 20

Two Lines That Lead.

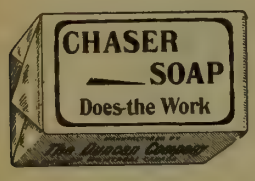
A Vinegar with Advantages.

You want a brand absolutely pure. One which will keep a long time without deteriorating. One known for its delicate aroma and its excellent flavour. **Hill, Evans & Co.** (Worcester, Eng.), produce **the** one. A Malt Vinegar which is unapproached by any other for these essential properties. A Vinegar you may always rely upon.

Quinine Wine with a Reputation.

Robert Waters' Quinine Wine enjoys a 50-year reputation as the finest tonic known.

Export Agents—ROBT. CROOKS & CO., Botolph House, Eastcheap London, England.



CHASER SOAP.

1 case	$2 40
5 cases	2 30
10 cases	2 20
20 cases	2 10

5 per cent. 10 days or 60 days acceptance.
Babbitt's "1776" 100 6-oz. pkgs. $3.50 per bx.
5 boxes, freight paid and a half box free.
Babbitt's "Best" soap, 100 bars, $4 10 per bx.
" Potash or Lye, bxs., ea. 2 dz., $2 per bx.
WM. H. DUNN, AGENT.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. cartons	$ 0 06
No. 1 " " 3-lb. "	0 06
Canada laundry	0 05
Silver gloss, 6-lb. draw-lid boxes	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05½
Benson's enamel, per box 1 25 to	2 50
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 06¾
Canada Pure Corn	0 05¼
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps	0 08½
"Bee" brand, cases, 4 packages	5 00

BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 05
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 06
Barrels, 200 lb.	0 05½
Kegs, 100 lb.	0 05¼
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 45 cartons, per case	40
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 05½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 06¾
Crystal Maise Corn Starch—	
1-lb. packages, boxes 40 lb.	0 06¾

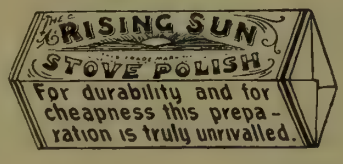
ST. LAWRENCE STARCH CO., LIMITED.
Ontario and Quebec.

Culinary Starches—	
St. Lawrence corn starch, 40 lb	0 06¾
Durham corn starch, 40 lb	0 05¼
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 06
" 3-lb. cartons, 36 lb.	0 06
" 200-lb. bbl.	0 05½
" 100-lb. kegs	0 06¼
Canada Laundry, 40 to 46 lb.	0 05
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 05½

OCEAN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$8 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00

WM. H. DUNN, AGENT.

	pr. dz.
Enameline No. 4, bxs., ea. 3 dz.	0 38
Enameline No. 6, bxs., ea. 3 dz.	0 65
Enameline liquid, bxs, ea. 3 doz.	0 75
Blackene, 5-lb. cans, per lb.	0 10

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

	Per case.
Enamelled tins, 2 doz. in case	$2 40
Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 90
5 " 1 " "	2 35
10 " ½ " "	2 25
20 " ¼ " "	2 10

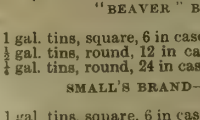
(10 and 20 lb. tins have wire handles.)

"BEAVER" BRAND.

	Per case.
1 gal. tins, square, 6 in case	$4 40
½ gal. tins, round, 12 in case	4 50
¼ gal. tins, round, 24 in case	4 60

SMALL'S BRAND—Standard.

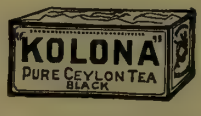
	Per case.
1 gal. tins, square, 6 in case	$4 70
½ gal. tins, round, 12 in case	4 90
¼ gal. tins, round, 24 in case	5 30



Teas.

SALADA CEYLON.

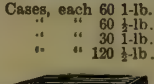
	Wholesale.	Retail.
Brown Label, 1's	$0 20	$0 25
" " ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½s, ¼s and ⅛s	0 30	0 40
Red Label, 1's and ½s	0 36	0 50
Gold Label, ½'s	0 44	0 60



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c	$0 19
" " ½-lb. " "	0 20
Blue Label, retail at 30c	0 22
Green Label. " 40c	0 28
Red Label, " 50c	0 35
Orange Label, " 60c	0 42
Gold Label, " 80c	0 55

Cases, each 60 1-lb.	$0 35
" " 60 ½-lb. / " " 30 1-lb.	0 35
" " 120 ½-lb.	0 36



LUDELLA CEYLON, 1's AND ½'S PKGS.

Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

"CROWN" BRAND.

	Wholesale.	Retail.
Red Label, 1-lb. and ½s	$0 35	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½s	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—		
"Condor" III 80-lb. boxes	$0 37	
EMD AAA Japan, 40 lb "at	0 37½	
" AA " 40 "	0 35	
Blue Jay, basket fired Japan, 70 lbs.	0 30	
"Condor" IV 80-lb. "	0 43	
" V 80-lb. "	0 30	
" XXXX 80-lb. boxes	0 25	
" XXXX 30-lb. "	0 26	
" XXX 80-lb. "	0 22½	
" XXX 30-lb. "	0 23½	
" XX 80-lb. "	0 20	
" XX 30-lb. "	0 21	
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 28½	
Black Teas—"Nectar" in lead packets		
Green Label. retails	0 26 at	0 20
Chocolate Label. "	0 35 at	0 25
Blue Label. "	0 50 at	0 36
Maroon Label "	0 60 at	0 45
Fancy tins—Chocolate, 1-lb	0 32½	
" " —Blue, 1-lb	0 42½	
" " —Maroon, 1-lb	0 50	
" " —Maroon, 1-lb	1 50	
"Condor" Ceylon black tea in lead packets		
Green Label, ¼s, ½s and 1s, 60-lb. cases retail	0 25 at	0 20
Grey Label, ¼s, ½s and 1s, 60-lb. cases retail	0 30 at	0 23
Yellow Label, ¼s and 1s, 60-lb. cases retail	0 35 at	0 26
Blue Label, ¼s, ½s and 1s, 50-lb. cases retail	0 40 at	0 30
Red Label, ¼s, ½s and 1s, 50-lb. cases retail	0 50 at	0 34
White Label, ¼s, ½s and 1s, 50-lb. cases retail	0 60 at	0 46

Black Teas—"Old Crow" blend—

Bronzed tins of 10, 25, 50 and 80-lb.		
No. 1 per lb.		0 35
No. 2 "		0 30
No. 3 "		0 25
No. 4 "		0 20
No. 5 "		0 17½

LIPTON'S TEA (in packages).

Color of Label.	1 lbs. & ½ lbs. per lb.	¼ lbs. & ⅛ lbs. per lb.	Sold for per lb.
Ceylon-India, Ex. ch'st A Yellow	45	47	70
" " B Red	40	42	60
" No. 1 C Pink	35	37	50
" 2 C Orange	28		40
" 3 C L. Blue	22		30
" 4 C L. Green	20		

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 3½s, 5s. and 10s.	$0 39
" Amber, 8s. and 3s.	0 60
Chewing—Stag, bars, 10½oz.	0 43
" Bobs, 5½s. and 11s	0 44
" " 10½ oz. bars, 6s.	0 44
" Currency, 12 oz. bars, 12s.	0 47
" " 6½s. and 12's.	0 47
" Old Fox, narrow, 12s.	0 47
" Snowshoe, 14½oz b'rs, sp'c'd 6½	0 51
" Pay Roll, 7s and 6½s.	0 52
" Fair Play, 8s. and 13s.	0 53

Vinegars.

E. D. MARCEAU, Montreal.	Per gal.
EMD, pure distilled, highest quality	$0 30
Condor, pure distilled	0 25
Old Crow	0 20

Special prices to buyers of large quantities

GRIMBLE'S MALT.

Bulk, ¼-casks, 25 gals	$5 45	$10 95
" casks, 60 "	10 25	22 40
Bottles, cases, 3 doz.	3 25	4 40

Washing Powder.

FAIRBANK'S GOLD DUST.

Five cases assorted—	
24 25c. packages	$4 65
100 10c. "	7 80
100 5c. "	3 90

Freight prepaid.

Cane's Woodenware.

UNITED FACTORIES, LIMITED.

	Per doz.
Washboards, Victor	$1 35
" Crown	1 45
" Improved Globe	1 60
" Standard Globe	1 70
" Original Solid Globe	2 00
" Superior Sld. Bk. Globe	2 15
" Jubilee	2 10
" Pony	0 95
Diamond King (glass)	3 10
Tubs, No. 0	10 50
" " 1	8 50
" " 2	7 50
" " 3	6 50
Pails, No. 1, 2 hoops	1 75
" " "	1 90

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case	$1 00
Gillett's cream yeast, 3 doz.	1 00
Jersey cream yeast cake, 3 doz. 5c.	1 00
Victoria " " 3 doz. 5c.	1 00
" " " 3 doz. 10c.	1 00

We solicit your orders for Spring Trade, for

Lea & Perrins' Sauce.

Prices and Terms on application.

J. M. DOUGLAS & CO., Canadian Agents, - MONTREAL.

ESTABLISHED 1857.

We have recently taken up the manufacture and sale of the

Templeton Cheese Knife

It is the greatest device for merchants retailing cheese. "Soon pays for itself," is the testimony of everyone who has used the machine for the past year.

KEEPS CHEESE FRESH
SAVES FROM WASTE

EASY TO OPERATE
PLEASES EVERY CUSTOMER

Sold on easy terms. Write us for particulars.

The Computing Scale Co. of Canada, Limited, - 164 King St. West, Toronto.

COX'S GELATINE

ALWAYS TRUSTWORTHY

Established 1725.

Agents for Canada:
C. E. COLSON & SON, Montreal.
D. MASSON & CO., Montreal.
ARTHUR P. TIPPET & CO.,
Toronto, St. John, N.B., and Montreal.

THE PEOPLE OF

JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.

BASKETS

We make them in all shapes and sizes. We have

Patent Strawboard Berry Box
Grain and Root Baskets,
Clothes Baskets,
Butcher Baskets,

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE . . .

Oakville Basket Co.

Oakville, Ont.

You are Interested in Something.

Why not get the best items that are printed on the subject.

We read and clip thousands of newspapers every week — therefore we can equip you **speedily** and **economically** for a debate, speech, lecture, essay or anything else requiring up-to-date information and more of it than your competitors are likely to get.

Terms—100 Clippings,	$ 5.00
250 "	12.00
500 "	22.00
1,000 "	40.00

Send for our Booklet which fully explains the scope of the clipping industry.

We have also lists of firms in every branch of trade in the Dominion, the professions, club members, society, etc., and we are prepared to address and mail circulars or letters to these at any time.

CANADIAN PRESS CLIPPING BUREAU,

232 McGill Street, MONTREAL, QUE.
Telephone Main 1255.

10 Front St. E., Toronto. Telephone Main 2701.

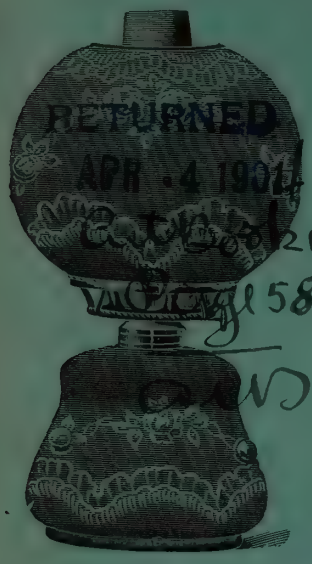
Is Honest Goods and just the Thing on Which to Make or Extend a Business.

McLAREN'S

COOK'S FRIEND BAKING POWDER

The Best Grocers make a point of Keeping it always in Stock.

SPRING LAMPS



CAN you use, now say half a dozen nice lamps, well assorted and moderate in price?

We have illustrated colored sheets of several such assortments. Drop a card for particulars.

GOWANS, KENT & CO.,

16 Front St., East, - TORONTO.

"Perfectly clean from our kitchen to your customer's."

You are the merchant we want to convince—you are the one we know will do better and more profitable business if you sell

Wethey's Mince Meat

The best way to get you thoroughly sure of this is to have you ask your customers. They'll tell you that Wethey's is the best, cleanest, most wholesome on the market. Ask them and see.

J. H. Wethey, Limited
ST. CATHARINES, ONT.

Crosse & Blackwell, Limited
Pickles, Sauces, Jams and Preserved Provisions.

C. E. COLSON & SON, AGENTS, MONTREAL

CHAS. F. CLARK, President. CHAS. L. BECKWITH, Secretary.

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, $1,500,000. **Offices Throughout the Civilized World.**

Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker o mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. Correspondence Invited.

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HALIFAX, N.S. HAMILTON, ONT. LONDON, ONT. MONTREAL, QUE.
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VANCOUVER, B.C. WINNIPEG, MAN.

THOS. C. IRVING, Gen. Man. Western Canada, Toronto.

OAKEY'S The original and only Genuin Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

'WELLINGTON'
KNIFE POLISH

JOHN OAKEY & SONS, LIMITED
MANUFACTURERS OF
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England
Agent:
JOHN FORMAN, 644 Craig Street
MONTREAL.

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 30.

VOL. XVIII. MONTREAL AND TORONTO, APRIL 1, 1904. NO. 14.

THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, General and Allied Trades in Canada.

PUBLISHED EVERY FRIDAY

CIRCULATES IN EVERY PROVINCE

The Blue of Blues

Keen's Oxford Blue

THE DELIGHT OF THE LAUNDRY.

SOLD EVERYWHERE IN CANADA.

MARK THE NAME

KEEN'S OXFORD BLUE.

ADOLPHE E. SMYLIE, President — HENRY ROWLEY, Vice-Pres't — H. W. PETHERBRIDGE, Sec'y and Treasurer

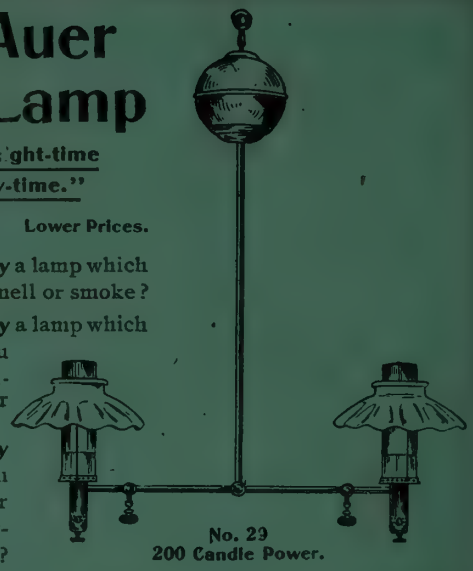
NATIONAL LICORICE CO.

Successors to
YOUNG & SMYLIE
BROOKLYN, N. Y.
S. V. & F. P. SCUDDER
BROOKLYN, N. Y.
MELLOR & RITTENHOUSE CO.
CAMDEN, N. J.
H. W. PETHERBRIDGE
BROOKLYN, N. Y.
DOMINION LICORICE & NOVELTY CO.
TORONTO, CAN.

Y. & S., SCUDDER, and M. & R. Brands of PURE STICK LICORICE, Acme Licorice Pellets, M. & R. Wafers in bags, Licorice Lozenges, and a full line of Licorice Specialties, including the celebrated soft licorice lines sold under the Company's brands as follows: THE FLEXIBLE LICORICE, THE PLIABLE LICORICE, THE ELASTIC LICORICE.

OFFICE—106 JOHN ST.
106-116 John St., 227-237 Plymouth St., } Brooklyn, N.Y.
Illustrated Catalogue on request.

The Auer Gas Lamp



"Turns night-time into day-time."

New Models. Lower Prices.

Would you buy a lamp which doesn't smell or smoke?

Would you buy a lamp which will save you half your expense for coal oil?

Would you buy a lamp which shows your goods in daylight colors?

Would you buy a lamp which you can return, for full price, if you don't like it?

That's the kind of a lamp we make.

EVERY LAMP GUARANTEED

Write for our Catalogue and Discounts.

AUER LIGHT CO., 1682 NOTRE DAME ST., MONTREAL.

BRUNNER, MOND & CO.'S

SODAS

Bicarb
Sal
Concentrated Sal
Caustic

EVERYWHERE KNOWN TO BE THE BEST.

WINN & HOLLAND, Sole Agents for Canada, MONTREAL

LIPTON'S TEAS

HAVE THE LARGEST SALE IN THE WORLD.

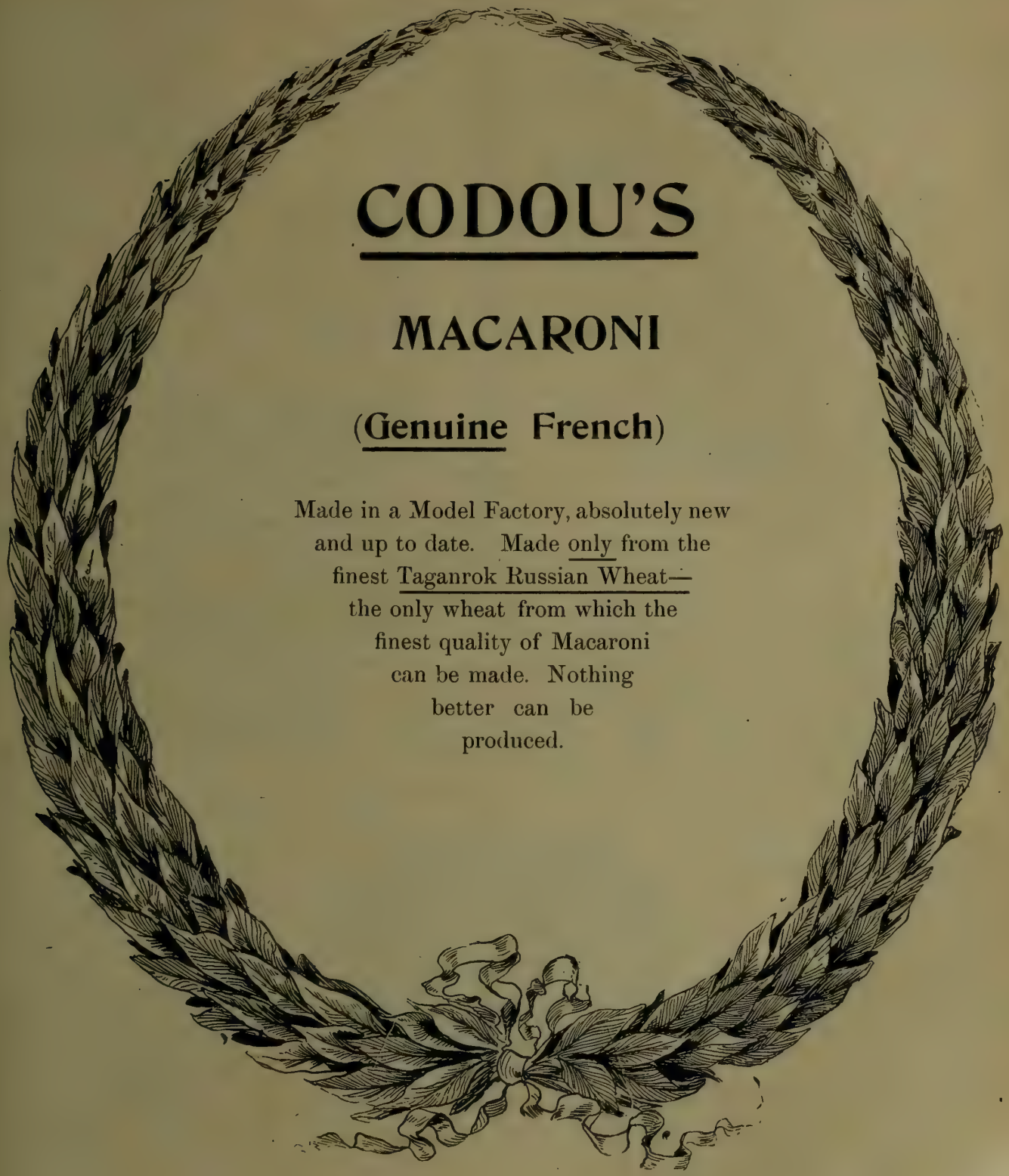
Over 53,000,000 Packets were sold during 1903.

SOLD ONLY IN AIR-TIGHT CANS, NEVER IN LEAD PACKETS.

LIPTON'S TEAS are far more popular in Canada than any other teas carried by the grocer. The only teas in Canada offered to the grocer direct from the tea gardens—packed by the grower.

AGENTS IN MONTREAL—**Laporte, Martin & Cie., and all wholesale grocers.**
AGENTS IN TORONTO—**Canada Grocers, Limited, and all wholesale grocers**

THOMAS J. LIPTON, 39 Pearl Street, New York City.



CODOU'S

MACARONI

(Genuine French)

Made in a Model Factory, absolutely new and up to date. Made only from the finest Taganrok Russian Wheat—the only wheat from which the finest quality of Macaroni can be made. Nothing better can be produced.

ARTHUR P. TIPPET & CO., Agents,

8 Place Royale, Montreal.

20½ Front Street E., Toronto.

Messrs. Grimble & Co.
LIMITED

Specially request the trade to consider quality when placing their orders for

VINEGARS

NOTE OUR GRADES.—Orleans No. 16, and Nos. 16, 18 and 24 malt, concentrated and distilled.

All inquiries addressed to their Canadian agent, Mr. I. S. Wotherspoon, 204 Board of Trade Building, Montreal, will receive prompt attention.

I. S. WOTHERSPOON,
204 Board of Trade Building,
MONTREAL, P. Q.

Choose the choicest for your customers.

That means good trade.

Sterling Brand Pickles

Tasty, pungent, appetising pickles and relishes are the kind that your customers like. You are sure of these when you buy the Sterling Brand. We have given years of careful study and thought to the manufacture of our relishes. Our materials are always the best. Our methods are the kind that insure good goods.

—Let the grocer follow
—the rule of selling only
—the choicest goods in
—each line, and his
—trade is in large
—measure assured him.

The T. A. LYTLE COMPANY, Limited
124-128 Richmond St. West, TORONTO.

Stretton's Table Relishes

MADE IN ENGLAND.

PROBLEM A.

Is it wise to continue selling your customer sauce of doubtful origin when a little forethought would enable you to give a high-class sauce at a moderate price?

PROBLEM B.

Is it wise to continue selling sauce on a narrow margin of profit when an inquiry as to the profit on Stretton's Prize Medal would take you out of the rut?

Stretton's Prize Medal Sauce, in reputed half-pints, retails at 20c. each.

DEAR MR. GROCER:—

Consider the above problems and ask yourself—"Do I get my share of the profit on high-priced goods?"

Importing Wholesale Grocers Supply Our Goods.

AS A TRADE-WINNER TRY A CASE OF

S. H. & A. S. EWING'S

DELICIOUS

MOCHA and JAVA COFFEE

in 1 and 2-lb. tins.

S. H. & A. S. EWING

ESTABLISHED 1845

The Montreal Coffee and Spice Steam Mills.

THEY EARN THEIR COST

while you pay for them.

SOLD ON EASY MONTHLY PAYMENTS.

The Computing Scale Co. of Canada, Limited

164 King Street West, Toronto, Canada.

Manufacturers of...

DAYTON COMPUTING SCALES.
MONEY-WEIGHT SCALES.

SOCKEYE **SALMON**

"Sovereign" and "Lynx" Brands

ARE THE CHOICEST IN THE MARKET.

EVERY TIN GUARANTEED.

TO BE HAD OF ALL GROCERS.

Paid For Itself.

C. WILSON & SON, Limited, Scale Manufacturers,
TORONTO. HAMILTON, MAR. 19th, 1903.

DEAR SIRS:—

I have used your **BALL-BEARING COMPUTING SCALE** for several years now and I believe it has paid for itself a good many times over during that period. Most of my profits went to my customers in overweights in the past. Now I have a little left for myself.

Yours truly, ———

One of a hundred similar testimonials secured by us. Let us put you on the same road to prosperity. Catalogue free for the asking.

C. WILSON & SON, Limited, **TORONTO.**

THE SALES OF

Crystal Granulated Sugar

ARE INCREASING EVERY DAY

POPULAR? YES

THAT IS THE REASON.

The Wallaceburg Sugar Company, Limited,

WALLACEBURG, ONTARIO.

—"everyone to his taste"

but the taste
for

JAPAN TAES

once required,
can never be satisfied by the
teas of any other country.

Why?

Because there is a freshness, a flavor, an aroma, and a delicious healthfulness about them, possessed by

no other Teas in the world.

How is Your Coffee Trade?

Good, Eh!!

Then you must sell our famous **CLUB COFFEE**

——Put up in 1-lb. and 2-lb. Tins.—— A POPULAR BLEND.

Manufactured only by

S. H. EWING & SONS

96 KING ST., MONTREAL,

Telephone Bell Main 65.
" Merchants 522.

Toronto Branch, 29 Front St. West

TELEPHONE MAIN 2059

Telephone orders receive prompt attention.

THE
MOST PROFITABLE to the GROCER
and
MOST SATISFACTORY to the LAUNDRESS

is Cold Water **STARCH IVORINE**

ASK TRAVELLERS THE PRICE

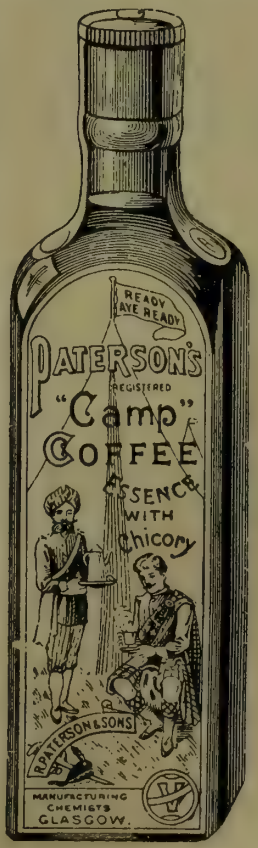
THE ST. LAWRENCE STARCH CO., Limited, - PORT CREDIT, ONT.

TEA ROSE DRIPS

DON'T FOOL YOUR CUSTOMERS.

Give them the very best article in its respective line. TEA ROSE DRIPS is the best pure cane sugar syrup made. It will pay you to push it.

ROSE & LAFLAMME, Agents,
MONTREAL.



GOOD PROFIT

Up-to-date grocers sell the up-to-date coffee essence, Paterson's Camp Coffee. It affords a good margin of profit and is a quick seller.

Rose & Laflamme
Agents,
MONTREAL,

Ceylon Tea Black and Green

stands supreme in the estimation of all Tea connoisseurs.

Ceylon Tea Black and Green

stands supreme on account of its own intrinsic value.

Let

Ceylon Tea Black and Green

rule supreme in your store.

Ceylon Tea Black and Green

gives supreme results to all who handle it.

TEA.

AGENTS REQUIRED in Canada and United States to sell and obtain wholesale orders for **Ceylon Black and Green Teas** on commission. Apply,

"COMMISSIONER,"
CANADIAN GROCER,
109 Fleet Street E.C. London, Eng.

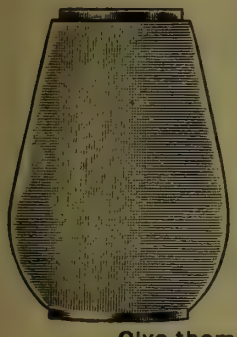
Use Live Bait.

R-O-Y-A-L
S-A-L-A-D D-R-E-S-S-I-N-G

Catches Trade
and Holds all it catches.
Let your customers know you recommend the BEST.
It will make you money.
ROYAL SALAD DRESSING is making new friends every day.

The Horton-Cato Mfg. Co.,
DETROIT, MICH., - WINDSOR, ONT.

ARE YOU USING OUR



Cold Blast or Jubilee Globes

Aetna or Quaker Flint Chimneys?

Give them a Trial.

THE SYDENHAM GLASS CO.
OF WALLACEBURG, LIMITED.

20th Century Account Keeping.

Don't think because your grandfather made money 50 years ago with old style keeping of accounts, YOU can do so. Times have changed, and if you would be successful you must watch your credits. Why use the old style pass book with your credit customers? Be modern. See here—

IF A MAN WANTS CREDIT

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. **NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING.** There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.
C. O. BEAUCHEMIN & FILS, MONTREAL.
ALLISON COUPON CO., Manufacturers, Indianapolis, Indiana.

Two Dollars for Skins, Seeds and Fibre.

Big figure for useless stuff.
We sell Tomato Pulp—Canned Tomatoes, without Skin, Seeds and Fibre, at $1.00 per doz., f.o.b. Burlington.
One can Pulp--3 cans ordinary tomatoes.

The Burlington Canning Co.
Limited
BURLINGTON, ONT.

Want Ads.

In this paper cost 2 cents per word first insertion, 1 cent per word subsequent insertions. Contractions count as one word, but five figures (such as $1,000) may pass as one word. Cash remittance to cover cost **must in all cases** accompany orders, otherwise we cannot insert the advertisement. When replies come in our care 5 cents additional must be included for forwarding same. Many large business deals have been brought about through advertisements of 20 or 30 words. Clerks can be secured, articles sold and exchanged, at small expenditure.

MacLEAN PUBLISHING CO., Limited
Montreal and Toronto.

STRONG DURABLE LIGHT

POROUS AND CHEAP

Sell Flower Pots

Our No. 1 and No. 2 Assortments, $5.10 and $4.15 respectively. Specially gotten up for grocers and general stores. Write for list.

The FOSTER POTTERY CO.
HAMILTON, ONT. Limited

ROW'S GUM in Lumps, 5c. Pkgs., in 1c. Stick, in 5c. Bars.

ROW & CO., Morristown, N.Y., and Brockville, Ont.

"ACME" TABLE SALT

Ask your wholesale grocer for it. Put up in 24 3-lb. cartoons in a case, and in 50-lb. box.

TORONTO SALT WORKS, Toronto, Ont.

ECONOMY IS CLEAR GAIN

FIRST FLOOR OUTFIT.

Bowser Outfits
ARE BUILT TO LAST.

THEY HAVE ...

All Metal Pumps Dial Discharge Registers Money Computors Anti-Drip Nozzles Float Indicators Double Brass Valves Double Plungers Galvanized Steel Tanks Handsomely-Finished Cabinets They Pump Accurate Gallons, Half Gallons and Quarts.

WE MAKE FIFTY DIFFERENT STYLES. SEND FOR CATALOGUE "B."

So Stop Wasting Time and Oil

By using old out-of-date methods. Turn your present loss into gain by installing the

IMPROVED
BOWSER SELF-MEASURING AND COMPUTING OIL OUTFIT

It Saves Oil

There is no evaporation; no leakage; no spilling or waste from dirty, "sloppy" measures; no over-measure, etc.

It Saves Time and Labor

There is no running up and down stairs or to the back room for oil; no oily cans to wipe or oily hands to wash. Pumps five gallons in less time than to pump one gallon in any other way.

SAVES OIL TIME LABOR MONEY.

S. F. BOWSER & CO., FORT WAYNE INDIANA.

Questions——

AND THEIR ANSWERS.

1. What tea worries all other packers with tea ambitions?
2. What tea, by the evenness of its quality, always pleases?
3. What tea by comparison is worth at least 25% more than other package teas?

Blue Ribbon Ceylon Tea

Push The Red Label—40c., worth fifty.

THE WORLD —AND— HIS WIFE

are greatly interested in their health.

They say that there is something wrong with their stomachs, and if they could only get some kind of food that would agree with them they'd be alright.

Just where you come in.

Tell them about

"HALIFAX," "ACADIA" and "BLUENOSE" BRANDS OF PREPARED CODFISH.

Tell them that the best authorities on diet say that people are eating too much meat and not enough fish; that these brands of fish are just the thing to give the stomach a chance; that they are the nicest, tastiest, most convenient and desirable fish product on the market.

Then they will buy a package.

That will be just the beginning.

They will come again and again and again to buy the fish until at length you'll say to yourself: "What a lucky thing I introduced that fish to the world and his wife."

You can sell lots of this fish to people who are looking after their health, and there's a good profit to be obtained in handling it.

BLACK BROS. & CO., Limited

OFFICE, Halifax, N.S.
FACTORY, LaHave, N.S.

A. H. BRITTAIN & CO., Selling Agents, Board of Trade Building, MONTREAL.

YOU CAN

increase your business in every direction by handling

JAMES' DOME BLACK LEAD

It's a good bait to angle with.

W. G. A. LAMBE & CO., Canadian Agents.

3

Dr. Laing's Cream Sauce.

—Yields good and permanent profits.
—Contains pure grape juice and rich Devonshire cream.

Bromley's Coffee Essences.

Made from the finest Oriental coffees.
"Quite the best of its kind"—The Hospital.

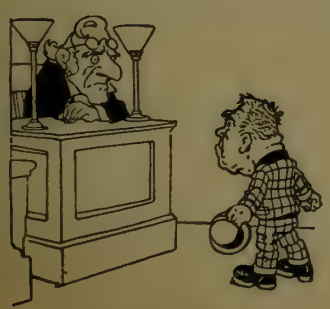
Cerebos Salt.

For the table, tasty and nutritive. Attractive package.
Used by King Edward.

good things

Sell these good things. Build up your fine trade.
Send Orders Direct.

W. G. PATRICK & CO., Merchants, 29 MELINDA ST., TORONTO



"You be the judge—
We won't talk back."

WE LEAVE

it to you to decide for yourself whether

"REINDEER" BRAND

condensed milk is the best on the market or not.

W. G. A. LAMBE & CO., Agents.

AURORA CORN SYRUP

A Pure Golden Syrup Made from Golden Grain. A Great Spread for Daily Bread.

Better in flavor and purity than any other.
Good for everybody. A pleasaant surprise to all.

2-lb. tins, cases, each 24 tins, $1.90 per case.
5 " " " 12 " 2.35 "
10 " " " 6 " 2.25 "
20 " " " 3 " 2.10 "

Freight paid on 5-case lots. Price subject to change without notice.

Ask our travellers about our Pure Maple Syrup.

W. H. GILLARD & CO., Wholesale Grocers, - HAMILTON.

Branch CANADA GROCERS LIMITED.

THE TEMPER OF THE PEOPLE.

WOOD'S BOSTON COFFEES
THOMAS WOOD & CO. IMPORTERS AND ROASTERS BOSTON, MASS.
PURITY, UNIFORMITY AND EXCELLENCE GUARANTEED.

It may be truly said that every man who thoroughly understands this has a fortune within his grasp.

It is a problem for all business and professional men, and how many fail to master it.

The Temper of the People demands a high standard—no guess work, no "jollying"—and expectation is realized in **WOOD'S COFFEES.**

Their superiority is not the result of chance. Every Grocer who sells them benefits from the years of labor spent in their development.

Canadian Factory and Salesroom,

No. 428 St. Paul St., MONTREAL.

WOOD'S BOSTON COFFEES
THOMAS WOOD & CO. IMPORTERS AND ROASTERS BOSTON, MASS.
PURITY, UNIFORMITY AND EXCELLENCE GUARANTEED.

RED SEAL

Tomato Mustard
Tomato Chutney
Chili Sauce
Worcestershire Sauce

RED SEAL

4 delicious relishes, equal in quality and attractiveness to the best imported, and no higher in price than inferior goods.

Prepared under the personal supervision of an expert processor secured from the United States for this especial purpose.

Send **at once** to **your** wholesale house for a sample assorted case. If they cannot supply you write us for names of wholesalers **who can.**

Be a **leader:** Let your competitor **follow.** You will **have** to have them sooner or later—better, **sooner.**

CANADIAN CANNERS' CONSOLIDATED COMPANIES LIMITED

HAMILTON, ONTARIO.

Is a Classical Education of Use for a Commercial Life ?

FROM Chicago we have received a small book entitled "The Utility of an Academic or Classical Education for Young Men who Have to Earn Their Own Living and who Expect to pursue a Commercial Life." The author or compiler of this investigation is Mr. R. T. Crane. Mr. Crane's position is at once indicated by the fact of his entire agreement with Mr. Herbert Spencer's view that the college graduate in his shop, or his office, in managing his estate or his family, in playing his part as director of a bank or a railway, is "little aided by the knowledge he took so many years to acquire—so little that generally the greater part of it drops out of his memory."

The question dealt with by Mr. Crane is a very important one, and, as he points out, a great deal has been written on the subject, but he thinks the writers have merely given their opinions or theories, not facts. Being

A Practical Business Man

and presumably a very successful one, he set out to get facts. "It has seemed to me," he says, "that the testimony of a large number of heads of universities, college graduates, and prominent business men would be of great assistance in arriving at something tangible on this subject. I have, therefore, made quite an extensive investigation along this line, the results of which are here given, together with certain comments."

Mr. Crane first of all sent a letter to the presidents of nineteen of the principal universities and colleges in the United States, asking them if, in their opinion, there was any evidence to prove that an "academic course" is of any advantage for young men who have to make their own living and who expect to pursue a commercial life. Unfortunately Mr. Crane did not explain to them what he meant by "an academic course." In his book he says: "It should be borne in mind that, whever college education is mentioned herein, it refers exclusively to the co-called 'academic' course, or the classical and literary department." If he had stated this in his letters of inquiry he would have had to complain that so many of the replies he got exhibited "confusion of thought." President Wheeler, of the University of California, tells him that it is difficult to answer his letter because "it is uncertain what you mean by 'academic course.' Within our academic course is included, for instance, work in mining, electricity, mechanics, etc. We put these studies on the same level with the humanistic studies leading to the degree of B.A.

President Eliot, of Harvard, makes the same reply, and says that he understands an academic course to "comprehend any course of study in a college or scientific school which covers approximately the years from seventeen or eighteen to twenty or twenty-two. With this understanding of the term, there can be no question whatever that an academic course is in the highest degree

Desirable for Capable Young Men

who mean to make their living in business. By business I understand banking, transportation, manufacturing, mining, large-scale farming, and engineering in all its branches. These occuations require nowadays, in all their higher levels, a trained mind, and a deal of appropriate information. This training and information can only be acquired in colleges and scientific schools. A young man who is going into business had better take an academic course, in my sense of the term, if he has any mind to train. That is an indisputable proposition, and there is no use in discussing it."

As might be expected, this is the view generally taken by the presidents of colleges who replied to Mr. Crane.

His answer is that "of course all this has nothing to do with the case"—i.e., the case which he put, or though he put, in his letter. It is clear enough from his book, written after he had received the replies, that what he wants to know is "whether a classical and literary education assists those who have had it to commercial success."

In justice to Mr. Crane it should be mentioned that he put a series of seven plain questions to the presidents, which they none of them answer categorically, and he claims that only the presidents of Yale, of the University of California, and of Clark University "are frank enough to admit that the presumption is against the practical utility of an academic course for business men."

Opinions of Graduates.

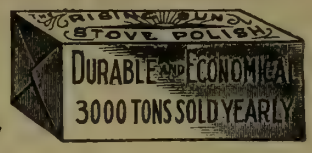
Mr. Crane then addressed a letter to 1,593 men who had graduated about seven years before at one or other of fourteen American universities. He received 555 replies, of which 490 came from students "who had either taken up a professional or technical line of work, or who state that they do not come within the scope of this investigation." This left only 65 letters from the class of young men Mr. Crane particularly desired to reach, which is "so small a proportion of the whole that the information furnished by them does not throw much light upon the subject," but such as it is he thinks it can hardly be regarded as very strong evidence of the college graduate's success on business. Several stated that they found a strong feeling among business men against employing college graduates, and that they were at a disadvantage on that account.

Opinions of Business Men.

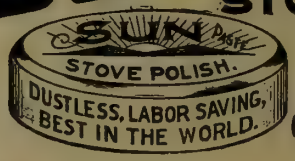
Mr. Crane then set himself to obtain the opinions of one hundred employers and practical business men, and he publishes replies from many of them which are decidedly interesting. He asked the business men fifteen questions which we have not space to reproduce, but lumped into one they amount to this: "Would you advise a young fellow who at the age of sixteen or seventeen has five thousand dollars to invest it in about five years of college education (i.e. classical and literary), or go straight from his grammar school or high school to business?"

Mr. Crane's strong conviction is that the academic course, as he understands it, will not help the young fellow who at the end of it looks to a business

RISING SUN STOVE POLISH IN CAKES
WELL KNOWN AND RELIABLE



SUN PASTE STOVE POLISH IN TINS
GUARANTEED TO THE TRADE



Our packages are larger and more attractive in style than any others.
The quality of our goods is superior to anything else on the market.
MORSE BROS., Proprietors, Canton, Mass.
For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

career for his support—that, in fact, it is from five to seven of the best years of his life thrown away, not to mention the five thousand dollars.

It must be confessed that he is right when he says: "Even the replies received from business men are often so indefinite as to be of no value for my purpose. No dependence can be placed on any of them who fail to make their practice consistent with their theories." Nearly all of them repudiate any prejudice against employing college men as such, and nearly all express belief in the usual advantages supposed to belong to a college training, but their theories are not always in accord with their practice. For instance, Mr. A. C. Bartlett, vice-president of the Hibbard, Spencer, Bartlett Company, of Chicago, appears from his letters to be "very strongly of the opinion that college education is of value to young men," but a college graduate, after vainly trying to get employment, after answering 450 advertisers who had no use for a college man, as a last resort applied to Mr. A. C. Bartlett. "In my innocence," he says, "I imagined that the friend and advocate of the college graduate in business might consider my exceptional character, references, and general capacity to be so much of an offset to my ignorance of hardware quotations that he might be willing to utilize my ability and reliability in some corner of his large business. He assured me politely but positively that he could not use a man in his business who did not know it from the bottom up!"

Do Not Want to Start at the Bottom.

Whatever their theories may be, that is practically the reply of all the employers, and, after all, it is the only logical reply from the business point of view. As one of them puts it, "I have no objection to the college trained man, but he comes to me and wants a salaried position, he is over twenty and knows nothing of the business; if he is content to be treated exactly as we treat a boy at sixteen or seventeen, fresh from the high school, to accept the same salary and learn the same work, he may in time get on more quickly than the other—but he is not content to do so, and therefore he is not the material we want."

Mr. Crane points out that his argument does not apply to the same extent to the college man who has got what they call "a pull"—i.e., place and berth waiting for him—though he thinks that even the son of a rich business man will do better for himself, and the business, if he has devoted five years' training to it, instead of to the ordinary college course.

Although, of course, many, perhaps the majority, will dissent from his views, there is no doubt Mr. Crane makes out a strong case from his point of view, which is not a purely sordid one, though he frankly admits that if the end in view is not money, "it is safe to say it is probably seventy-five per cent. of it."

His book is well worth the attention of all interetsed in business and education.

SPECIALS THAT ARE SPECIALS.

In this week's issue of The Grocer F. H. Leggett & Co., importers of grocers' specialties, New York, call attention to more of their attractive specials that are special as regards the quality of goods offered as well as prices quoted. Leggett & Co., solicit the trade of Canadian dealers direct.

CANADA AND THE ST. LOUIS FAIR.

Concerning Canada's exhibit at the St. Louis Exposition this year the Minister of Agriculture says:

"Our participation in the St. Louis Exhibition, which opens next May, has necessitated continued preparations, which I am glad to say are now in a very forward state, and I trust that when the time comes Canada will be thoroughly well represented there. The contract for our building at St. Louis has been let, and the building almost completed.

"The question of our participation in the live stock exhibit is still under consideration. A number of the live stock men of Canada earnestly desire to send Canadian stock to the exhibition, but difficulties present themselves in regard to the conditions under which this stock must be exhibited. I trust, however, that these difficulties will be overcome, and that Canada will be able to make a satisfactory and successful exhibit."

WHAT CANADA BUYS FROM UNCLE SAM.

According to an American exchange Canadians, considered per capita, are the best customers of the United States, having consumed on the average in 1903 $28 per capita in value of our surplus products. On the same per capita figures Germany would have consumed $1,568,000,000, against less than $200,000,000 actually exported there. One Canadian consumes as much of our surplus products as 700 Chinamen, Manchurians or Filipinos, or as much as 1,000 East Indians. The total exports of the United States to Canada in 1903 was greater in value than all those of Asia, Africa and Oceanica combined.

BURNETT'S COFFEE CLEARER

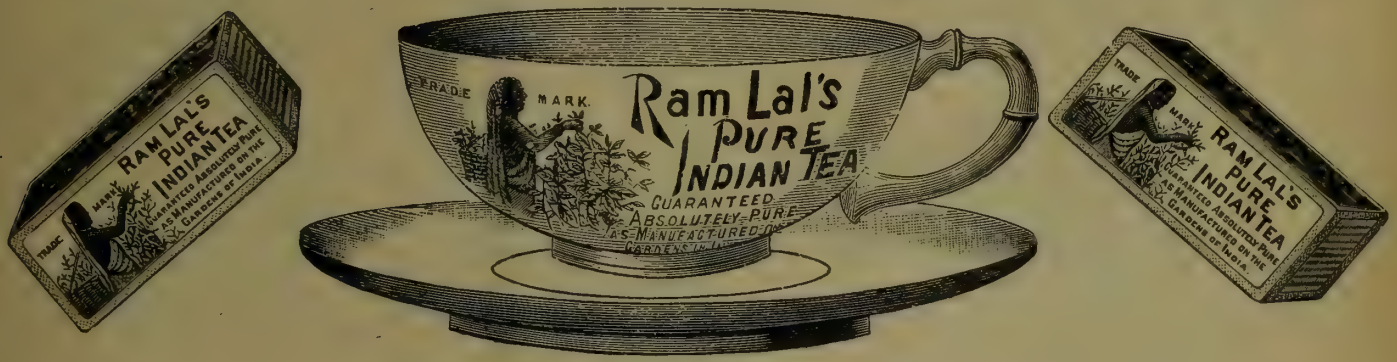
A 15 cent package to clear 800 cups of coffee.

Over 50% profit to the retailer.

Try a Small Case of one dozen.

LUCAS, STEELE & BRISTOL, Wholesale Grocers, **Hamilton.**

Everybody Drinks Ram Lal's


RAM LAL'S PURE INDIAN TEA
GUARANTEED ABSOLUTELY PURE AS MANUFACTURED ON THE GARDENS OF INDIA
TRADE MARK
Ram Lal's PURE INDIAN TEA
GUARANTEED ABSOLUTELY PURE AS MANUFACTURED ON THE GARDENS OF INDIA

AND EVERYBODY LIKES IT.

James Turner & Co.

Branch, Canada Grocers, Limited.

HAMILTON, ONT.

Write us for Samples

Teas and Coffees

Special values now in **Japans,** all grades.
Also Japan Siftings and Fannings, from 5½c. up to 10c.

We carry a full range of all other kinds and our prices will prove attractive.

Just a Hint—Try us and save money.

James Rutherford & Co.

DIRECT IMPORTERS

27 St. Sacrament St. **MONTREAL.**

TEAS

We are offering exceptional value in all grades of Tea—

INDIA **HYSON**

CEYLON **JAPAN**

Our lines of Green Ceylon (Japan Style) surpass anything hitherto offered.
Communicate with us or see our travellers before buying. It will pay you.

THOS. KINNEAR & CO., Wholesale Grocers, 49 Front St. E., Toronto

Snider's

Home-made

Catsup

We are giving

1 case, pints, of Snider's Catsup, invoice value, $6.00, FREE, with every shipment of 5 cases of pints.

This is how it figures out :

5 cases, pints, 2 doz. in case, at $3.00 per doz. = $30.00.
1 " " " " free, = 6.00.

$36.00.

For which you pay $30.00, thus making your cost

12 doz. pints Snider's Catsup for $30.00,
= $2.50 per doz. instead of $3.00.

You cannot go wrong on Snider's Catsup. You are doubly right when you knock nearly 20 per cent. off your cost.

This offer won't last forever. Take advantage of it by ordering NOW.

A. F. MacLAREN IMPERIAL CHEESE CO., LIMITED,
SOLE AGENTS FOR ONTARIO, MANITOBA AND N.W.T.,
TORONTO, ONT.

Business Changes

ONTARIO.

THE E. D. Weber Co., general merchants, Wiarton, have advertised that they are retiring from business.

H. Jackson, grocer, London, is dead.

S. J. Wilson, grocer, London, has sold out to K. Gott.

W. E. Lowes, grocer, Toronto, has gone out of business.

W. S. McCall, grocer, Simcoe, has sold out to T. McCall.

E. Armstrong, grocer, London, has sold out to J. Diprose.

J. Baillie, tobacconist, London, has sold out to F. Hornsby.

Burnie & Co., grocers, Dresden, are removing from the town.

W. Guest, grocer, London, has advertised his business for sale.

M. H. Lounsbury, grocer, Hamilton, has sold out to A. McNeil.

J. Gray, general merchant, Belle River, is closing out his business.

H. Butterworth, grocer, Brantford, has sold out to F. J. Matthews.

W. Bodell, general merchant, Cheapside, has sold out to J. H. Hare.

J. H. Shaw, general merchant, Morpeth, has sold out to J. Barker.

C. J. Cunningham, Milton, has started a grocery business in Hamilton.

M. Bundscho, confectioner, Milverton, has succeeded P. Smith in business.

The stock of E. Thompson, grocer, Listowel, has been sold to S. A. Kilgour.

C. G. McMillan, baker and confectioner, Niagara Falls, has sold out to Gay Bros.

L. M. Buckley, baker and confectioner, Wiarton, has sold out to W. Henderson & Son.

QUEBEC.

R. Edwards, grocer, Montreal, has registered.

O. Moreau, jr., fruit dealer, etc., Montreal, has registered.

C. Garceau, general merchant, St. Barnabe, has assigned.

Demers & Larange, grocers, La Providence, have registered.

Champagne & Cie., general merchants, Lachine, have registered.

Simard & Goyette, cigar dealers, etc., Montreal, have registered.

The stock of O. Renaud, tobacconist, Montreal, is under seizure.

M. Stier & Co., grocers, Montreal, have dissolved partnership.

Bedard, Nap & Co., tobacconists, Montreal, have compromised.

A sample jar will convince you that

Upton's

HOME-MADE JAMS and ORANGE MARMALADE

are the finest that can be produced.

A. F. MacLAREN IMPERIAL CHEESE CO., Limited, SELLING AGENTS. TORONTO.

Z. Forget, general merchant, North Temiscamingue, has assigned.

The assets of J. E. Robichaud, grocer, Montreal, have been sold.

Dufour & Co., general merchant, Chicotimi, is offering 5c on the dollar.

Lafontaine & Cie., general merchants, Drummondville, have registered.

Lariviere & Hussenot, coffee merchants, Montreal, have registered.

J. Perreault, grocer, Montreal, has assigned to Chartrand & Turgeon.

J. Du Paul, general merchant, Valcourt, has offered 60c on the dollar.

F. B. Latour, general merchant, St. Polycarpe, has gone out of business.

The assets of H. H. Riopelle, general merchant, Villie Marie, have been sold.

The assets of J. I. Bissonnette, general merchant, Laprairie, have been sold.

J. Offord, general merchant, Sydenham, has succeeded W. Griffith in business.

T. Davidson, of the firm of T. Davidson & Co., wholesale grocers, Quebec, is dead.

The assets of N. Tremblay, general merchant, St. Irenee, will be sold 5th prox.

Laganiere & Sauvageau, butter and cheese manufacturers, Grondines, have registered.

Cousineau & Frere, general merchants, St. Lazare de Vaudreuil, have succeeded H. Thouvette.

The assets of L. S. Plamondon, general merchant, South Durham, are to be sold on April 6th.

Bonneville, Gagnon, Cornelier & Cie., general merchants, St. Remi, have obtained a charter.

E. Turcotte, grocer, etc., Quebec, has purchased the stock of A. Gagnon, at 72½c on the dollar.

The storage warehouse of Wm. Ewing & Co., seed merchants, Montreal has been damaged by fire.

A meeting of creditors of J. Z. Gagnier, general merchant, Howick, was held on the 25th inst.

A meeting of the creditors of H. A. Riopelle, general merchant, Ville Marie, was held on March 25.

A meeting to appoint a curator to F. Galipeau, general merchant, Weedon, has been called for 4th prox.

Guindon & Co., crockery dealers, etc., Valleyfield, are selling out and removing to Edmonton, N. W. T.

A meeting to appoint a curator to P. Gagnou, general merchant, Ste. Flavie Station, was called for March 26.

The assets of S. J. Roy, cheese and butter manufacturer, St. Johns, have been advertised for sale by tender.

The stock of L. Corriveau, general merchant, Ste. Anne De Beaupre, has been sold at 72c on the dollar to E. Fortier.

Lefaivre & Taschereau have been appointed curators to P. Gagnon, merchant, Ste. Flavie Station, and to H. Pepin, general merchant, Stanfold.

T. Simard, general merchant, Beaupre, has assigned and V. E. Paradis has been appointed provisional guardian. Meeting to appoint curator called for March 26.

MANITOBA AND N.W.T.

J. White, jr., general merchant, Reston, has sold out to Paul Bros.

A. E. Key, grocer, Minnedosa, has been succeeded by Key & Armitage.

TWO GALLON

PAILS

MIXED PICKLES

A.I. Stock
Price Right

THE

Davidson & Hay,

LIMITED,

Wholesale Grocers,

TORONTO.

A. Hyslop, general merchant, Purves, has been burnt out; loss covered by insurance.

Spearman & Hunter, flour and feed merchants, Stonewall, have dissolved partnership.

Wilkin & Co., general merchants, High Bluff, have been succeeded by Wilkin & Hicks.

A meeting of creditors of K. Shatilla & Co., general merchants, Somerset, has been held.

Toptson & Johnston, general merchants, Churchbridge, have sold out to W. Martin & Co.

Crawford & Atkey, general merchants, Goose Lake, have been succeeded by J. W. Atkey.

H. W. Coxsmith, grocer, High Bluff, has sold out to Wilkins & Hicks.

The stock of J. Freeborn, grocer, Mordon, has been sold.

NEW BRUNSWICK.

L. A. Ferguson, grocer, Fredicton, has closed out business.

N. E. Sharp, general merchant, Salisbury, has succeeded Sharp & Taylor.

The warehouse of Bohan & Co., general merchants, East Florenceville, has been burned.

A. C. Smith & Co., produce dealers, East Florenceville, has been burned out; insurance $4,000.

NOVA SCOTIA.

F. E. Miner, tobacconist and confectioner, Amherst, has registered to do business in her own name.

BRITISH COLUMBIA.

Foley & Dumaresq, grocers, Vancouver, have assigned.

M. C. Frazee, grocer, Greenwood, has sold out to R. Hayes.

Cosens Bros., general merchants, Camp McKinney, are removing to Greenwood.

C. A. McKillop, tobacconist, Vancouver, has been succeeded by S. A. Boecher.

A GOOD INDICATION.

Owing to the increase in business of E. W. Gillett Co., Limited, they find the 10 large floors in their building at 32-34 Front street west, to be inadequate to their requirements and they have recently rented additional floor space in first building west of their own, but as a 14-foot lane divides the two places, it was necessary to connect them by a fire-proof bridge. We are informed it is the intention of this company to commence the erection of a large up-to-date factory in about a year from now.

J. H. MAGOR.

THE Canadian Grocer has from time to time presented to its readers sketches of men prominently connected with the grocery trade in Canada, men whose work has left an impress on business, men whose work in introducing to the trade and the public articles that are recognized in many cases as household necessities, is admittedly meritorious. In this week's issue appears a short sketch of J. H. Magor, of Frank Magor & Co., Montreal.

Mr. Magor came to Canada in the Spring of 1880, to join his uncle, the late F. Magor, import commission agent, Montreal, (established in 1870), and during the quarter of a century of his connection with the business he has paid close and successful attention to all its interests. At his uncle's death in 1893, he took over his business and

J. H. Magor.

became the sole proprietor of Frank Magor & Co., retaining the old name of the firm which had been so long and favorably known throughout Canada, particularly in connection with the sale of Keen's Mustard and Oxford Blue.

In May, 1903, when the two largest mustard firms in the world, J. & T. Colman, and Keen, Robinson & Co., amalgamated, Frank Magor & Co. were appointed sole agents in Canada for both firms. Frank Magor & Co., as may be assumed from the character of the firms represented, do business all over the Dominion, through their travelling representatives, three of whom cover the territory from the Atlantic to the Pacific, and in addition have resident agents in Toronto, Winnipeg, Vancouver, Victoria, Quebec, Halifax, St. John, N. B., and St. John's, Nfld.

Frank Magor & Company are also the Canadian representatives of such well-known English firms as Cadbury Bros., E. Lazenby & Son., Chas. Southwell & Co., Carr & Co., Tom Smith & Co., Bryant & May, also Reiss & Brady, Bordeaux, France & New York, and the Franco-American Food Co.

Mr. Magor personally visits the trade throughout Canada twice a year, and to many readers of The Grocer his energetic personality is well known. His offices and warehouses are located at 103 St. Paul street, Montreal, opposite Place Royale, and in the heart of the jobbing trade of the city.

INQUIRIES FOR CANADIAN TRADE.

The following were among the inquiries relating to Canadian trade recently received at the Canadian Government office in London, Eng.

1. A London importer is seeking supplies of maple and hickory skewers from Canada in carloads of 160 barrels.

2. A capable representative in Canada is required by the Swiss proprietor of a process for preserving boilers against incrustation.

3. A firm manufacturing preservatives for butter is desirous of extending its Canadian connections by corresponding with butter factories in the Dominion.

4. A London merchant offering good references is open to represent Canadian houses either as a buying or selling agent.

[The names of those making inquiries may be obtained from the Editor of THE CANADIAN GROCER.]

KEEP TAB ON FOREIGN CROPS.

THE Northwest Grain Dealers' Association has arranged with the Kansas Grain Dealers' Association for a daily wire from Topeka, Kansas, giving information on the crop and weather conditions of Kansas and Oklahoma, the district which at present is attracting the attention of the grain trade of the world owing to the reports of great damage to the growing Winter wheat crop due to drouth.

Western grain dealers feel that the condition of the crops in the Southwestern states will have an important bearing on values in the Canadian West, and in fact for the past two weeks one of the prime price factors has been the reported damage to the Southern crop.

Up to the present, despite reports of great damage by drouth and high winds, Kansas wheat appears to be undamaged. What is needed is top moisture, and if that is received within the next two weeks the chances of a fine crop are bright.

Specials---That are Specials

"WHAT YOU GET OUT OF AN AD. DEPENDS LARGELY ON WHAT YOU PUT IN IT."

We offer for prompt reply as follows:

NABOB. MOCHA and JAVA COFFEE

PRICES

	Per lb.		per lb.
1-lb. Cart., 30 and 60-lb. cases	.19	1-lb. Tins, 30 and 60-lb. cases	.23
2-lb. Cart., 30 and 60-lb. cases	.18	2-lb. Tins, 30 and 60-lb. cases	.22

WE STAND BACK OF THE NABOB BRAND. IT REPRESENTS EXCELLENT QUALITY AND VALUE.

No. 92—Highland Blend Coffee, per lb. 18 1-2c
50 and 100-lb. Airtight Bags.

No. 93—No. 7 Blend Coffee, per lb. 15 1-2c
50 and 100-lb. Airtight Sacks.

No. 99—Premier Oat Flakes 30-2. For spot and future factory shipment, at. $2 65
Best Oats milled and most attractive package.

No. 100—China Cassia in cases, 60-lb. cases per lb. 11c
P. M. C. BRAND all long stick Cassia, much cheaper to sell than most Cassia as every pound of this mark is salable goods, no refuse or dirt left over. Owing to war, prices of Cinnamon have advanced and will be still higher.

No. 101—Mat Cassia, per lb. 9 1-2c
Ordinary, in 60-lb. bales, about 15 Mats to a bale, nice goods for original bales.

No. 82—Special Bargain, 12-oz. bottles of Premier Queen Olives, 2 dozen in case. Per doz. $2 00
We bought 25 gross of these empty bottles at a very low price and we give our customers the benefit.

No. 83—50 cases (special lot) Capres, 1-2 Bots., Nonparielles grade, 1 doz. in case. Per doz. 2 30

No. 106—Ideal 6 oz. Pat. Queen Olives, 2 dozen in case. 95c
Makes a fine 10c retail package of Queen Olives.

No. 49—No. 2 B Hard Wood Double Pointed Toothpicks, 1,000 picks to pkg., 100 pkgs. to case. Per case.....1 75

"HOTNESS CONDENSED."

PREMIER
TABASCO
PEPPER
SAUCE

2-OZ. BOTTLES, 1 DOZEN IN CASE, PER DOZEN, - - $3.50.

For a limited time we give FREE one dozen silvered bottle stands with each dozen ordered.

Francis H. Leggett & Co.,
NEW YORK.

DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

Canadian Food Products in Great Britain.

THE agent of the Canadian Department of Agriculture in Great Britain reports as follows regarding Canadian food products in Great Britain:

"Canadian food products are often sold in Great Britain to the consumer, as being the product of Great Britain or some other country—the produce of which may command a higher price on the market. In fact one never sees in British retail shops "Canadian cheese," "Canadian butter," "Canadian eggs," or "Canadian bacon."

"Eggs come from Canada packed in the 'foreign' or 'Irish' case which holds 1,440 eggs. These are sold as 'Irish' or 'Selected Danish' whichever may bring the highest price. American and Canadian bacon and hams are sent from port of landing to English smoke-houses and appear on the market as 'Wiltshire,' 'Cumberland,' 'Yorkshire,' 'Berkshire' or any other favorite brand.

"The only thing to be done is for Canadian shippers to brand 'Canada' or 'Canadian' on everything and advertise freely in the British trade journals. A few Canadian firms have followed this plan and to-day their brands are in demand and are known as 'Canadian produce,' but this position has only been gained by spending a lot of money in advertising. Financial returns are what the average shipper looks for and if he receives more money by having his goods sold as the product of some other country, he very naturally pockets the higher price and says nothing.

"It is a 'slow game' getting the British people to change their ideas or tastes, and in order to 'play the game' one must have lots of time and spend money freely. This the average Canadian exporter cannot afford to do, but Canadian goods are gradually, if slowly, gaining in favor. This gain in favor is chiefly due to the fine quality of the Canadian goods. International competition is so keen to capture the British market that there is no room to try 'fake games' and it is to be regretted that apparently the only way to make some Canadian shippers honest is by Act of Parliament. Great good has already been done by 'The Fruit Marks Act.' Our dairy products are landing each season in more perfect condition, which is due to the close inspection kept in Canada over the manufacture of cheese and butter, to the improvement in the cheese factories and creameries, but also largely due to the 'Government Cool Curing Rooms' for cheese, and the improved 'cool' and 'cold' storage for food products on the various steamship lines running from Canada to the different British ports."

Waxed Cheese.

THE Trade Bulletin reports that Bristol buyers are complaining because too much waxed cheese is arriving in the English market and express regret that the Government Agricultural Department at Ottawa should have advocated the waxing of cheese with parafine by factorymen, especially as there is such great objection to parafined cheese on the other side of the Atlantic. Since Canadian makers are supposed to study the requirements of the trade there, it is to be hoped they will discontinue this highly objectionable practice. A Montreal exporter while in England last year was instructed by three firms there not to ship them a box of waxed cheese, as their customers strongly objected to them, on the ground that the goods lost considerable weight, one importer stating that he would not buy waxed cheese unless he was allowed two pounds per box. What is required in the English market is cheese with a bright natural skin in the Summer time, and cheese made in the Fall should appear in the natural condition with a nice dry and green mold on the skin, showing a little maturity. Parafined cheese prevents this natural appearance, besides causing loss in weight to the retailer. As so many objections continue to be raised, in the great consuming centres of Great Britain against waxing cheese, surely Canadian factorymen will not persist in a practice that is calculated to injure the enviable prestige of their goods in the English market."

To Fight Packers' Trust.

According to a Western exchange the stock men of the Western States, backed by the powerful National Live Stock Association, mean to carry out their project of establishing an independent packing plant to fight the so-called United States beef trust, which is evidenced by the option that has been taken upon the packing plant of Jacob Dold of Kansas City. The Dold packing house has been one of the strongest competitors of the trust. Its capacity is sufficient to kill 2,000 head of cattle, 4,000 hogs and as many sheep daily.

Dispute Over Cheese Shipment.

THE Canadian Minister of Trade and Commerce has been instrumental in effecting the settlement of a dispute which promised to injure Canadian trade with Australia. Some time ago a large Australian importing house complained that a shipment of cheese from a large Ontario exporting company was not up to sample, and declared that they would never do any more business with the Canadian firm.

As a result of the mediation of the Minister the Australian company have written stating that by reason of the action of the Department of Trade and Commerce the Canadian firm have made a satisfactory arrangement, and, further that the shipment is such a satisfactory one that the Australian firm have sent forward an order to the Canadian firm for 50 cases of cheese, and trust that they will now do a regular business in this line with the Canadian firm in question.

New Cheese Factory.

Arrangements have been completed for the building of a ne wand modern cheese factory at Braemar, Ont. The contracts have already been awarded and the factory is to be completed by May 1st. It is to be built entirely of concrete and will cost $3,000.

Lists of Shipments.

Mr. Thomas E. Davis, inspector at London for the Department of Agriculture, reports that consignees in Britain are complaining because senders of Canadian produce do not forward list of shipments, thereby causing great inconvenience.

Telegraphic Address, "DOMINO," Charlottetown.

The Dominion Packing Company, LIMITED.

Codes Used A.B.C. LIEBERS PRIVATE.

Charlottetown, P.E.I. Canada

We control the product of

"The Charlottetown Preserving Co."

Pure Fruit Jams, Canned Fruits, etc.

TO THE TRADE

Our travellers are now out with full samples of our new pack Canned Meats, etc. We guarantee the quality equal to any packed on the American Continent. All bright, artistic labels. Let us give you quotations on your season's requirements—it pays to look ahead.

C. C. Corned Beef, 1's, 2's, 6's and 14's, square tins.
Whole Ox Tongues, sizes, 1½'s, 2's and 2½'s.
Prime Roast Beef, sizes, 1's, 2's and 6's.
Prime Roast Mutton, sizes, 1's, 2's and 6's.
Lunch Tongue, size, 1's, 2 doz. to case.
Oxford Sausage, sizes, 1's and ½'s.
Oxford Brawn, sizes, 1's and 2's, square tins.
Compressed Cooked Ham, sizes, 1's and 2's, square tins.
Potted and Deviled Meats, sizes, ½'s and ¼'s.
Chipped Dried Beef, sizes, 1's and ½'s.
Honeycomb Tripe, sizes, 1's and 2's.
Royal Baked Beans, sizes, 1's, 2's and 3's, either plain or with sauce.
Lunch Sausage, size, ½'s, 4 doz. to case.
Vienna Sausage, size, ½'s, 4 doz to case.
Soups, Ox-Tail, size, 2's, 2 doz. to case
Kidney Stew,
Mutton Broth.

ABOVE ALL PACKED IN KEY-OPENING TINS.

Royal Condensed Mince Meat, 36-12 oz., 36 packages to case.

Home-Made Wet Mince Meat, 2 and 5 lb., fibre packages; 7, 14 and 25 lb. pails, tubs and bbls.

Branches at HALIFAX, SYDNEY and ST. JOHN'S, NFLD

HAMS

Just the season for ham and eggs.

What does your customer say?

Want the **Best?**

That means Fearman's.

Let us have your order for them.

We can supply you with the eggs also.

F. W. FEARMAN COMPANY,
LIMITED,
HAMILTON, ONT.

Our Hams and .. Breakfast Bacon

are Sugar-Cured, Full-Flavored, Delicious and Appetising.

Just the quality your trade demands.
Prepared from selected Pea-Fed Hogs only.

WE ARE BOOKING EASTER TRADE REQUIREMENTS.

Order now to avoid disappointment.

The Park, Blackwell Co., LIMITED
PORK AND BEEF PACKERS,
TORONTO, ONT.

A Good Line to Push

in the Spring and Summer months is

Matthews' Bologna Sausage.

For 36 years the standard of excellence. Always shipped by express from Peterborough, Hull or Brantford.

The George Matthews Co., Limited

Peterborough Hull Brantford

PURE FOOD INSURES
GOOD HEALTH
MAGIC BAKING POWDER
INSURES
PURE FOOD.

E.W. GILLETT COMPANY LIMITED
TORONTO, ONT.

We are buyers of

Poultry, Butter AND Eggs.

The best facilities for handling consignments. Up-to-date Cold Storage.

The J. A. McLean Produce Co., Limited

73-75-77 Colborne Street

Telephone Main 2491. Toronto.

PROVISION AND DAIRY MARKETS.

Toronto.

Provisions—There is little change in the provision market this week. The demand for hams and breakfast bacon is fair. There is a good demand for meats, especially smoked meats. Dressed hogs, light weights, are from 35 to 50c easier, there being considerable diversity of opinion among dealers. Heavy weights are from 25 to 75c easier, and the same remarks apply as to light weight hogs. The fresh meat market is quiet and steady and last week's prices continue unchanged. Our quotations are as follows:

Long clear bacon, per lb	$ 0 08½	$0 08½
Smoked breakfast bacon, per lb	0 12½	0 13
Roll bacon, per lb	0 09½	0 10
Small hams, per lb	0 12½	0 13½
Medium hams, per lb	0 12½	0 13
Large hams, per lb	0 11½	0 12
Shoulder hams, per lb	0 09	0 09½
Backs, per lb	0 13½	0 14
Heavy mess pork, per bbl	16 50	17 50
Short cut, per bbl	18 50	19 00
Shoulder mess pork, per bbl	14 50	15 00
Lard, tierces, per lb	0 08	0 08½
" tubs "	0 08½	0 08½
" pails "	0 08½	0 08½
" compounds, per lb	0 07½	0 08
Dressed hogs, light weights, per 100 lb	6 25	6 40
" " heavy "	5 75	6 25
Plate beef, per 200-lb. bbl	....	11 00
Beef, hind quarters	6 50	8 75
" front quarters	4 50	5 50
" choice carcases	6 50	7 25
" medium	5 50	6 50
" common	5 50	5 75
Mutton	6 50	9 50
Lamb	10 00	11 00
Veal	6 00	9 00

Butter—Receipts are just about equal to demand. There is no surplus and no slump is expected for some time. Creamery solids show a slight falling off in price, and dairy prints, a rather wider range. Our quotations are as follows:

	Per lb.	
Creamery prints	0 21	0 22
" solids, fresh	0 19	0 20
Dairy rolls, large	0 15	0 16
" prints	0 16	0 18
" in tubs, best	0 15	0 16
Under qualities	0 12	0 14

Cheese—The cheese market is a little brighter this week, owing to the Old Country market having advanced 2s. Prices, however, remain unchanged. We quote:

	Per lb.	
Cheese, large	0 10½	0 11
" twins	0 11	0 11½

Montreal.

Provisions—The market is quiet and steady, and a good demand rules everywhere in the district. Cured meats are going like hot cakes since Saturday last, which no doubt is just an Easter spurt. In connection with lard it may be mentioned that cottolene has been put up 1-8c in price and the demand is reported good. We quote:

Canadian short cut mess pork	$17 50 $18 00
American short cut clear	16 50 17 00
American fat back	.... 17 50
Bacon, per lb	0 12½ 0 13½
Hams	0 11 0 13
Extra plate beef, per bbl	11 50 12 00
Lard—"Boar's Head" brand, tierce basis	.... 0 07½
Carloads, less	.... 0 00½
20-lb. tin pails, tierce basis	....
Half-bbls., over tierce	.... 0 00½
60-lb. tubs, "	.... 0 00½
20-lb. wood pails "	.... 0 00½
10-lb. tins, "	.... 0 00½
5-lb. tins, "	.... 0 00½
3-lb. tins, "	.... 0 01

Wood net, tin gross weight—

	Wood.	Tin.
Pure lard, pails	....	1 77½
" tubs	....	0 08½
" cases (6 10-lb. tins)	....	0 09½
" cases (12 5-lb. tins)	....	0 09½
" cases (24 3-lb. tins)	....	0 09½

Butter—The butter market is practically dead, with very little new stuff coming in and no anticipation of much change for a week or two. We quote:

Fancy creamery	0 19 0 20
Summer goods	0 18 0 19
Dairy rolls	0 15 0 16
" tubs	0 15 0 16
Finest Fall made	.... 0 21
" fresh prints	0 21 0 22

Cheese—No marked change is reported in the cheese market. The tone is steady. Some factories in the country are reported to be getting ready for work and if the fine weather continues things may open up earlier than was expected. We quote:

Good cheese	0 10 0 10½

St. John, N.B.

Provisions—In barrelled goods there is a light demand. Pork is quoted lower. Of late years a cheaper grade of clear pork has come on the market. Beef is unchanged, there is a wide range in price with Canadian and American both offered. Lard is unchanged and a full stock is held. Smoked meats keep quite firm. Fresh meats show a fair business. Nice veal is offered and prices are rather lower. Little is being done in lamb or mutton. In pork there is a fair supply at even prices. We quote the following prices:

Mess pork, per bbl	$17 25 $19 00
Clear pork "	19 00 21 00
Plate beef "	12 50 14 00
Mess beef "	10 00 12 00
Domestic beef, per lb	0 05 0 07
Western beef "	0 07½ 0 08½
Mutton "	0 05½ 0 07
Veal "	0 07 0 09
Lamb "	0 07 0 08
Pork "	0 07 0 07½
Hams "	0 12 0 14
Rolls "	0 10 0 11
Lard, pure, tubs "	0 09 0 09½
" " pails "	0 09½ 0 09½
Refined lard, tubs	0 08½ 0 08½
" " pails	0 08½ 0 09

Butter—There is not a large stock. Values rule rather easier as the season approaches when new stocks will be offered. For best stock full prices are asked. Our quotations are as follows:

Creamery butter	0 21 0 22
Best dairy butter	0 18 0 20
Good dairy tubs	0 16 0 18
Fair "	0 14 0 15

Eggs—Prices as reported last week are much lower so that all may have eggs for Easter. Supply is not large, however, and rather firmer prices are expected. We quote the following prices:

Eggs, henery	0 25 0 30
" case stock	0 20 0 22

Sheese is scarce but the market shows no snap. Prices are unchanged. We quote the following prices:

Cheese, per lb	0 12½ 0 13

Provision Notes.

The dairy industry in Siberia is only 18 years old, and the annual export of butter is now worth $15,000,000.

WANTED.

We are open to buy Chickens, Fowl and Ducks, best quality only. Also Eggs and Creamery Butter, 2-lb. prints and solids, finest quality. Quote prices f.o.b. or delivered here.

JOHN HOPKINS,
Mnfr. of Pork and Beef Products, ST. JOHN, N.B.

WHEN WILL YOU?

Some have, others have not, investigated the claim of

NAPOLI MACARONI

—a better, cleaner, cheaper, better put up Macaroni than anything imported.

Send for samples.
Give your wholesaler's name.

NAPOLI MACARONI CO.,
Hayter and Teraulay Sts.,
TORONTO, CANADA

REFRIGERATORS Useful to every one. 40 different styles. Silver medal, Quebec, 1901. Diplomas: Toronto, Ottawa, Montreal.

C. P. FABIEN,
Merchant and Manufacturer.
3167 to 71 N. Dame St., Montreal, Can.
Write for Illustrated Catalogue.

Egg Cases
—AND—
Woodboard Fillers
BOTTOM PRICES.

WALTER WOODS & CO.
Hamilton and Winnipeg.

Mrs. Dooley

has provoked criticism — "Don't like the name," "What good is borax in soap?" "It won't go," "No need for another soap,"—and so on.

Mrs. Dooley's Laundry Soap

to be so much talked about, must be either good or bad. Nobody has called it bad—that wouldn't be true. So it must be good.

It pays a better profit than other soaps. 100 bars to the box. 1 cent cash for 4 wrappers.

THE
Metropolitan Soap Co.
LIMITED
TORONTO.

Then, too,

Orange Meat

is attractively packaged. There's something about the package that tempts desire.

Fine feathers don't make fine birds, it is true, but a good cereal ought to be worthily put up.

ORANGE MEAT is strictly Canadian.

Single cases,	**$4.50**
5 and 10 cases,	**4.40**

THE FRONTENAC CEREAL CO.,
Limited
43 Scott St., Toronto.

Fresh and Cured Fish

New U. S. Tariff Duty on Brine.

HALIFAX dealers in pickled fish, who export large quantities of this article principally through the port of Boston, are not much alarmed over the recent order of the United States Treasury Department which proposes to levy a tariff duty on the brine in which the fish is preserved. The new order will have the effect of increasing the duty on herring, mackerel, salmon and other pickld fish frm 40 to 50 per cent.

The duty on mackerel for instance is one cent per pound. A barrel contains about 200 pounds of fish, making the duty previous to the new order $2 per barrel. It is estimated that the brine and salt in a barrel of mackerel weigh nearly one hundred pounds, making a total of 300 pounds on which duty of one cent per pound will have to be paid.

At the present time very little pickled fish is being exported from Halifax, but shippers are hoping that by the time large shipments are to be made, the whole matter may be satisfactorily adjusted.

It is thought that Boston importers will bring sufficient pressure to bear in the necessary quarters to secure the abrogation of the above legislation.

Conference re B. C. Fisheries.

REPRESENTATIVES of the Dominion and Provincial Governments met last week in Victoria to settle upon a scheme for providing a suitable fish-ladder to assist the salmon to enter Quesnel Lake and reach the spawning area afforded by that body of water and its feeders. Quesnel Lake and its tributaries constitute about one-quarter of the natural spawning area for the sockeye salmon in the Fraser river district.

The Provincial Government have not been willing to undertake the putting in of a new fish-ladder taking the ground that the Dominion Government, which collected the licenses, should do the work. After some negotiation between the two authorities, it was agreed that this fishway should be constructed by the Dominion Government, the amount expended to be kept out of the sum due the province when a final settlement of the fishery matter should be made.

Salmon for Japan.

A large industry in salted salmon will be developed in British Columbia this season as a result of the Japanese war. The market for this class of army food has already been found, and large orders have been secured for consignments. The salted herring industry at Departure Bay is also to be greatly extended to meet the Japanese demand which is rapidly increasing. The war office has approved of this food, large quantities of which are to be shipped to Japan.

Canada's Salmon Interests.

The decision of the Dominion Government to establish a number of salmon hatcheries in British Columbia and to permit the canners to use traps is one which will be approved by everyone having at heart the important canning interests of Canada.

By the use of traps the Alaska Packers' Association of the United States has maintained its business in a profitable condition from year to year, while the Canadian packers have had lean and fat years, acording to the run of the salmon and to the degree of success attained by the fishermen in catching the salmon by the use of nets—a method long ago recognized by the United States as being far less efficient than traps.

New Way of Ascertaining Size of Pearls.

The Roentgen rays are now used for ascertaining the size of pearls in the oyster hertofore only learned by opening the shell, which was death to both oyster and pearl. With the X-ray, when applied, if the pearl is too small for use, the oyster can be returned to the water for future investigation. This method will save thousands of dollars' worth of pearls that would otherwise be lost altogether.

Fish Notes.

A fishing syndicate to be known as the Nanaimo Fisheries will shortly be formed in British Columbia with the object of furthering herring fishing on the shores of Vancouver Island.

RETURNED APR 1904

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New Season's

MAPLE SYRUP

The **Best** and Most Satisfactory line you can handle.

QUALITY IS RIGHT.
FLAVOR IS RIGHT.
PRICE IS RIGHT.

You can buy lower-priced Syrups, but there is nothing on the market that can be compared with it for

PURITY, FLAVOR and COLOR.

THE "MONEY-BACK" KIND EVERY TIN GUARANTEED.

PUT UP AS FOLLOWS:

WINE PINT TINS—SEALED	- -	CASES 2 DOZ.
" QUART " SCREW TOP	-	" 2 "
" HF. GAL. " " "	-	" 1 "
" GALLON " " "	-	" ½ "
" QUART—GLASS BOTTLES	-	" 2 "

IMPERIAL MEASURE—5-GALLON CANS.

FREIGHT PAID—ON 3-CASE LOTS
GET OUR QUOTATIONS.

THE EBY, BLAIN CO., LIMITED, Wholesale Grocers, TORONTO.

THE CLEVER GROCER.

ONCE upon a time there was a grocer, a smart grocer, who knew more about the grocery business than any other grocer in the world. He said so himself, so it must have been so. This grocer believed in giving his customers full weight, so to be sure that they got full weight, he gave them also down weight. His customers were pleased. They talked about him and called him a nice grocer; the women thought he was a lovely man because they always got 10 cents worth of butter for a nickle, and the children also got such a large handful of candy and the nice grocer always sent home a large bunch of trading stamps for the children's mamma. After a while the smart grocer found that it was not convenient for him to pay the collector for the wholesale house when he called on the tenth, but that did not worry him; "What are wholesale houses for but to accommodate us grocers?" he said. After about one year his wholesale house in a mean manner refused to send the smart grocer any more goods until he paid for those he got last time. In great anger he told the collector for the wholesale house that never more would he buy from them. And he did not, but he ordered some goods from another wholesale house, but when the driver brought the goods to his store he handed in a ticket marked "C.O.D." and refused to leave the goods until the cold cash was deposited in his horny hands. The smart grocer called on Fair Heaven to witness the fact that there was a Wholesale Grocery Trust, for he found that they all sent their goods "C.O.D." And then when they got through selling his counters and his patent pivoted bins and his Bowser oil tank and paid all the money into the Bankruptcy Court, he went back to breaking on the Missouri Pacific Railroad for a living.

Moral: Don't do it that way.—Interstate Grocer.

THE "National"

COUNTER COFFEE MILL

RETURNED APR - 4 1904

has all the good points of the larger mills ——and is just the size for the average GROCER.

For Full Particulars Write

THE EBY, BLAIN CO., LIMITED
SOLE AGENTS IN CANADA.
TORONTO.

PEANUT HARVEST.

AN American exchange has the following interesting account of the methods employed in harvesting peanuts. The process must always take place before frost, for the nuts and haulm are both greatly injured, if not ruined, by frost. If the Fall should be wet or the peanuts mature very early many of the first formed nuts will be ruined by sprouting. Dry weather should always be selected for harvesting It cannot be done when the ground is wet, for then the dirt will adhere to the nuts and ruin them, or at least greatly detract from their market value by turning them black. The crop of white peanuts is harvested by running a furrow on each side of the row with a bull tongue plow or a pea digger, so as to dislocate the roots. Care must be taken not to detach the nuts from the vine in running the side furrow. After the plow has been run on each side of the row (and it is sometimes necessary to run twice on each side) then lift the vines gently with the hand, carefully shaking the dirt off, and lay them on the ground. Let them remain in this way if the sun is shining, from six to eight hours. The vines will wilt like clover, when they may be brought together and stacked. The stacks are made around a pole planted in the ground and rising some eight feet above the surface. A platform made of old rails rests upon logs placed around the poles, and upon this the stack is built. The platform protects the nuts and vines from the mold and dampness of the ground. In stacking the nuts should be put on the inside, next to the stack pole, but not so close as to prevent the air from circulating freely from the bottom to the top of the stack. To make the stack entirely secure it should have a capping of hay or corn fodder. Put up in this manner, the nuts will keep securely all the Winter should it be desired.

The red nuts are more easily harvested than the white, as they have but few roots and the nuts adhere closely about the stem. In loose land they may be pulled up without running a furrow on each side of the row, although to do this will make the work much easier. There are but few red nuts grown. An over production of them for a while reduced prices below the cost of the labor in producing them.

Usually the nuts are allowed to stand in the stacks about four weeks and are then picked off by hand, the white always. The red nuts are sometimes threshed off by taking up bundles and beating them against a rail or the side of a box. This latter plan greatly injures the peanuts. Five or six bushels of red peanuts can be picked off the vines in a day by a nimble fingered person, but the picking of three or four bushels of the white is considered a good day's work. Women and children are said to be much more expert in this than men. The price paid for picking is about ten cents a bushel. After this they ought to be screened in a cylinder, so as to separate them from the rust and leaves, and also for the purpose of brightening the hulls by abrasion. After sunning, they are put in sacks containing four or five bushels.

MILK PRODUCERS MEET.

AT the semi-annual meeting of the Toronto Milk Producers' Association on March 26, the price of milk for the Summer months was fixed at $1.15 per can, delivered in Toronto. The association has been incorporated and a committee was appointed to confer with the officers of the Eastern and Western Dairymen's Association, with a view to ultimate affiliation with those bodies.

Drum Up Your Starch Trade.

You can do better business in starch if you go after it in the right way. Give your customers the best starch, and display it so they can't help but see it. Sell them

LILY WHITE GLOSS STARCH

in our new drum packages. They make very attractive store displays. There are six pounds in a drum, eight drums in a case, and a pair of drum sticks for each drum.

Be up to date and you'll get more trade. The Lily White drum package is the latest.

THE BRANTFORD STARCH WORKS, Limited, BRANTFORD, CANADA.

It Will Pay You to Handle It.

We beg to call the attention of all Retailers and General Storekeepers to the important advantages **"BLUEOL"** has over **all other Washing Blues,** viz. :

1st.—It yields a **greater profit because** in a 10-lb. box there are **50** 4-square packages as compared to **40** in a 10-lb. box of other makes. (A square of "Blueol," though lighter in weight, **is as strong, if not stronger,** in working qualities than any other.) 10 lbs. of "Blueol" will not cost you any more than 10 lbs. of any other, and you have the great advantage of getting 10—4 square packages extra—**PRACTICALLY FOR NOTHING.**

2nd.—There is no finer Laundry or Washing Blue made.

3rd.—It will positively not streak or spot the clothes.

Are there any reasons why you should not handle it ?

Ask your dealer for it, and if he will not supply you write direct to—

J. M. DOUGLAS & CO., (Established 1857) Manufacturers, **MONTREAL, CANADA.**

—and give us his name.

SEE PARTICULARS OF OUR GUESSING CONTEST.

For over 60 years

COMMERCIAL PIRATES

have endeavored to imitate the Famous

LEA & PERRINS' SAUCE

The Original and Only Genuine Worcestershire

but the best they can do is to get as near imitating the general "get-up" of the bottle as possible, without infringing upon **LEA & PERRINS'** rights. The unique flavor and exceedingly pleasant taste has beaten them all, and it stands to-day as it did over 60 years ago, "The Sauce that has absolutely no equal." If you don't use it, you are missing one of the joys that can be had for the asking and a trifling cash outlay. The best grocers are never without it, whether wholesale or retail.

J.M. DOUGLAS & CO., MONTREAL

CANADIAN AGENTS.

To Our Friends in the Maritime Provinces

Our Mr. Gregory is now on the way to Halifax, and Mr. Powers to St. John, in the interest of

"BEE" Brand Grocers' Specialties

"Bee" Starch, "Bee" Coffee, "Bee" Borax, "Bee" Soda and "Bee" Baking Powder.

Messrs. Gregory and Powers will have special inducements to offer which will be of interest to the trade. We bespeak for them a hearing.

Snowdon, Forbes & Co.

MONTREAL.

DEPARTMENT OF ADVERTISING SUGGESTION AND CRITICISM

NOTE—Herein are discussed the principles and practice of advertising. Subscribers are invited to send Mr. Kirkwood specimens of their newspaper and other advertising, for the purpose of review in this department. Address care of Department of Advertising, THE CANADIAN GROCER.

Edited by
John C. Kirkwood,
TORONTO.

The Importance of Position and Display.

AN examination of newspapers reveals a carelessness on the part of many advertisers which is costing them no small sum. This carelessness is in regard to the position and display of their advertisements.

There is always in every weekly paper certain pages of more general interest than others, pages which carry local or district news. There are other pages which are made up of re-printed matter, pages which are passed over unread by the majority of readers. An advertisement on such a page stands a very poor chance of being read, while on the other hand an advertisement on a page of local or district news has the best chance possible. Even on the most desirable pages there are some positions better than others. It is clear that not everybody can have the "best position" and it is a good thing that there is no general agreement as to what constitutes the best position. Some want the top of the page, others the bottom; some want to be next reading matter, others are indifferent; some want to be on the first page, others on the last; and some think the editorial page better than any other. If all were agreed, the poor publisher would have a sorry time of it.

The most read page is, generally speaking, the best page, and in making an advertising contract it is well to have an understanding with the publisher regarding a definite position. Publishers are not always disposed to guarantee set positions, partly because of the undesirableness—from their point of view—of so doing, and partly because they may be handicapped many times in arranging a good "make-up." At the same time it is nearly always possible to secure a satisfactory position by allowing the publisher certain general liberties in the make-up of his paper.

To have a space that is always to be found in a certain place in the paper is a distinct advantage and ensures better results from advertising than are likely to be derived otherwise. It would be possible in a small town or village, for instance, to discover the location of a merchant's store no matter where or how often he shifted his business quarters, but no one for a moment would approve of a merchant leaving probable customers to chance. In the matter of store location every alert merchant is quick to perceive the advantages of having his store as close as possible to the chief highway, and to be on it if he can. To be where most people will pass is the thing to be desired, even though the transient business amount to very little. What is true of a store's location is true of the position of an advertisement in the local paper. The larger the community, the greater the number of competing merchants, the more particular should one be in having his weekly or daily announcement displayed in the most conspicuous position obtainable.

Granted that a good position has been secured there remains another consideration—the "set-up" or "display." Some well placed advertisements lose much of their force by poor type arrangement. Some times this is attributable to the man at the "case,"—the compositor. Printers can make or mar an advertisement by their work on it, but printers will work out the advertiser's ideas if the writer of the advertisements will take some pains to indicate on his "copy" how he wants his advertisement set up. It is asking too much of the compositor to have him interpret the advertiser's purpose, to catch his thought, and to reproduce the same as faithfully as possible in type display. The compositor requires all the assistance it is possible to give him, if he is to do good work.

To this end it will pay the advertising writer to "lay out" his copy on paper the size of which approximates the size of space engaged in the newspaper, and to indicate by pen and ink or pencil just what he wishes in the matter of display. The man who sets up this copy in the printing office will soon learn the advertiser's ideas as to set-up and will take genuine pleasure in working them out.

As to the matter of uniform style in the appearance of one's advertising, I am not disposed to be very positive. There is an advantage in a certain uniformity of type display and arrangement—a style that the reading public is quick to recognize, and which if good will be read with ease and pleasure. On the other hand, variations in style, if not too pronounced or too frequent, may be wise. Generally, the uniform style will be found best. The printed firm name, if always in the same type and size, becomes the equivalent of the firm's signature, and is recognized and accepted as such. There is something staunch and trustworthy in an unvarying type-signature, something too good to forfeit by fickleness or carelessness in this regard.

It will be found a very profitable exercise to study the advertising styles of the big dailies and of the magazines. This advertising is written almost invariably by specialists, men who have studied and learned the art of effective display. Of course different writers have different ideas on the subject of display and set-up, but even so it will be seen that there is produced strong, powerful, attractive advertising. The study of metropolitan advertising is profitable in other directions. Example is better than precept. The man who writes the best advertising is the man who practices the art most and who studies hardest. The school that makes for progress is the school of "try, t , again."

Notes.

S. Co.—Your advertisement is neatly displayed, and the size of it is good. It is a space you can easily make interesting and profitable. In the example submitted you have made poor use of your opportunity. You have jumbled up ten different lines, widely differing from one another, and have failed to impress anything or anybody. Take time to tell your story, and tell one thing at a time. You have 52 opportunities in the year. A man ought to accomplish some good, some lasting good, in 52 weeks, yet a great many waste 52 opportunities by being careless or thoughtless.

Friday, May 20th.

The Special Spring and Export Number of THE CANADIAN GROCER will be issued May 20th—a lusty herald proclaiming the matchless resources of the premier food producing country of the Empire.

The number will be a credit to Canada, and will constitute an accurate and trustworthy index of the export traders of the Dominion.

In addition to our regular circulation, covering thoroughly the entire grocery and provision trade of Canada, there will be a very large excess circulation of this special number abroad. Some thousands of copies will be mailed to selected British and foreign dealers in Canadian food stuffs—in Europe, Asia, Africa and Australia. Every effort will be made by the publishers of THE CANADIAN GROCER to make this number a powerful agent in the development of export trade.

What all this means to the Canadian merchants who are seeking to develop an export trade is apparent.

* * * *

The good name THE GROCER already enjoys; the excellence of its special numbers; its pronounced influence;—everything combines to make this occasion of unusual value to advertisers.

Mr. Business Man, if you are not already an advertiser in THE GROCER, do you not recognise the advantage of engaging space in this Special Number?

Mr. Regular Advertiser, are you content to appear before the world in your ordinary space? This is the growing time. Double your space. Take the aggressive. Hit hard.

Engage space early. Better service, better position, can be given to the early applicants for space. Send order to our nearest office.

DO IT NOW.

The Canadian Grocer

Montreal	Toronto	Winnipeg	New York
232 McGill St.	10 Front St. E.	308 McIntyre Block.	1241 N. Y. Life Bldg.

British Offices: **London** 109 Fleet St. E.C. **Manchester** 92 Market St.

A FLOATING EXHIBIT.

DURING the month of June, 1904, the old Beaver Line steamer Lake Megantic will visit Montreal in the guise of a huge commercial traveller. The idea is a gigantic advertising scheme, promoting the British Isles as the factory of the world.

Her tour will include all the countries where British interests are situated. After her first exhibition in London, she will on April 27, say farewell and begin her voyage. The first place of call will be Halifax, from whence she is to proceed to St. John's, Nfld., and then visit Quebec and Montreal and probably some other Canadian ports.

From Canada she will sail through the West Indian Islands on to South Africa. From Durban she will proceed to Bombay, via Mauritius, and thence to Colombo, Madras, Calcutta, and Rangoon. Passing Penang, the huge commercial traveller will steam through the Straits of Malacca, touching at Singapore; on to Hong Kong, Shanghai, Nagasaki, and Yokohama. After letting the Japs feast their delighted eyes on some Whitehead torpedoes and Armstrong guns, the Lake Megantic will make a long run south through the Pacific, and will not touch land till she arrives in Brisbane. After visiting Sidney, Melbourne, Hobart and Wellington she will strike across to South America, and, rounding Cape Horn, call at Buenos Ayres and Montevideo, Rio Janeiro. Crossing to West Africa, Sierra Leone will be visited, after which she will return to her starting point.

Viewed as an ordinary business venture, the objects of the exhibition are four in number, and may be given as follows:

(1) The promotion of inter-Imperial commerce.

(2) The personal introduction of the seller to the buyer.

(3) To provide a means by which British manufacturers can fully investigate the peculiar conditions and requirements of individual markets.

(4) The advertisement of British industries by bringing to foreign and colonial ports a representative exhibition of British manufactured articles.

This means that British manufacturers are coming out not only to show their own goods, but to look at Canadian manufactures, to hear this country's opinión of their goods and to study the requirements of the Canadian and other markets.

One hundred and fifty trades and industries will be represented by samples in this immense floating show case. Between decks the Lake Megantic will be cleared of all cabins and store-rooms, and here will be the main exhibits, stretching practically the whole length of the vessel. The after-saloon of the main deck and part of the lower deck will also be utilized, the latter for the heavier exhibits. There will be more than two hundred trade representatives on board the Megantic, and each exhibitor is to have a fixed amount of space.

Advance agents will precede the Lake Megantic, and make arrangements for her reception, a promient citizen at each port will be asked to formally open the exhibition.

TRINIDAD EXHIBIT.

Word has reached Montreal that Mr. Edgar Tripp, commercial agent for Canada in Trinidad has communicated with the Department of Trade and Commerce, Ottawa, saying that an exhibit of the produce of the colony of Trinidad is on its way to Montreal and will be placed in the Board of Trade Building. The products are being selected so that the exhibit will be permanent. He states further, that the opening of several more Venezuelan ports has increased the sale of Canadian goods there.

REFRIGERATORS IN ENGLAND.

REFRIGERATORS of German and American manufacture seem to be, the only ones sold in Manchester, Eng. A certain firm who handle the German make only, say they would prefer to sell a Canadian one, but for the fact that its construction in the matter of the ice department, is not as acceptable to their customers as that of the German made article. The American refrigerator is exactly constructed on the lines of the Canadian, but seems to be a more expensive adjunct to housekeeping than the latter.

There is no reason why the Canadian refrigerator cannot compete in price and finish with either of these mentioned, and the Canadian manufacturer, if he desires to obtain some share of the English market. The trade is in its infancy, many householders still retaining the effete ice chest, but it is growing, and will doubtless assume large proportions in due time.

INCREASED SUGAR CROP.

Consul Max J. Baehr, at Cienfuegos, Cuba, reports that the United States reciprocity law is already greatly stimulating the production of sugar in that part of the island. The leading mills will this year produce 1,537,000 bags, which exceeds the product of any previous year. Planters will next year cultivate a great deal of land that has remained untilled for many years past, and will break up and put under cultivation many thousand acres never before cultivated. All of which indicates that sugar may some day be much cheaper than now.

TAPIOCA AT WAR PRICES.

THE price of tapioca has risen, and may rise still higher as the supply gets smaller than the demand. This is not saying that tapioca is an expensive luxury; far from it. Even now with the advanced price, the wholesale people are only paying 2¾c per pound. This, however, is a rise of 20 per cent. in the past few months. It used to be 2c per pound in New York, so the advance is considerable.

A prominent wholesale grocer when spoken to this morning doubted whether the war had anything to do with the rise, as it took place before the war commenced. It is a fact, however, that large quantities are being shipped for the use of the armies in the East. The armies of Russia and Japan are paying 3c a pound for tapioca, at the present time. It is to them a staple food like rice, and not a mere extra, suitable for simple puddings. There are more armies in the field than usual, and that accounts, it is said, for the supply becoming small, and the price rising. At present there does not appear to be much danger of its giving out.

There is but one market, and that is Singapore, for practically all the cassava, or tapioca in the world is raised in the Straits Settlements. Brazil does raise some, but it is an inferior grade, yellow in color, and not saleable to the people of this country, who are used to the white pearl varieties.

In a recent issue of The Grocer was an item to the effect that F. W. Dunn & Co., of Red Deer, Alta, had sold out to W. J. Robertson. Dunn & Co. write that the stock was not sold to W. J. Robertson, but that it was seized for Knox, Morgan & Co. by A. Munro and W. J. Robertson.

1842 1904

WAKE UP! BE SUNNY!

USE **"FORCE"**

YOU NEED A LOT. WE HAVE A CAR ON THE WAY. ORDER NOW.

450 cases "Force."

Freight paid in 5-case lots. 4.40, less 1 per cent. 10 days.
10 per cent. trade, special during April.

BLUEBERRIES

Gallons 2's and Gallons.

A nice assortment, including EAGLE, MORRISON, CRESCENT, MERRICK.

We are Sellers. **Let us hear from you.**

L. CHAPUT, FILS & CIE.

Wholesale Grocers and Importers, MONTREAL.

CLASSIFIED LIST OF ADVERTISEMENTS.

Accountants and Auditors.
Barber, Henry, & Co., Toronto.
Fahey, Wm., Toronto.
Hoskins, David, Toronto.
Jenkins & Hardy, Toronto.
Kidd, F. H., Toronto.
Merson, Geo. O., Toronto.
Williamson, T. G., Toronto.

Ammonia.
Harvey, John G., Todmorden Ont.

Baking Powder.
Capstan Mfg. Co., Toronto.
Eagle Mnfg. Co., Montreal.
Gillett, E. W. Co., Toronto.
McLaren, W. D., Montreal.
Ocean Mills, Montreal.
Royal Baking Powder Co., New York.
Snowdon, Forbes & Co., Montreal.

Barristers, Solicitors, etc.
Atwater, Duclos & Chauvin, Montreal.
Beatty, Blackstock, Fasken & Riddell, Toronto.
Burritt, Jas. H., K.C., Pembroke, Ont.
Cameron, D. O., Toronto.
Hamilton, J. C., Toronto.
Tupper, Phippen & Tupper, Winnipeg.
Vidal, I. L. O., Montmagny and Quebec

Baskets.
Oakville Basket Co., Oakville, Ont.
Woods, Walter, & Co., Hamilton.

Bird Seed.
Nicholson & Brock, Toronto.

Biscuits, Confectionery, Etc.
Browne & Wells, Toronto.
Canada Biscuit Co., Toronto.
Christie, Brown & Co., Toronto.
Imperial Biscuit Co., Guelph, Ont.
Lamont, Corliss & Co., Montreal.
Lowney, Walter M., Co., Boston, Mass.
McGregor-Harris Co., Toronto.
Mooney Biscuit & Candy Co., Stratford.
Mott & Co., John P., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.
Natural Food Co., Niagara Falls, N.Y.
Stewart, A. J., Toronto.

Blue and Black Lead.
Douglas, J. M. & Co., Montreal.
Keen—Frank Magor & Co., Montreal.
James' Dome—W. G. A. Lambe & Co., Toronto.
Oakey, John, & Sons, London, Eng.
Reckitt's—Gilmour Bros., Montreal.

Brooms, Brushes, Etc.
Turner, James, & Co., Hamilton.
United Factories, Toronto.
Waterloo Broom and Brush Co., Waterloo, Ont.
Woods, Walter, & Co., Hamilton.

Canned Goods.
Anglo-British Columbia Packing Co., Vancouver, B.C.
Black Bros. & Co., Halifax, N.S.
Burlington Canning Co., Burlington, Ont.
Canadian Canners' Consolidated Co.'s, Hamilton, Ont.
Gardiner & Co., Vancouver, B.C.
Hudon, Hebert & Cie., Montreal.
Tippet, A. P. & Co., Montreal.
Todd, J. H., & Son, Toronto.

Cash Registers.
Hallwood Cash Register Co., Toronto.
National Cash Register Co., Dayton, O.

Cheese Cutter.
Computing Scale Co. of Canada, Toronto.

Chewing Gum.
Row & Co., Brockville, Ont.

Cigars, Tobaccos, Etc.
American Tobacco Co., Montreal.
Empire Tobacco Co., Montreal.
Erie Tobacco Co., Windsor, Ont.
Fortier, J. M., Montreal.
Horrocks, T. J., Toronto,
McAlpin Consumers Tobacco Co., Toronto.
McDougall, D., & Co., Glasgow, Scot.
Payne, J. Bruce, Granby, Que.
Reid, W. B. & Co., Toronto.
Steele, W. H., Co., Toronto.
Tuckett, Geo. E., & Son Co., Hamilton.

Clothes Lines.
Hamilton Cotton Co., Hamilton.

Cocoanut.
Greig, Robt., Co., Toronto.

Cocoas and Chocolates.
Baker, Walter, & Co., Dorchester, Mass.
Cowan Co., Toronto.
Dominion Brokerage Co., Toronto.
Dutch Chemical Works, Amsterdam, Holland.
Epps, James, Co., London, Eng.
Lowney, Walter M., Co., Boston, Mass.
VanHouten's—J. L. Watt & Scott, Toronto

Coffee Clearer.
Lucas, Steele & Bristol, Hamilton.

Coffee Essence.
Bromley's—W. G. Patrick & Co., Toronto.

Commission Merchants and Brokers.
Cameron, Gordon & Co., Winnipeg.
Clark, R. W., & Co., Victoria, B.C.
Dawson Commission Co., Toronto.
Dingle & Stewart, Winnipeg.
Dominion Brokerage Co., Toronto.
Dunn, Wm. H., Montreal and Toronto.
Hopkins, John, St. John, N.B.
McDonald, Gordon, & Co., London, Eng.
Lambe, W. G. A., & Co., Toronto.
Manitoba Commission Co., Brandon, Man
Nicholson & Bain, Winnipeg.
Patrick, W. G., & Co., Toronto.
Rutherford, Marshall Co., Toronto.
Ryan, Wm., Co., Toronto.
Thomas, J. P., Quebec, P.Q.
Watt, J. L., & Scott, Toronto.

Computing Scales.
Computing Scale Co. of Canada, Toronto.
Wilson, C., & Son, Toronto.

Concentrated Lye.
Chaput, L., Fils & Cie, Montreal.
Gillett, E. W., Co., Toronto.

Condensed Milk and Cream.
Borden's—Wm. H. Dunn, Montreal and Toronto.
St. Charles Condensing Co., Ingersoll.
Truro Condensed Milk & Canning Co., Truro, N.S.

Crockery and Glassware.
Gowans, Kent & Co., Toronto.
Sydenham Glass Co., Wallaceburg, Ont.

Dairy Produce and Provisions.
Clark, Wm., Montreal.
Dominion Packing Co., Charlottetown, P.E.I.
Eby, Blain Co., Toronto.
Fearman, F. W., Co., Hamilton.
Matthews, Geo. Co., Brantford.
Maclaren, A. F., Imperial Cheese Co., Toronto.
McLean, J. A., Produce Co., Toronto.
Park, Blackwell Co., Toronto.

Educational.
Bellevile Business College, Belleville.
Canadian Corr. College, Toronto.
St. Margaret's College, Toronto.
Western Business College, Toronto.
Willis Business College, Ottawa.

Engravers.
Legg Bros. Engraving Co., Toronto.
Smith, Geo. J., New York.

Financial Institutions.
Bank of Toronto, Toronto.
Bradstreet Co.
British-American Assurance Co., Toronto.
Canada Permanent, Toronto.
Canadian Bank of Commerce, Toronto.
Confederation Life, Toronto.
London Guarantee and Accident Co., Toronto.
Metropolitan Bank, Toronto.
Western Assurance Co., Toronto.

Fish.
Black Bros. & Co., Halifax.
Connors Bros., Ltd., Black Harbor, N.B.
Eby, Blain Co., Toronto.
James, F. T., Co., Toronto.
Johnson, C., Gardiner & Co., Vancouver B.C.
Kinnear, T. & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
White & Co., Toronto.

Flavoring Extracts.
Sutton, G. F., Son & Co., London, Eng.

Flours and Cereals.
Carter, G., Son & Co., St. Mary's, Ont.
Castle, F. J., Co., Ottawa.
Force Food Co., Buffalo, N.Y.
Frontenac Cereal Co., Toronto.
Greig, Robt., Toronto.
McCann, Wm., & Co., Toronto.
McIntosh, P., & Son, Toronto.
Mackay, John, Bowmanville, Ont.
Napoli Macaroni Co., Toronto.
Natural Food Co., Niagara Falls, N.Y.

Fruits—Dried, Green and Nuts.
Balfour & Co., Hamilton.
Davidson & Hay, Toronto.
Eby, Blain & Co., Toronto.
Gibb, W. A., & Co., Hamilton.
Gillard, W. H., & Co., Hamilton.
Husband Bros. & Co., Toronto.
Kinnear, T., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
McWilliam & Everist, Toronto.
Tippet, A. P., & Co., Montreal.
Walker, Hugh, & Son, Guelph.
White & Co., Toronto.

Gelatine.
Canadian Gelatine Co., Toronto.
Cox, G. & J.

Grocers—Wholesale.
Balfour & Co., Hamilton.
Canada Brokerage Co., Toronto.
Chaput, L., Fils & Cie, Montreal.
Davidson & Hay, Toronto.
Eby, Blain Co., Toronto.
Eckardt, H. P., & Co., Toronto.
Hudon, Hebert & Cie, Montreal.
Kinnear, T., & Co., Toronto.
Laporte, Martin & Cie., Montreal.
Lucas, Steele & Bristol, Hamilton.
Marceau, E. D., Montreal.
"Ozo" Co., Montreal.
Robertson, Geo., & Son., Kingston, Ont.
Simpson, R. & J. H., Co., Guelph, Ont.
Snowdon, Forbes & Co., Montreal.
Turner, James, & Co., Hamilton.
Warren Bros. & Co., Toronto.

Grocers' Grinding and Packing Machinery.
Adamson, J. T., & Co., Montreal.
Coles Mfg. Co., Philadelphia, Pa.
Eby, Blain Co., Toronto.
Enterprise Mfg. Co., Philadelphia, Pa.
Grocers' Engineering Co., London, Eng.

Hides.
Page, C. S., Hyde Park, Vt.

Infants' Foods.
Keen, Robinson & Co., London, Eng.

Interior Store Fixtures, Trucks, Etc.
Auer Light Co., Montreal.
Slingsby, H. C., Montreal.

Jams, Jellies, Etc.
Canada Biscuit Co., Toronto.
Eby, Blain & Co., Toronto.
McGregor-Harris Co., Toronto.
"Nonpareil" Jellies—Rose & Laflamme, Montreal.
"Ozo" Co., Montreal.
Pure Gold Mfg. Co., Toronto.
Southwell's—Frank Magor & Co., Montreal.
Upton's—A. F. MacLaren Imperial Cheese Co., Toronto.
Warren, Dudley, Haldumulla, Ceylon.

Ledgers, Office Systems, Stationery, etc.
Briggs Ledger System Co., Toronto.
Hart & Riddell, Toronto.
Weese, G. A., & Son, Toronto.

Macaroni
Napoli Macaroni Co., Toronto.
Tippet, A. P., & Co., Montreal.

Mince Meat
Capstan Mfg. Co., Toronto.
Clark, Wm., Montreal.
Lytle, T. A., Co., Toronto.
Wethey, J. H., St. Catharines.

Oil Tanks.
Bowser, S. F., & Co., Fort Wayne, Ind.

Oils.
Queen City Oil Co., Toronto.

Pass Books, Etc.
Allison Coupon Co., Indianapolis, Ind.

Patent Solicitor.
Cullen, Orlan Clyde, Washington, D.C.

Pickles, Sauces, Relishes, Etc.
American Coffee & Spice Co., Toronto.
Batty & Co., London, Eng.
Canadian Canners' Consolidated Cos., Hamilton.
Capstan Mfg. Co., Toronto.
Colson, C. E., & Son, Montreal.
Davidson & Hay, Toronto.
Douglas, J. M., & Co., Montreal.
Eby, Blain Co., Toronto.
Ewing, S. H., & Sons, Montreal.
Flett's—Rose & Laflamme, Montreal.
Laporte, Martin & Cie., Montreal.
Leggett, Francis H. & Co., New York.
Horton-Cato Mfg. Co., Windsor, Ont.
Laing's, Dr.—W. G. Patrick & Co. Toronto.
Lytle, T. A., Co., Toronto.
"Ozo" Co., Montreal.
Patterson's—Rose & Laflamme, Montreal.
Snowdon, Forbes & Co., Montreal.
Stretton & Co., Worcester, Eng.

Polishes—Metal.
Oakey, John, & Sons, Montreal.

Polishes—Stove.
Morse Bros., Canton, Mass.
Prescott's.—W. H. Dunn, Montreal and Toronto.

Pottery.
Foster Pottery Co., Hamilton, Ont.
Myers Royal Spice Co., Niagara Falls, N.Y.

Poultry Food.
Greig, Robert, Co., Toronto.
Myers Royal Spice Co., Niagara Falls, N.Y.

Refrigerators.
Eureka Regrigerator Co., Toronto.
Fabien, C. P., Montreal.

Rice.
Chaput, L., Fils & Cie, Montreal.
Davidson & Hay, Toronto.

Safes.
Ford & Featherstone, Hamilton.
Taylor, J. & J., Toronto.

Salt.
Canadian Salt Co., Windsor, Ont.
Patrick, W. G., & Co., Toronto.
Toronto Salt Works, Toronto.

Shelf Boxes.
Bennett Mfg., Co., Pickering, Ont.

Soap.
Calvert, F. C., & Co., Manchester, Eng.
Duncan Company, Montreal.
Metropolitan Soap Co., Toronto.

Sodas—All Kinds.
Winn & Holland, Montreal.

Soda—Baking.
Dwight, John, & Co., Toronto.

Soap Powder
Babbitt's.—W. H. Dunn, Montreal and Toronto.

Starch.
Brantford Starch Works, Brantford.
Edwardsburg Starch Co., Cardinal, Ont.
Ocean Mills, Montreal.
Snowdon, Forbes & Co., Montreal.
St. Lawrence Starch Co., Port Credit

Steel Shingles.
Metallic Roofing Co., Toronto.

Stock Food.
Myers Royal Spice Co., Niagara Falls, N.Y

Sugars, Syrups and Molasses.
Canada Maple Exchange, Montreal.
Castle, F. J., Co., Ottawa.
Chaput L., Fils & Cie, Montreal.
Davidson & Hay, Toronto.
Dominion Molasses Co., Halifax, N.S.
Eby, Blain Co., Toronto.
Edwardsburg Starch Co., Cardinal, Ont.
Tea Rose Drips — Rose & Laflamme, Montreal.
Wallaceburg Sugar Co., Wallaceburg, Ont.

Teas, Coffees, and Spices.
Balfour & Co., Hamilton.
Blue Ribbon Tea Co., Toronto.
Ceylon Tea Traders' Ass'n.
Chaput, L., Fils & Cie., Montreal.
Chase & Sanborn, Montreal.
"Commissioner" Tea, London, England.
Davidson & Hay, Toronto.
Dutch Chemical Works, Amsterdam, Holland.
Eby, Blain Co., Toronto.
Estabrooks, T. H., St. John, N.B.
Ewing, S. H. & A. S., Montreal.
Ewing, S. H & Sons, Montreal.
Gillard, W. H., & Co., Hamilton.
Japan Tea Traders' Ass'n.
Kinnear, T., & Co., Toronto.
Leggett, Francis H., New York.
Lipton, Thomas J., New York.
Lucas, Steele & Bristol, Hamilton.
Marceau, E. D., Montreal.
Pure Gold Mfg. Co., Toronto.
Robertson, Geo., & Son, Kingston.
Rutherford, Jas., & Co., Montreal.
Salada Tea Co., Montreal and Toronto.
Simpson, R. & J. H., Co., Guelph.
Snowdon, Forbes & Co., Montreal.
Turner, James, & Co., Hamilton.
Wood, Thos., & Co., Montreal.

Telephones.
Bell Telephone Co. of Canada.

Vinegars.
Canadian Vinegar Co., Montreal.
Grimble & Co., London, Eng.
Hill, Evans & Co., Worcester, Eng.

Wall Paper.
Staunton's Limited, Toronto.

Wall Paper Cleaner.
Ridout, Geo., & Co., Toronto.

Warehousing.
Cameron, Gordon & Co., Winnipeg

Washing Compound.
Fairbanks, N. K., Co., Montreal.
Keen's—Frank Magor & Co., Montreal.

Watches.
Ingersoll, Robt. H., & Bro., New York.

Wines, Liquors and Beer.
Chaput, L., Fils & Cie., Montreal.
Hudon, Hebert & Cie., Montreal.
Laporte, Martin & Cie, Montreal.

Woodenware.
United Factories, Toronto.
Woods, Walter, & Co., Hamilton.

Wrapping Paper.
Canada Paper Co., Toronto.

Yeast.
Gillett, E. W., Co., Toronto.

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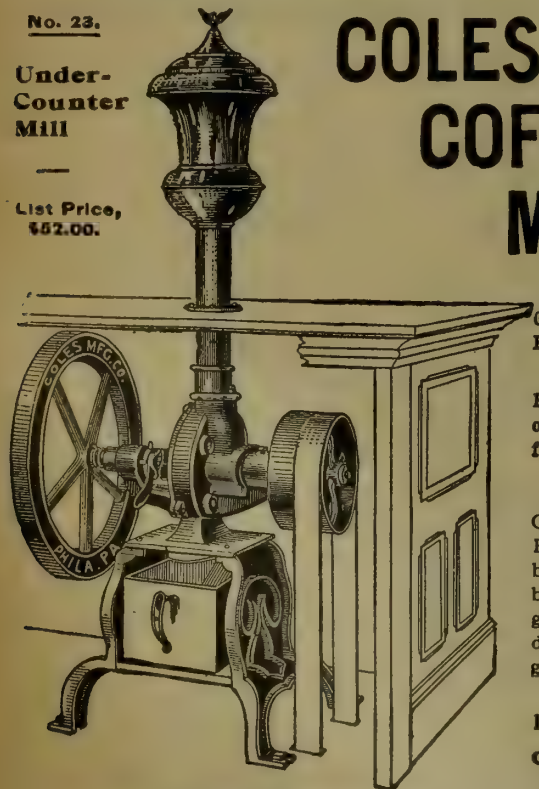

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RECIPROCITY AND THE NEW ENGLAND STATES.

CONDITIONS at present existing in the New England States and which are particularly marked in Boston and the surrounding district, are of no little interest to Canadians at a time when the preferential campaign is being exploited at home and in Great Britain.

The one-time prosperity of Boston has been seriously impared by the removal of many manufacturing industries and a large number of people into the New York districts, and Bostonians are now awakening to the fact that some measures will have to be taken in order to attract commerce to that city and district. In view of this a strong sentiment has sprung up in favor of the removal of the tariff wall. By such means, it is thought, that much of the export trade of Canada may be transferred to that port, which is much nearer and easier of access than either Halifax or St. John.

Another factor largely responsible for the strong feeling in favor of free trade between Canada and the United States, is the great difficulty experienced in provisioning the city and districts of Boston, owing to the poor condition of the agricultural lands, many of the farmers having deserted on account of their inability to produce satisfactory crops. Should an understanding become possible with Canada in regard to reciprocity, a ready market would be available for Canadian produce. This would remove the difficulty of provisioning Boston districts, and place the population on a wage-living basis.

In the event of the preferential tariff becoming an established fact between Great Britain and her colonies, many New England manufacturers are discussing the advisability of establishing branch factories for their industries on Canadian soil, which would at once give them all the benefits of free trade with Great Britain. It would appear that Canada stands to win whichever policy is adopted.

"THE KNOCKER."

THE Billingsgate sound of the now well-known expression of "The Knocker" leads us to reflect upon the meaning of the phrase and its import to business men, and particularly to the individual whose actions and words earn him this unenviable title. A "knocker" concisely put, is a disgruntled individual generally an employe of a house who for reasons sufficient to the employer, has been permitted to seek another situation, and who, engaging with some other concern, busies himself in running down or caluminating his previous employers. Back-biting, or "knocking" is a dangerous game outside of any legal liability the "knocker" may assume; it is a "boomerang" which, when it rebounds inflicts more damage to the thrower, than to his victim. It is a Nemesis bound to bring sorrow in its wake, and its employment has been the cause of ruining the business prospects of many a bright young man.

Instances are numerous in the life of every concern where the "knocker" has tried to depreciate the commercial standing of his former employers, by either directly slurring the whole firm, or casting reflections upon the character of its individual members; by giving away to the customers of the old house "inside" information of supposed value, or by depreciating certain acknowledged virtues of the goods of the house. The "knocker" is very prolific in ways and means of making his tactics felt; in many instances a truly Machivelian spirit and finesse is shown. Iago's consummate and artistic deviltry is clumsy malignity in comparison with the work of the modern "knocker"; the work of Shakespeare's creature against the proud Moor bears the palliating excuse of jealousy, but the "knocker" of to-day has as a rule only a coarse vindictiveness as apology.

The expression that "Chickens will come home to roost" is as true as gospel, and distinctly applicable to the "knocker" and his words and deeds, and often the remorse comes too late after the young man has changed his employment half a dozen times. Reputation travels by wireless telegraphy, and though the applicant for a position may not be told so, his would-be-employer has heard of the propensity to "run down" each house after severing connection therewith, and naturally has no fact that he had been too prone to the same with him.

The "knocker" is impolitic as well as foolish, the "wheels of time turn round," and he can never know when the favor of his old employer will be required, and be serviceable in furthering some desirable business scheme. Cases have occurred where a dismissed employe could have re-engaged with his old house, probably been received on favorable terms, had it not been for the fact that he had been too prone to "knock" the house in every way.

We have in mind a recent occurrence where a young man who had held a good situation in one of Canada's leading commercial houses, was for reasons of inebriety allowed to sever his connection with the firm. Valuable though he was in every way, his employers felt that in the interest of their trade and their commercial reputation, they would be

unwise to allow him to continue as a member of their travelling staff. The young man secured a position with a rival house, and influenced no doubt by family pressure stopped indulging in strong drink and attended to his duties with his new employers. One great fault, however, he acquired in place of his old drinking habits, was that he lost no opportunity of maligning his old employers persistently and vindictively. Calling as he naturally did on his old customers, and pursuing his unwise vituperation, he was met with the question : "How is it that your old firm is everything that is bad now, and unworthy of our trade, when for the past six years you couldn't say anything but what was good of them? No, we don't think we'll change our account old man. There must be something wrong about this."

In a sense, this was the question he had to answer all over his ground. After a few years a vacancy occured in his old house's staff and things not being as bright with him as they might have been, he made application for the position. It was duly received, and would have been favorably considered had the firm not felt themselves too highly outraged and maligned by their old traveller during his stay with their competitor. They consequently wrote him regretting that while they had considered his application in the very best light possible, they felt that his unwise words had weakened their confidence too seriously to admit of their re-engaging him.

This is not an imaginary case, and with slight variations, not an uncommon one. But business men and employers generally weigh very carefully the actions and words of their employes, and the so-called "knocker's" reputation is a bar to steady employment. Our advice to young men changing their positions from one firm to another is : Don't be a "knocker," leave your employers in a friendly way, and though your heart may be filled with revengeful thoughts, keep a curb on your tongue. If you feel that you cannot say any good things of them, don't say anything to the contrary,—there must be something good about the house and its dealings after all, or they wouldn't be where they are, or do the business they are doing. Get another job and "saw wood" for your new employers, and use your own saw; don't throw too many knotted pieces on your neighbor's wood pile, those knotted pieces make the best fire once they get started, and they don't burn away as fast as your own clear-cut sticks. Winter coming along, you might wish you had kept the knotted pieces yourself—remember about the "Chickens coming home to roost." Don't try to build up your own reputation at the expense of someone else in your line of business—don't be a knocker. Don't slur the reputation of your old employers. What is it that Shakespeare says :

"He that steals my purse, steals trash, but he that filches from me my good name robs me of that which not enriches him, and makes me poor indeed."

DON'T BE A "KNOCKER."

LIMA BEANS.

AN article of food which is attracting considerable attention in the Ontario market at the present time is the lima bean from Southern California. This bean was comparatively well known five years ago, but owing to the subsequent easing in the ruling price of beans in Ontario the higher priced article was crowded out of the market. In the interval Lima beans became cheaper and two years ago provisioners found it advisable to reintroduce them on account of their manifestly superior qualities. The flavor is mild and entirely different from the strong, stringent taste which is characteristic of the commoner varieties of beans; the consistency is soft and mealy.

The demand has exceeded all expectations, and at the present time all the leading commission firms are carrying fair-sized stocks to supply the fancy trade. The only drawback apparently to large consumption of this kind of bean is its high price, the retail quotation being three pounds for 25c. as against 4c. a pound for ordinary white or mixed beans.

Lima beans are grown mostly in Ventura County, and San-Louis-Obisto, northeast of Los Angeles, Cal., where they are cultivated by small rachers who work from one to five acres of beans. The bean king of the district who died recently had a large tract of 1,200 acres devoted to bean culture. The crop largely depends on the amount of moisture; in a season of drouth beans are poor, with lots of rain the yield is usually good. Last season's crop was below the average, one result of which is that Lima beans are 30c. a hundred higher than they were four weeks ago.

TRADING STAMPS.

"COMMERCE is not gambling the money of nations for a stake to be won by some and lost by others. All parties gain by just and liberal commerce," said the illustrious Daniel Webster.

This is essentially true to-day. The elusive phantom of hope which beckons on some business men to try and get something for nothing is a just cause for alarm. In the Province of Quebec lotteries have been stamped out by law, but the gambling propensity of the French-Canadian is well known. He loves a game of chance and is none the less honest on this account. We would remind him, moreover, that there is not an iota of race prejudice felt or intended when we remark about trading stamps as they exist in the Province of Quebec and especially Montreal.

With the approach of May the first considerable interest is being shown in the law supposed to go into force then for the regulation of trading stamps in the Province of Quebec. The trading stamp in Toronto died a natural death some time ago. The leading company doing a trading stamp business in Montreal at the present time is the Traders' Advertising Co., owned and controlled by one of the oldest and most reputable

furniture houses in the land. This firm declares that trading stamps are legitimate commerce; they do their business in a very simple open manner and defy criticism as to their methods. Grocers, they claim are using the stamps extensively with good effect, and J. Wilder who is the backbone of this concern, states that he will fight the opposition to trading stamps as used by his company, to the bitter end. He states in fact that if necessary he will carry it to the Privy Council, to prove that his methods are not only reliable and correct, but in every way devoid of the gambling element. At the same time a lot of smaller companies exist who perhaps may not have the grasp of the higher branches of the stamp business and who will have to close their doors on May 1st.

Retail grocers all over Montreal use the trading stamps, and it may be mentioned that a lot of gratuitous advertising is given poor schemes by certain sections of people opposed to trading stamps. The result is, they have a larger hold than ever on the community. We do not pretend to fight them. We merely say that any such scheme, if good, will live, despite opposition, and if bad it will have its day and disappear like other shams and delusions. We would say, however, that any grocer who endeavors to cover the cost of trading stamps by raising prices or reducing quality is making serious blunders. Such action only places a premium on better service without altering the conditions of competition.

THE BEET SUGAR INDUSTRY.

THE recent action of the Dresden Sugar Beet Company, Dresden, Ont., in dismantling their factory and returning to the United States marks a crisis in the beet sugar industry of Ontario. Four large and well equipped institutions have been erected within the last year or two at Wiarton, Dresden, Berlin and Wallaceburg respectively, in which no less than $2,000,000 were invested. The Wiarton factory has failed, the Dresden plant is closed, and the remaining two are continuing the effort to establish themselves under difficulty.

Supplies of beets have been short, one factory with a capacity of 75,000 tons having received only 20,000 tons last year. Supplies at the present time are on the increase, but not rapidly enough to be equal to the capacity of the factories. Another difficulty, which by the way was in no small degree responsible for the closing of the Dresden industry, was the proximity of the Dresden and Wallaceburg plants to one another. It is to be regretted that the Dresden firm were not successful in establishing themselves in a more favorable situation, which might have gone a long way to render their removal from Canada unnecessary.

In the dilemma the Ontario Government have been asked to come to the rescue. At the time of the inception of the beet sugar industry in the province the legislature passed an act giving the newly established factories a bounty for three years amounting to $225,000. Again they have responded promptly with the promise of an additional $150,000 and will extend the percentage from three years to five. By this time it is hoped, the beet sugar industry will be well on its feet and firmly established.

Government aid in itself, however, will not save what promises to become an important industry. Farmers evidently need to have it impressed on them once more that big profits are to be had from beet raising. One prominent sugar beet firm has already taken this matter into its own hands and are sending a representative through the country to talk to the farmers on the cultivation of sugar beets. The same firm is also making special arrangements for cheap transportation of sugar beets and return of the pulp. It is reported that one Ontario farmer last year planted 9 1-2 acres and raised 189 tons of beets, on which he realized, after deducting cost of freight and seed, the sum of $822.86. Besides, beet pulp from the factory is good fodder, thus making the factory an auxiliary to the dairying industry. In this connection, the opinion of an American sugar beet expert is worthy of consideration. Interviewed by The Grocer on the sugar beet situation, he remarked that conditions in Ontario were more favorable to the successful cultivation of sugar beets than in any state in the Union, principally because of the adaptibility of the soil and the excellent condition of the country roads for marketing; and it must not be forgotten that the beet sugar industry is thriving in several of the United States at the present time.

But one objection to sugar beet growing has been raised by Ontario farmers who have tried the experiment, namely, that the crop requires very close and constant attention through cultivation.

The sugar beet industry in Ontario has proved so far to be in a measure "better in the promise than in the performance" after the style of Peck-sniff's horse. The situation simmers down to this: Does the country require such an industry and can the country support its needs? There is only one answer to both of these questions: logically there is only one conclusion, the beet sugar industry must sooner or later be successfully launched.

EGGS STILL FIRM AND RISING.

THE egg market remained very strong up to the evening of March 28, when the rise during the day of a cent and in some places a cent and a half fell away, leaving 21 and 22 cents the ruling price, though as high as 23 cents was paid for some specials. Arrivals from outside points have not been so large as expected and hence the firmness. Possibly there will be a lull after Easter and holders may be sorry for the sudden jump just at the time when the demand was so stimulated.

REMOVAL.

The Acadia Sugar Refining Co., 27 Front street east, Toronto, have moved their offices to Room 12 in the Sun Life Insurance Building, 15 Wellington street east.

Do Your Customers always come back to you?

BRANCHES and AGENCIES
Toronto.
Montreal.
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Hartford.
Duluth, Min.
Jersey City.
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Portland, Me.
Baltimore, Md.
Denver
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This question will be answered in the affirmative, so far as your tea department is concerned if you use **"Salada"** Ceylon as a Leader. It takes such a hold on your customers' confidence that they are bound to come again and to keep on coming.

Black, Mixed or Natural Green,

If you are not already selling "SALADA" write for samples.

WE OFFER

W. H. Baker's Cocoas and Chocolates

AN ABSOLUTELY

PURE COCOA

retailing at

10c. per package

WRITE FOR QUOTATIONS.

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BRUNSWICK BRAND in **SARDINES** — Domestic, Goods in Oil, ¼s; Mustard, ¼s and ¾s; Tomato, ¼s. **HERRINGS,** in Tomato Sauce and Kippered. **CLAMS, SCALLOPS, CLAM CHOWDER, BONELESS CODFISH, FINNAN HADDIES, BONELESS FISH.**

—Sold by all the leading wholesale grocers in Canada. All goods guaranteed. If you have not tried them you have missed something nice; if you have, we know you are still using them.

—Information respecting our goods will be cheerfully given.

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Connors Bros., Limited,

PACKERS OF SEA FOODS,

BLACK'S HARBOUR, - N. B.

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

Toronto, March 31, 1904.

Groceries.

THE grocery market is showing signs of sprucing up, with trade generally on the increase. Grocers are well satisfied with last week's business. Canned goods are firm and stocks are rapidly decreasing . Sugar is firm, and one or two Montreal refiners have advanced the price. Syrups and molasses are in good demand but the market is uncertain. Indian and Ceylon teas are firmer, and in good demand. Coffee is firm, having advanced ½c, but buyers are holding for lower prices. Spices are firm and in fair demand. Tapioca is firmer, and the demand for it and rice at firm prices continues steady. Prunes are moving freely, and there is an increasing demand for dried apricots and peaches.

CANNED GOODS.

The market in canned goods is brisk with firm prices. One packer says canned beans are practically exhausted from the packers' hands; they are selling at $1 per doz. There is likely to be a strong market in all canned goods before the new stock can be placed on the market. Even now supplies are scarce in some lines, peas and corn being short, and stocks of tomatoes are being rapidly reduced. The demand for canned fruits and jellies is beginning as usual at this season. We quote the following prices :

Apples, 3's	....	0 90
" gallons	....	2 20
Asparagus	....	3 50
Beets, 2's	....	0 90
Beets, 3's	....	1 00
Blackberries, 2's	1 50	1 70
Beans, 2's	0 90	1 10
Corn, 2's	....	1 20
Cherries, red, pitted, 2's	....	2 20
" white	....	2 40
Peas, 2's	0 97½	1 45
Pears, 2's	1 45	1 60
" 3's	1 90	2 10
Pineapples, 1½'s	1 50	1 60
" 2's	1 80	2 00
" 3's	2 25	2 40
Peaches, 2's	1 55	1 70
" 3's	2 45	2 60
Plums, green gages, 2's	1 10	1 40
" Lombard	1 00	1 30
" Damson, blue	0 95	1 25
Pumpkins, 3's	....	0 95
" gallon	....	2 50
Rhubarb, 3's	....	1 80
Raspberries, 2's	1 40	1 60
Strawberries, 2's	1 40	1 60
Succotash, 2's	....	1 00
Tomatoes, 3's	....	1 12
Lobster, talls	....	3 35
" 1-lb. flats	3 50	3 70
" ½-lb. flats	1 90	2 00
Mackerel	1 00	1 25
Salmon, sockeye, Fraser	1 65	1 75
" " Northern	1 65	1 75
" " Horseshoe	1 65	1 75
" Cohoes	....	1 15
Chums	0 95	1 00
Sardines, Sportsman ¼'s	....	0 15
" ½'s	....	0 23
" Portugese ¼'s	0 08	0 10
" P. & C., ½'s	0 25	0 27
" P. & C., ¼'s	0 35	0 38
" Domestic, ¼'s	0 03½	0 04
" ½'s	0 09	0 11
" Mustard, ¼ size, cases 50 tins, per 100	8 00	9 00
Haddies	....	1 00
Kippered herrings, domestic	....	1 00
" " imported	1 45	1 55
Herrings in tomato sauce, domestic	1 00	1 10
" " imported	1 45	1 55

SUGAR.

Again we have to record an advance of 1-16 in raw sugars. There have been large sales, totalling it is said 180,000 bags at 2 5-16 c. and f. New York, which is equivalent to 3.67 duty paid. There are still buyers on this basis, but sellers are now asking 2⅜. At the moment refiners are unwilling to concede higher prices, preferring to wait a little before paying the further advance. By far the larger proportion of recent sales have been made to the Arbuckle refinery, the balance being made to the Howell refinery, while the trust took nothing. Part of these sugars are now loading in Cuba, and it would seem as if further sales would have to be for May shipment. Stocks in the United States and Cuba continue light, being altogether only 377.766 tons or about 120,000 tons less than for the same period last year. With the statistical position so strong, and refiners at U. S. Atlantic ports holding barely 4 weeks' supplies, the indications are favorable to a further advance in Cuban sugar, especially as 88 Cuban beet sugar has advanced 8s 6d per cent., basis f. o. b. Hamburg, which is fully ⅛ above New York parity. The situation, however, is more or less uncertain, since if European prices were to advance much further heavy sowings might result, as a higher price for roots would stimulate planting. The present expectation is that there will be a reduction of 7½ per cent. in sowing, but this estimate is as yet unreliable. The strongest and most reliable factor in inducing higher values will be the world's increased consumption, which it is anticipated may amount to fully 800,000 tons this year.

New York refiners advanced prices on March 24 5c per 100 lbs. for sugar in bbls., and 10c per 100 lbs. for sugar in bags. So far this advance has not been followed by Canadian refiners and the local market remains practically in the same condition as was recorded in last advice, with little business doing and deliveries on contracts only fair. Indications point to continued steadiness in the market. Our quotations are as follows :

Paris lumps, in 50-lb. boxes	....	4 88
" in 100-lb. "	....	4 78
St. Lawrence granulated	....	4 23
Redpath's granulated	....	4 23
Acadia granulated	....	4 13
Berlin granulated	....	4 13
Domestic beet, granulated, 1902	....	3 98
Phoenix	....	4 13
Bright coffee	....	4 03
Bright yellow	....	3 98
No. 3 yellow	....	3 93
No. 2 "	....	3 73
No. 1 "	....	3 63

Granulated and yellow, 100-lb. bags, 10c. less than bbls.

SYRUPS AND MOLASSES.

The syrup and molasses market continues uncertain and unsatisfactory. Neither producers nor dealers are willing to accept prices on any basis until the tariff war is settled. It is reported that the settlement will be according to the higher basis. One thing is certain, low prices will not soon be seen again. There is a good demand for syrups and molasses. We quote the following prices :

Syrups—		
Dark	....	....
Medium	0 30	0 32
Bright	0 35	0 37
Corn syrup, bbl., per lb.	....	0 02½
" ½ bbls. "	....	0 02¾
" kegs "	....	0 03
" 3 gal. pails, each	....	1 30
" 2 gal. " "	....	0 90
" 2-lb. tins (in 2 doz. case) per case	....	1 90
" 5-lb. " (in 1 ") "	....	2 35
" 10-lb. " (in ½ ") "	....	2 25
" 20-lb. " (in ¼ ") "	....	2 10
Molasses—		
New Orleans, medium	0 25	0 30
" " ½ bbls	0 27	0 32
" open kettle	0 45	0 50
Barbadoes	0 38	0 45
Porto Rico	0 38	0 42
Maple syrup—		
Imperial qts	....	0 27½
1-gal. cans	0 95	1 00
5-gal. cans, per gal	....	1 00
Barrels, per gal	....	0 75
5-gal. Imp. brand, per can	....	4 50
1-gal. " per case	....	5 10
½-gal. " "	....	5 60
Qts. " "	....	6 00

TEAS.

The tea market continues firm with good demand for green and black and the lower grades of Indian and Ceylons. The Indian and Ceylon markets are strengthening steadily. Everybody is curious to know how the Japan market, which opens next month, is going to go. If the war is protracted Japan tea is likely to go sky-high, and Indian and Ceylon to advance materially in price.

In the London markets many invoices from higher districts showed a preferable flavor and for such higher prices were forthcoming. A telegram from Colombo advises shipments to Great Britain from March 1 to 15 at 3½ million lbs., or 7½ for the current month, about the same as last year. Deliveries of all teas continue on a free scale from January 1 to date these were 4½ million pounds ahead of 1903.

Telegrams from Calcutta give entries for export to the United Kingdom for the first half of March as 1,250,000 lbs., as against 548,000 lbs. for the same period last year.

A fair spirit is showing in Ceylons without material change. Competition, however, is not so brisk as it has been, and some irregularity is noted in fair to medium goods without much point in cup. Common kinds rule steadily.

In Indians, more hesitation is shown in bidding freely up to last prices, and occasionally a fractional decline has been made, particularly in common grades. Medium and fine broken Pekoes and fannings show a great deal of unevenness, May sellers having decided not to let teas go except at the highest point previously reached. Exports of Indian teas from the British Empire to Canada for the month ending February 29 were 70,706 lbs., as against 20,717 lbs. for the same period in 1903; of Ceylons, 217,551 lbs., as against 128,028 lbs. in February, 1903, and of China 33,728 lbs. as against 30,511 lbs. for the

corresponding period last year. Our quotations are as follows :

Congou—half-chests, Kaisow Moning,	0 12	0 60
caddies, Pakling	0 19	0 50
Indian—Darjeelings	0 35	0 55
Assam Pekoes	0 20	0 40
Pekoe Souchongs	0 19	0 25
Ceylon—Broken Pekoes	0 36	0 42
Pekoes	0 27	0 30
Pekoe Souchong	0 18	0 35
China Greens—Gunpowder, cases, extra firsts	0 42	0 50
" half-chests, ordinary firsts	0 22	0 28
Young Hyson, ases, sifted, extra firsts	0 42	0 50
" cases, small leaf, firsts	0 35	0 40
" half-chests, ordinary firsts	0 28	0 38
" " seconds		0 23
" " thirds	0 16	0 18
" " common		0 15
Pingsueys—Young Hyson, ½-chests, firsts	0 28	0 32
" " seconds	0 18	0 19
" half-boxes, firsts	0 28	0 32
Japan—½ chests, finests May pickings	0 38	0 40
Choice	0 33	0 37
Finest	0 30	0 32
Fine	0 27	0 30
Good medium	0 25	0 28
Medium	0 21	0 23
Good common		0 20
Common		0 19

COFFEES.

The coffee market continues steady with prices firm. An advance of ½c is noticed since last report. Rios are in big demand, but not much business is being done on the street as prospective buyers are looking for lower prices. Nothing certain can be predicted concerning future prices until the extent of the Brazil coffee crop is known. We quote the following prices :

	Per lb
Green Rios, No. 7	0 08
" " No. 6	0 08½
" " No. 5	0 08¾
" " No. 4	0 08¾
" " No. 3	0 09 0 09½
" Mocha	0 21 0 25
" Java	0 22 0 35
" Santos	0 10 0 12
" Plantation Ceylon	0 26 0 35
" Porto Rico	0 22 0 25
" Guatemala	0 22 0 25
" Jamaica	0 15 0 20
" Maracaibo	0 16 0 23

SPICES.

The spice market shows signs of improvement. Prices are holding firm and the demand for spices of all kinds continues fair. The only feature to record is the high price of cloves, which is steadily advancing, being 100 per cent. higher than a year ago. Our quotations are as follows :

	Per lb.		Per lb.
Peppers, blk	0 18 0 19	Cloves, whole	0 25 0 35
" white	0 23 0 27	Cream of tartar	0 25 0 30
Ginger	0 18 0 25	Allspice	0 14 0 17

RICE AND TAPIOCA

The tapioca market holds firm, with a slight advance in price from last week's quotations. Prices are likely to remain firm as there is no disguising the fact that tapioca has been ridiculously low, so low that it has not paid the producer. The market will likely fluctuate to a considerable extent, owing to alterations in the price of silver, and to conditions of war in the far East. The rice market continues firm, with a 3 per cent. reduction of prices coming on April 1. The war in the East may have the effect of firming the rice market. Our quotations are as follows :

	Per lb.		Per lb.
Rice, stand. B	0 03¾	Sago	0 03¾ 0 04
Patna	0 05 0 05½	Tapioca	0 03¾ 0 03¾
Japan	0 06 0 07	Carolina rice	0 10

Foreign Dried Fruits.

The dried fruit market is fair and steady with firm prices. Prunes are moving freely. An increased demand is noticed for evaporated peaches and apricots. We quote the following prices:

PRUNES.

	Per lb.		Per lb.
100-110s	0 04 0 04½	60-70s	0 06½ 0 07
90-100s	0 05 0 05½	50-60s	0 07 0 07½
80-90s	0 05½ 0 05¾	40-50s	0 07¾ 0 08
70-80s	0 06 0 06½	30-40s	0 08½ 0 08½

CANDIED PEELS.

	Per lb.		Per lb.
Lemon	0 10 0 12½	Citron	0 15 0 18
Orange	0 11 0 13		

FIGS.

	Per lb.		Per lb.
Tapnets	) 03¾	Elemes	0 09 0 20
Naturals	0 06½ 0 09½		

APRICOTS.

	Per lb.
Californian evaporated	0 12½ 0 15

PEACHES.

	Per lb.
Californian evaporated	0 08½ 0 12

CURRANTS.

	Per lb.		Per lb.
Fine Filiatras	0 04¾ up	Vostizzas	0 07 0 08
Patras	0 06 0 06½		

RAISINS.

	Per lb.
Valencia, fine off-stalk	0 06½ 0 06½
" selected	0 07 0 07½
" selected layers	0 07½ 0 09
Sultana	0 06½ 0 10
Californian seeded, 12-oz	0 08½ 0 09
" " 1-lb. boxes	0 10½ 0 11
" unseeded, 2-crown	0 07½
" " 3-crown	0 08 0 08¾
" " 4-crown	0 09 0 10

DATES.

	Per lb.		Per lb.
Hallowees	0 03¾ 0 04	Fards	0 08¾ 0 09
Sairs	0 03¼ 0 03½		

Cured Fish.

The cured fish market is quiet this week and dealers are content with sorting-up orders. Our quotations are as follows :

Herring, No. 1, Labrador, in bbls	5 50 5 75
" " " ½-bbls	3 00 2 25
" split shore, ½-bbls	2 75 3 00
Large dried cod in quintals	6 00 6 50
Skinned cod, in 100-lb. cases	5 50 6 00
Cod steak, 1-lb. blocks	0 06¾
Boneless fish, 1-lb. blocks	0 05¾
" 25-lb. boxes, per lb	0 04½
Scaled herring, per box	0 16 0 18

Country Produce.

EGGS.

Eggs—The Easter demand is on, which, of course, means a much larger consumption, but the supplies have not been as large as last week. This is probably due to the bad condition of the roads and will not last long. There are lots of eggs but the farmers cannot get in with them. A big drop in the price is to be expected immediately after Easter. Meantime prices have advanced 1 cent. We quote :

Eggs, fresh laid, per doz	0 22 0 23

POULTRY.

Poultry—No improvement in the poultry market is to be expected at this season. The trade is dull and prices are unchanged. Our quotations are :

Chickens, live per lb	0 09 0 10
Old hens " "	0 05 0 06
Chickens, dressed, per lb	0 10 0 13
Old hens, " "	0 06 0 07
Turkeys, " "	0 14 0 15

HONEY.

The demand for honey is poor, and the prospects for an active market in the near future dull. One dealer remarked that the trade would like to dispose of rather too plentiful stocks, even at prices under those quoted. We quote the following prices :

Honey, extracted clover, per lb	0 06½ 0 07½
" sections, per doz	1 50 2 00

BEANS.

The bean market continues quiet and featureless. Last week's prices are unchanged. We quote the following prices :

Beans, mixed, per bush	1 40
" prime, "	1 50
" handpicked, per bush	1 65 1 75
" water-stained "	1 00
" Lima, per lb	0 05½ 0 06½

MAPLE SUGAR AND SYRUP.

There is a firm demand for maple sugar and syrup, with supplies coming in only fairly. Dealers note an increasing quantity of adulterated stuff on the market. We quote :

	Per lb.
Maple sugar, 30-lb. boxes	08
" syrup, wine gallon, per tin	0 75½
" " imperial gal. per tin	0 90

Fish.

The fish market continued fairly active, although the conclusion of Lent will see a marked falling off in the demand. Stocks promise to last out until new supplies arrive. The feature of this week's fish market is a further easing in the price of oysters. Our quotations are as follows :

Whitefish, frozen, per lb	0 09
Trout, frozen, per lb	0 09
Herrings, fresh, per lb	0 04½
British-Columbian salmon, frozen, per lb	0 12
Halibut, frozen, per lb	0 12
Perch, per lb	0 06
Mackerel, frozen, per lb	0 10
Haddock, per lb	0 06
Cod, per lb	0 08
Tulibees, per lb	0 06
Fresh-water herring, frozen, per lb	0 04½
Finnan haddies, per lb	0 09
Oysters, standard, per small pail	4 50
" selects "	5 00

Green Fruits.

The green fruit trade is improving steadily and local establishments are beginning to assume their usual air of Spring activity. The demand for California navel oranges continues brisk; stocks are plentiful, but are beginning to show signs of waste. The season for navels is unlikely to last longer than six weeks, after which time their place will be taken by California seedlings, California Mediterranean sweets, and late Valencias. Stocks of Valencia oranges are good quality with fair demand and firmer prices. Mexican oranges find a ready sale, although stocks are not as good quality as usual. The last shipment of marmalade oranges for the season is about due; the demand for this stock is not likely to last much longer. Lemons are plentiful and good quality, with demand only fair and prices for 360s slightly easier. Pineapples are plentiful, although stocks are not so large as last year; the demand for pines is increasing steadily. More stocks are coming in barrels than usual this year. The demand for bananas is brisk, and last week's prices remain unchanged. The market for apples is slow. Supplies of Florida tomatoes are coming plentifully; the demand continues good and prices are slightly easier. The demand for cranberries is small with ruling prices low. Strawberries are beginning to arrive in the market more freely, and it is expected that within a few weeks a brisk demand for them will be created. We quote the following prices :

Florida tangarines, in straps	5 00 5 50
" " in ½-straps	2 25 2 50
Japan " per bundle (2 boxes)	1 25
" " per box	65

California navels, per box	2 50	3 25
Mexican oranges, per box	2 00	2 25
Marmalade oranges, per box	....	2 50
Seville oranges, bitter, per box	....	2 50
Bitter oranges, Palermo, boxes, per box	2 00	2 40
Messina lemons, new, 300's, per box	2 75	3 00
" 360's, per box	2 50	2 75
Valencia oranges, 420 case	4 50	5 00
Valencias, large, per case	5 50	6 00
Bahama grape fruit, per box	5 50	6 50
Florida pineapples, per crate	4 50	5 00
California grape fruit, per box	....	3 50
Bananas, large bunches	1 85	2 50
Apples, per bbl	1 25	2 50
Almeria grapes, per keg	6 50	7 50
Florida tomatoes, per crate	4 50	5 00
Tomatoes, green house, per lb	0 25	0 30
Cranberries, Jersey, per bbl	....	5 50
" Budd's longkeepers	....	7 00
Limes, per box	....	1 20
Limes, in ½-straps	....	2 20
Strawberries, per box	....	0 40
" quarts	....	0 50
" pints	....	0 25

Vegetables.

The vegetable trade is quiet this week, with roots, particularly parsnips and carrots, hard to obtain. Cabbage is also scarce, with some frozen stock showing on the market. The demand for onions continues fair, with firm prices, although a few Valencias are offering at less than quotation prices. The demand for California celery is good, with stocks plentiful and prices slightly easier. Radishes, rhubarb and green onions are scarce, and in big demand. The demand for Florida spinach, which was new on the market last week is improving. Cauliflowers are noticed on the local market this week for the first time this season, and are offering at $3.50 per case. Our quotations are as follows :

Cabbage, per doz	0 50	1 00
" red, per doz	0 50	1 00
Potatoes, per bag	1 00	1 10
Potatoes, per bag, car lots	0 85	0 90
Sweet potatoes, per bbl	....	5 50
Onions per peck	....	0 50
Onions white, per bag	....	2 50
Spanish onions, per crate	....	1 25
Spanish (Valencia) onions, large cases	....	3 50
Bunch lettuce, per doz. bunches	....	0 35
Radishes, per doz. bunches	....	0 50
Mushrooms, per lb.	....	0 75
Mint, per doz bunches	....	0 30
Parsley, " "	....	0 20
Sage, per doz	....	0 10
Savoury, per doz	....	0 10
Beets, per bag	....	1 00
Carrots, per bag	....	0 85
Parsnips, per bag	1 00	1 25
Artichokes, per bush	....	0 75
Yellow turnips, per bag	0 35	0 40
Oyster plants, per doz	....	0 30
Leeks, per doz	....	0 40
California celery, large case	4 50	5 00
" " small case	....	2 40
Celery, per doz	0 75	1 00
Rhubarb, per doz	1 00	1 25
" per bundle	0 10	0 15
Green onions, per doz	0 15	0 20
Green house water cress, per doz	....	0 25
Green cucumbers, American, per doz	1 25	2 00
" " Canadian, per doz	1 75	2 00
Asparagus, green house, per bunch	....	0 25
Florida spinach, per bbl	....	4 50
Cauliflower, per case	....	3 50

Seeds.

The demand for seeds has been considerably curtailed on account of the last two or three days of cold weather. With the return of favorable weather conditions the seed trade will improve. Already farmers are beginning to market seed more freely. Last week's prices remain unchanged. Our quotations are as follows :

Red clover, per bush	5 75	6 35
Alsike "	4 75	5 75
Timothy, per "	1 15	1 75
" flail threshed	....	2 00

Grain, Flour and Breakfast Foods.

GRAIN.

There is nothing special in the market this week, barring a weaker tone in wheat. Manitoba wheat No. 1 hard is 1½c weaker; Manitoba Northern No. 1 is 2c weaker, and No. 2 ½c weaker, respectively, while red and white are each 1c weaker. Oats are 1c easier. Our quotations are as follows :

Manitoba wheat, No. 1 hard, per bush, Toronto	1 05½	1 06
" " Northern No. 1 " "	1 03½	1 04
" " " No. 2 " "	0 99½	1 00
Red, per bushel, on track Toronto	0 97	0 98
White " " "	0 97	0 98
Barley " " "	0 50	0 52
Oats " " "	0 37	0 37½
Peas " " "	0 75	0 77
Buckwheat " " "	....	0 59
Rye, per bushel, " " "	0 69	0 70

FLOUR.

The flour market is somewhat firmer as a result of the increase in prices of wheat during the past week, and very little has been selling on that account. Deliveries are slow on account of the break-up in the country roads. Last week's quotations remain unchanged. We quote the following prices :

Manitoba wheat patents, per bbl	5 00	5 15
Strong bakers "	4 75	4 90
Ontario wheat patents "	4 80	5 05
Straight roller "	4 50	4 60

BREAKFAST FOODS.

The market in breakfast foods continues steady with firm prices. The break-up of the country roads will have a tendency to stiffen the market. Prices are unlikely to become easier in the near future. Last week's quotations continue unchanged. We quote the following prices :

Oatmeal, standard and granulated, carlots, on track, per bbl	....	5 05
Rolled oats, standard, carlots, per bbl., in bags	....	4 50
" " " " " in wood	....	4 75
" " " " for broken lots	....	4 90
Rolled wheat, per 100-lb. bbl	....	3 00
Cornmeal	....	3 50
Split peas	....	5 00
Pot barley, in bags	....	3 75
" in wood	....	4 00
Swiss food, per case	....	2 88
Aunt Sally's Pancake Flour, per case	....	2 00

Hides, Skins and Wool.

Prices are firm and business brisk. Last week's prices continue unchanged. Our quotations are as follows :

HIDES.

No. 1 green, per lb	....	0 07½
" 2 " "	....	0 06½
" 1 " steers, per lb	....	0 07
" 2 " " "	....	0 06
Cured, per lb	....	0 08

CALFSKINS.

Veal skins, No. 1, 6 to 12 lb. inclusive	....	0 09
" " " 2 " " "	....	0 07
" " " 1 15 to 20 lb "	....	0 08
" " " 2 " "	....	0 06
Deacons (dairies), each	....	0 60
Lamb and sheep skins	1 00	1 10

WOOL.

Unwashed wool, per lb	0 09	0 16
Fleece wool, "	0 16	0 17
Pulled wools, super, per lb	0 18	0 21
" " extra "	0 20	0 22
Tallow, per lb	0 04½	0 05

QUEBEC MARKETS.

Montreal, March 30, 1904.

Groceries.

GENERAL business is reported in a very satisfactory condition. Collections are reported fair and the fine days have stirred things up well. Sugar has kept its stand and remains very firm with no hope of it being abandoned. In fact one very large importer stated that he expected still further advances. He, too, believed that beet sugar would be dear all Summer. Tea of all kinds remains firm and the demand is still good for Japans and Ceylons. The reason given for the stiffening of the Congou teas is that the Siberian railway has been closed to ordinary traffic and a large stock of tea has been locked up at Dalny. The Russian Gov-

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ernment too, bought large quantities in the London and Colombo markets and as a result further hardening set in. No doubt this will be maintained all through as the local dealers expect no depreciation in values. Changes in the markets have been immaterial and the usual weakening of eggs at Easter has taken place. A somewhat alarming report regarding maple sugar and fruit has been circulated in the trade. One was that maple sugar would be very scarce and the other was that buds and trees were killed by frost and other severities of the Winter so that the fruit crop would not be very promising. Canners are very much concerned over this latter report which is said to be well founded. It is learned that the combination of canners have bought up two more small factories, one at Brighton and the other not far away, this information was given accidentally and was no doubt not intended for immediate publication. The advance in tapioca is dealt with in a special article and is well maintained. New strawberries are reported good at the price, 40c, and show less evidence of water than previous receipts.

SUGAR.

The sugar market is very strong and as the price has again advanced in New York it is anticipated that some advances may take place here any day. One prominent dealer states that Halifax dealers are getting abundance of West Indian sugar and that there is no large quantity going to London. We quote:

Granulated, bbls.	$4 15
" ½-bbls	4 25
" bags	4 02½
Paris lump, boxes and bbls.	4 65
" " ½-boxes and ¼-bbls	4 75
Extra ground, bbls.	4 50
" " 50-lb. boxes	4 70
" " 25-lb. boxes	4 80
Powdered, bbls	4 30
50-lb. boxes	4 50
Domino lumps, boxes and bbls.	4 55
" " ½-boxes and ½-bbls.	4 65
Phoenix	4 05
Bright coffee	3 95
" yellow	3 95
No. 3 yellow	3 85
No. 2 "	3 85
No. 1 " bbls.	3 55
No. 1 " bags	3 45
Raw Trinidad	3 20
Trinidad crystals	3 30

SYRUPS AND MOLASSES.

No special change was noted in the market this week, but considerable activity has been going on in all lines. A short paragraph got wrong in a correspondent's report last week regarding Porto Rico molasses, when it referred to a war in molasses being on in St. John, N.B. This was denied in Montreal. There was only a slight misunderstanding and what made the article look queer was that in one place it said a firm in St. John had secured a consignment of Porto Rico molasses and a few lines further down declared that no Porto Rico molasses had arrived yet. As a matter of fact the very first new Porto Rico molasses new crop only reached New York last Friday, so that there is not likely to be much in Canada yet. We quote:

Barbadoes, in puncheons	0 30
" in barrels	0 32½
" in half-barrels	0 33½
New Orleans	0 27 0 35
Antigua	0 37
Porto Rico	0 45 0 48
Corn syrups, bbls.	0 02¾
" ½-bbls.	0 02½ 0 03
" ¼-bbls.	0 03
" 36½-lb. pails	1 30
" 25-lb. pails	0 90
Bbls., per 100 lb.	2 75
½-bbls. "	2 75
Kegs "	3 00
Cases, 2-lb. tins, 2 doz. per case	1 90
" 5-lb. " 1 doz. "	2 35
" 10-lb. " ½ doz. "	2 25
" 20-lb. " ¼ doz. "	2 10

COFFEE.

Heavy decreases are reported in European stocks of coffee. This is said to be owing to the lateness of the different Central American crops and also to much smaller shipments from Brazil, as prices there have been above the European parity for some time. The local market is still strong and the demand is first rate. We quote:

Good cucutas	0 10 0 10½
Choice "	0 11½ 0 12½
Jamaica coffee	0 10¼ 0 11
Java	0 18 0 22
Mocha	0 16 0 19
Rio	0 08 0 09

TEA.

The tea market is solid as a rock and the more stocks get cleaned up the better prices are likely to become. The demand for Japan teas is kept very strong and the additional fact of there being no change in Congous, has accentuated the interest in the medium teas of all descriptions. Good demand for all grades is reported from Colombo and an advance is reported all round. London is strong and good trading. We quote:

Good to medium Japans	0 18 0 24
Fine to choice Japans	0 25 0 35
Ceylon greens	0 16 0 20
Indian greens	0 18 0 30
Japan style China congoes	0 10 0 10½
Pealeaf and Pinhead Gunpowders	0 23 0 40
Coarse to good Gunpowders	0 13 0 22
Ceylon blacks	0 14 0 30
Indian "	0 12 0 20

CANNED GOODS.

Splendid demand has marked all kinds of canned goods this week and especially tomatoes, peas, beans, corn, etc. In fact there is a shortage of corn and a noticeable advance in tomatoes is expected within a few days. Old stocks are fading rapidly and new packs will be watched with interest. As indicated last week a decided advance is anticipated in salmon and in certain lines of canned fruits high prices are likely owing to reported shortage in the coming crops. California asparagus is 15 per cent higher than last year owing to shortage of the crop.

Tomatoes	1 12½
Corn	1 15
Peas	0 87½ 1 50
String beans	0 85 0 90
Strawberries, preserved	1 40 1 60
Succotash	1 00
Blueberries	1 10
Raspberries	1 40
Lawtenberries, 2s	1 50
Raspberries, black	1 35
Gooseberries	1 55
Pears, 2s	1 45 1 60
" 3s	2 10
Peaches, 2s	1 55 1 67
" 3s	2 40 2 60
Plums, Lombard 2s	1 30
" Green Gage, 2s	1 40
Cherries, red pitted, 2s	2 30
Baked beans, 3s	0 90
3-lb. apples	0 90
Gallon apples	2 20
2-lb sliced pineapples	2 00 2 10
Grated pineapples	2 40
Singapore whole pineapples	2 40
Pumpkins, per doz	0 95
Spinach	1 00
Sugar beets	0 90 1 40
Salmon, pink	0 90 1 00
" spring	1 40
" Rivers Inlet red sockeye	1 50
" Fraser River red sockeye	1 50 1 70
Lobsters, talls	3 45
" 1-lb. flats	4 00
" ½-lb. flats	2 25
Canadian Sardines, ¼s	3 65 4 00
California asparagus	4 50 5 00
Asparagus tips	3 50 3 75

Foreign Dried Fruits.

Pronounced activity has reigned in Valencia raisins this week and the demand has been good all over. Prunes have taken a jump too, and are selling well. Dates still remain low and the demand keeps up. A word of warning comes from abroad regarding shipments of currants. It is to the effect that shipments from Greece are on a moderate scale, and the position would indicate that the supplies remaining in that country would have to be absorbed by markets other than Great Britain. Further, it has been reported that the crop in Smyrna amounts to fully 60,000 tons which is larger than the previous largest crop. Locally apple rings and evaporated goods are slightly dearer. Figs have sold freely and so have plums. We quote:

VALENCIA RAISINS.

New, finest off-stalk, per lb.	0 06 0 06½
Selected, per lb.	0 07
Layers "	0 07½ 0 07½

FIGS.

Comadres, per tapnet	1 00 1 10
Elemes, per box, new	0 90

DATES.

Dates, Hallowees, per lb.	0 03½ 0 03¾

CALIFORNIAN EVAPORATED FRUITS.

Apricots, per lb.	0 12½
Peaches "	0 09½
Pears "	0 12½

MALAGA RAISINS.

London Layers	1 75 1 90
"Connoisseur Clusters"	2 00
"Royal Buckingham Clusters," ½-boxes	1 00
"Excelsior Windsor Clusters"	4 25
" " ¼s	1 25

CALIFORNIAN RAISINS.

Loose muscatels, per lb.	0 07½ 0 08
" " seeded, in 1-lb. packages	0 10½
" " in 12-oz. packages	0 08

PRUNES.

	Per lb.	Per lb.
30-40s		0 09
40-50s		0 08
50-60s		0 07½
60-70s		0 06½
70-80s		0 06
80-90s		0 05½
90-100s		0 05
Oregon Prunes (Italian style) 40-50s		0 08
" 50-60s		0 07½
Oregon prunes (French style), 60-70s		0 06½
" " 90-100s		0 04½
" " " 100-120s		0 04

CURRANTS.

Fine Filiatras, per lb. in cases	0 04½ 0 05
" " cleaned	0 05 0 05½
" " in 1-lb. cartons	00 6 0 06½
Finest Vostizzas "	0 06½ 0 07½
Amalias "	0 05½

SULTANA RAISINS.

Sultana raisins, per lb.	0 06½ 0 08
" " 1-lb. carton	0 09

Green Fruits.

Noticeable activity has been carried on prior to Easter holidays and strawberries have been selling well at 40c. Large quantities of California celery had a fine demand at good prices. Some exceptional Easter specials were on the market, such as Bermuda new potatoes, new cabbage, asparagus, pineapples, cauliflowers, etc. Spinach was selling at $4 a barrel while the new potatoes were quoted at $9 per barrel. Prices in

ordinary fruits remained the same. Lemons are going down every day owing largely to the immense arrivals in New York. It will not be long now before Italian fruit will be to hand and anxiously buyers are watching the Mediterranean boats to note their possible arrival in Montreal. We quote:

Cranberries	8 00	9 00
Cocoanuts, per bag of 100	....	4 00
Canadian apples, in bbls	2 50	4 00
Pineapples, 24 to case	....	5 50
" 30 to case	....	4 50
Bananas	2 25	2 50
Valencias oranges 714's	....	4 50
" " 420's	....	3 75
Sweet potatoes, per bbl	5 50	6 00
Spanish onions, cases	....	3 50
French onions, 110-lb. cases	....	3 00
New Messina lemons 300's	....	2 75
" " 360's	....	2 50
Florida oranges, per box	....	5 25
California navels	2 50	3 00
Florida tomatoes, per crate	....	3 50
California celery	....	5 00
Californian cauliflower, case	....	3 50
Florida grape fruit	....	7 00
Jamaica oranges	....	2 50
Jamaica grapefruit	....	6 50
Florida tangerines	....	2 00

Fish.

With three fast days this week and Good Friday the demand for fresh fish should be very active. Local dealers expect quite a rush. All frozen herring are off the market and tommy cods are also out. Fresh steak cod is 6c per lb, and fresh halibut is selling freely at 10c. Some private arrivals of fine British Columbia fresh salmon is expected at the end of the week, which should bring at least 17 and 18c per lb. We quote:

Haddies	....	0 08
Smoked herring, per box	....	0 16
Fresh haddock, per lb	0 04	0 05
Dore, per lb., frozen, fancy Winter	0 07½	0 08
Pike, " round	0 05	0 05½
Halibut, frozen, per lb	0 09	0 10
Gaspe salmon, frozen, per lb	....	0 14
Frozen B.C. salmon, per lb	0 08½	0 09
Smelts	0 08	0 09
Frozen steak cod	....	0 05
Choice round trout	0 06½	0 07
Whitefish, small	0 06½	0 07
No. 1 Labrador herring in 20-lb. pails	....	0 85
No. 1 Herring, Labrador, per bbl	....	5 00
" " " half bbl	2 75	3 00
No. 1 Holland herring, per half bbl	....	6 50
No. 1 Scotch herring, " "	....	6 50
" " " per keg	....	0 95
Holland herring, per keg	0 65	0 75
No. 1 green codfish, new, per 200 lb	....	7 00
No. 2 green cod, bbls. 200	....	5 00
No. 1 large green codfish, new, per 200 lb	....	7 50
Green pollock, bbls. 200	....	4 00
Salt eels, bbls. 200 lb	....	0 6½
Salt mackerel, pail of 20 lbs	....	1 60
Boneless cod, 1 and 2-lb. blocks, per lb	....	0 06½
" fish, " " "	....	0 05
" " loose, in 25 lb. boxes	....	0 04½
Boneless fish, in crates, 12 5-lb. boxes	....	0 05
Skinless cod, cases 100 lb	....	4 75
B. C. salmon, choice red, per bbl	....	14 00
B. C. salmon, ½-bbl	7 00	8 00
Marshall's kippered herring, per doz	....	1 40
Canadian kippered, per doz	....	1 00
Canadian ¼ sardines, per 100	3 75	4 00
Canned cove oysters, No. 1 size, per doz	....	1 30
Canned cove oysters, No. 2 size, per doz	....	2 25
Shell oysters, No. 1 Malpecques	6 00	8 00
" " common	3 00	4 00
Standard bulk oysters, per gal	....	1 40
Selects	....	1 60
Qualla salmon, frozen, cases	0 07	0 07

Country Produce.

EGGS.

Down went the price of eggs just as soon as the bright weather and the fading of the snow allowed new arrivals to get to the dealer. The market kept pretty steady nevertheless and the price still lingers around 20 to 21c. The egg market is too tricky just now, to merit much of a drop without watching the daily market reports very accurately.

BEANS.

The bean market has hardened a little and the demand has been fairly good. Primes sold at $1.35 a bushel in car lots; smaller lots sold at $1.50 and lots of five barrels at $1.55; hand picked sold at $1.60 to $1.65.

HONEY.

Comb honey maintained its price steadily and white clover was quoted at 14 to 16c, buckwheat remains at 6 to 7c and the extracted white clover is still easy at 8 to 9c.

POTATOES.

The marked decline in potatoes has been kept up and they are selling at 70 to 75c for good stock, carlots on track, or at 80 to 90c a bag, with plenty of offerings.

MAPLE PRODUCTS.

Maple sugar products will no doubt be scarce, said Mr. Small, one of the biggest local dealers. One of the reasons given is that the snow fall had been so heavy that it was next thing to impossible to get around in the bush and snow would not be gone until the season would be practically over. However, reports from Beauce County away below Quebec, where immense quantities of the local supply comes from, states that the trees are in good shape and a good supply is expected. From the Eastern Townships there is still hope of a good supply. We quote:

Maple syrup, in wood, per lb	0 05½	0 06
Maple syrup, in large tins	0 70	0 75
Pure sugar, per lb	0 07	0 07½
Pure Beauce sugar, per lb	0 08½	0 09

Flour and Feed.

FLOUR.

Flour remains unmoved since last week, and some slight fluctuations in the Manitoba grades was noticed with some inclination towards weakening. The continued strength in wheat causes flour to remain firm. We quote:

Manitoba spring wheat patents	....	5 40
" strong bakers'	....	5 10
Winter wheat patents	5 10	5 25
Straight rollers	4 85	5 00
Extra	3 80	3 90
Straight rollers, bags	2 30	2 35

FEED.

Demand is still firm without change in price. Boiling peas have gone up in price. We qoute:

Ontario bran, in bulk	....	19 00
" shorts	....	21 00
Manitoba bran, in bags	19 00	20 00
" shorts	....	21 00
Moullie	26 00	28 00

OATMEAL.

Oatmeal is firm with a fair demand; $2.90 for fine goods in bags still holds. Plenty of offerings of all grades

Fine oatmeal, bags	....	2 90
Standard oatmeal, bags	....	2 90
Granulated " "	....	2 90
Rolled oats, bags	....	2 55
" bbls	....	5 30

HIDES.

Further advances and declines were marked in hides but the normal prices of last week ruled at the close. We quote:

No. 1 beef hides	0 08	0 08½
No. 2 "	0 07	0 07½
No. 3 "	0 06	0 06½
Lambskins	....	0 75
No. 1 calfskins	....	0 11

NOVA SCOTIA MARKETS.

Halifax, March 28, 1904.

WHOLESALE houses are now pushing sales with energy, but the usual Spring buying demand is delayed by the backwardness of the weather. Conditions appear about a month later than usual; the rivers and smaller harbors are still ice bound and trade generally is not in advance of previous seasons, still quite a quantity of goods are moving, especially in the direction of the mining and manufacturing towns of the province, in all of which there is much activity. The farmers of the Annapolis Valley have realized over one million dollars from apple shipments to the markets of Great Britain so far this season, and there are still some thirty thousand barrels to go forward. The distribution of this money has boomed trade in "the valley," but not to the extent it would have done had there not been a shortage the previous season, so that a good deal of this year's profits have been absorbed in paying the bills of the former year. The debauch in stock speculation which preceded the slump in Dominion Iron and Steel is still felt and it is now apparent that the capital of some merchants was impaired to a much more serious extent than had been supposed. The mayor of Halifax and a few others in this city cleaned up sixty thousand dollars some weeks ago by going "short" on cotton, but it is hoped this will not tempt merchants to enter the stock market again to the neglect of their legitimate business. It was just such lucky strikes as this that a year or so ago led a number to the verge of ruin.

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The uncertainty of the lumber market with a possibility of another drop in prices gives rise to considerable misgivings regarding the marketing of the season's cut. Business men consider that unless the market strengthens it will have a material effect on business during the coming Summer and Winter, as operators will not make preparations for lumbering next year on so large a scale as would otherwise be the case. The cut the past Winter was a heavy one in these provinces. The river driving will be late this season owing to the great amount of ice in the lakes and this will delay shipments of lumber.

The new ruling of the United States Treasury Board to the effect that the brine in the barrel has to be included in the weight of pickled fish, has increased the duty demanded by about fifty per cent., and will materially affect the fish trade in this province unless set aside. A strong sentiment has sprung up in the New England States against the new ruling and Senator Lodge undertook to have it rescinded, but was told that the only way this could be done was by a reference to the courts. In the opinion of many good lawyers the ruling will not stand.

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The markets are firm and for the most part unchanged. Flour has been coming forward more freely and is a little easier in consequence. The price of molasses has declined. Canned goods are moving very freely. Salmon have again advanced. Bran and middlings are up another 50c per ton. Rolled oats have again advanced 20c. Eggs are in better supply at 22c., but dairy products are without change. Dry, pickled and smoked fish are high and the market is lightly supplied with the fresh article. Lard has advanced ½c.

BRITISH COLUMBIA MARKETS.

Vancouver, B. C., March 25.

THE wholesale trade here and all shippers interested in the Yukon trade are very much interested, not to say exercised, this week over the order received by the collector of customs at this port, J. M. Bowell, instructing him as to shipments for Dawson via St. Michael. The order, signed by John McDougald, Commissioner of Customs, is as follows :

"You are advised that the instructions issued in Feb., 1903, for the free entry of Canadian goods carried by foreign vessels from points in B. C., via St. Michael into the Yukon, have not been renewed for the present year.

"Canadian goods desired to be admitted free into the Yukon via St. Michael should therefore be carried only in vessels entitled to participate in the coasting trade of Canada.

"Customs certificates are to be granted accordingly."

The order is dated Ottawa, March 15, and goes into effect at once. The instructions which have not been renewed allowed of the direct shipment of goods via St. Michael from this port and Victoria, to be delivered in Dawson, free of duty. The fact is that it was a practical coasting trade privilege granted to the vessels engaged in the St. Michael trade, there being no Canadian or British bottoms engaged in that trade. As a matter of fact the steamer Alpha, which made a trip three or four years ago, and then ran the gauntlet of the U. S. customs at Nome, is the only Canadian vessel which ever carried cargo to Nome.

The real cause of disturbance among the merchants and shippers is that the privilege of calling here for Dawson bound goods, which is now granted to American vessels, is on exactly the same basis as that to vessels going to St. Michael. Indeed it is more strictly coasting according to the shipping regulations. There is no hint that the privilege of carrying goods from B. C. ports to Skagway for shipment to Dawson will be withdrawn, but it might follow very readily. Were that to happen, the only steamers which are now in the Northern trade are those of the C. P. R. coasting service, and they would be totally inadequate to the task of carrying such a large amount of goods as goes into the Yukon Territory in a short season.

That there will be a large direct loss of trade for B. C. and Canada through the new order is the general conviction. Men who know the trade well point out that in many lines, such as feed for horses, and other rough goods, it will pay to buy in the U. S., pay the duty and then send the goods round by way of St. Michael, as the freight rates that way are very much lower than by the other route into Dawson over the White Pass Railway and down the Yukon River. It is felt that the only beneficiaries under the new regulations will be the C. P. R. and the White Pass and Yukon people. The big trading and transportation companies of Dawson own their own river steamers on the lower Yukon and have many trading posts down the river in Alaska as well as at Nome, so that they take delivery of the goods shipped that way, at St. Michael, transferring them to their river steamers for the haul up the Yukon. They cannot afford to throw these steamers away, and they do not feel like paying the high prices which are to be paid on the other route. The wholesale trade here feels that if this order is followed by another taking away the privilege of shipping in other steamers from here to Skagway, it will seriously hamper trade for not only is the river service of the White Pass unable to cope with the heavy traffic in the late season, but the C. P. R. coasting service is not by any means equal to the task of carrying from here to Skagway all the goods ordered here.

There is a point in connection with the trade to the Yukon which is worth noting. The White Pass Railway people are striving to get as much as possible of the shipping done early in the season, but it must be remembered that the merchants in the Yukon District cannot afford to buy away ahead, and especially on certain lines such as produce, any more than can people any where else.

* * *

One of the B. C. flouring mills, that of the Columbia Flouring Mills Co., at Enderby, in the Okanagan district, has secured large orders from Japan for flour as a direct result of exhibits at the recent industrial exhibition at Osaka, Japan, a year ago. C. Thomas, representing the company, was in Vancouver last week making arrangements for some large shipments which will go out on the Empress of Japan in three weeks' time. The flour made at these mills is all from Manitoba No. 1 hard wheat ground in transit, practically. The Enderby mills have a capacity of 300 bbls. per day, and the same cars which bring the wheat in from the plains take the flour out and on to the Coast for shipment.

* * *

In addition to the plant run by them at Claxton, in the North, Wallace Bros. the canners, will this year establish another plant on the Naas River for the freezing and packing of fresh salmon for export. They have made the business a success in connection with their Claxton cannery and now enlarge their field of operations.

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A shipment of 5,000 cases of canned salmon for Japan from Puget Sound went out on the Empress of India on Monday. The stocks from local canneries have been shipped long ago to the British and Australian markets. Large orders for salt salmon for Japan are expected by local salmon packers this year as a consequence of the war.

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The authorization of fish traps, news of which has just been wired from Ottawa, creates a great deal of interest in local cannery and fishing circles. It is not altogether accepted with good grace by some of the canners, as they feel that the holders of what are supposed to be the choice fish-trap sites on Beecher Bay, Vancouver Island, west of Victoria, will have an advantage over others. It will also tend to draw some of the salmon canning industry to Vancouver Island, the headquarters for the industry having been in Vancouver and on the Fraser River hitherto.

The C. P. R. steamship Tartar, which arrived in port this week from the Orient had a very large cargo, of which there was a considerable proportion of rice and tea. The importations of the former article have been unusually heavy owing to the expectation that that export may be prohibited from Japan ere long. There were 13,085 sacks of rice in the Tartar's cargo, nearly 325 tons. Tea was represented in 4,856 packages. An odd shipment from China was 281 sacks of peanuts, which are usually supposed to come from the Southern States. Camphor from Formosa, and other staples were included in the manifest in smaller quantities, the cargo being made up of matting, silk, bamboo furniture, curios and Chinese merchandise, that is, provisions and articles of food imported by Chinese resident in this country. There were over 2,000 packages of such goods.

Local market conditions are quiet this week. Flour shows no change here, some retailers still selling at the price which they would have to pay in car lots viz., $6 per bbl. They evidently had stocks on hand before the last rise.

In canned vegetables there is hardly the movement that might be expected at this season. Prices are still about the same, a little lower than Eastern basis. There is not much likelihood of any one having to re-order. The dried fruit situation is strong. Apricots have gone up ½c and are now very firm at 11½c. Peaches and other lines are about 6½c, but peaches will go up in sympathy with apricots.

Lard has moved up a little, tierces being now quoted to the trade at 10½c and 5s at 11 to 11½c.

In produce the butter market is still pretty bare, the stocks being replenished from California at a quotation of about 27 to 30c. Eggs are coming in pretty freely from local sources, for local consumption, but importations for northern and interior shipments come yet from California and Oregon. There were quite a large number of egg orders North on the Princess May when she sailed on the 21st.

In fruit the orange market is brightening up, demand from the interior being better and local consumption larger. There is a little firmer tendency in the California market but prices are still low. Local houses quote for fancy navels $2.75 to $3 per case with other grades down to $2. Bananas are selling at $2.75 to $3. Some Washington apples Deleware reds and Ben Davis are on the market at $1.75 to $2 to the trade.

In vegetables, onions are perhaps the most sought item just now. Very few local can be secured and they are quoted at 4½c. The stock of New Zealand silverskins will go up to 5c when it arrives next week. In fresh vegetables, cauliflowers are $1.25 to $1.40 per doz., cabbage 3 to 3½c per lb., celery 90c per doz., asparagus 16 to 18c lb., green peas 12c rhubarb 10 to 12c, ripe tomatoes $2.75 per 20 lb. crate. These are imported from Louisiana and Florida. Green cucumbers, grown in hot houses in California are selling at $2.25 to $3 per doz. here which makes them at least 25c each to the consumer. Very few potatoes are offering and prices are firmer. Ashcrofts are up to $24 per ton again.

THE JAPAN TEA SUBSIDY.

THE Government tea subsidy not having been renewed, owing partly to the sudden dissolution of the Diet last year, and also to the protests of foreign firms, members of the Japan Central Tea Traders' Association will probably apply for the renewal of the subsidy through the next Diet if it is not considered that the opening of war is an inopportune time to make application for such assistance, says the Kobe Japan Chronicle of February 25.

It is worth while at the present moment to consider the actual results of the subsidy. The subsidy enabled Japanese tea exporters to consign tea to the care of their fellow-countrymen in America, but it is very doubtful if it would not have been far better for exporters to have dealt with foreigners, the latter having more practical experience and enjoying greater confidence in the trade. In forming a connection with foreign tea merchants in the American market, Japanese exporters would have found a good and lasting medium through which they would have disposed of their consignments to advantage.

By the abolition of this subsidy the representation of the Japan Central Tea Traders' Association in New York, Chicago and Montreal will probably be abolished. As the public are aware, the representatives were allowed to handle consignments, and were individually in an exceptionally favorable position as against unassisted undertakings, being in receipt of handsome salaries, with house and office expenses paid by the Association. They also had commissions on sales. It is now probable that they will establish themselves independently, and invite Japanese tea exporters to contribute capital to their undertakings. The work these representatives have hitherto been engaged in cannot be described as "business" in the ordinary competitive sense, because, apart from their lack of experience, the easy life induced by an ample salary with almost everything supplied out of the subsidy was not one to lead to an increase of business, and the experience they gained must consequently be of a skin-deep character. It will be from the moment they establish themselves that their true experience will begin, and it is worth while warning them not to repeat the practices alleged against them while representing the subsidized association, particularly observing the old proverb "Honesty is the best policy"; and to refrain from such advertisement inaccuracies as their statement, for instance, that "every pound of tea exported is carefully inspected by Government officials," when not an ounce was so inspected.

They, as well as all others connected with the business, must also carefuuly refrain in the future from such practices as the alleged declaring less weight or measurement than is actually the case. If the shipments made by Japanese exporting companies during the many years that have passed could be correctly estimated it would probably be found that tens of thousands of yen have been lost to shipping companies. This abuse was hinted at some time ago, and it is one that the Japan Central Tea Traders' Association should seriously consider with the object of correcting an abuse which is alleged to exist.

It is probable, however, that the representatives connected with the association will establish themselves as tea importers in America, dealing in the article in connection with Japanese refirers and exporters. Whether such a step is advantageous or not time will show, but it is believed that the cooperation of Japanese with foreign firms would be of greater benefit to the Japan tea trade.

It is surprising how the Japan Central Tea Traders' Association, which, according to a practical Kobe tea merchant, has made little progress since its organization, could have persuaded the Government to allow the subsidy. There seems to have been no return for the outlay of Y350,000 of Government money expended during five years. It has disappeared like smoke.

Since the receipt of the above communication, it has been learned that the subsidy is to be discontinued after next month. The Central Board of Tea Guilds is about to consider the future course to be taken. It is stated that the representatives in America will be recalled and that Mr. Mizutani, in charge of the Chicago branch, will arrive by the next mail to consult with the association as to the course to be taken.

WHY SOME GROCERS LOSE CUSTOMERS.

Because they possess no tact.

Because they are not prompt in making deliveries; fail to keep their promises; never are on time.

Because they overcharge good-pay customers to make up for losses on poor-pay customers.

Because they employ incompetent or impolite clerks, or both.

Because they substitute goods of poorer quality for brands they know the customer is partial to.

A LONDON VISITOR.

Mr. Arthur Sutcliffe, of Sutcliffe & Bingham, London, manufacturers of the "Kkovah" household products, was a visitor to Montreal during the past ten days. Mr. Sutcliffe's visit was only a flying one and he returns to London in a few days. The demand for high-class jellies and kindred products such as are manufactured by his firm, is on the increase, and though a satisfactory business has been done in Canada the outlook for increased trade is most encouraging. Mr. Sutcliffe honored The Grocer with a call.

DEATH OF MRS. LOUIS ETHIER.

THE GROCER regrets to chronicle the demise of Mrs. Louis Ethier, mother of Mr. Joseph Ethier, of the firm of Laporte, Martin & Cie., wholesale grocers, Montreal. Mrs. Ethier, who had reached the age of 78, was born at St. Rose, P.Q. She had filled the honorable position of teacher in St. Eustache, P.Q., for over 23 years and during the past 11 years has resided with her son in Montreal. She had been ill for over a year, paralysis setting in and being the direct cause of her death. The funeral was held on Tuesday, 29th inst., from St. Joseph's church, Richmond street, to Cote des Neiges cemetery. Mr. J. Ethier and family have the sympathy of a large circle of friends and The Grover expresses to them its condolences.

DEATH OF PROMINENT QUEBECER

MR. THOMAS DAVIDSON, senior partner of the firm of Thomas Davidson & Co., wholesale grocers, Quebec, died on Saturday, 26th inst. The deceased was one of the best known and most highly respected members of the English-speaking population of the ancient capital. For many years Mr. Davidson was connected with the late wholesale grocery firm of John Ross, and on the death of the latter carried on the business under the name and style of Thos. Davidson & Co., in partnership with his son, Capt. R. Davidson. The firm have carried on an extensive business in Eastern Canada and especially in the Maritime Provinces, under the guidance and administration of deceased, whose reputation in business circles was always synonymous with sterling integrity.

HINTS TO BUYERS.

Contributors are requested to send news only, not puffs o goods they handle, or the arrival of standard goods that everyone has in stock, or that they are offering goods at close figures, or that they have had an unusually large sale this season.

A good demand for Ceylon green teas is advised by H. P. Eckardt & Co., Toronto, and special values are offered by them.

L. Chaput, Fils & Cie., Montreal, are pushing Ubero coffees and are giving special prices during April. No one should miss this occasion.

Two cars of bananas and one car of pineapples arrived this week for White & Co., Toronto.

The R. & J. H. Simpson Company, Guelph, are making a special drive in canned corn; quality guaranteed.

Dawson & Co., Toronto, are in receipt of two cars of California celery, one car of "Redland Beauty" California navel oranges, 200 cases of Valencia lemons, large size, and a shipment of cauliflowers, the first to be seen on the local market this season.

L. Chaput, Fils & Cie., Montreal, have just received into store a full carload of green peanuts. Quality is nice.

White & Co., Toronto have installed two large ripening rooms for pineapples and bananas at their auction rooms These rooms are up-to-date in every particular and enable them to place pineapples and other goods on the market in a matured and ripened state.

If you are open to buy Japans, Ceylon blacks, Ceylon greens, or Ceylon Hyson teas, it will pay you to communicate with the R. & J. H. Simpson Company, Guelph.

White & Co., Toronto, are largely interested this year in California celery. The local stock has become about exhausted, causing a good demand for the California article.

A shipment of very fine Carolina rice arrived this week consigned to H. P. Eckardt & Co., Toronto.

McWilliam & Everist, Toronto, expect to receive a car of their "Rose" brand California navel oranges on April 4.

PERSONAL MENTION.

Mr. John E. Cox, manufacturers' agent and commission merchant, Ottawa, was in Toronto this week. He reported business fairly good.

Mr. R. J. Sharp, traveller for W. P. Downey, St. Peter street, Montreal, is away from business. For the past two weeks he has been struggling with a severe attack of la grippe.

Mr. Robert Greig, of Toronto, passed through Montreal on his way to Halifax this weeek, and is at present visiting the trade in the Maritime Provinces.

Mr. James Dawson, produce and fruit merchant, Brampton, was in Toronto this week.

Mr. T. E. Owen, of the Bloomfield Packing Co., Bloomfield, Ont., was a visitor to the Montreal jobbing trade this week, in the interests of the "Quaker" brand canned goods.

Mr. P. G. Shallcross, of Shallcross, McCaulay & Co., Vancouver, left for home on Saturday last, going via Chicago.

Mr. W. G. A. Lamb, of W. G. A. Lamb & Co., brokers and corn merchants, Toronto, leaves on the 4th prox. for a trip to Europe.

Mr. A. H. Brittain, Montreal, representing Black Bros. & Co., Halifax, has just returned from a business trip through Ontario. He reports business good and prospects for the sale of high-class codfish products as exceedingly encouraging.

Mr. James R. Greig, late of the Greig Mfg. Co., Montreal, continues as sole Canadian agent in Canada for Sutcliffe & Bingham, manufacturers of Kkovah jellies custards, blanc mange and other household specialties.

Mr. George J. Wonder, of the firm of G. J. Wonder & Co., Vancouver, also representative of W. Clark & Co., and the Bloomfield Canning Co., was a visitor in Toronto during the week.

Mr. W. Anderson, of the Acadia Sugar Refining Co., Toronto, left for Montreal to-day on a business trip.

Mr. T. Hellyer, of T. Hellyer & Co., tea merchants, Chicago and Japan, paid a visit to the trade in Toronto this week.

Mr. E. H. Townend, a prominent tea merchant of Calcutta, India, was in Toronto this week.

MANITOBA MARKETS.

Winnipeg, March 31, 1904.

Manitoba and Western Canada have been visited by another regular March blizzard which piled the snow to a height of 5 feet, practically paralyzing traffic along the railways. All shipments will be temporarily delayed as a result.

The market is practically at a standstill with no changes in price of any note.

Eggs are again very scarce and have advanced a little, the dealers holding at 30c to 32c for fresh gathered.

Sugars—The market remains firm no change since the 14th of March. Montreal granulated is quoted at $4.90 in barrels and $4.70 in sacks, and yellows at $4.25.

Evaporated Dried Fruits—All lines remain firm with the exception of evaporated apples, which are quoted a little higher, 50 lb. boxes at 6¾c and 25 lb. boxes at 7¼c.

Flour—The local flour market remains strong and unchanged, with No. 1 patent at $2.75.

Cured Meats—The markets are firm at prices quoted last week and lard still holds its prices unchanged, 20 lb. pails pure at $2.15, 3 lb. pails in cases $6.50, 5 lb. pails $6.35, 10 lb. pails $6.50, and compound lard in 20 lb. pails $1.75.

NEW BRUNSWICK MARKETS.

Office of The Canadian Grocer,
St. John, N.B., March 31, 1904.

SPRING is here at last. It will be sometime, however, before the snow outside the city disappears and the river is open. While a number of the Nova Scotia packets have come out of Winter quarters some are not out yet. All the branch railways are now open. There is still delay in getting Western shipments forward, notwithstanding the fact that the situation is much improved. The Winter port business is drawing to a close, after a particularly successful season. Late steamers will arrive about the middle of April. Local merchants find considerable fault with the terms on which the C.P.R. buy supplies. They think it strange and most unsatisfactory that such a corporation should buy on four months' time. The steamship companies outside of the C.P.R. as a rule paying cash. The demand from the steamers has brought a new line to the stock of our supply people, for although frogs' legs have been used for some years, very few have been brought here. Considerable local demand is now noticed. Markets show little change. Flour is weaker. Sugar is very firm. Fish are scarce and high. The comparatively free arrivals of new Barbadoes molasses, which may be looked upon as the opening of season, are of interest. Prices are low and in view of the prices which have ruled are very attractive. The outlook, however, is for low values. In spices, ginger is low, pepper high, and cloves very high. Rice, which is arriving from England freely, is low and while the market seems firmer, there is little change.

Oil—This has been a quiet market for some time, at least as far as changes in price go. It is not expected that burning oil will show much change at this season, when the demand falls off. Paint oils which have a free sale at this season, keep low, except turpentine. Lubricating oils receive much attention; with these it is a question of quality. Cod liver oil, which has ruled high, is much lower, though still well above the average.

Salt—The stock of Liverpool coarse salt held is large. There will be some direct shipments to the north shore as soon as navigation opens. Prices are unchanged. With the close of the Win-

SITUATION WANTED.

WANTED—By energetic young man with ten years' experience in groceries and crockery, position as head clerk or manager; good salesman and window dresser; best references; West preferred. Box 119, CANADIAN GROCER, Toronto. (15)

CALGARY

is now the great Western

WHOLESALE and DISTRIBUTING CENTRE.

Consign your goods **to us.** We will **Reship and Distribute** them for you.

Our large **track Warehouse** where you can place your goods on **Storage** is also at your disposal.

Increase your trade.

Appoint us your Representatives.

We are in direct touch with all the **Wholesalers** from **Winnipeg** to the **Coast.**

Correspondence Solicited.

NICHOLSON, BAIN & JOHNSTON

Wholesale Commission Merchants and Brokers.

CALGARY, ALBERTA.

ter port season, which means the stopping of regular receipts, prices will be held firmer. In fine salt the season is yet early.

Canned Goods—The strong situation in regard to vegetables is the feature of the market. Fair stocks are held. In fruits, blueberries are firmer. Other lines are in fair supply. Salmon is unchanged, though the stock of Spring fish is not large, and full prices are asked. In domestic fish, haddies are about out of the market, a few sardines and kippered herring are offered. Clams are light stock. Oysters are very firm. Meats are firm at a slight advance.

Green Fruit—Two cars of Western apples have been received and have sold freely at full figures. Oranges are rather higher. Valencias are selling freely. Californias are being landed cheaper from Boston than they could be bought direct. Lemons show improved quality; prices are rather higher. Cranberries are high. The banana season is again open. The first car of green fruit is to hand.

Dried Fruit—There is little of interest in this line to report. Raisins are dull with full stocks held. There is some inquiry for small prunes; local prices are below the market. Apricots and peaches are high. Evaporated apples find only a fair sale. Dates are low. Currants are unchanged, the market is now being supplied from New York. Onions have large sale in our market. Valencias have been largely imported. Egyptians are shortly expected.

Sugar—There is a report that all is not satisfactory in the wholesalers' guild. It is said one large firm is about to withdraw from the sugar agreement. The effect of this on the agreement will be watched with interest. Prices are firm at the advance.

Molasses—New Barbadoes is more freely offered. Price is low, particularly when compared with the high figures which have ruled. Porto Rico offered is still held firm but the difference in price tends to sell the Barbadoes.

Fish—In fresh fish, the supply is light; in a retail way a few mackerel and even frozen salmon carried through the season are seen, but strictly fresh goods are scarce. The situation is somewhat helped by receipts of halibut. In dry cod the very high price is held. The market is bare of dry, pickled and smoked fish, and will be for some time; a few fresh gaspereaux are seen but the season is early yet.

Flour, Feed and Meal—In flour the market is not so firm. Ontarios show a rather lower range in prices. Oats and oatmeal are still high. Cornmeal is quoted this week rather lower. Feed has a good sale at full prices. Beans are unchanged. Barley and peas are light stock. Seeds are now being freely received. There is a noticeable improvement in the quality of timothy demanded, which is a welcome and healthy sign. Prices all round are low this year. This is particularly noticeable in alsike clover.

Quality and Quantity

Explain the Prestige of

Clark's Pork and Beans In Chili Sauce.

You See Them EVERYWHERE.

CAPSTAN BRAND
High-grade Tomato Catsup

Put up in 10-oz. and 20-oz. bottles of a new design, and is very attractive.

This Catsup is far superior to many others and is giving perfect satisfaction.

Ask your wholesale grocer for it or see our travellers' samples.

The Capstan Mfg. Company, Toronto, Ont., Can.

EPPS'S GRATEFUL. COMFORTING.

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.

In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg.

THE MOST NUTRITIOUS. COCOA

THE MOST DELICIOUS PRESERVE THE WORLD PRODUCES

PURE CEYLON GUAVA JELLY

Wholesale in 12-doz. cases, $1.37 per doz., delivered in Montreal. Special quotations for large quantities. Draftsat 6 weeks' sight drawn against all shipments.

(ADAM'S PEAK BRAND)

WRITE FOR SAMPLE TO In 1lb. tins

Dudley Warren, PLANTER AND SOLE EXPORTER, Haldumulla, Ceylon

Genuine Pratts Astral Lamp Oil

Sold in all countries and recognized as the highest grade oil manufactured.

WHOLESALE ONLY

THE QUEEN CITY OIL COMPANY, Limited, - TORONTO, ONT.

6 interesting lines.

Molasses. - We are taking orders for new, strictly choice Barbados Molasses, f.o.b. Montreal. Carload lots at special rates delivered at any point in Ontario and Quebec, at special freight rate from St. John, N.B. Don't buy before getting our prices.

Evaporated Apples. Just received a car of LALOR choice Evaporated Apples, bought before the advance, which we are offering at interesting prices. We are in a position to sell these at right prices.

Rice. - - We are still taking orders for **Rangoon** and **Patna** Rices for delivery during April and May at special prices. **We guarantee these prices against decline.** You have everything to gain in placing your orders now as prices are expected to go higher. Write us.

Gallon Apples. Fine quality. Particularly good and seasonable sellers now. Prices will please you as well as the quality.

Tomatoes. There will be a shortage before new pack can be ready. We have best assortment and brands and can defy competition. Try us.

Brandy. - We are taking orders for **Ph. Richard's** fine Brandies, delivered on arrival of direct steamer. Special prices for quantity orders.

Laporte, Martin & Cie.

Wholesale Grocers, Wine and Spirit Merchants,

Montreal

SHREDDED
WHOLE WHEAT

BISCUIT AND TRISCUIT

SCIENTIFICALLY-PREPARED FOOD
MADE OF THE WHOLE WHEAT.

Shredded Whole Wheat Biscuit—A standard all-day cereal served with milk, cream, or in combination with fruits, preserves or vegetables.

Triscuit—The New Cracker. Served with soups as a crouton, or as a successor to crackers when served with cheese.

For information and prices address...

THE NATURAL FOOD COMPANY,
32 Church St., TORONTO, ONT.

NOTE.—Tell your customers that heating the BISCUIT and TRISCUIT in a warm oven before serving will renew their crispness.

Finest English Flavoring Essences

For Quality and Price SUTTON'S Essences are unequalled by any now on the market.

They stand absolutely in the front rank.

Shipments now on the way to. . . .

MR. D. H. RENNOLDSON
MONTREAL.

to whom address all inquiries.

G. F. SUTTON, SONS & CO., London, Eng.

People will Talk

JAMS
and
JELLIES

PURE
PRESENTABLE
PRODUCTS

PLEASED
PURCHASERS

ESPECIALLY when they are particularly pleased. People are pleased with our Jams and Jellies because they have that peculiarly

Delicious,
Wholesome,
Home-made

taste that is so often wanting in the factory product.

LARGEST FACTORY OF
ITS KIND IN CANADA.

THE OZO CO.

LIMITED

Montreal.

BELL TELEPHONE EAST 1344.
MERCHANTS 1849.

Seasonable **Profitable**

Maple Syrup

"Cabinet" Brand,
New Season's — delivered at your station.

Buckwheat Flour

Packages to retail at 10 cents.
A quick seller.

WARREN BROS. & CO.,
35 and 37 Front Street East, - TORONTO.

MONTREAL USES A MILLION EGGS A DAY.

"THERE are no less than 90,000 dozens or 1,080,000 eggs consumed in Montreal during the latter part of Holy week," says the Montreal Herald.

This almost incredulous number represents of course the maximum consumption for any period of similar length during the year and it must be borne in mind that people ordinarily eat more eggs during Lent than during any other season of the year.

The number of eggs eaten by Montrealers varies according to the time of year. For instance, it has been computed that in the months of May and June no less than 40,000 dozen eggs are daily put out of business. In June the consumption decreases to the healthy figure of 30,000 dozen daily and it continues on dwindling till the middle of August is reached, when it once more reaches the figures of the preceding May. After September matters gradually become quieter and quieter in eggdom until Easter time is reached when the egg question once more reaches a boiling point in almost every home.

A CANADIAN'S IDEA OF BERMUDA

F. D. COCKBURN, Montreal, and Eastern representative of Pugsley, Dingman & Co., Toronto, has just returned from a six weeks' trip to Bermuda.

"Canadian goods are not as much in evidence in the business houses as I would like to have seen," said Mr. Cockburn in an interview with The Grocer, "though I did come across some Canadian canned boods, Simcoe brand, and it did me good to see them. The general opinion of dealers with whom I spoke on the subject was that Canadian goods give splendid satisfaction, in fact they please better than United States packs. I am sorry to say, however, that some complaints were uttered as to misrepresentation of pack, etc., by certain Canadian manufacturers, and this policy can only do harm to Canadian trade. For instance, not enough care is being taken with our apple shipments and closer inspection should be made before shipping them. Some dealers stated that our flour does not stand the climate as well as United States makes, but this defect can no doubt be remedied by Canadian millers paying closer attention to the proper blending. It struck me as decidedly unpatriotic that the British garrison stationed on the island should be supplied with American eatables. Canada ought most certainly to supply British soldiers with food.

"Our imports from Bermuda are limited to potatoes, onions, bulbs and arrow root. I noticed a singular condition of the potato market when there, namely, that Bermuda merchants were buying Canadian potatoes in Halifax and sending their own there, as they could get more for Bermuda potatoes in Halifax and other Canadian cities than on the island, and it paid them to buy Canadian goods."

Mr. Cockburn expressed the opinion that with closer attention to that market on the part of Canadian manufacturers and shippers, a satisfactory business could be built up.

FLOUR AND FISH CONTRABAND OF WAR.

As the result of a recent conference between the Ministers of Marine and of Foreign Affairs at St. Petersburg, the following additional articles have been declared contraband of war: Provisions of all kinds destined for the Japanese army, including grain and fish products, beans, bean oil, parts of machines for the manufacture of weapons and ammunition.

FRENCH CHAMBER OF COMMERCE

The following Montreal gentlemen, prominent in the grocery trade of Canada, have been elected to fill vacancies in the French Chamber of Commerce, Montreal: President, A. Chouillou, of C. A. Chouillou & Co.; secretary, A. F. Revol, of Perrin, Freres & Cie.; councillor, H. Jonas, of H. Jonas & Co.

THE GROCER'S HEAVEN.

Last evening I was talking
With a grocer aged and gray,
When he told me of a dream he had,
I think 'twas Christmas day.

While snoozing in his office
This vision came to view,
For he saw an angel enter,
Dressed in garments white and new.

Said the angel, "I'm from Heaven:
The Lord just sent me down
To bring you up to glory
And put on your golden crown.

"You've been a friend to everyone,
And worked hard, night and day;
You've supported many thousands
And from few received your pay.

"So we want you up in glory
For you have labored hard,
And the good Lord is preparing
Your eternal, just reward."

Then the angel and the grocer
Started up towards glory's gate,
But when passing close to hades
The angel murmured, "Wait—

"I've a place I wish to show you;
It's the hottest place in Hell,
Where the ones who never paid you
In torment forever dwell."

And behold the grocer saw there
His old patrons by the score,
And, grabbing up a chair and fan,
He wished for nothing more.

He desired to sit and watch them
As they'd sizzle, singe and burn;
And his eyes would rest on debtors,
Whichever way they'd turn.

Said the angel, "Come on, grocer,
There are pearly gates to see."
But the grocer only muttered,
"This is heaven enough for me."

Were You Surprised?

These are the Figures:

My Imports of Tea for two months, Jan. and Feb., 1904,

885,586 Lbs.

Total Imports of following cities for 12 mos. ending Jan. 30, 1903:

Montreal,	5,832,125 lbs.
Toronto,	4,975,278 "
St. John,	4 448,942 "
Hamilton,	1,686,004 "
Halifax,	1,594,620 "
Winnipeg,	1,328,300 "
Vancouver,	1,313,700 "
Ottawa,	983 487 "
London,	809,819 "

About three months ago a firm in Ontario cancelled an order which had been given one of my travellers, and gave as a reason, when my traveller called again, that "They thought it was a mistake to buy from such a small firm."

They gave the order to a wholesale grocery firm.

How many wholesale grocers sell as much tea in a year as I sell every month---can't be very many. Total imports into Canada past two years have averaged less than 2,000,000 lbs. per month. Worth thinking about.

T. H. ESTABROOKS

Tea Importer and Blender, = ST. JOHN, N. B.

Branch Offices: TORONTO, WINNIPEG.

Window and Interior Displays

Timely Hints and Suggestions

A Breakfast Food Window.

A VERY striking and yet simply constructed window is the "Quaker Oats" display built by Sydney Heald for Dixi H. Ross & Co., Victoria, B. C. All through the Winter there have been hundreds of arrangements of breakfast foods, every grocery store having its half dozen or so, but it must be admitted that very few of them have been worthy of the space, and certain it is that the great majority have attracted no attention whatever. Too many window dressers have been satisfied with a simple design of stacking, showing perhaps considerable ingenuity in the shapes of the stacks; but the public is tired of such effects as can be obtained in this way, and various little "wrinkles" must be worked in to add interest.

A Breakfast Food Window—By Sydney Heald for Dixi H. Ross & Co. Victoria, B.C.

In his window Mr. Heald has shown that he appreciates this fact. He is a firm believer in one line displays, a necessary belief for the most successful window dresser to hold, but he also knows that there are just as great possibilities for effect in the one line window as in that which includes any number of lines. The ordinary style of stacking is carefully avoided, as this has long since ceased to attract, and a square outline design—straight stacking at the back and sides—has been substituted instead. This alone is preferable to triangular or circular forms; its very plainness and symmetry of design and lettering on the boxes being odd in effect. But the dresser of this window was not yet satisfied. He procured from the farmers who called at the store a sheaf of oats, and worked this into the display in such a way as to make a really surprising improvement. Two sheafs are placed in the centre sides, and surrounded at their bases with boxes of the food, presenting much the appearance of growing trees. Several smaller whisps of the grain are placed in other effective places.

Simple as it may seem, the two advertising pictures hanging over the back, one on each side of the large central card, add very much to the general effect by taking off a possible stiffness and monotony; the large signs hanging down the sides, visible only partially on one side, are also of value for the same reason.

Mr. Heald does his own sign-writing and the result is a credit to him. Too few window dressers attempt this, or when they do, produce very rough work, often with an idea that having had no experience, and considering themselves no artists in this respect, they think it useless to endeavor to do neat work. The lettering in this window is not only neatly done, but has an individuality that does not appear in the stereotyped signs so often used. The window dresser who does his own lettering off hand has a great advantage over the one who sticks to made-up letters, since he has any variety at hand and each possesses the attraction of freeness of outline and style. A large sign struck off from prepared letters has no message for many people, although it is valuable as compared with no signs.

The large overhead sign is attractive on account of its pictures, lettering and the arrangement of the oats. The lower central signs are interesting because of the well known cuts of faces having the smile that won't come off. Electric lights down the sides of the windown, which is 8x12 feet, make the arrangement a good one for night use.

Possible improvements might have been made by using frosted incandescent lights, as they make the light softer and more agreeable when exposed to view; the floor would have been perhaps better if the solid filling had not been used, but instead a few small stacks or arrangements of the packages over a yellow or red crepe paper foundation; and the word "for" in the lower sign would look more in place if printed after "pkts," although the idea in using this position is plain.

Mr. Heald considers that the window dressing adopted by his firm is a prominent cause of the success of the business, and says that he has obtained excellent results from this department.

The Roof

Gets the Worst of it

There is no shelter for it—it shelters the rest from the force of the elements.

That's why you need the very best shingles, no matter where else you stint.

Eastlake Steel Shingles

are absolutely Fire, Lightning, Rust and Leak proof, and easy to apply. They've been proved long since the most reliably perfect and long lasting kind you can find.

Galvanized or Painted.

The one kind that always satisfies.

THE

Metallic Roofing Co., Limited

TORONTO, MONTREAL, WINNIPEG.

Merchants Who Buy Hides

I purchase Hides, Caltskins, Sheep Pelts, Tallow and Bones. I pay spot cash, full market values, freights, customs charges. I want an agent in every town and village in Canada. I furnish the money and keep my agents fully posted. Write me for fuller particulars.

CARROLL S. PAGE, - HYDE PARK, VT.

Orlan Clyde Cullen, C.E.L.L.M.

Counseller at Law U.S. Supreme Court.
Registered Attorney U.S. Patent Office.

U. S. and Foreign patents, Caveats, Copyrights and Trade Marks. Military and Naval inventions a specialty. Address,

Box 264, Station G., Washington, D. C.

GUN SHOP and MODEL SHOP,
Warren White Sulphur Springs,
Totten P. O. Virginia.

If Birds Could Speak

they would say :

Nicholson & Brock's, please,
The Best Bird Seed on the Market.

NICHOLSON & BROCK, - TORONTO

CANADIAN POULTRY.

EXPORTERS of, and dealers in poultry are of the opinion that high prices for poultry will rule during the next five or six years at least, says the Trade Bulletin. They base their ideas on the belief that Canada will not produce sufficient for her home and export requirements for some years to come. One of the largest exporters of poultry in the West, who contracted to deliver 5,000 turkeys to an English firm at 7 1-2d per lb during the past season, finding he could realize a higher price at home than he had sold them for, cabled the firm on the other side as follows: "Can do better here, offer 1-2d per lb. to cancel contract." This offer was accepted, and the shipped remitted about $500 by return, and made more money by the transaction than if he had filled the contract. There is not only an increasing demand for poultry in Ontario, Quebec and the Maritime Provinces, but Manitoba, the Territories and British Columbia take much larger quantities every year. During the past season Ontario shipped 22 cars of dressed poultry to the Western provinces. Considerable quantities of turkeys were also purchased alive and shipped by American buyers to Buffalo and other American points adjacent to the Ontario boundary. The poultry trade is destined to become one of much greater importance than it has been although it has made considerable progress during the past two or three years. It is believed in the trade that it will be a long time before the price of turkeys will again be down to 8c and 9c per lb. and chickens to 6c and 7c per lb., as they used to be a few years ago.

AGRICULTURE IN BRITISH COLUMBIA.

Once more British Columbia is being heralded as the paradise of the Western farmer. This time it is Princeton, situated in central British Columbia, where it is claimed Spring wheat grows to perfection without irrigation, as well as wheat, oats, barley and rye. Potatoes are said to grow to a prodigious size, averaging eight to ten tons per acre. Cabbages weigh from twenty to twenty-five pounds and cauliflowers from four to eight pounds. Apple trees planted in 1901 bore fruit in 1903 and small fruits thrive equally well. The same district moreover is particularly well adapted for dairying.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postages, etc.

AGENCY WANTED.

A SCOTCH GENTLEMAN, aged 38, at present representing large Dutch manufacturer all over Scotland, wishes first-class Canadian firm to represent in specialty suitable for grocery trade; best references, security, etc. Communicate "Grocery," c/o. Street's, 30 Cornhill, London, Eng. (14)

SITUATION VACANT.

WANTED.—A Processor for a Canning Factory with the latest up-to-date machinery, having a capacity of three million cans, consisting of Corn, Peas, Tomatoes and Beans, all kinds of Fruits and Tomato Pulps and Ketchups. Applicants must understand Pipe Fitting and Can Making. No one need apply without the highest references as to his capability to handle such machinery and to pack the above line of goods. A rare chance for a first class man. Married man preferred. Address The Old Homestead Canning Co., Picton, Ont. Can. (14)

FOR SALE.

NO FAKE—Town and City right for preserving eggs by a first-class process; no cold storage needed. Circular for your address. Box 118, CANADIAN GROCER, Toronto. (14)

THREE THOUSAND—Fifty-barrel sifter roller mill; natural gas and wood for fuel. G. A. Graves, Hepworth. (f)

GOOD paying cake, bread and confectionery business; within 50 miles of Toronto; $1,000 will buy the plant. Robt. Watson Co., Toronto. (f)

SITUATIONS WANTED.

AS grocery clerk; capable taking charge; references. Box 81, Orillia. (f)

SITUATION as assistant miller; good stone dresser; good references; would take charge of small mill. Toronto Newspaper Agency, Guelph. (f)

BAKER — Bread and cakes; experienced in catering. Burtch, 3 Pine street, Kingston. (f)

CHEESEMAKER'S assistant wanted; one year's experience preferred. Thompson Bros., Laurel, Ont. (f)

HOUSECLEANING TIME will soon be here, and you had better see about getting your stock of

CLEVELAND WALL PAPER CLEANER

Retails in 1-lb. tins, 25c.

GEO. RIDOUT & CO.,
77 York St., Toronto.

Reliable Goods Pay to Handle.

It does not pay, and in any case is not nice, to sell your customers Bottled Water for Ammonia—give them value—**Harvey's Domestic Ammonia** is full strength and chemically pure always.

JOHN G. HARVEY,
Manufacturing Chemist, Todmorden, Ont.

GROCERS and GEL-O.

Gel-O is the new dessert. A gelatine powder—the best of the sort.

Profitable. Sell it.

Send for sample.

THE CANADIAN GELATINE CO.
528-530 Front St. W.,
TORONTO, CANADA.

COWAN'S

Perfection Cocoa (Maple Leaf Label). Royal Navy Chocolate, Queen's Dessert Chocolate, Chocolate Cream Bars, Cowan's Cake Icings, Chocolate, Pink, Lemon Color and White

Cowan's Swiss Milk Chocolate, Famous Blend Coffee, etc., etc.

Are the standard goods for purity and excellence.

Manufacturers
THE COWAN CO., Limited - - TORONTO

An Irresistibly Delicious Confection

PETER'S
THE ORIGINAL
MILK-CHOCOLATE

Gives Eating Chocolate a New Meaning

MADE IN VEVAY, SWITZERLAND—FOR EATING ONLY.

A Wholesome Food, Especially Nourishing and Sustaining. Recommended for Invalids and Persons of Weak Digestion.

Push Peter's. The Original. Other Brands are Imitations. Send for Sample.

LAMONT, CORLISS & CO., Agents, 27 Common St., Montreal

"MADE IN CANADA"

MOTT'S DIAMOND CHOCOLATE
JOHN P. MOTT & Co
HALIFAX, N.S.
ESTABLISHED 1844

—Mott's Diamond Chocolate for eating is unequalled. Mott's ELITE is the finest cooking chocolate made or sold in Canada.

—Both these lines show you
—a good profit, and will
—please your customers.

Ask your jobber for these 2 reliable Canadian goods.

John P. Mott & Co.
HALIFAX, N.S.
SELLING AGENTS:
J. A. Taylor, Montreal.
R. S. McIndoe, Toronto.

"QUALITY AND QUANTITY"

—are our watchwords which always have
—and always will govern us in the
—manufacture of

EAGLE
BAKING POWDER

—Write for sample and have it tried in your
—own home, and we are certain you will
—ever after push EAGLE brand.

THE
Eagle Manufacturing Co.
Montreal.

Biscuits And Confectionery

A Growing Business.

THE White Candy Co, St. John, are making important extensions. In order to meet the growing trade in the West, and keep up with the demands for their goods in the Maritime Provinces, they have increased their capital stock to $75,000, and are equipping their factory with the latest machinery. At a meeting of the company the following were elected as directors: T. White, T. F. White, J. H. Tabor, A. J. Nickerson and S. B. Bustin. At a meeting of the directors Thomas White was elected president, J. H. Tabor, vice-president; T. F. White, treasurer and manager; W. White, superintendent, and S. B. Bunstin, secretary.

New Chocolate Factory for Winnipeg.

Of late years a large quantity of high grade chocolates have been imported from across the line and from Eastern institutions and there has been a steadily increasing demand here for the class of confectionery known as bitter sweet chocolate. Macnab & Roberts, in conjunction with T. J. Leary, who is an expert in the bitter sweet chocolate manufacture, and who has had large experience with this class of goods in the States, have inaugurated a company under the style of the T. J. Leary Co. and have opened a factory in Winnipeg for the manufacutre of high-grade chocolates.

Young Traveller Gone West.

W. C. Mooney, an energetic and successful young traveller who has for the past year been travelling in the East for the Mooney Biscuit & Candy Co., has been transferred to the firm's Western branch at Winnipeg, where he will take full charge of the city order department.

American Biscuit Trust.

According to rumors in circulation in New York an attempt is being made to form a combination among a number of independent biscuit manufacturers to regulate prices and discounts to the trade. According to the rumor the scheme is being conducted along secretive lines, and there is a disposition on the part of those who are supposed to be interested in the combination to keep the matter very quiet. By some of the independent manufacturers, however, the report has been denied.

Progressive Confectionery Firm.

The Mooney Biscuit & Candy Co., Winnipeg, are now located on the ground floor of the Scott Memorial Hall, at 214 Princess street, having found their former quarters at 100 King street inadequate to answer the growing demands of business.

American Gum Factory in England.

Undaunted by the monumental failure of Americans some years ago to educate Englishmen in the chewing habit, the Yankee chewing gum combine are reported to have completed arrangements for the establishment in the heart of London, Eng., of a factory where the various brands of chewing gum will be manufactured.

Notes.

W. Lees & Son, Hamilton, have completed their new bread and cake factory.

Another firm which is feeling the effect of the "growing time" is the Cowan Company, manufacturers of cocoas and chocolates, Toronto. Tenders are now being asked for a large addition to their present building which will be equipped in the latest approved manner.

BANANA COFFEE THE LATEST IMITATION.

THE latest novelty in the way of an imitation coffee, called by the inventor "banana coffee," is made of dried bananas.

The claim of the inventor is that bananas dried and prepared according to his method have all the rich flavor of genuine coffee. Bananas grown in Mexico and South America are used, and are evaporated on the spot. The product is then shipped to Philadelphia, where it is again evaporated, roasted and ground. The finished "coffee" has no particular coffee flavor in the ground form, but simulates coffee in the cup.

THE crispy, appetizing quality of

PERFECTION CREAM SODAS

is no accident. It is an assured result. But it takes infinite care and the closest attention to make these Sodas, the perfection of Soda Biscuit making.

Grocers, order "PERFECTION." Your Soda Biscuit sales increase.

3-lb. cards or tins.

THE Mooney Biscuit & Candy Company LIMITED,

Stratford, - Canada.

Two Good Reasons Why You Should Sell

BETTER VALUE TO YOUR CUSTOMERS AND MORE PROFIT FOR YOURSELF. ORDER A SAMPLE CASE DELIVERED. P. O. Box 292.

The Duncan Company of Montreal.

PURE GOLD TALK.

No. 11.

"READY FOR USE"

Time was—not so very long ago either—when most of the work of preparation had to be done in the kitchen. Nowadays manufacturers have a kitchen, and do a great deal of the "getting ready" work.

PURE GOLD ICING

—ready for use—is an ideal preparation.

Of course, it has been imitated—we can't help that—but the Pure Gold excellence, the Pure Gold thoroughness and quality are not so easily attained.

These Icings come in flavors — Chocolate, Lemon, Kernaline, Maple Cream, Caramel, Pink, Canary, White, Almond and Orange.

These are packed in 3-doz. cases, or 1-doz. counter cartons in 6, 12 or 24-doz. cases—assorted as desired.

THE

Pure Gold Mfg. Co.

LIMITED

Toronto.

A GLASGOW VISITOR.

J. FULLERTON, of Rowat & Co., Glasgow, Scotland, was a visitor to Montreal this week. Mr. Fullerton is making a commercial tour of Canada and intends visiting all the larger cities and business centres. In the course of an interview with a representative of The Grocer, Mr. Fullerton expressed himself as highly pleased with the reception his company's goods had received at the hands of the Canadian trade during the past few years, and as confident that the future prospects would be still brighter. Speaking of trade with Canada, Mr. Fullerton, who by the way is an ardent supporter of the Chamberlain preferential idea, expressed the hope that business between Great Britain and Canada would increase to a satisfactory extent. "Since Canada has given us a preference in her markets and held out the hand of commercial friendship it is no more than right and proper that we should meet her in the same spirit." Mr. Fullerton will also visit Ottawa, Kingston, Toronto, and other Western cities, in company with A. Snowdon, of Snowdon, Forbes & Co., Montreal, who are representatives of Rowat & Co.

BAN ON CANNED GOODS FUTURES.

THE entral committee of the Cook County, Ill., retail grocers and market men has adopted a set of resolutions against the buying of canned goods futures, which read as follows:

"Whereas, the grocers of Chicago have suffered greatly the last few years, on account of the so-called future orders placed for canned vegetables, fruit, fish and other items, the packing of which in their nature depends on the elements and crop conditions, and

"Whereas, it is forestalling providence to buy the products of a crop at a fixed value scarcely before the seed has been planted in the ground, and

"Whereas, it has been the experience of the grocers that goods that favored the retailer have been withheld, and such as favored the jobber been forced on him, and where such orders were filled, the delivery of undesirable stock was generally liberal and early, the desirable lots, late and meager, and

"Whereas, the retailer was thus obliged to carry a large amount of slow-selling goods the whole year, unless he would sacrifice the profit by cutting the price, which proceeding would result in loss to himself and competitors, and

"Whereas, the placing of such orders in its action and results has the essence of gambling in it, which is foreign to our honorable, toilsome calling, therefore, be it

"Resolved, That we will in future abstain from placing any such orders, also instruct our central committee delegates to work for uniform action on same matter throughout the city."

Retailers who have had much experience in buying "canned futures" have learned that when the pack is poor they cannot get their contracts filled, but when the pack is large they can get all they want. However, they cannot change the contract when it is against them as the packers can. It is so much a case, "Heads I win and tails you lose," that retailers feel like demanding an even deal.

WORLD'S COFFEE PRODUCTION THIS YEAR AND NEXT.

The following is a European table of the world's coffee production :

	Total bags.	Brazil, Bahia & Victoria Bags.	Other countries. Bags.
1897-98	16,178 000	11,332,000	4,846,000
1898-99	13,723,000	9,288,000	4,435,000
1899-00	14,052,000	9,665,000	4,387,000
1900-01	14,966,000	11,178,000	3,788,000
1901-02	19,004,000	15,358.000	3,646,000
1902-03	17,685 000	13,386,000	4,296 000
1903-04	15,730,000	11,380,000	4,350,000
1904-05	14,988,000	10,875,000	4,113,000

The figures for 1903-04 and 1904-05 are estimates.

OPEN UP TRADE WITH CUBA.

W. J. Ryan, of Havana, Cuba, has written to the Mayor of Toronto, advocating closer trade relations between Canada and that country. Nova Scotia has now supplied the Cuban market with potatoes for years and Mr. Ryan thinks a more important trade could be opened up with Cuba than with Mexico or the British West Indies. At present the steamship line to the West Indies subsidized by the Canadian Government touches at Santiago only on the way down, but it is suggested that a regular steamship service between the two countries would be a profitable investment.

Belshazzar beheld the writing on the wall.

"Maybe it's only the name of a new breakfast food," he faltered, trying to be brave.

Later interpretations, however justified his worst fears.—New York Sun.

SPRING IS COMING.

VAN HOUTEN'S COCOA

Is absolutely the most **Wholesome Spring Beverage.**
Please make this known to your customers.

Dominion Agents { J. L. WATT & SCOTT, - - TORONTO
WATT, SCOTT & GOODACRE - MONTREAL

MOLASSES

New Crop 1904
Barbados.

We have just landed a small lot of the above which is very choice No. 1 quality. We can offer it at a low price. Send for sample.

The Dominion Molasses Co.,

Limited

HALIFAX - - - - NOVA SCOTIA.

Received Highest Award **GOLD MEDAL** Pan-America Exposition

The full flavor, the delicous quality, the absolute **purity** of **Lowney's Cocoa** distinguish it from all others. It is a **natural** product; no "treatment" with alkalies or other chemicals; no flour, starch, ground cocoa shells or coloring matter; nothing but the the nutritive and digestible product of the **choicest** Cocoa Beans. A quick seller and a **profit** maker for dealers.

THE WALTER M. LOWNEY COMPANY, No. 447 COMMERCIAL STREET, BOSTON, MASS.

Would you like to increase your trade? You can do it by selling our goods.

THE CANADA BISCUIT CO., LIMITED

King St. West and Bathurst St. Cars pass our Works.

King and Bathurst Streets, TORONTO.

BRITISH COLUMBIA PROGRESS.

THAT the Canadian Pacific Railway has decided to run two transcontinental trains daily from Montreal to Vancouver is but another sign of the development of the West, and of the great increase in the travel between Eastern and Western Canada. British Columbia is rapidly becoming an important part of Canada, in touch with everything commercial, financial and political, which interests Canada as a whole. Professor Goldwin Smith has doubted if the West has any interest in the East. Two transcontinental daily trains would seem to indicate that the interest is mutual and rapidly developing.

The population of British Columbia, according to the Census of 1901, is 178,657, of whom over 60 per cent. are males. This population, classified according to birthplace, is as follows:

British Columbia	59,589
Other Provinces	40,023
British Islands	30,630
British possessions	1,843
Total British	132,085
Foreign Born	46,110
Not Given	462
Total	178,657

British Columbia is British and Canadian in every sense of those terms. Of the foreigners 14,576 were from China and 4,515 from Japan.

The value of the gold annually mined in British Columbia has grown from a few thousand dollars to over five millions, the value of the silver to over three millions, the copper and the coal to over five millions each. The total mineral production in 1901 was $20,000,000, and for 1902 about two and a half millions less. The value of the agricultural property is over thirty millions, and the products in 1901 were valued at over six millions, a return of 19 per cent. on the investment.

NOTES FOR GROCER.

E. J. Allingham, Cambellton, N.B., has started in the grocery business.

A. T. Hinton, Bathurst, N.B., has added a grocery department to his business.

E. Gallant, grocer, Moncton, N.B., has sold his business.

Millers Bros., butchers, Newcastle, N.B., have made extensive enlargements and improvements in their present premises and will utilize their extra space for a first-class grocery. This department of their business will be opened in a month's time.

YOUR ADVERTISEMENT

that is now running in your local paper is it bringing results? If not, there is something wrong. You should have a copy of the book entitled

One Hundred Good Ads.

for a grocery store. It is full of bright, valuable suggestions for writing retail ads. It costs you one dollar and it's a good dollar's worth.

The Canadian Grocer,
Toronto Office: 10 Front St. E.

40 HIGHEST AWARDS
In Europe and America

Walter Baker & Co. Ltd.

Trade-mark.

The Oldest and Largest Manufacturers of

PURE, HIGH GRADE
COCOAS
AND
CHOCOLATES

No Chemicals are used in their manufacture.

Their **Breakfast Cocoa** is absolutely pure, delicious, nutritious, and costs less than one cent a cup.

Their **Premium No. 1 Chocolate**, put up in **Blue Wrappers and Yellow Labels**, is the best plain chocolate in the market for family use.

Their **German Sweet Chocolate** is good to eat and good to drink. It is palatable, nutritious, and healthful; a great favorite with children.

Buyers should ask for and make sure that they get the genuine goods. The above **trade-mark** is on every package.

Walter Baker & Co. Ltd.
Established 1780.
Dorchester, Mass.
Branch House, 12 and 14 St. John St., Montreal

TRUCKS
for **Warehouse** and **Factory.**

Save You Money
Do Men's Work
Draw no Salary

Our Trucks are guaranteed satisfactory. Turn in their own length.

MADE IN CANADA.

H. C. Slingsby for Canada.

Factory, Ontario Street, Temple Building, MONTREAL.

BUY
Star Brand

COTTON CLOTHES LINES
— AND —
COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.

For sale by all Wholesale Dealers
See that you get them.

YOUR ATTENTION

is directed to a few **SNAPS** we are offering for the next few days. If you are interested act quickly.

We dropped onto a bunch of **CANNED CORN**, quality guaranteed. No more than 10 cases to one customer. They are yours at 95c. per dozen.

We still have a few 1902 Cold Storage Mat Figs left at 2c. per pound.

JAPAN TEA—A crackerjack to retail at 25c. Cost you 19c. per pound.

CEYLON HYSON TEA — A beauty to retail at 25c. Cost you 19c. per pound.

Ask for samples.

The R. & J. H. Simpson Co.,
WHOLESALE GROCERS AND TEA IMPORTERS,
Guelph, Ont.

MANUFACTURERS' AGENTS AND BROKERS.

TORONTO.

W. G. PATRICK & CO.,

AGENTS AND IMPORTERS.

29 Melinda St., - TORONTO

W. G. A. LAMBE & CO.

TORONTO.

Grocery Brokers and Agents.

Established 1885

WEST LORNE.

BEANS. Hand-Picked Beans a specialty. Can ship in Jute Bags, Cotton Bags, or Barrels, to suit customers. Good broker wanted to represent me.

J. G. McKILLOP, - West Lorne, Ont.

QUEBEC, P.Q

J. P. THOMAS

GENERAL AGENT AND COMMISSION MERCHANT,

25 ST. PETER STREET,

QUEBEC.

VICTORIA, B.C.

THE ORIENTAL TRADE.

Manufacturers and Shippers interested in this trade should correspond with us. We have facilities for doing this class of business second to none. We maintain MR. A. R. TUFTS, at Kobe, as our direct representative in the Orient.

R. W. Clark & Co., Brokers, Victoria, B.C.

To Manufacturers' Agents

THE CANADIAN GROCER has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a Special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

Address, BUSINESS MANAGER,
CANADIAN GROCER,
Montreal and Toronto.

VANCOUVER, B.C.

C. Gardiner Johnson & Co.,

VANCOUVER, B. C.

Importers of . . .

Skinner's Queensland Turtle Soup.

Sole Agents for Canada.

Supply C.P.R. Company's Cars, Steamers and Hotels, and leading Clubs of Canada.

WINNIPEG.

Dingle & Stewart

WINNIPEG, - - CANADA.

COMMISSION BROKERS.

Excellent Storage Accomodation.

Consign Your Cars to Us.

IF YOU HAVE ANYTHING TO SELL
WRITE CAMERON GORDON & Co
WHOLESALE
COMMISSION AGENTS
WINNIPEG MANITOBA

EASTERN MANUFACTURERS

—AND—

SHIPPERS.

All EYES are turned on

MANITOBA AND THE WEST.

WE

Represent some of the leading houses in

CANADA and the U.S.

INCREASE YOUR TRADE. WRITE US.

NICHOLSON & BAIN, WINNIPEG,

Wholesale Commission Merchants and Brokers.

BRANDON.

BRANDON, MAN.

Let Us Push Your Goods

WE ARE PREPARED TO

SELL GOODS,
STORE GOODS,
DISTRIBUTE FROM CARS
AND MAKE COLLECTIONS.

THE MANITOBA COMMISSION CO.,

S. P. WILSON, Manager. Limited

COLD STORAGE IN CONNECTION.
PROMPT RETURNS MADE.

None so Blind As Those Who Won't See.

THE CANADIAN GROCER can prove of valuable assistance to the selling end of any business which seeks trade among the grocers and general storekeepers of Canada.

We advance many plain, indisputable arguments to this effect.

And still there are some folks who can't see it.

Some who can't see how it's going to pay them.

And won't even invest a few dollars to find out.

Very few folks like this, but we would like to convince even them.

If we only could, we'd get a good deal of satisfaction out of it—and we know they would, too.

Don't you think they're blind to their own interests.

Here's a paper that finds a welcome in every worth-while grocery from Halifax to Vancouver once every week—so can't you see that an announcement of any interest must surely command some attention?

The advertising columns of THE GROCER provide about the best way we know of keeping in close touch with all the grocers of Canada all the time.

You can see value in a paper like this—

Can't you?

The Canadian Grocer

232 McGill St., MONTREAL.

10 Front St. E., TORONTO.

Easter Greetings to the Retail Fruit Trade.

We tender you our best wishes — we hope the fruit we sent for your Easter Trade has been thoroughly satisfactory.

We're HAND-IN-HAND with the Season—look at our PRICE LIST for everything NEW — for the best VALUES.

McWILLIAM Mc. AND E. EVERIST

25-27 Church St., - TORONTO

The DAWSON Commission Co., Limited

FRUIT, PRODUCE AND COMMISSION MERCHANTS.

Cor. Market and Colborne Streets. TORONTO

WE BUY

BRIGHT DRIED APPLES.
HIGHEST MARKET PRICES.

The W. A. GIBB CO.

5 and 7 Market St., HAMILTON

TWO SNAPS.

Extra Fancy Navel Oranges, all sizes, $3.00
Lemons, Extra Fancy, 360's, $2.75 ; 300's, $3.00.

You can make no mistake in ordering bananas now.

HUSBAND Bros. & Co.

Wholesale Fruit and Commission Merchants.
82 Colborne St., TORONTO
Phones—Main 54, Main 3428.

GREEN FRUITS

British Columbia Fruit.

THE Canadian agent-general in London, Eng., is pursuing a course calculated to be in the interests of the province in directing attention to the capabilities of British Columbia for fruit raising. The experimental stage in the provincial fruit growing industry has been passed, and it has now become a regular and remunerative business. The progress during the last few years has been great, but there is a market for much more fruit than British Columbia raises at the present time. With the large influx of population into the Northwest Territories, it is difficult to place any limits to the demand for British Columbia fruit, while the home market is also steadily growing.

A Fruit Marks Bill in New York.

IF imitation is the sincerest form of flattery Canada may well take it as a compliment that Senator Hill has lately introduced in the Senate of the State of New York a bill very much like the Dominion Fruit Marks Act. There is an additional clause in the New York bill requiring packages to be marked with the name of the place where the fruit was grown, but this clause is strongly opposed by the trade who maintain that a large operator who repacks fruit brought into his storehouse by the carload, and coming from 40 or 50 different shippers, could not, possibly comply with such stipulations. In regard to the bill the New York Fruitman's Guide says: "It conflicts with the Inter-State Commerce Law that forbids the passage of an act hindering commerce between various states. Why Canada's law is a success is because it is a national law, but until such a law is passed in the United States, the merchants in such states in which such a law obtains are at a disadvantage with the merchants of other states."

Introducer of the Tomato Dead.

L. M. Chanter, the man to whom America is indebted for the luscious tomato, is dead at his home in Jackson, Mich., at the age of 93 years. He was born in Malta and when he came to America he carried some seeds of what were then known as "love apples," the ancestors of the modern tomato. Of course, all the tomatoes in America did not spring from the seeds Mr. Chanter brought across over three score of years ago. Since then other importations have been made from Malta and elsewhere. But the first tomato raised in America was by Mr. Chanter.

The Green Fruit Outlook.

ALREADY the green fruit men are beginning to show increased signs of returning life after their protracted Winter sleep. Reports of an alarming nature are being circulated : for instance, fruit buds and trees are said to be dead, and the outlook for the 1904 fruit crop to be anything but promising.

The following report on the green fruit outlook is by a correspondent of the Hamilton Times at Ancaster, Ont., who professes to be an authority on fruit growing :

"We are just emerging from the coldest Winter in the memory of anyone, and it is feared that the fruit trees are very much injured. The peach trees will not only have their fruit buds killed, but the trees in many cases have been killed. Even the pear, which is considered hardy, will loose most of the fruit buds and much of the new growth of wood. Some of the grape buds are killed, and the tender blackberries are all dead, even below the snow line. Cherries seem to be all right, and the strawberries that are covered may pull through, although they have three or four inches of ice on them even on the high lands, under the snow. The frost has gone much deeper than six years ago, when so many fruit trees were killed throughout all the fruit districts, and the trees may be killed outright. Last year was the plum year, and any buds on the trees seem to be all right. It is not expected the apple crop will be large, as there have been two large crops following each other."

The concensus of opinion of Montreal fruit merchants seems to be that this report is premature. They are suspicious moreover that it is suggestive of an ulterior motive which to the trained fruit dealer means nothing more nor less than an attempt to tighten the early market.

Two of the largest dealers declare emphatically they had information which

would show that it is practically impossible for the greatest expert to tell anything about fruit possibilities as early as the middle of March, whereas the report quoted was published on March 4.

Toronto fruit dealers, who are in daily correspondence with Ontario fruit growers, hesitate to express an opinion on the fruit situation for two reasons, first, because reports from the growers are conflicting; second, because they consider it too early yet for anyone to give an intelligent forecast of the coming fruit crop.

California Orange Industry.

THE importance of California's orange industry dates back practically to the Winter of 1878-79, when there came into bearing near Riverside, two trees of seedless fruit. These had been obtained by the department of agriculture of the United States from Bahia, Brazil. They were the first seedless oranges to be grown in North America, and, though it is stated that the first crop amounted to only 16 oranges, this was the beginning upon which California has based her steadily growing orange industry, until it is now claimed that the current year may show almost 11,000,000 boxes in that state, which would be more than the total production of the United States in any previous year.

In spite of this enormous growth in the production of oranges, Uncle Sam still has to import some each year to make up the deficiency of the home supply. In the last five years the average value of imports of oranges to the United States amounted to more than $900,000 a year. Of these, a half came from the British West Indies, a quarter from Italy, with Mexico the next largest source of supply. In the same five years exports of oranges to the United States averaged about $350,000, Canada taking 85 per cent. and the United Kingdom 12 per cent. of the total.

A Seedless Apple.

After experimenting for seven years an old fruit grower of Grand Junction, Col., has succeeded in perfecting a seedless apple. The new fruit looks like a navel orange. Its inside is entirely solid and there is a depression in the navel end very similar to that of seedless oranges. The tree on which the seedless fruit is grown is unusual in that it has no blossoms. The grower will not reveal the secret of his budding and grafting.

To Grocers and Others

Aside from our Fruit Business we have a special department for handling your surplus Butter, Eggs and other produce, thereby making dealing with us profitable to you in two ways, buying and shipping. With experienced men, in touch with the market constantly, knowing every outlet, with facilities, cold storage, etc. unexcelled, with a reputation for honest dealing and highest bank references, we solicit your consignments. Goods sold same day as received, if possible. Remittances weekly.

Our Price List mailed to any dealer weekly.

WHITE & CO., 64 FRONT ST. EAST, TORONTO.

PHONE Main 4106. Private Branch Exchange connecting all departments.

Wholesale Fruit and Produce.

TRADE MARK

This design a guarantee of quality.

FIBRE WRAPPING PAPER

STRONG, TOUCH AND STIFF

Will Carry all Kinds of Packages Safely to Destination.

Write us for samples and prices.

CANADA PAPER CO.

TORONTO LIMITED MONTREAL

When You Want

EXTRA FANCY ORANGES, EXTRA FANCY LEMONS, EXTRA FANCY BANANAS, EXTRA FANCY SPANISH ONIONS,

or anything in our line, write or phone us. Prices and Quality Always Right.

Hugh Walker & Son, Wholesale Fruits, **Guelph, Ont.**

Dried Fruit

cleaned and renovated by the latest improved machinery and appliances.

GUARANTEED TO GIVE SATISFACTION.

J. T. ADAMSON & CO.

27 St. Sacrament Street,

MONTREAL.

Tel. Main 778.

The Canadian Vinegar Company

HIGH-GRADE VINEGARS

Under Excise Supervision

Reputed the best on the market.

Factory and Office: 35a, 35c, 37 St. Antoine Street,

MONTREAL.

MAPLE LEAF

Your goods are A1 quality.—J. H. Anderson, Produce Co'y., Winnipeg, Man.

Your goods are all right.—J. A. Mathewson & Co., Montreal.

TRADE MARK Smalls

Small's Maple Cream bids fair to become world famous—Ottawa Evening Journal.

Small's brand has captured all Gold and Silver Medals offered in Canada, with highest awards at Paris, Glasgow and Cork. With due appreciation of the many brands we believe Small's is market standard. Life long experience is ours. Results are: Quality tasty packages, free from preservative acids, perfect keeping for all time, netting dealer fair profits and pleased customers Guarantee on every package and

MAY BE HAD THROUGH ALL WHOLESALE GROCERS PUT UP BY

CANADA MAPLE EXCHANGE

DUNHAM, QUE. Head Office: MONTREAL.

SEND FOR PRICE LIST.

Fruit Growers Meet.

That co-operation is the most popular note in the fruit trade at the present time is further evidenced by two meetings held during the past week in Ontario, the one by the fruit growers of Essex County, the other by the fruit men of the Niagara peninsula, to explain and create an interest in a co-operative movement for the disposal of fruit, etc.

The retail grocery business of the late J. Brown, Newcastle, N.B., is for sale by tender this month. Mr. McKay is at present managing the business for the estate.

WALL PAPER

SOME MISTAKES IN SELLING.

IT is altogether too common a practice, and one which is productive of many bad results, that the merchant spends too much energy and does too much talking to sell his cheaper grades. These lines give little profit, and are apt to prove unsatisfactory to the customers, so that both experience unprofitable returns.

The usual line of action when a customer enters a store and asks for wall paper is for the salesman to enquire merely to what price he wishes to go, and when the answer is received, "oh not too high," the three, four, and five cent papers are rushed out and assiduously pushed and their beauties dilated upon. The customer looks over these grades, and without any comment settles his mind upon such a class of goods, selects his pattern and departs. The salesman closes up his sample book, put away the rolls shown and has a general feeling of satisfaction at the sale closed.

But if he could know the quality of paper that customer could have been induced to purchase, his feeling of pleasure would quickly depart. There are three out of five, and perhaps more, buyers of cheap grades who would quite readily have purchased more expensive lines, had the clerk known how to show papers properly, and how to explain differences in quality, appearance, endurance and price. When a merchant grasps the fact that a difference of five cents in a roll may mean no more than an increased cost of sixty cents or so in a good-sized room, he will see how simple the sale of this superior paper might have been made. Five cents more on a roll may seem a lot to a customer who intended to go only five cents, but if it were drawn to his attention that that means only a few cents in a fair sized room, the matter will take on a different aspect. When it is further shown how much better the higher priced paper is in color, pattern, and wear, the small difference will scarcely ever be considered.

It is apparent in any stock the great difference there is between the entire make-up, style and appearance of a ten cent paper and the same features of the five cent quality. The room that is papered with the more expensive line is more up-to-date in every way, and there is far more pleasant home life to the occupants. But the further consideration that a five cent paper will not last half as long, it will be seen that there is an actual saving in money. It is true one tires of the same paper in a room for a number of years, but a good ten cent line can be endured without weariness for more than twice as long as the cheaper line, and the entire period of wear is one of a richer interior in the room than where any number of any five cent grades are used.

That is the consideration of the question from the consumer's point of view. That of the merchant shows just as much profit. A five cent line brings him a cent or more a roll; a ten cent line yields a profit of perhaps 3½c to 4c. These figures are only samples, but the profit on a ten cent roll is often as great as twice that on the cheaper quality. The standard of his business is raised, and by encouraging the taste for better things he will profit in many ways. It's a "cheap" man that pushes cheap goods, and the public soon sets him down at his true value. Encourage the demand for good quality in everything, and be prepared to satisfy this demand whenever it comes.

HINTS FOR DISPLAY.

AS very much of the success of the wall paper department depends upon the care that is given their display, it is important that the merchant and window dresser devote some of their time and ingenuity to thinking out schemes that will be effective. While at first thought there seem to be few designs available in the display of wall paper, there will be found after one or two arrangements, that many others present themselves in rapid succession. The designing of the first two or three displays is the most difficult.

A very good plan is to hang a roll of wall paper from the ceiling at the back of the window, dropping to the floor, and over this but falling a shorter distance as each paper is put on to hang the border and then the ceiling. Another paper can be worked in by showing the bottom one as intended to be run only as a dado, and above this a centre wall paper to extend to the moulding, and then the freize and ceiling. The two first papers where one is supposed to extend up six or seven feet in the room and the second, a flaring conspicuous design, the remaining distance to the ceiling, can be shown together. In front of these rolls hanging the back, can be set up the regular display stands, showing almost the same scheme except that no more than three papers and preferably two, should be used on the one stand. The upper samples look best if allowed to hang in a fold rather than in a straight end.

Be sure that the colors in adjacent samples do not clash too much, and that the different papers hanging over each other are a good match.

DANGER IN GREEN PAPER.

THE general public, we fear, is not acquainted with in wall paper. A recent death in Palmer, Mass., in wal paper. A recent death in Palmer, Mass., is directly attributed by the medical authorities to this cause. The trouble which resulted so disastrously made its appearance a year and a half ago in what seemed to be nervous dyspepsia. Two months of travel abroad seemed to greatly improve the patient, but on returning home he soon grew worse again. On account of certain conflicting symptoms which could not be readily accounted for, a specialist was called in and gave it as his opinion that there was arsenic poisoning in the system. An investigation was then made which resulted in the discovery of arsenic colors in the wall paper of the sitting room. This room had been papered shortly previous to the appearance of the first symptoms. The wall paper was at once removed, but the disease had by this time progressed so far that it was impossible to save the life of the unfortunate victim.—Scientific American.

WALL PAPER

APRIL AND MAY

are sure to bring demands for some lines you have overlooked when placing your stock order. We probably have in stock the lines you are short of. Write for samples.

STAUNTON'S Limited
TORONTO CANADA

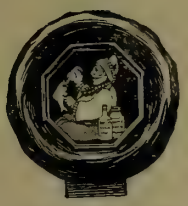
O Yes!

Know all men by these presents that **Batty's Nabob Sauce** has never been surpassed.

We received the Gold Medal in 1851. We received the Gold Medal in 1903, and we were not idle all the time in between.

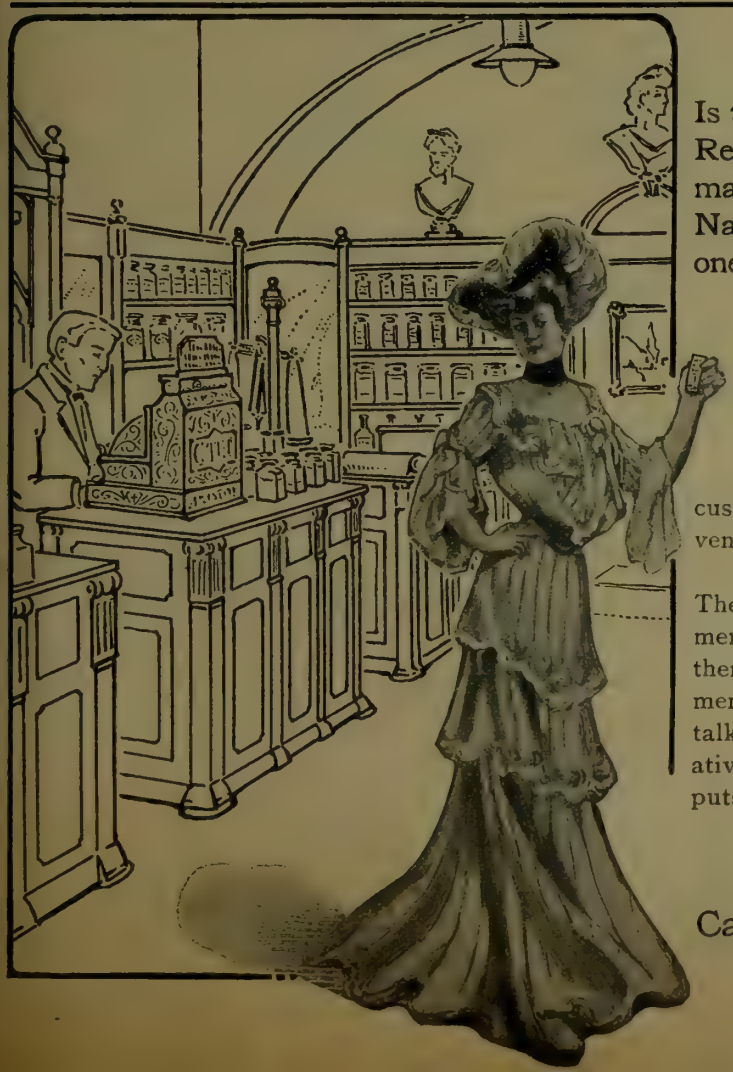
No store is complete without it.

In witness thereof we have affixed our name :



ESTABLISHED 1824.

Batty & CO.
LIMITED
Sauce and Pickle Specialists,
LONDON, S.E.



A Satisfied Customer

Is the one leaving your store with a National Cash Register check, because she knows no mistake was made. The check is a receipt and a record. A National Cash Register shows that a customer did one of five things:

1. Bought something for cash.
2. Bought something on credit.
3. Paid money on account.
4. Collected money from you.
5. Had a coin or bill changed as an accommodation.

National registers always satisfy—both merchant and customer. By their use, every chance of mistake is prevented. That pleases customers and saves money.

The 1904 models are wonderful machines. They do many things to increase the profits of a merchant. It's worth money to know about them. A merchant will find it a good investment to give a few moments of his time talking to one of the National representatives. Send the attached coupon. It puts you under no obligation to buy.

National
Cash Register Co.
Dayton, Ohio

CUT OFF HERE

N.C.R. Co.
Dayton, O.
Please have one of your agents call when next in my vicinity. I want to know more about your 1904 models.
Saw your ad in CANADIAN GROCER.

Name_____

Address _____

FLOUR AND CEREAL FOODS

Canada and the World's Wheat Supply.

RECENT experiments and observations, says an exchange, have satisfied the Japanese Government that rice as a bone and muscle producer is not comparable to wheat. Accordingly an imperial edict has been issued providing for each soldier a daily ration of wheat flour. Not only does this mean a direct increase in flour consumption, but the lead thus given may, and probably will, be followed by the mass of the people, who will promptly argue that what is necessary for the upbuilding of an efficient soldier cannot but be beneficial to those engaged in the ordinary avocations of life.

Should any considerable proportion of China's four hundred millions of population become wheat consumers, the present world production would not avail to satisfy the demand. Should Japan even become a flour-eating people, says a flour mill magnate, "the whole available supply of the Pacific coast would provide this commodity for only 20 per cent. of the population of that kingdom." It is difficult to grasp the full meaning of such statements, fraught as they are with such wonderful possibilities for the American continents, and notably for Canada.

The population of the United States is still increasing by leaps and bounds, and the internal demand for its home food products is increasing in even a greater ratio. In addition, the class of emigrant the republic is now receiving incline to settle in the cities, and add their quota to the already fierce industrial competition that there prevails. Canada, on the contrary, is not only attracting agriculturists from the older countries of Europe, but is draining from the Northwestern States the cream of their farming population, who are turning in increasing numbers to her virgian prairies, allured by the fertile soil and easy terms, and the large profits yielded to capital and labor.

Thus it follows that in the United States the wheat yield is practically stationary, while the internal demand is increasing. In Canada, on the other hand, production is growing at a much faster rate than the population, and as a necessary result all the accruing benefit which comes from a rapidly expanding export trade in reacting throughout the whole Dominion and stimulating trade and industry in every branch. Canada is so favorably situated in every natural respect that, given equal opportunities, she should easily out-distance all her competitors. Under any circumstances the future must bring with it new markets and a greater demand on the granaries of the world, and Canada must be ready to seize the opportunity and turn it to her own advantage and the upbuilding of her future power and prosperity.

Origin of Red Fife Wheat.

AMONG the Spring wheats commonly grown in Canada half a century ago none was so highly or justly esteemed as the Red Fife, and the position it still holds is a pre-eminent one. It is remarkable for its productiveness, for its high quality, and for its power of adapting itself to varying conditions of soil and climate. The Canadian Agriculturist for 1861 gives the following account of its origin:

"About the year 1842 D. Fife, of the Township of Otonabee, Canada West, now Ontario, procured, through a friend in Glasgow, Scotalnd, a quantity of wheat which had been obtained from a cargo direct from Dantzic. As it came to hand just before Spring seed time, and not knowing whether it was a Fall or Spring variety, Mr. Fife concluded to sow a part of it that Spring and wait for the result. It proved to be a Fall wheat, as it never ripened except three ears which grew apparently from a single grain. These were preserved and, although sown the next year under unfavorable circumstances, it proved at harvest to be entirely free from rust when all wheat in the neighborhood was badly rusted. The produce of this was carefully preserved and from it sprung the variety of wheat known over Canada and the Northern States by the different names of Fife, Scotch and Glasgow."

Red Fife wheat was taken from Ontario to Manitoba and the Northwest Territories, where it is believed to have improved in quality, and as grown there stands probably higher in the estimation of millers for the making of flour than any other known variety.

Canada's Export Flour Shipments.

IF Canadian millers wish to increase shipments of flour to Great Britain they must pay strict attention to separating the various grades, since the English trade is accustomed to a sharp and considerable difference between "patents" used for the best bread, and bakers' or XX for the ordinary "seconds" quality. High colored flours are desirable, but weakness tells against price and the separation should be about,

30 per cent.—first patents.
15 per cent.—second patents.
40 per cent.—Bakers' or XX.
15 per cent.—Common or X.

The word patent is not used in England for any grade much below 30 per cent.

English Markets for Canadian Flour.

LONDON, Glasgow, Liverpool, and Bristol are the Old Country ports to which the greatest quantity of Canadian flour is shipped. The flour mills of Lancashire and Yorkshire are equipped with the most modern machinery, and the English miller mixes his wheat with the skill born of the actual requirement, enabling him to produce an article of flour best suited to the wants of the purchasing public in his locality. Hence the decadence of Canadian flour shipments to this enormous centre of Great Britain, and it might well be asked, cannot some remedy be found by which the Canadian miller can obtain a share of this market.

A Satisfactory Test.

Experiments with Canadian wheat conducted at the British Experimental Farm at Woburn, showed that while the yield was considerably below that of

SWISS FOOD.

Say what you like, do what you like, wheat, as a cereal base, will continue to endure. Say what you like, think what you like, a breakfast food cooked and served hot will remain for all time to be more of a food than any ready-for-use preparation.

Taking these two facts together, and you have the reason for the popularity and success of

SWISS FOOD

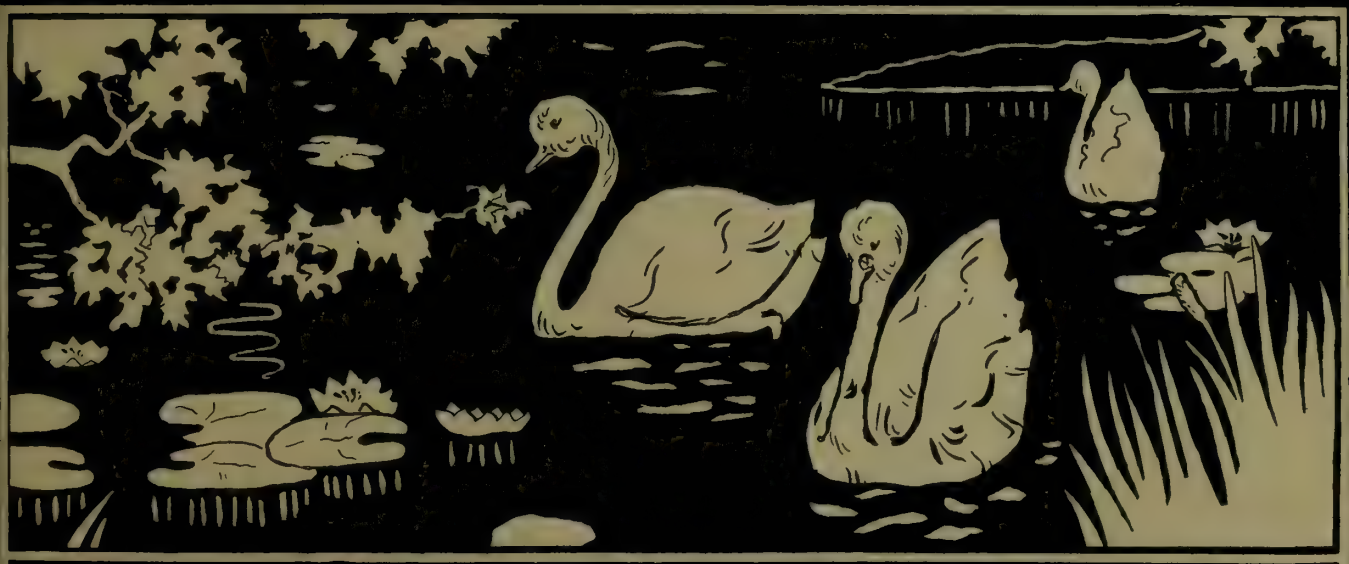
—a wheat food, pure and simple, wholesome and economical.

Grocers, build up Canada by selling a Canadian product. Encourage the sale of a lasting food, a food which pays you a **good** profit.

SELL SWISS FOOD.

P. McINTOSH & SON,

Millers, - - TORONTO.



WHITE SWAN PREPARED COCOANUT

PACKAGES
PAILS
BOXES
TINS
BARRELS

UP TO THE WHITE SWAN STANDARD IN EVERY RESPECT

FEATHERSTRIP
SHREDDED
DESSICATED
MACAROON

The Robert Crieg Co., Limited, Toronto.

English wheat, the Canadian wheat was stronger, more nitrogeneous, and produced a loaf which, from the baker's point of view, was more satisfactory. This is the sort of advertising Canada wants. Appreciation of the fact that Canadian wheat is the best will mean a good deal to the Canadian grower. The British consumer wants the best, and is willing to pay for it.—Montreal Gazette.

Manitoba in the Lead.

THE following statistics quoted from the agricultural department reports of Washington, D.C., and Winnipeg, Man., serve to show that Manitoba has no dangerous American competitors in the production of small grain:

	Wheat.		Oats.		Barley.	
	1901.	1902.	1901.	1902.	1901.	1902.
Michigan	11.1	17.7	29.0	39.9	22.8	28.6
Illinois	17.6	17.9	28.2	37.7	24.5	28.6
Iowa	16.2	12.6	29.8	30.7	23.6	26.3
Kansas	18.5	10.4	18.6	33.5	15.9	16.
North Dakota	13.1	15.9	32.6	38.4	28.2	31.6
South Dakota	12.9	12.2	28.8	34.8	22.4	29.2
Oklahoma	16.4	11.1	20.7	47.8	22.0	36.
Nebraska	17.1	23.2	19.8	34.6	16.	31.1
Manitoba	25.1	26.	40.3	47.5	34.2	35.9

The average yield of wheat for 10 years in North and South Dakota and Manitoba is as follows.

	Bush.
North Dakota	11.0
South Dakota	9.0
Manitoba	20.1

Flax Growing in Edmunton.

A prominent linen manufacturer of Leeds, Eng., who recently visited the Edmunton district is authority for the statement that nowhere except in Belgium are the conditions of the soil more favorable for flax growing.

Cereal Notes.

Norwich, Ont., is to have a new flour mill.

A meeting of the Portage la Prairie branch of the Grain Growers' Association of Manitoba was held on March 19.

It is reported that a flour mill will be erected in Morris, Man., in the near future, having a daily output of from 150 to 200 barrels.

A Quebec exchange says orders have been received that the big grain elevator belonging to the Great Northern Railway must be ready for operation by April 15. Considerable quantites of grain will shortly be en route to Quebec to be handled by the elevator. A grain carrying steamer will leave that port every nine days.

Said Doc. Jap, when the bear ate Manchuria:
"Your craving's unnatural, I assure you.
Now diet of force,
With torpedoes in course,
I prescribe as a health food to cure you.
—W. D. Owens, Springfield Republican.

Don't let this get away from you!

During the month of April, only, we shall put the following "deal" on

"FORCE"

The retail trade will be allowed

5 free packages in 2 cases.

18 free packages in 5 cases.

Order of your jobber and order at once!

This is the last deal we shall ever offer on "FORCE." Hereafter our established price will rule and there will be no exceptions.

Stock up for the Summer Trade while this offer lasts.

We shall spend $500,000.00 in Newspaper and Magazine advertising in the United States and Canada before October. And "FORCE" will go like hot cakes.

THE "FORCE" FOOD CO.

TELEPHONE { MAIN 1257 / " 4675

Wm. McCann Milling Co.

MILLERS
AND GRAIN DEALERS

192 King Street East
TORONTO.

FLOUR FEED CEREALS

Place a Trial Order with Us for a Full Line of Our Goods.
QUALITY UNEXCELLED. SATISFACTION GUARANTEED.

Ontario Winter Patents,
Manitoba Blends,
Pure Manitoba.

Rolled Oats (Standard and Granulated)
" Barley, Oatmeal,
" Wheat, Pot and Pearl Barley
Wheatlet, Farina, Split Peas.

"Matchless" Feed.

THE G. CARTER, SON & CO., Limited.
ST. MARYS, ONTARIO.

" The Breezy blow of incense Breathing Morn."

In "Forest" Brand of Maple Syrup.

Put up in Bottles, Sealed Tins, Kegs, and Barrels. To arrive end of this week.
Distilled from the sap by newest methods. We will prepay frieght on reasonable quantity.

The F. J. Castle Co., Limited, WHOLESALE GROCERS.
OTTAWA,——————CANADA.

SAVE 25% on your HOUSE PAINTING.

If the grocers who intend painting their residences next Spring will follow the directions given below and wash the buildings with a solution of ***GOLD DUST*** Washing Powder, they will use one-third less paint than if they merely attempted to brush the dust off the house without washing it.

DIRECTIONS.

Dissolve one-quarter pound of **GOLD DUST** in a pint of water, then add the solution to 4 gallons of hot water; apply with a stiff brush, and follow with use of a hose. The stronger the hose is turned on the quicker and more effectual the work will be.

The use of less paint can be accounted for by the fact that after washing the house with **GOLD DUST** it leaves a smooth surface, so that the same quantity of paint will go fully one-fourth further. Furthermore, it leaves no layer of dirt between the paint and the woodwork, and, as a consequence, the paint will wear longer.

We have letters from several of our customers who used this method, and after washing their houses with **GOLD DUST** they were so well pleased with the appearance of them that they concluded not to paint them at all.

Retail grocers will do well to call this matter to the attention of their customers, as $3.00 worth of **GOLD DUST** Washing Powder will make the house look as well as the expenditure of $100.00 in re-painting it would.

Any grocer may experiment with a 5c. package of **GOLD DUST** by emptying the contents into 8 gallons of hot water, which should convince him that it will pay him to continue.

GOLD DUST can be used for any kind of outdoor work that needs renovating

THE N. K. FAIRBANK COMPANY,

Wellington and Ann Sts., MONTREAL, QUE.

Chicago, New York, St. Louis, New Orleans, San Francisco, Baltimore, Boston, Philadelphia, London, Eng., Hamburg, Ger.

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR RETAIL MERCHANTS.

National Preferences.

IT is a peculiar fact that no two countries import the same sorts of tobacco. The French Regie, or Government Tobacco Department, takes several different kinds of tobacco from the United States, their total yearly import being about thiry-five million pounds. But two things they insist upon that the stem shall be free from mold and the leaf loose enough to open freely.

The German tobacco manufacturers like a heavy, gummy leaf, and they prepare this by treating it with what are termed in the trade "sweet sauces." This makes the leaf black. Most of the leaf the Germans buy comes from Kentucky and Tennessee. Quantities of "spangled" tobacco are also imported into Germany. This is a pretty yellow leaf, with red spangles. Much of this spangled tobacco is imported into Bremen, where it is repacked in lighter casks and sent on to Russia, Italy, Austria and Spain; all these possess Government monopolies of tobacco, but in each case their requisitions are quite different. Italy likes a very long leaf, as much as 26 inches in length, of delicate fibre and dark brown in color. It must be elastic and strong. Italy uses a large quantity of very coarse Hungarian tobacco.

Austria also manufactures much of the cheap Hungarian leaf, but her choicer brands and cigars are made of very good American tobacco. This is of firm texture and beautifully glossy. Spain not being one of the richest countries, purchases cheap tobacco. A nondescript leaf of light type is largely bought, and is not cut, but powdered. It burns very quickly and is hot to the tongue. Black, fat and heavy tobaccos suit the Dutchman; but the Netherlands buy a certain amount of what is known as "Dutch Saucer," a fine cigar wrapper of a silky type, which is used for making Dutch cigars. Going further north there are Denmark, Norway and Sweden, all with very similar tastes. Heavy tobaccos, cured by fire, are their favorites; and these leaves, before being manufactured, are dipped in sweet mixtures of licorice and sugar.

Cuba's Tobacco Export.

ACCORDING to statistics from Havana the total exports from Cuba in 1903 were over 300,000 bales of tobacco, valued at more than $12,000,000, while almost 209,000,000 cigars were shipped from the island which, at an average value of $60 a thousand would yield a little more than $12,500,000. The United States took considerably more than half of the tobacco in bales, but less than 46,000,000 cigars, or about half what was sold to England.

The growing Cuban tobacco crop presents a most favorable condition and the yield in 1904 will in all likelihood be abundant. The seed plots having been watered during the month of September and the first half of October, under the most favorable conditions, the growth, favored by a mild temperature, has been going on to such an unprecedented extent as to excite the wonder of the people within whose recollection there never was a season so abundant in well conditioned young plants. Not a single farmer has been obliged to buy for planting.

There are seed beds from which a few thousand plants could be withdrawn; but inasmuch as they all have a superabundance, and there is no demand from other zones, they will probably be wasted, it being impossible to plant the whole number grown.

Old Chum

CUT PLUG
SMOKING
TOBACCO

satisfies the most exacting customers.

Sold By All Leading Wholesale Houses

CURRENCY

Plug Chewing Tobacco

is a

Quick Seller.

Handled by all Leading Wholesale Houses.

fbighlompwrkdxvqtnaecj

---A Jumble, Surely.

We have seen cigar stocks in retailers' stores that were just as big a jumble.

It is so easy to get a jumbled-up cigar stock.

Here is what we have to say to help you: We make hundreds of different brands of cigars of all grades, but each in its grade not excelled. The two cigars we make prominent are **PEBBLE** (a 5-center), and **PHAROAH** (a 10-center). So a grocer can stock from us to his entire satisfaction. Best of all, we buy back at the end of three months any unsold stock. No loss on our goods. Then why not give us your cigar account.

J. BRUCE PAYNE, Limited, Mfr., = Granby, Que.

Pshaw!

I want **T. & B.** There is no other Tobacco, is there?

FARMERS

are a meditative class, and they enjoy a **T. & B.** smoke. Sell them the 10-cent size. They come back to you the oftener. Each time they come they bring a little money, and in every dime they spend there is a profit.

THE GEO. E. TUCKETT & SON CO., Limited
HAMILTON.

Offer No. 1.

6 dozen Pipes, assorted, for $13.00, express paid. Pipes worth retail from 25c. to $1.00. Can be returned if not perfectly satisfactory.

Offer No. 2.

3 dozen Pipes, assorted, for $6.00, express paid. Pipes worth from 25c. to 75c. Return if not satisfied.

RECKON UP THE PROFIT.

W. B. REID & CO.,
58 Yonge Street,
TORONTO.

The Erie Tobacco Company
WINDSOR, ONTARIO.

RONTO

is a name you should learn to get onto.

It is the name of the best 5c. cigar on the market.

Manufactured by

T. J. Horrocks,
Wholesale Tobacconist,
176 King St. East,
TORONTO.

The Chamberlain Cigar

The best value in Canada! Sold the world over! It will help your trade tremendously! Order a sample lot to-day!

SAVE THE BANDS AND RETURN THEM TO

J. M. FORTIER, Limited
MONTREAL.

MANUFACTURERS OF
Cigarettes and Cut Tobaccos

Jack Tars

will tell you whose tobaccos they prefer

-McAlpin's

And, Grocers,

McALPIN'S Tobaccos pay you a better profit. They are good to smoke and chew, and good to sell.

SMOKING —	CHEWING —
TONKA	BRITISH NAVY
SOLID COMFORT	KING'S NAVY
PINCHIN'S	BEAVER
HAND-MADE	APRICOT

McAlpin Consumers Tobacco Co.
TORONTO Limited

Great Smokers of History.

PRINCE BLUCHER, an opponent whose presence at Waterloo Napoleon had good cause to remember, was an inveterate smoker, and rarely went into action without a pipe or cigar between his teeth. So huge was his collection of pipes that he actually hired a person to superintend the heterogeneous mass, and the pipe master, Christian Hannemann by name, discharged his duties with a fidelity that approached fanatical zeal. Before every encounter Prince Blucher usually ordered a long pipe to be filled. After smoking for a short time he would hand back the lighted pipe to Hannemann, place himself in the saddle, draw his saber, and with a vigorous cry "Forward, me boys,''' throw himself fiercely on the foe. On the day of Waterloo, Hannemann had just handed a pipe to his master when a cannon ball struck the ground near, so that earth and sand covered Blucher and his gray horse. The steed made a spring to one side and the new pipe was broken before the prince had taken a single puff. However, the latter merely cried, "Fill another pipe for me and keep it lighted for a moment until I drive away these French rascals." Thereupon there was a rush forward, but the pursuit lasted not merely a moment, but throughout the whole of that long and memorable day.

It is a highly curious fact that no allusion to tobacco is to be found in the works of Shakespeare, though various of his contemporaries indulge in many sallies, chiefly at the expense of the lately imported weed. Perhaps the poet's action in thus ignoring tobacco may be attributed to the fact that James the First, with whom the bard was a high favorite, hated and loathed Sir Walter Raleigh's importation. In this connection it is amusing to remember that another poet of a later day, Algernon Swinburne, has told us that "James the First was a knave, a tyrant, a fool, a liar and a coward. But I love him, I worship him because he slit the throat of that blackguard Raleigh, who invented this filthy smoking."

The late Lord Tennyson was a lover of clay pipes and preferred Virginia tobacco to any other growth of the weed. He invariably smoked whilst at work and followed a method peculiar to himself in the selection of pipes. At his feet was placed a box full of white clays. Filling one of these, he would smoke until it was empty, then would break it in twain, throwing the fragments into another box prepared for their reception. He would then pull another pipe from its straw or wooden enclosure, fill it and destroy it as before, for he had a strong aversion to smoking a pipe a second time.

One of the most pleasant anecdotes of the late Prince Bismarck is told in connection with his love of smoke. Here is the story in his own words:

"The value of a good cigar is best understood when it is the last you possess, and there is no chance of getting another. At Keniggartz I had only one cigar left in my pocket, which I carefully guarded throughout the battle as a miser guards his treasure. I did not feel justified in using it then, for I painted in glowing colors in my mind the happy hour when I should enjoy it after victory. But I had miscalculated my chances. A poor dragoon lay helpless, with both arms crushed, murmuring for something to refresh him. I felt in my pockets and found that I had only gold, which would be of no use to him. But stay—I had still my cigar. I lighted it for him.....and placed it between his teeth.....You should have seen the poor fellow's grateful smile. I never, never enjoyed a cigar so much as that one which I did not smoke."

The late Charles Spurgeon once created a considerable flutter in the nonconformist dovecote by announcing during the course of a sermon that he intended smoking a cigar that night "to the glory of God." In an explanatory letter to a daily newspaper he pointed out that he had spoken the words with deliberation, and in all sincerity. "When," he wrote, "I have found intense pain relieved, a weary brain soothed, and calm, refreshing sleep obtained by a cigar I have felt grateful to God and have blessed His name. This is what I meant, and by no means did I use the sacred words in any trifling spirit."

Prof. Huxley, though once a hater of tobacco, became in later years an enthusiastic smoker. On one occasion he remarked in the course of a lecture that there was no more harm in a pipe than in a cup of tea. "You may poison yourself," he observed, "by drinking too much green tea, or kill yourself by eating too many beefsteaks. For my own part," concluded the professor, "I consider that Tobacco, in moderation, is a sweetner and equalizer of the temper."

Absentmindedness has often gone hand in hand with smoking proclivities, and we are told that Sir Isaac Newton, in a fit of mental abstraction, once used the finger of a lady he was courting as a tobacco stopper while he sat and smoked in silence beside her, thinking, of course, that his own finger was being employed for the purpose. On another occasion he continued to apply various lights to his pipe, wondering why no smoke resulted, only to discover at length that for several hours the bowl had been empty.

WRITE FOR
SILENT DRUMMER
PRICE LIST.

Great Bargains in PIPES and CIGARS
SEND AT ONCE.
THE W. H. STEELE CO., LIMITED
Importers and Wholesale Tobacconists.
40 Scott St., - - TORONTO
'Phone, Main 1987.

Should be in the mouth of every smoker. What? a
McDougall Scotch Clay Pipe
Be sure and ask for it, and see that you get it.
D. McDougall & Co., Glasgow. Scotland.

Tobacco Growing at Lyallpur.

At the Lyallpur Experimental Farm, in the Punjab, they have been growing certain varieties of American tobacco with very promising success, and the curing of the leaves on American methods has also turned out well.

American Invasion of Germany.

The Germans are thoroughly aroused because of the American invasion, says the Western Tobacco Journal, particularly as regards the tobacco industry. Protests are being sent to the Government requesting assistance in repelling the invader. Recently the Breslau Chamber of Commerce passed resolutions in condemnation of the American methods, which threaten to control the tobacco trade of that country.

Tobacco Notes.

T. J. Horrocks, tobacconist, Toronto, reports a big increase in trade during the past two weeks. The sale of the "Ronto" cigar is steadily increasing.

ARGENTINE FROZEN MEAT.

ACCORDING to a Buenos Aires correspondent, the importance of the Argentine meat freezing industry and the apparently erroneous impressions prevalent in regard to its actual situation make it desirable to sound a note of warning which may have the effect of minimizing a danger now threatening this branch of industrial enterprise. Argentina has been described as "the world's butchershop," and not without reason. Its pastoral resources are enormous and promise to become largely increased in the course of time; but optimistic officials and other forecasts during a short period of unbounded prosperity, seem to have created the belief that there is neither limit to the producing capacity of the country nor to the consuming power abroad.

The freezing industry in this Republic has been 20 years in attaining its present proportions, and, under normal conditions, should grow year by year. In view, however, of what has happened, and is likely to happen in the near future, there is ample justification for anticipating diminished operations and continued heavy losses, at least for some time to come. This will be a result of the competing local factors now being introduced into this industry, to the detriment of the existing concerns, and, possibly, to the complete ruin of some of those who are about to enter the field. Where three may live twelve may easily starve, and whilst it is beyond question that a few years hence the renewed progress of the industry will be assured, it is perfectly clear that the excessive competition now being introduced will lead to heavier losses all round than those now being incurred by the leading companies. In order to clearly demonstrate this aspect of the question the following facts and figures are submitted :

Since the years 1883-1886, when the first meat freezing stations in Argentina were established by the River Plate Fresh Meat Company, the Compania Sansinena de Carnes Congeladas and Las Palmas Produce Company, more popularly known as Nelson's, the exports of frozen meat have been almost exclusively made by these companies, and have increased so rapidly that in 1901 nearly 50 per cent. of the imports of frozen meat into the United Kingdom were of Argentine origin.

The subsequent increase in production is shown in tables from which the following totals are taken :

	Mutton, carcases.	Beef quarters
1899	2,485,949	113,431
1900	2,385,214	265,965
1901	2,722,727	498,375
1902	3,429,222	830,213
1903, to Nov.	3,172,010	942,325

Three of these companies have, moreover, latterly triplicated their plant and freezing works, and have added considerably to the increase of cold storage in London and Liverpool, their present capacity being equal to four times last year's production. The large profits earned, and the substantial dividends paid by these companies in 1902, have, however, induced several competitors to enter the field, and, in face of the fact that the profits of these concerns have been converted during the last few months into serious losses on their operations, some half dozen new freezing companies have been formed and the new capital subscribed with the object of commencing work at the earliest possible moment, some of them having already acquired land and the necessary plant and machinery.

In view of the prevailing causes for the profitable trading of the three older companies, the question suggests itself as to how, leaving out of consideration the opposing elements existing in other countries, this rush of competition can lead to anything but the most disastrous results to the industry as a whole in this republic.

In weighing the question, it is important to remember that there is a limit to the capacity of the country in the matter of stock. Since 1888 no animal census has been taken, and no accurate figures on this point are available even to the Government Departments, owing to the difficulty of collecting authentic returns from the thousands of estancieros in the different points of the republic.

In further support of the argument that the future success of the Argentine frozen meat industry is gravely imperilled by the addition of the competing factors above referred to, it is only necessary to examine the reasons for the present losses of the working companies and the conditions prevailing last year, when they were making enormous profits. The first and foremost reasons for the latter were (1) the low price of stock here, (2) the higher price for meat in England and (3) the existence of war contracts with South Africa. All these causes for profitable working have disappeared. The price of stock has since risen enormously, though slightly reduced during the last six weeks; the price of meat in England, due to heavy stocks, labor and other conditions, is considerably lower; and shipments to South Africa have almost entirely ceased. To-day frozen mutton costs the factories 2¾d per pound, which, with working expenses and freight, estimated at 1d, makes 3¾d per pound, and it is now being sold in London at 3¼d. This, however, does not represent the entire loss which some of these companies are incurring, as there are still running contracts for ships on time charter, which the companies find it more profitable to load with other people's cargoes at about half cost—not to mention the large capital sunk in erecting their own cool chambers, etc., on these ships — than to send forward consignments of frozen meat which would involve them in still heavier loss. It has been sugg(sted that by combination these companies, pending the establishment of the new concerns, could artificially bring down the price of stock; but, for reasons recognized in the trade, such a course would be almost impossible. Meanwhile it is well known that, even in spite of the high prices now ruling, a better price for fat sheep can often be obtained in the market than from the freezing companies. In regard to beef, the position is slightly better, but the condition in other countries, and notably in the United States, do not justify a sanguine hope of largely increased profitable exports even of this article from Argentina.

The available supply of sheep suitable for export through the freezing machine will be limited for some time, but these observations are in no sense intended to convey the impression that the meat freezing industry in this republic is in a hopelessly bad way or should constitute a monopoly. Large tracts of new land in Rio Negro, Neuquen and other parts of the republic are being given over to sheep growing, and doubtless there will be a reduction as time goes on in the cost of production, whilst the improvement in labor conditions in Europe and other circumstances will also probably lead to a revival of old prices in the home markets. It is, nevertheless, clear that in the matter of local competition it will be a case of the survival of the fittest, as the smaller companies could not stand the strain of heavy losses, even if only temporary, until the two essential conditions of lower prices for stock and higher prices for meat become once more established facts. The older and greater companies with their resources, reserves, and facilities, must ultimately come out successfully, even if some of the smaller concerns have to disappear. There will be plenty of room for all by and by, but the time is not yet.

MEDAL FOR BRAVE QUEBEC MAN.

The Royal Canadian Humane Association have unanimously awarded the association bronze medal to M. Frigon for conspicuous courage and heroic action in saving four lives from the fire at Victoria Hotel, Quebec, on December 4, 1902. Mr. Frigon is a well-known and popular traveller for Nerlich & Co., importers, Toronto.

Flett's

Pickle Selection.

It makes a great difference to the finished product if only carefully selected fresh vegetables are used in Pickles. That's why

FLETT'S

give such uniform satisfaction to your customers.

ROSE & LAFLAMME

Agents, MONTREAL

MHS

A FEW POINTS ON

BATGER'S

"NONPARIEL" JELLIES

STRONG NATURAL FRUIT FLAVOUR
CONVENIENT
UNIFORM QUALITY
RELIABLE
GOOD SELLERS

ROSE & LAFLAMME
AGENTS,
MONTREAL.

Current Market Quotations for Proprietary Articles

March 31, 1904.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

ook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes	$4 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
' 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 3 doz. in case	3 00
12-oz. tins, "	2 40
½-lb. " ¼ " "	14 00

W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case	$2 00
1-lb. tins, 3 " "	1 25
1-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4 doz.	10c.	$0 85
3 doz.	4-oz.	1 20
3 doz.	6-oz.	1 75
1 doz.	12-oz.	3 50
2 doz.	12-oz.	3 45
3 doz.	12-oz.	3 40
2 doz.	16-oz.	4 45
3 doz.	16-oz.	4 35
1 doz.	2½lb.	10 40
1 doz.	5lb.	19 50

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

JERSEY CREAM BAKING POWDER.

ze, 5 doz. in case	$0 40
" 4 " "	0 75
" 3 " "	1 25
' 2 " "	2 25

OCEAN MILLS.

	Per doz.
Ocean Baking Powder, ¼ lb., 4 doz.	$ 45
Ocean Baking Powder, ½ lb. 5 doz.	90
Ocean Baking Powder, 1 lb., 3 doz.	1 25
Ocean Borax, ¼-lb. packages, 4 doz.	40
Ocean Cornstarch, 40 pks. in a case	78

Freight paid, 5 p.c. 30 days.

ROYAL BAKING POWDER CO.

Sizes.	Per Doz.
Royal—Dime	$ 1 00
" ½ lb.	1 60
" 6 oz.	2 25
" ½ lb.	2 90
" 12 oz.	4 50
" 1 lb.	5 75
' 3 lb.	15 50
" 5 lb.	25 50

Sizes.	Per Doz.
Cleveland's—Dime	$ 1 00
" ½ lb.	1 50
" 6 oz.	2 20
" ½ lb.	2 80
" 12 oz.	4 25
" 1 lb.	5 50
" 3 lb.	15 00
" 5 lb.	25 00

"VIENNA" BAKING POWDER.

	Per doz.
1-lb tins, 4 doz in box	$2 25
½-lb tins, 4 doz in box	1 25
¼-lb tins, 4 doz in box	75

BEE BAKING POWDER.

1-lb. tins, cases 4 doz, per doz	$2 25

EAGLE BAKING POWDER

	Per doz.
Cases of 48-5c. tins	$0 45
" 48-10c. tins	0 75
" 24-25c. tins	2 25

Blacking.

HENRI JONAS & CO..

Jonas'	Per gross	$9 00
Froments	"	7 50
Military dressing	"	24 00

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ¼ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes, according to size	0 02 0 10

J. M. DOUGLAS & CO.—Laundry Blues.

"Blueol"—10-lb. boxes containing 50 pkgs., ¼ squares each.....per lb. 15c

"Sapphire"—14-lb. boxes, ¼-lb. pkgs. per lb 12½

"Union"—14-lb. boxes, assorted, ½ & ¼-lb. pkgs. per lb. 10

Black Lead.

Reckitt's, per box $1 15

Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz.; or ¼ gross, 4 oz.

JAMES' DOME BLACK LEAD.

	Per gross
6a size	$2 40
2a size	2 50

Borax.

"Bee" brand, 5 oz., cases, 40 pkgs.	1 40
" " 10 oz., cases, 48 "	3 25
" " 16 oz., cases, 48 "	4 25

EAGLE BORAX.

	Per doz.
Cases of 5-doz. 5c. packages	$0 40
" 5-doz. 10c. "	0 85

Brooms.

UNITED FACTORIES, LIMITED.

	doz. net.
Boeckh's Bamboo Handles, A, 4 strings	$4 70
" " " B, 4 "	4 40
" " " C, 3 strings	4 10
" " " D, 3 "	3 85
" " " F, 3 "	3 55
" " " G, 3 "	3 20
" " " I, 3 '	2 85

Canned Goods.

HENRI JONAS & CO.

Mushrooms, Rionel	$15 50
" 1st choice Dutheil	18 50
" " Lenoir	19 50
" extra Lenoir	22 00

Per case, 100 tins.

French Peas, Delory's—	
Moyen's No. 2	$9 00
" No. 1	10 50
½ Fins	12 50
Fins	14 00
Tres fins	15 00
Extra fins	16 50
Sur extra fins	18 00

French Sardines—		
¼ Rolland	9 50	10 00
¼ Delory		10 50
¼ Club Alpins		2

FRED. MAGEE

	Per do
Smelts in spices, in ½-lb round tins	0 90 $1 00
" mustard, in ½-lb oval "	0 95 $1 05
" Tomato, in ½-lb. " "	0 95 $1 00

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag	0 18½
Quaker Oats, 2-lb. pkgs., per case	3 00
Tillson's Oats, 2-lb. pkgs., per case	00

As near to the "home-made" as possible is the aim of

SOUTHWELL'S JAMS.

They are in demand at this time of year when stocks in the cellar are low. Good profits and pleased customers.

Price List, etc., for the asking.

FRANK MAGOR & CO.,

DOMINION AGENTS, **403 St. Paul St., MONTREAL.**

When your customer telephones for Baking Soda what do you send? The kind that's sold in bulk with no name and no responsibility, or

which we guarantee absolutely the best? It pays to sell only reliable goods, and we stand back of ours with a promise to refund money if ever anything is wrong.

JOHN DWIGHT & CO., Manufacturers

TORONTO.

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Hygienic, 1-lb. tins ..... per doz.	$6 75
" ½-lb. tins ..... "	3 50
" ¼-lb. tins ..... "	2 00
" fancy tins ..... "	0 85
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50
Perfection, ½-lb. tins, per doz.	2 40
Cocoa Essence, sweet, ½-lb. tins, per doz.	

Chocolate—	per lb
Queen's Dessert, ¼'s and ½'s	$0 40
" 6's	0 42
Mexican Vanilla, ¼'s and ½'s	0 35
Royal Navy Rock, " "	0 30
Diamond, " "	0 25
" 8's	0 28

FRY'S.

Chocolate—	per lb
Caraccas, ¼'s, 6-lb. boxes	$0 42
Vanilla, ¼'s	0 42
"Gold Medal," sweet, ¼'s, 6-lb. boxes	0 29
Pure, unsweetened, ¼'s, 6-lb. boxes	0 42
Fry's "Diamond," ¼'s, 14-lb. boxes	0 24
Fry's "Monogram," ⅛'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ¼'s, 1 doz. in box	2 40
" ½'s, "	4 50
" 1-lbs. " "	8 25
Homœopathic, ¼'s, 14-lb. boxes	....
" ½'s, 12-lb. boxes	....
Cocoa, case of 14 lb., per lb.	0 35
quantities	0 37½

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

lb tins, 4½ doz. to case ..... per doz.,	$ 90
" " 4 " " "	2.40
" " 2 " " "	4.75
" " 1 " " "	9.00

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.

	Per lb
Mott's Broma	$0 30
Mott's Prepared Cocoa, ⅛ and ¼-boxes	0 28
Mott's Breakfast Cocoa, ⅛ in boxes	0 40
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caracas Chocolate	0 40
Mott's Diamond Chocolate	0 23
Mott's Navy Chocolate, ⅛ in boxes	0 27
Mott's Cocoa Nibbs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross	1 00
Mott's Confectionery Chocolate	0 21 0 32
Mott's Sweet Chocolate Liquors	0 20 0 36

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 38
Vanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 27
Breakfast cocoa, ¼, ½, 1 and 5-lb tins	0 43
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 35
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5's, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 56

LOWNEY'S.

Breakfast cocoa—	
6-lb. boxes, 12 boxes in case, 1-5-lb. tins	45c.
6-lb. boxes, 12 boxes in case, ½-lb. tins	42c.
6-lb. boxes, 12 boxes in case, ½-lb. tins	42c.
Sweet chocolate powder—"Always Ready." 6-lb. boxes, 12 boxes in case, ½-lb tins	32c.
Premium chocolate—	
6-lb bxs., 12 bxs. in case, ¼-lb. pkgs.	34c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs.	34c.
6-lb. bxs., 12 bxs. in case, ¼-lb. pkgs.	36c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs.	36c.
Medallion sweet chocolate—	
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	48c.
Milk chocolate—	
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	40c.
Tid-Bit chocolate—	
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	32c.
Vanilla sweet chocolate—	
3-lb. bxs. 24 bxs., in case, ¼-lb. pkgs.	32c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	32c.
Diamond sweet chocolate—	
6-lb. boxes, 12 bxs. in case, ½-lb. pkgs.	27c.

Condensed Milk.

Anchor" brand, cases 4 doz., per case	$5 00
" evap. cream, cp. 4d. "	4 65

Borden's Condensed Milk Co.

Eagle" brand	$1 65
Gold Seal" brand	1 30
Peerless" brand evaporated cream	1 02

"Reindeer" Brand
Case (4 doz $5.60

Coffee.

"Bee" brand, 1 lb. tins, cases, 30 tins	9 00
" " 2 lb. tins, cases, 15 tins	8 70

THE EBY, BLAIN CO., LIMITED.

In bulk—	Per lb.
Club House	0 32
Royal Java	0 31
Royal Java and Mocha	0 31
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Fancy Bourbon	0 20
High Grade package goods—	
Gold Medal, 2-lb. tins	0 30
Gold Medal, 1-lb. tins	0 31
Kin Hee, 1-lb. tins	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars	0 30
English Breakfast, ground only 1-lb. tins	0 18

JAMES TURNER & CO.

	Per lb.
Mecca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.

	Per lb.
"Old Crow" Java	$0 25
" Mocha	0 25
"Condor" Java	0 30
" Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 31
" " 2-lb. tins	0 30
100 lb. delivered in Ontario and Quebec.	
Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" II, 40-lb. boxes	42½c.
" III, 80-lb. boxes	37½c.
" IV, 80-lb. boxes	35c.

WILLISON'S TURKEY COFFEE.

	Per lb.
1-lb tins, 48-lb cases	30

S. H. & A. S. EWING'S.

	Per lb
Mocha and Java coffee, in 1-lb tins, 30-lb cases	32
Mocha and Java coffee, in 2-lb tins, 30-lb cases	29

Cheese.

Imperial—Large size jars ..... per doz.	$8 25
Medium size jars ..... "	4 50
Small size jars ..... "	2 40
Individual size jars ..... "	1 00
Imperial holder—Large size "	18 00
Medium size "	15 00
Small size "	12 00
Roquefort—Large size "	2 40
Small size "	1 40

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co. Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered.
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c

Allison's Coupon Pass Book.

$1 00 to 3 00 books	3 cents each
5 00 books	4 "
10 00 "	5½ "
15 00 "	6½ "
20 00 "	7½ "
25 00 "	8 "
50 00 "	12 "

Cane's Clothes Pins.

UNITED FACTORIES, LIMITED.

Clothes pins (full count), 5 gross in case, per case	$0 62

if there is a time when your customers buy **Syrup,** it is now.

Have you the **best** to sell them? Have you

Always Ready and Promptly Shipped:

2-lb. tins—cases 2 doz. Also in Brls., ½-Brls.,
5 " " " 1 " **Kegs and Pails.**
10 " " " ½ "
20 " " " ¼ "

Freight paid on 5 cases and over to all railway stations East of North Bay.

"Crown" brand Table Syrup?

"Crown" brand Syrup is the pure extract of corn, and the healthiest, cleanest and most profitable syrup in Canada.

Look for the "Crown" on the package.

MANUFACTURED ONLY BY

EDWARDSBURG STARCH CO'Y, Limited

ESTABLISHED 1858

83 Front St. East, TORONTO, ONT. | Works: CARDINAL, ONT. | 164 St. James St., MONTREAL, P.Q.

4 doz. packages (12 to a case)..... 0 75
6 doz. packages (12 to a case)..... 0 95

Cleaner.

	Per doz.
4-oz. cans	$ 0.90
6-oz. "	1.35
10-oz. "	1.85
Quart "	3.75
Gallon "	10.00

Wholesale Agents.
The Davidson & Hay, Limited, Toronto.

Extracts.

HENRI JONAS & CO.

	Per gross.
-oz. London extracts	$ 6 00
2-oz. " " (no corkscrews).	5 50
2-oz. " "	9 00
2-oz. Spruce essence	6 00
2-oz. " "	9 00
2-oz. Anchor extracts	12 00
4-oz. " "	21 00
1-oz. " "	36 00
1-lb. " "	70 00
1-oz. flat "	9 00
2-oz. flat bottle extracts	18 00
2-oz. square bottle "	21 00
4-oz. " " (corked)	36 00
8-oz. " " "	72 00
	Per doz.
8-oz. " glass stop extracts	$3 50
8-oz. " " "	7 00
2½-oz. round quint essence extracts	2 00
4-oz. jockey decanters "	3 50

Food.

	Per doz
Robinson's patent barley ½-lb. tins	$1 25
" " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " 1-lb. tins	2 25

Ge'atine.

	Per gross.
Knox's No. 1 sparkling	$15 00
	Per doz.
" " 6 doz., at	$ 1 30
" No. 3 acidulated, at	$ 1 50

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant " "	1 65
Other jams	$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.

Pure Fruit Jams—

1-lb. glass jars, 2 doz. in case, per doz.	$0 95
2½-lb. tin pail, 2 doz. in crate, per lb.	0 06½
5 and 7-lb. tin pails, 8 and 9 pails to crate, per lb.	0 06
7, 14 and 30-lb. wood pails, "	0 06
Pure Fruit Jellies—	
1-lb. glass jars, 2 doz. in case, per doz.	0 95
7, 14 and 30-lb. wood pails, ...per lb.	0 06
Home Made Jams—	
1-lb. glass jars (16-oz. gem.) 1 doz. in case, per doz.	1 50
5 and 7-lb. tin pails, per lb.	0 09
7, 14 and 30-lb. wood pails.... "	0 09

BRAND & CO.

Brand's calf's foot	$3 50
Real turtle jelly	7 75

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper....per lb.	$0 40
Fancy boxes (36 or 50 sticks)....per box	1 25
"Ringed" 5-lb. boxes....per lb.	0 40
"Acme" pellets, 5-lb. cans....per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans....per can	2 00
Licorice lozenges, 5-lb. glass jars....	1 75
" " 20 5-lb. cans.....	1 50
"Purity" licorice 10 sticks	1 45
" " 100 sticks.....	0 73
Dulce large cent sticks, 100 in box...	....

Lye (Concentrated).

GILLETT'S PERFUMED.

	Per case.
1 case of 4 doz.	$ 3 60
3 cases "	3 50
5 cases or more	3 40

Matches.

UNITED FACTORIES, LIMITED.

	Per case.
Surelight (Parlor)	$3 50
Flashlight (Parlor)	5.75
Kodak (Sulphur)	3 80

Mince Meat.

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., ½-lb. tins...per doz.	$ 1 40
" ½-lb. tins "	2 50
1-lb. tins "	5 00
Durham 4-lb. jar...per jar.	0 75
" 1-lb. jar "	0 25
F. D., ½-lb. tins...per doz.	0 85
" ½-lb. tins "	1 45

HENRI JONAS & CO.

	Per gross.
Pony size	$ 7 50
Imperial, medium	9 00
Imperial, large	12 00
Tumblers	12 00
Mugs	13 20
Pint jars	18 00
Quart jars	4

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—	
½-lb. tins...per lb.	$ 0
½-lb. tins "	0 35
1-lb. tins "	0 32½
4-lb. jars...per jar	1 20
1-lb. jars "	0 35
Old Crow," 12-lb. boxes—	
½-lb. tins...per lb.	0 25
½-lb. tins "	0 23
1-lb. tins "	0 22½
4-lb. jars...per jar	0 70
1-lb. jars "	0 25

Olive Oil.

	Per case
Barton & Guestier's quarts	$ 8 00
" " pints	9 00

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand 1-lb. glass	$1 50
" " quart gem jars	3 40

T. UPTON & CO.

1-lb. glass jars, 2 doz. case....per doz.	$ 0 95
Home-made, in 1-lb. glass jars "	1 50
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 06

CLEMES BROS.

Pure fruit stock—	
10-oz. glass jars, 2½ doz. case..per doz.	$1 00
16-oz. glass jars, 2 doz. case.. "	1 50
Quart gems, 1 doz. case..... "	3 35
In 5-lb. tins..... per lb.	09

Pickles.

STEPHENS'.

A. P. Tippett & Co., Agents.

Cement stoppers (pints) ....per doz.	$ 2 30
Corked " "	1 90

Sauces.

BRAND & CO.

Worcester	$1 85
Tomato catsup	2 60
Mayfair relish	2 60
Indian chutney	1 75
Mango "	2 25
A 1	1 70 2 60 3 15

Soda.

COW BRAND.

Case of 1-lb. containing 60 pkgs., per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. (containing 96 pgs.), per box, $3 00.

EMPIRE — "EMPIRE" BRAND.

Brunner, Mond & Co.

Case 120 ½-lb. pkts. (60 lb.), per case, $2 70.

Case 96 10-oz. pkts. (60 lb.), per case, $2 80.

"MAGIC" BRAND.

	Per case.
No. 1, cases, 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " { 30 1-lb. " / 60 ½-lb. " }	2 75

No. 5 Magic soda—cases 100—10-oz. pkgs.

1 case	2 85
5 cases	2 75

"BEE" BRAND.

"Bee" brand, 8 oz., cases, 120 pkgs.	Per case
" " 10 oz., cases, 96 pkgs.	$2 75
" " 16 oz., cases, 60 pkgs.	

Soap and Soap Powders.

A. P. TIPPET & CO., Agents.

Maypole soap, colors...per gross	$10 20
" " black... "	15 30
Oriole soap... "	10 20
Gloriola soap... "	12 00
Straw hat polish... "	10 20

Two Lines That Lead.

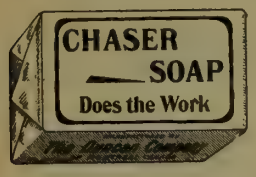
A Vinegar with Advantages.

You want a brand absolutely pure. One which will keep a long time without deteriorating. One known for its delicate aroma and its excellent flavour. **Hill, Evans & Co.** (Worcester, Eng.), produce **the** one. A Malt Vinegar which is unapproached by any other for these essential properties. A Vinegar you may always rely upon.

Quinine Wine with a Reputation.

Robert Waters' Quinine Wine enjoys a 50-year reputation as the finest tonic known.

Export Agents—ROBT. CROOKS & CO., Botolph House, Eastcheap London, England.



CHASER SOAP.

1 case	$2 40
5 cases	2 30
10 cases	2 20
20 cases	2 10

5 per cent. 10 days or 60 days acceptance.
Babbitt's "1776" 100 6-oz. pkgs. $3.50 per bx.
5 boxes, freight paid and a half box free.
Babbitt's "Best" soap, 100 bars, $4 10 per bx.
Potash or Lye, bxs., ea. 2 dz., $2 per bx.
WM. H. DUNN, AGENT.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. cartons	$ 0 06
No. 1 " " 3-lb. "	0 06
Canada laundry	0 05
Silver gloss, 6-lb. draw-lid boxes	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05½
Benson's enamel....per box 1 25 to	2 50
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 06¾
Canada Pure Corn	0 05½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps	0 08½
"Bee" brand, cases, 4 packages	5 00

BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 05
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 06
Barrels, 200 lb.	0 05½
Kegs, 100 lb.	0 05½
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 45 cartons, per case	40
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 05½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 06½
Crystal Maise Corn Starch—	
1-lb. packages, boxes 40 lb.	0 06½

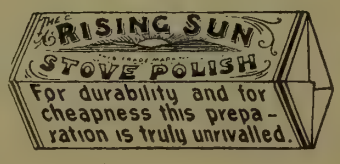
ST. LAWRENCE STARCH CO., LIMITED.
Ontario and Quebec.

Culinary Starches—	
St. Lawrence corn starch, 40 lb	0 06½
Durham corn starch, 40 lb	0 05½
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 06
" 3-lb. cartons, 36 lb.	0 06
" 200-lb. bbl.	0 05½
" 100-lb. kegs	0 05½
Canada Laundry, 40 to 46 lb.	0 05
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 05½

OCEAN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$8 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00

WM. H. DUNN, AGENT.

	pr. dz.
Enameline No. 4, bxs., ea. 3 dz.	0 38
Enameline No. 6, bxs., ea. 3 dz.	0 65
Enameline liquid, bxs, ea. 3 doz.	0 75
Blackene, 5-lb. cans, per lb.	0 10

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

	Per case.
Enamelled tins, 2 doz. in case	$2 40
Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 90
5 " 1 " "	2 35
10 " ½ " "	2 25
20 " ¼ " "	2 10

(10 and 20 lb. tins have wire handles.)

"BEAVER" BRAND.

	Per case.
1 gal. tins, square, 6 in case	$4 40
½ gal. tins, round, 12 in case	4 50
¼ gal. tins, round, 24 in case	4 60

SMALL'S BRAND Standard.

	Per case.
1 gal. tins, square, 6 in case	$4 70
½ gal. tins, round, 12 in case	4 90
¼ gal. tins, round, 24 in case	5 30

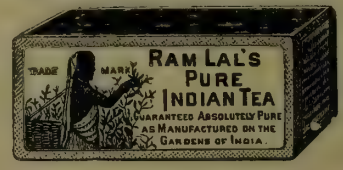
Teas.

SALADA CEYLON.

	Wholesale.	Retail.
Brown Label, 1's	$0 20	$0 25
" " ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60

Ceylon Tea, in 1 and ¼-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c	$0 19
" " ½-lb. " "	0 20
Blue Label, retail at 30c	0 22
Green Label. " 40c	0 28
Red Label, " 50c	0 35
Orange Label, " 60c	0 42
Gold Label, " 80c	0 55



Cases, each 60 1-lb.	$0 35
" " 60 ½-lb. }	
" " 30 1-lb. }	0 35
" " 120 ½-lb.	0 36

LUDELLA CEYLON, 1's AND ½'S PKGS.

Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

"CROWN" BRAND.

	Wholesale.	Retail.
Red Label, 1-lb. and ½s	$0 35	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½s	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—	
"Condor" III 80-lb. boxes	$0 37
EMD AAA Japan, 40 lb " at	0 37½
" AA " 40 "	0 35
Blue Jay, basket fired Japan, 70 lbs.,	0 30
"Condor" IV 80-lb. "	0 43
" V 80-lb. "	0 30
" XXXX 80-lb. boxes	0 25
" XXXX 30-lb. "	0 26
" XXX 80-lb. "	0 22½
" XXX 30-lb. "	0 23½
" XX 80-lb. "	0 20
" XX 30-lb. "	0 21
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 28½

Black Teas—"Nectar" in lead packets	
Green Label	retails 0 26 at 0 20
Chocolate Label	" 0 35 at 0 25
Blue Label	" 0 50 at 0 36
Maroon Label	" 0 60 at 0 45
Fancy tins—Chocolate, 1-lb	0 32½
" " —Blue, 1-lb	0 42½
" " Maroon, 1-lb	0 50
" " —Maroon, 1-lb	1 50

"Condor" Ceylon black tea in lead packets

Green Label, ⅛s, ¼s and 1s, 60-lb. cases retail	0 25 at 0 20
Grey Label, ⅛s, ¼s and 1s, 60-lb. cases retail	0 30 at 0 23
Yellow Label, ¼s and 1s, 60-lb. cases retail	0 35 at 0 26
Blue Label, ⅛s, ¼s and 1s, 50-lb. cases retail	0 40 at 0 30
Red Label, ⅛s, ¼s and 1s, 50-lb. cases retail	0 50 at 0 34
White Label, ⅛s, ¼s and 1s, 50-lb. cases retail	0 60 at 0 46

Black Teas—"Old Crow" blend—	
Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1 per lb.	0 35
No. 2 "	0 30
No. 3 "	0 25
No. 4 "	0 20
No. 5 "	0 17½

LIPTON'S TEA (in packages).

	Color of Label.	1 lbs & ½ lbs. per lb.	Sold for ¼ lbs. per lb.	⅛ lbs. per lb.
Ceylon-India, Ex. ch'st	A Yellow	45	47	70
" " "	B Red	40	42	60
" No. 1	C Pink	35	37	50
" 2	C Orange	28		40
" 3	C L. Blue	22		30
" 4	C L. Green	20		

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 3½s, 5s. and 10s.	$0 39
" Amber, 8s. and 3s.	0 60
Chewing—Stag, bars, 10⅝oz.	0 43
" Bobs, 5½s. and 11s	0 44
" " 10⅝ oz. bars, 6s	0 44
" Currency, 12 oz. bars, 12s.	0 47
" " 6½s. and 12's	0 47
" Old Fox, narrow, 12s.	0 47
" Snowshoe, 14½oz b'rs, sp'c'd 6½	0 51
" Pay Roll, 7s and 6½s	0 52
" Fair Play, 8s. and 13s	0 53

Vinegars.

E. D. MARCEAU, Montreal.	Per gal.
EMD, pure distilled, highest quality	$0 30
Condor, pure distilled	0 25
Old Crow	0 20

Special prices to buyers of large quantities

GRIMBLE'S MALT.

Bulk, ¼-casks, 25 gals	$5 45	$10 95
" casks, 60 "	10 25	22 40
Bottles, cases, 3 doz.	3 25	4 40

Washing Powder.

FAIRBANK'S GOLD DUST.

Five cases assorted—	
24 25c. packages	$4 65
100 10c. "	7 80
100 5c. "	3 90

Freight prepaid.

Cane's Woodenware.

UNITED FACTORIES, LIMITED.

	Per doz
Washboards, Victor	$1 35
" Crown	1 45
" Improved Globe	1 60
" Standard Globe	1 70
" Original Solid Globe	2 00
" Superior Sld. Bk. Globe	2 15
" Jubilee	2 10
" Pony	0 95
Diamond King (glass)	3 10
Tubs, No. 0	10 50
" " 1	8 50
" " 2	7 50
" " 3	6 50
Pails, No. 1, 2 hoops	1 75
" "	1 90

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case	$1 00
Gillett's cream yeast, 3 doz.	1 00
Jersey cream yeast cake, 3 doz. 5c.	1 00
Victoria " " 3 doz. 5c.	1 00
" " " 3 doz. 10c.	1 80

ENTERPRISE on an article is a Guarantee of QUALITY

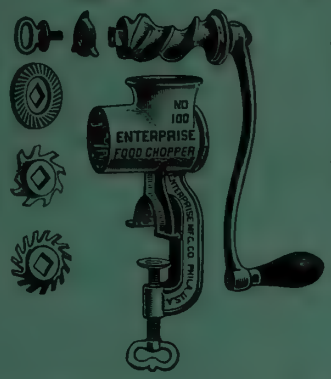
ENTERPRISE

Bone, Shell & Corn Mill

No. 760, $8.50.

Meat Juice Extractor

No. 21, $2.50



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Four Knives with each Machine

No. 100, *chops 2 lbs. per minute*, $1.50
No. 300, *chops 3 lbs. per minute*, $2.25

Sell every Day in Year

GUARANTEED TO CHOP RAW MEAT

Illustrated Catalogue FREE *Order through your Jobber*

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5 Sizes & Styles

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Rapid Grinding & Pulverizing Mills

45 Sizes & Styles for Hand & Power, $1.25 to 300.00

No. 2½, $4.75

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Established 1725.

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are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.

BASKETS

We make them in all shapes and sizes. We have

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In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

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Oakville, Ont.

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Why not get the best items that are printed on the subject.

We read and clip thousands of newspapers every week — therefore we can equip you **speedily** and **economically** for a debate, speech, lecture, essay or anything else requiring up-to-date information and more of it than your competitors are likely to get.

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1,000 "	40.00

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The Best Grocers make a point of Keeping it always in Stock.

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Saves oil and gives more light and **better** light.

If you want lamp satisfaction, write for booklet.

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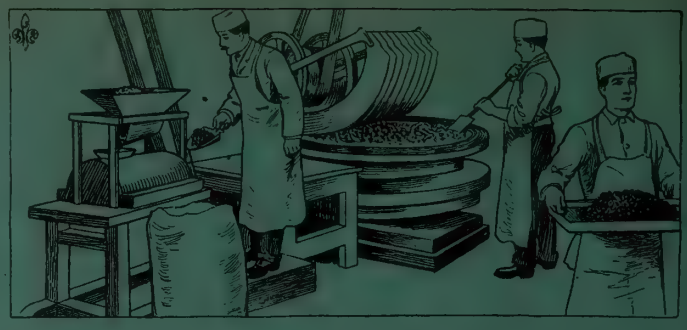
TORONTO and WINNIPEG.



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Your customers' appetites are harder to please now than at any other time of the year. That's all the more reason for giving the pure, clean, wholesome, tempting

Wethey's Mince Meat

They'll like the look of it in its dainty package, and they'll thoroughly enjoy it. How is your stock ?

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ST. CATHARINES, ONT.

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Pickles, Sauces, Jams and Preserved Provisions.

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Do you want to sell the best lamp on the market?

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CHAS. F. CLARK, President. — CHAS. L. BECKWITH, Secretary.

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The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

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VINEGARS

NOTE OUR GRADES.—Orleans No. 16, and Nos. 16, 18 and 24 malt, concentrated and distilled.

All inquiries addressed to their Canadian agent, Mr. I. S. Wotherspoon, 204 Board of Trade Building, Montreal, will receive prompt attention.

I. S. WOTHERSPOON,
204 Board of Trade Building,
MONTREAL, P. Q.

Sterling Brand Pickles
ARE ALWAYS STERLING PICKLES.

The People's Choice—The Grocer's Favorite.

What kind of trade you do depends on the kind of goods you sell. For this reason, you will recognize the importance of keeping well stocked in Sterling Pickles and Relishes. Of course, there are other pickles, but there is only one Sterling Brand Pickles—and they are the best.

—Made of the best Canadian vegetables,
—by most scientific methods, and with
—all the care and supervision that high-
—class manufacturing demands.

The T. A. LYTLE COMPANY, Limited
124-128 Richmond St. West, TORONTO.

Stretton's Table Relishes

An English Judgment.

At the Food Exhibition held in London, 1893, Stretton's Prize Medal Sauce received the only Medal awarded Worcestershire Sauce. A cut of Medal is reproduced here.

A Canadian Court.

Less than two years ago we submitted our Worcestershire Sauce to the judgment of the Canadian people and we have the satisfaction of a favorable verdict.

Thus the Canadian Court of Public Opinion upholds the decision of a judgment rendered in England.

Stretton's Prize Medal Sauce, Reputed pints for hotel trade, $2.85 doz.
Stretton's Prize Medal Sauce, Reputed half-pints for best family trade. 1.60 "

Importing Wholesale Grocers Supply Our Goods.

COFFEE—perhaps the most important feature of a grocer's business. A reputation for "Good Coffee" attracts desirable customers regardless of the numerous compound cereal substitutes. The merchant who sells pure "Good Coffee" will gain trade. We have helped hundreds of discriminating grocers to gain that reputation. Why not you? Increase your trade by handling

S. H. & A. S. EWING'S
High-Grade COFFEES

THEY EARN THEIR COST

while you pay for them.

SOLD ON EASY MONTHLY PAYMENTS.

The Computing Scale Co. of Canada, Limited

164 King Street West, Toronto, Canada.

Manufacturers of...

DAYTON COMPUTING SCALES.
MONEY-WEIGHT SCALES.

SOCKEYE SALMON

"Sovereign" and "Lynx" Brands

ARE THE CHOICEST IN THE MARKET.

EVERY TIN GUARANTEED.

TO BE HAD OF ALL GROCERS.

BE READY

with the best when you have a call for condensed milk.

REINDEER BRAND

takes first place.

W. G. A. LAMBE & CO., Agents.

"Satisfactory in every respect"
is the verdict of your
customers in using

Japan Teas

—the reason is apparent to all judges of teas—Japan Teas are pure, clean, healthy and invigorating. It pays you to handle

JAPAN TEAS

How is Your Coffee Trade?

Good, Eh!!

Then you must sell our famous **CLUB COFFEE**

——Put up in 1-lb. and 2-lb. Tins.——

A POPULAR BLEND.

Manufactured only by

S. H. EWING & SONS

96 KING ST., MONTREAL,

Telephone Bell Main 65.
" Merchants 522.

Toronto Branch, 29 Front St. West

TELEPHONE MAIN 2059

Telephone orders receive prompt attention.

THE

MOST PROFITABLE to the GROCER

and

MOST SATISFACTORY to the LAUNDRESS

is Cold Water **STARCH IVORINE**

ASK TRAVELLERS THE PRICE

THE ST. LAWRENCE STARCH CO., Limited, - PORT CREDIT, ONT.

WE HELP YOU

SELL

"Imperial Brand" MAPLE SYRUP

By advertising it This gives it a big advantage.

ROSE & LAFLAMME, Agents, MONTREAL

EASY TO SELL

Because everyone knows that

Paterson's Camp Coffee Essence

is the very best coffee essence on the market, and the price is reasonable.

ROSE & LAFLAMME
Agents, - - - Montreal

Ceylon Green Tea

Ceylon GREEN Tea is a natural leaf Tea of particularly fine "Aroma," surpassing all other teas for delicacy of flavor.

So remarkable and rapid has been the success of **Ceylon GREEN Tea** that it is absolutely necessary to increase the output. The estimated increase during the current year will probably reach

12,000,000 lbs.

The greater part of which will find its way into the Canadian and American markets.

Ceylon Black Tea

Ceylon BLACK Tea leads in the competition for Supremacy, and has established itself as a tea of unsurpassed excellence.

TEA.

AGENTS REQUIRED in Canada and United States to sell and obtain wholesale orders for **Ceylon Black and Green Teas** on commission. Apply,

"COMMISSIONER,"

CANADIAN GROCER,
109 Fleet Street E.C. London, Eng.

Use Live Bait.

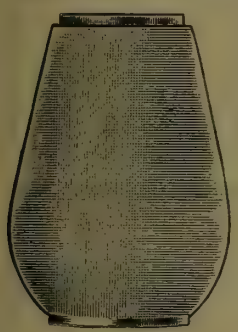
R-O-Y-A-L
S-A-L-A-D D-R-E-S-S-I-N-G

Catches Trade
and Holds all it catches.
Let your customers know you recommend the BEST.
It will make you money.
ROYAL SALAD DRESSING is making new friends every day.

The Horton-Cato Mfg. Co.,

DETROIT, MICH., - WINDSOR, ONT.

ARE YOU USING OUR



Cold Blast or Jubilee Globes

Aetna or Quaker Flint Chimneys?

Give them a Trial.

THE SYDENHAM GLASS CO.
OF WALLACEBURG, LIMITED.

If You Have Money to Burn

Why! Go burn it. There is 10 times more satisfaction in burning money than in losing it in driblets, through carelessness of clerks, or disputed accounts. Who that has "pass-book" customers, has not had accounts disputed and partially repudiated? The best way to avoid all complications and misunderstandings is as follows:

IF A MAN WANTS CREDIT

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. **NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING.** There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.
C. O. BEAUCHEMIN & FILS, MONTREAL.
ALLISON COUPON CO., Manufacturers, Indianapolis, Indiana.

$1.00

is our price for Tomato Pulp—Tomatoes with Skin, Seeds and Fibre removed. 1 can Pulp=3 cans ordinary canned tomatoes.

$1.00 per doz., f.o.b. Burlington.

The Burlington Canning Co.
Limited
BURLINGTON, ONT.

Want Ads.

In this paper cost 2 cents per word first insertion, 1 cent per word subsequent insertions. Contractions count as one word, but five figures (such as $1,000) may pass as one word. Cash remittance to cover cost **must in all cases** accompany orders, otherwise we cannot insert the advertisement. When replies come in our care 5 cents additional must be included for forwarding same. Many large business deals have been brought about through advertisements of 20 or 30 words. Clerks can be secured, articles sold and exchanged, at small expenditure.

MacLEAN PUBLISHING CO., Limited
Montreal and Toronto.

REFRIGERATORS.

Fit up your store with a Eureka Refrigerator and you will have a refrigerator that will dry wet matches.

Write for our catalogue, guarantee test and testimonials which are free.

Eureka Refrigerator Co.

WILBERT HOOEY, MANAGER.
Phone Park 513. **54 Noble St., TORONTO.**

Every Housewife...

knows the advantages o a good broom. It's the foundation of a clean home. We want you to know our brooms. They are good brooms. Drop us a line and our traveller will call.

The Waterloo Broom and Brush Co.,

WATERLOO, ONT.

STRONG DURABLE LIGHT

POROUS AND CHEAP

Sell Flower Pots

Our No. 1 and No. 2 Assortments, $5.10 and $4.15 respectively. Specially gotten up for grocers and general stores. Write for list.

The FOSTER POTTERY CO.
HAMILTON, ONT. Limited

ROW'S GUM in 1c. Stick, 5c. Pkgs, in 5c. Bags.

ROW & CO., Morristown, N.Y., and Brockville, Ont.

"ACME"
TABLE SALT

Ask your wholesale grocer for it. Put up in 24 3-lb. cartoons in a case, and in 50-lb. box.

TORONTO SALT WORKS, Toronto, Ont.

BRITISH BUSINESS CHANCES.

Firms desirous of getting into communication with British manufacturers or merchants, or who wish to buy British goods on the best possible terms, or who are willing to become agents for British manufacturers, are invited to send particulars of their requirements for

FREE INSERTION

in "Commercial Intelligence," to the Editor

'SELL'S COMMERCIAL INTELLIGENCE,'

Temple House, Tallis St,. Temple Avenue, London, E.C.

"Commercial Intelligence" circulates all over the United Kingdom amongst the best firms. Firms communicating should give reference as to bona fides.

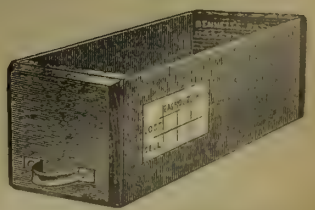
N.B.—A free specimen copy will be sent on receipt of a post card.

...THE...

Bennett Manufacturing Co.

Bennett's Patent Shelf Box and Cabinets for Hardware, Grocery, Seed and Drug Trades, etc.

Owing to the steady and rapid growth of our business new quarters were needed.



Address all communications to our New Factory:

Pickering, Ontario

Questions—

AND THEIR ANSWER.

1. What tea wins favor by its intrinsic worth ?
2. What tea replaces other vaunted teas ?
3. What tea pays the grocer best, all things considered ?

Blue Ribbon *Ceylon* Tea

The Red Label—40c., worth fifty.

There is no fad about the fish habit—it is founded on commonsense.

People have been eating too much meat. What they need is more fish.

"HALIFAX," "ACADIA" and "BLUENOSE"

BRANDS OF PREPARED CODFISH

are meant to encourage the beneficial habit of eating fish in preference to meat.

They succeed in encouraging this habit as no other form of fish produce has ever succeeded, because :

1st—They are so palatable—so delicious.
2nd—They are so convenient—always ready.
3rd—They are so clean—nothing fussy about getting them ready for the table.

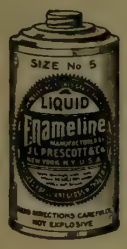
BLACK BROS. & CO., LIMITED

OFFICE, Halifax, N.S. FACTORY, LaHave, N.S.

A. H. BRITTAIN & CO, Selling Agents, Board of Trade Building, MONTREAL.

—the merits of **STOVE POLISHES**

are known and acknowledged by every housekeeper using



Enameline.

There are many kinds of Stove Polishes—hard, paste and liquid—sold by the trade, some more or less meritorious; but the only brand that is absolutely reliable in every respect is

Enameline.

You are always safe in selling your customers ENAMELINE, either paste or liquid.

W. H. DUNN, Agent, MONTREAL.

CRYSTAL GRANULATED SUGAR

IS MADE ESPECIALLY

FOR PRESERVING

AND

FOR HOUSEHOLD USE

BY

THE WALLACEBURG SUGAR COMPANY, Limited

WALLACEBURG, ONTARIO.

AURORA CORN SYRUP

A Pure Golden Syrup Made from Golden Grain. **A Great Spread for Daily Bread.**

Better in flavor and purity than any other.
Good for everybody. **A pleasaant surprise to all.**

2-lb. tins, cases, each 24 tins, $1.90 per case.
5 " " " 12 " 2.35 "
10 " " " 6 " 2.25 "
20 " " " 3 " 2.10 "

Freight paid on 5-case lots. Price subject to change without notice.

Ask our travellers about our Pure Maple Syrup.

W. H. GILLARD & CO., Wholesale Grocers, - HAMILTON.

Branch CANADA GROCERS LIMITED.

THE BUSINESS INSTINCT

WOOD'S BOSTON COFFEES
THOMAS WOOD & CO.
IMPORTERS AND ROASTERS
BOSTON, MASS.
PURITY, UNIFORMITY AND EXCELLENCE GUARANTEED.

It is a gift with some and a matter of cultivation with others.

Cultivation means the bestowal of time and attention to the attainment of some particular object.

If your business instinct does not at once tell you to deal in **WOOD'S COFFEES,** proper investigation will.

Their enviable record invites your consideration.

Canadian Factory and Salesroom,

No. 428 St. Paul St., MONTREAL.

WOOD'S BOSTON COFFEES
THOMAS WOOD & CO.
IMPORTERS AND ROASTERS
BOSTON, MASS.
PURITY, UNIFORMITY AND EXCELLENCE GUARANTEED.

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"In the Spring a Young Man's Fancy
Lightly turns to Thoughts of Love."

The Housekeeper's Thoughts Turn to Spring Cleaning.

Therefore, wise dealers make a doubly attractive display of the best of all household appliances,

BOECKH'S HOUSEHOLD BRUSHES and BAMBOO-HANDLE BROOMS.

They give pleasure because they make work easy and last long.

MONTREAL BRANCH:
1 and 3 DeBresoles St.
LONDON BRANCH:
71 Dundas St.

OPERATING:
Boeckh's Toronto Factories.
Bryan's London Factories.
Cane's Newmarket Factories.

UNITED FACTORIES, LIMITED,

Head Office: TORONTO, Ont.

The Small Business as a School of Manhood

"FOR generations the small business, that is, the business as it was before the advent of the great corporation and the trust, was a school of character second in importance only to the church," says H. A. Stimson in a recent number of the Atlantic Monthly. It is rapidly being superseded, and the question is: What is to be the effect upon the business world?

Many years ago Mr. Stimson was confidential clerk in a typical city business house of the old style. Its heads were two young merchants, and he was given the opportunity of knowing both intimately and of observing the effect of their business upon their characters. The one was a gentleman by instinct and family connection,—courteous, kindly and unselfish. The other was self-made, aggressive, ambitious, selfish and intelligent enough to know the value of honesty as a policy, but without convictions. The daily routine of the business divided itself between these men by a kind of natural law. Everything requiring courtesy and the cultivation of the good will of customers fell to the one, while the planning of the business and all those important decisions which had to do with men whose good will was not particularly important to the firm, were passed by the other. The business itself, with its daily necessities and routine, constituted a school of character, giving play to the talents of both and holding their limitations in restraint. It would be interesting to look over the office letter books of those days and read in the correspondence the characteristic features of these two men. There would be found recorded, as accurately as in the record of a boy at school, their native traits and the history of their growth. Each knew as all the men of their day knew that the success of every business house depended upon the personal traits of the partners and their individual relations to the world of business quite as much as upon the wisdom of their plans.

This is understood in all forms of individual business, from the village store to the city establishment where in each instance the storekeeper is made keenly aware of the value of the good will of his customers. As a consequence he is kept under an impulse to be courteous, honest and considerate until these traits become largely characteristic. Whatever men may think about the business of the world it is inconceivable that the great business houses of the older type, which, passing from father to son, sometimes survived for centuries, could have continued under any other conditions. The great guilds of the Middle Ages were simply associations of men of this pattern. They organized for self-defence as individual merchants or tradesmen. And membership in these guilds quickly came to be dependent upon certain established types of character. Because of this the guilds held together, and became the permanent power which resulted in making the cities the instruments which enabled the early kings to shake off the power of the barons, and to break up the foundations of the feudal system in Europe. The Chinese guilds, the oldest existing organizations of business men, are also of this class.

The record of those early days still remains in our literature. Shakespeare's tale, the Merchant of Venice, turns upon the integrity, indisputable and dominant, of the merchants of that time; and the effect of the Chinese guilds upon the Chinese mercantile life is everywhere apparent. The other day the president of the Anglo-Chinese Bank at Shanghai, resigning, to return to England, after twenty-five years of service, in a public address testified that not a dollar had ever been lost by the bank through a Chinese merchant, and that the great fear he had for the changes now going on in the relations between the Orient and the Occident was lest the influx into China of foreign merchants, with a different standard of personal honesty, would do more to complicate and disturb the relations of China with the outside world than any other cause. For the Chinese have not been familiar with the lower standards of business integrity which prevail elsewhere.

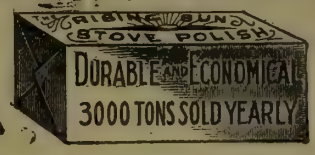
Over against the guilds have arisen the modern corporation and the modern trust. They have so completely changed the essential conditions of business life as these bear upon the individual business man, that it is well to attempt to estimate the effect.

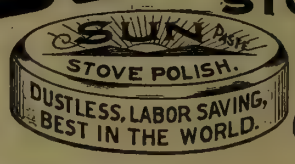
The pride of the merchant, or the manufacturer, in the business to which he was giving his life, and which bore his name, and which he hoped to make permanent in the community and to transmit to his children, has given place to another temper of mind in the passing of those smaller men into the great corporations. Names still linger from the early days: the Maydole hammer, the Buck chisel, the Disston saw, the Scott gun, the Morley hosiery, the Clay woollen, the Torrey strop, the Hassell brush, tell of a day when the skilful workman began to produce a better article than his neighbor, and soon discovering that his customers recognized its merits, found the way open to a career in which his heart found its sweetest pride, and his business life its most satisfactory reward. All that has vanished with the passing of the old conditions.

Under the new conditions a very few men are carrying the heavy strain, or may be considered as responding to the old challenge to be their very best, and to prove themselves masters in a splendid contest. It must be admitted that the prizes of the business world were never so magnificent for the capable few as they are to-day. The title "merchant prince" has taken on a new significance. But this applies only to the very few. Where there are in every great corporation or trust two or three or, perhaps, a few more, men at the head who carry the responsibility and find their powers taxed to the utmost by their daily duties, there are thousands of all grades of capacity, who now have no other feeling than that of the clerk, or the servant. Their intellectual activity is limited to doing the task that is set for them. They need to be keen, simply to understand directions and to meet the requirements of their department. Their moral responsibility is limited to obeying orders and earning their daily wage. The tax made upon them is only to do their day's work as it arrives, and at night leave their desk clear. They are part of a vast machine to whose perfection they are contributing; and in so doing are limiting their own powers, and bringing on the day when they can the more readily be dispensed with and forgotten. The best they can hope for is a pension. As life goes that is much, but it is not the best.

The great corporation is unquestionably the necessity of the hour. It will continue to take on constantly new forms of development. It is already

RISING SUN STOVE POLISH IN CAKES
WELL KNOWN AND RELIABLE





SUN PASTE STOVE POLISH IN TINS
GUARANTEED TO THE TRADE

Our packages are larger and more attractive in style than any others.
The quality of our goods is superior to anything else on the market.

MORSE BROS., Proprietors, Canton, Mass.

For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

playing and will continue to play a tremendous part in the progress of civilization. But its limitations are none the less real. The evils that are inevitably connected with it must be clearly realized if they are to be offset. Among them all none is more serious than this radical one of the effect upon the character of many employees, who, under former conditions, would have been either managing their own business or ambitious for the opportunity of doing so. The life, in a multitude of homes where a salary takes the place of business earnings, is doubtless calmer and steadier, and also in many cases ampler, in that the income is larger. A certain stability is hoped for in a society where anxiety over business conditions is exchanged for the contentment of an assured stipend. And the steadying and quieting of the temper, no longer made irritable by the daily anxiety, is unquestionably a notable social advance. When, however, one looks within and asks what is to take the place of the old discipline, with its insistent demand for those traits of character which have made the merchant and the manufacturer the sturdy, thoughtful, self-respecting men they always have been, we are at a loss for an answer.

When thoughtful writers like Benjamin Kidd speak of "the freest possible play of forces within the community, and the widest possible opportunities for the development of every individual's faculties and personality" as the condition of progress, and of "the personal rivalry and competition of life" as being not only now, but having been from the beginning "the fundamental impulse behind all progress," there is cause for concern when men find themselves tempted to exploit agencies which effectually remove or destroy those conditions.

It is certain that a great change is going on, and one of that subtle and unperceived kind the effect of which is sure to be widely felt before it is understood, not to say corrected. How much it means of difficulty or even of disaster in the business world of the future it may be difficult to determine, but it will certainly have a profound effect in shaping the prospects even of the trust. It creates conditions under which it will be growingly difficult to produce men with the character and the intellectual stamina which are necessary to the management of the great corporations. Men who have simply grown up as clerks will never be truly competent to fill these positions. They will become more and more men of detail. And the system of inbreeding, that is, of limiting the filling of their more important posts to men who have risen through all the ranks of lower service,—which now is proclaimed by some of the great railways,—is a policy as truly suicidal as it is unintelligent. Great administrative positions require men who have been accustomed to that independence of action and breadth of view which only the responsibility of directing their own affairs can produce. It is a temper of mind and spirit as far as possible from that of the life-long clerk or employee. And no problem in the business world is more vital, or has farther reaching relations, than the question how such men are in the future to be produced.

RICE IN ARKANSAS.

The Rock Island is experimenting, through agents, with rice culture in Arkansas. The experimental farm is situated in Carlisle county, near Little Rock, and consists of seventy-five acres. A report on the first crop shows thirty-five bushels to have been raised to the acre. The rice is known as the Honduras quality, and sells for $1 a bushel. It can be raised only in irrigated land, and the cost of irrigation amounts to about $5 per acre.

BROCK'S BIRD SEED.

THE skilful mixing of bird seed is for none but the bird fancier. True, to mix canary, millet and rape seed in set proportions is child's play, but to mix them so that there will be just the right amount of each is another story. In order to ascertain the perfect formula one must be closely acquainted with bird health, and the effect of seed on song. Birds, especially the dainty canary, are quickly responsive to food effects, and a little too much of this or that constituent may prove fatal to health and spirits. Owners of the little songsters are well aware of this fact, and will not take chances on unknown seed mixtures. Indeed, so dependent is the life of the bird upon its food, that bird owners are rebellious whenever an unknown and untried seed is offered by the dealer. Hence it follows that the man or firm who would put a new bird seed on the market has one of the most difficult of tasks. If, finally, he does succeed it is because the seed mixture is good beyond peradventure.

Brock's bird seed has long since earned this right. So successful have the manufacturers, Nicholson & Brock, of Toronto, been, both in making a food of the first order, and in conquering prejudice, that the sale of their bird seed ranks second to none the whole Dominion over. Every package contains a cake of "bird treat," a bird medicine, if you will, since it is designed to preserve the health of the captive warblers. Nicholson & Brock have prepared a book of considerable size on the breeding and care of canaries. Mr. Nicholson is an authority on canaries, and is freely consulted by a host of bird owners in every part of the country.

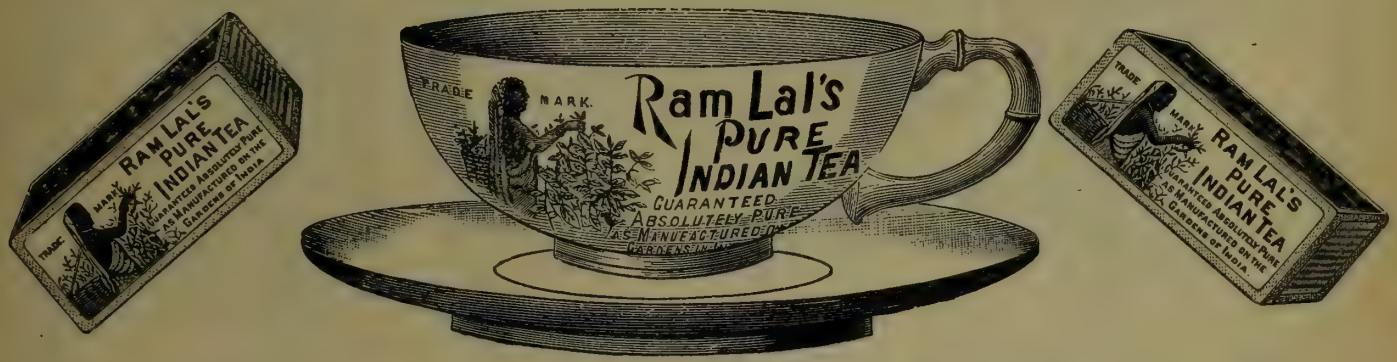
TO OUR CUSTOMERS:

We hope you have received any shipments that may have been delayed through weather conditions over which none of us had any control. We are now in a position to maintain our old record as "Quick Shippers" and you may depend on all orders being shipped the day they are received. If wanting goods in a hurry our telephones are always at your disposal and all mail and telephone orders have our personal care.

LUCAS, STEELE & BRISTOL, Wholesale Grocers, **Hamilton.**

THE ORIGINAL QUICK SHIPPERS.

Everybody Drinks Ram Lal's


RAM LAL'S PURE INDIAN TEA
GUARANTEED ABSOLUTELY PURE AS MANUFACTURED ON THE GARDENS OF INDIA
TRADE MARK
Ram Lal's PURE INDIAN TEA
GUARANTEED ABSOLUTELY PURE

AND EVERYBODY LIKES IT.

James Turner & Co.

Branch, Canada Grocers, Limited.

HAMILTON, ONT.

Write us for Samples

Teas and Coffees

Special values now in **Japans,** all grades, from 15c. to 35c.
Also Japan Siftings and Fannings, from 5c. up to 10c.
We carry a full range of all other kinds and our prices will prove attractive.
Just a Hint—Try us and save money.

James Rutherford & Co.

DIRECT IMPORTERS

27 St. Sacrament St. MONTREAL.

TEAS

We are offering exceptional value in all grades of Tea—

INDIA **HYSON**

CEYLON **JAPAN**

Our lines of Green Ceylon (Japan Style) surpass anything hitherto offered.
Communicate with us or see our travellers before buying. It will pay you.

THOS. KINNEAR & CO., Wholesale Grocers, **49 Front St. E., Toronto**

A Case of Snider's Home-made Catsup Given Away Free.

We are giving . . .

1 case, pints, Snider's Catsup, value $6.00

Absolutely Free

with every shipment of 5 cases of pints.

It figures out this way.

5 cases, pints, 2 doz. in case, at $3 per doz. -	$30.00
1 " " " " " Free -	6.00
	$36.00

You pay $30 only,
and your cost is therefore
$2.50 per doz., instead of $3.00.

Take advantage of this offer while it lasts. It means a saving of nearly 20 per cent.

A. F. MacLAREN IMPERIAL CHEESE CO., Limited,
Sole Agents for Ontario, Manitoba and N.W.T.,
51 Colborne St., TORONTO, ONT.

Business Changes

ONTARIO.

THE Kent Farmers' Produce Company, Blenheim, have obtained a charter.

R. Dennison, cheese maker, Archer, is dead.

O. W. Martin, grocer, Trenton, has assigned.

H. Butterworth, grocer, Brantford, has sold out.

S. Mann, general merchant, Stittsville, is dead.

D. G. Currel, grocer, Ottawa, has sold out to M. Cardinal.

N. S. McMillan, grocer, Rodney, has sold out to A. & E. Lusty.

W. H. Knister, general merchant, Ruscorn Station, has sold out to J. J. Murphy.

The Petrie Mfg. Co., manufacturers of cream separators, Guelph, have been burned out.

Frezzel & Thornton, cigar manufacturers, Ingersoll, have assigned to D. B. Cuthbertson.

W. S. McCall, grocer, Simcoe, has assigned to T. McCall; meeting of creditors advertised for April 8.

Graham Bros. & Co., general merchants, Kinmount, have sold their grocery business to J. J. Doherty.

The stock of the Crown Mfg. Co., manufacturers of grocers' sundries, Toronto, is advertised for sale by tender.

Vair & McDougall, produce dealers, Owen Sound, have dissolved partnership and been succeeded by McDougall & Lemon.

QUEBEC.

O. Renaud, cigar dealer, Montreal, has assigned.

I. Masse, general merchant, Sandy Bay, is dead.

T. E. Flynn, general merchant, Perce, has assigned.

The assets of J. Perreault, grocer, Montreal, have been sold.

P. Desormiers, grocer, Montreal, has sold out to F. Guyon & Co.

The assets of S. J. Roy, proprietor of creamery, St. Johns, have been sold.

The assets of A. Gervais, general merchant, St. Laurent, have been sold.

The Laing Canning and Preserving Co., Montreal, have gone out of business.

A sample jar will convince you that

Upton's

HOME-MADE JAMS and ORANGE MARMALADE

are the finest that can be produced.

A. F. MacLAREN IMPERIAL CHEESE CO., Limited, SELLING AGENTS. TORONTO.

The assets of J. Parent & Co., general merchants, Rimouski, were sold on April 5.

H. Davidson has registered as proprietress of T. Davidson & Co., grocers, Quebec.

A meeting of the creditors of A. Gervais, general merchant, St. Laurent, has been held.

The assets of Charbonneau & Co., grocers, Lachine Locks, were sold on April 7th.

Bonneville, Gagnon & Cie., general merchants, St. Remi, have dissolved partnership.

A. & R. Laplante, proprietors of butter factory, St. Remi, have dissolved partnership.

J. A. Michaud, general merchant, Chicoutimi, is offering to compromise at 50c on the dollar.

Carrier & Co., general merchants, Garthby, are offering to compromise at 55c on the dollar.

Kent & Turcotte have been appointed curators to C. Garceau, general merchant, St. Garnabe.

The assets of H. Drouin, general merchant, Beauce Junction, are advertised to be sold on April 12.

The assets of T. E. Levesque, general merchant, St. Gedeon, are advertised to be sold on April 12.

The assets of B. Larouche, general merchants, Les Grandes Bergeronnes, have been sold to Samson & Filion.

The balance of the assets of Rabinovitch Bros., general merchants, St. Guillaume D'Upton, were sold on April 6th.

The stock of Laporte, Martin & Co., wholesale grocers, Montreal, has been damaged by smoke and water; loss covered by insurance.

MANITOBA AND N.W.T.

N. Hay, general merchant, Gainsboro, has assigned to T. Lock.

W. Campbell, confectioner, Wolseley, has sold out to R. E. Lewin.

Grant Bros, general merchants, Millet, have dissolved partnership.

J. H. Dyer, grocer, Weyburn, has sold out to Hopkins & Spofford.

H. H. Gervan, grocer, Moose Jaw, has sold out to T. M. McNab.

A. Decennick, flour and feed merchant, Makinak, has been burned out.

H. E. Beattie, general merchant, Okotoks, has sold out to R. & C. Olds.

Burgoyne Bros., general merchants, McCreary, have dissolved partnership.

K. Shatilla & Co., general merchants, Somerset, have assigned to C. H. Newton.

Greenblat & Nitikman, general merchants, Winkler, have been succeeded in business by A. Nitikman.

Gaudette & Morin, general merchants, Morinville, have dissolved partnership. P. S. Gaudette continues in business.

BRITISH COLUMBIA.

J. Pritchard, grocer, Keremeos, has gone out of business.

M. H. Nicking, grocer, Victoria, has been succeeded by A. Thornton.

S. S. Sellman, grocer, Victoria, has been succeeded by A. Hendry.

Crowe & Morris, tobacconists, Rossland, have dissolved partnership.

Canned Meats

Clark's AND Libby's

See Our Travellers.

THE **Davidson & Hay,** LIMITED,

Wholesale Grocers, TORONTO.

DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

Canada's Agricultural Exports.

THE annual report of the Department of Agriculture draws attention to the fact that Canada's exports of agricultural and animal products have grown at a wonderful rate during the past seven years. In 1886 they were $39,718,212, in 1896 they were $50,591,002 and for 1903 the total stood at the enormous sum of $114,441,863. That the British market now absorbs the great bulk of our exports of farm products is true, but, nevertheless, it still offers a vast field for the futher extension of Canadian trade. Taking fifteen classes of dairy products, meats breadstuffs, forage and live stock, the total Canadian exports to Great Britain were $102,542,155, whereas the total imports into the United Kingdom of the same classes of farm products from all countries aggregated $555,875,850. It will thus be seen that in her biggest year Canada supplied of the foregoing classes of products less than one-fifth of Great Britain's requirements. To obtain a larger share of this market it will be necessary to pay careful attention to the following points: Superiority in quality, regularity in supply, ability to sell at as low a price as competing countries, and the use of attractive packages of the kind demanded by the market. Apart from Great Britain, the other markets most promising are South Africa, Japan, China and the British West Indies.

A New Preservative.

A PROCESS of preserving fresh food for months without the food losing its original flavor has been discovered by Dr. Morris, of Edinburgh. The product used is called Salvoline. As a patent has not been secured it cannot be described. It can be said, however, that the discovery of a certain salt by chemical experiments led to the perfecting of the new curing method.

It is claimed that in an experiment fresh creamery butter was kept sweet for six months, so that an expert was deceived into thinking it the fresh article. Those who have witnessed the results of these tests are convinced that a most important discovery has been made in preserving fresh food stuffs for export trade. The solution can be economically manufactured.

To Stop Adulteration of Food Stuffs.

QUITE in keeping with The Grocer's recent editorial reference to the adulteration of food stuffs in the Province of Quebec, Ald. Dagenais, who, by the way, is a doctor, and represents a portion of a very thickly populated and middle-class ward in Point St. Charles, Montreal, has made a motion in the Montreal City Council to have a clause added to the nev civic by-law giving the city more power to proceed against offenders who adulterate food. This will undoubtedly be a very good thing if officers can be found who will carry out such a by-law with the same zeal and discretion as the officers who enforce the British Food and Drugs Act.

Drying Milk and Condensing Wine.

One of the most important of modern discoveries is undoubtedly the process of drying milk, by which the moisture is evaporated, leaving all the nourishing and substantial elements unaffected. The exact proportions are one to seven, that is to say, one tablespoonful of powder in seven of water gives milk as though it had just come from the cow. There is no loss or deterioration by keeping or transit.

The process is quite perfected, and supplies are about to be placed on the market. The discoverer is certain that he has found an invaluable adjunct for military, naval, and colonial supply. whilst he claims that his powder affords an absolute guarantee for the proper nourishment of children.

Canadian Butter Packed in Danish Kiels

"Canadian butter packed in Danish kiels is the best quality of Canadian creamery, and is put up in this shape by the shippers who receive their instructions from English consignees," says the agent of the Canadian Department of Agriculture in Great Britain. "Most of it comes with no mark except what is on the sacking covering the cask; if there is any mark it is on the cask and can easily be erased. There is no doubt that the bulk of the butter packed in this style is sold as 'choicest Danish.' Only a few Canadian firms ship butter in 'Kiels' or eggs in the 'Foreign' or 'Irish' case."

New Canning Industry.

A new canning industry to be known as the Old Homestead Canning Company, is to be started shortly in Picton, Ont. The plant will be one of the largest of the kind in Ontario and will have a capacity of over three million cans. In addition to canned goods, the company will also pack jams, jellies, marmalade, and evaporated goods.

Shortage in Honey.

THIS season will see a shortage in honey in Ontario, as there will be a shortage in honeymakers. The bee has been badly bitten by the severe Winter. It is thought that a large percentage of the bees have perished or will perish before the roses bloom again. Just now it is difficult to tell how badly the apiaries will be hurt, but from examinations made and from word received throughout the province, it is thought that presumably half of the bees will die.

The bee comes out in Winter usually. He does not stay out long, but it is necessary for him to come out and get a nip of fresh air if he is to thrive. This Winter he has not been able to get out to any great extent, and dysentery is setting in. The effect will be felt on the next season's crop of honey.

The trouble will likely spread over the Niagara Peninsula and in Wellington, Norfolk and Simcoe Counties. Bees that have been kept in the cellars this Winter are doing fairly well, and it is to this class that those who like honey on their bread will look largely for their supply.

Telegraphic Address, "DOMINO," Charlottetown.

The Dominion Packing Company, LIMITED.

Codes Used A.B.C. LIEBERS PRIVATE.

Charlottetown, P.E.I. Canada

We control the product of

"The Charlottetown Preserving Co."

Pure Fruit Jams, Canned Fruits, etc.

TO THE TRADE

Our travellers are now out with full samples of our new pack Canned Meats, etc. We guarantee the quality equal to any packed on the American Continent. All bright, artistic labels. Let us give you quotations on your season's requirements—it pays to look ahead.

C. C. Corned Beef, 1's, 2's, 6's and 14's, square tins.
Whole Ox Tongues, sizes, 1½'s, 2's and 2½'s.
Prime Roast Beef, sizes, 1's, 2's and 6's.
Prime Roast Mutton, sizes, 1's, 2's and 6's.
Lunch Tongue, size, 1's, 2 doz. to case.
Oxford Sausage, sizes, 1's and ½'s.
Oxford Brawn, sizes, 1's and 2's, square tins.
Compressed Cooked Ham, sizes, 1's and 2's, square tins.
Potted and Deviled Meats, sizes, ½'s and ¼'s.
Chipped Dried Beef, sizes, 1's and ½'s.
Honeycomb Tripe, sizes, 1's and 2's.
Royal Baked Beans, sizes, 1's, 2's and 3's, either plain or with sauce.
Lunch Sausage, size, ½'s, 4 doz. to case.
Vienna Sausage, size, ½'s, 4 doz to case.
Soups, Ox-Tail, size, 2's, 2 doz. to case
Kidney Stew,
Mutton Broth.

ABOVE ALL PACKED IN KEY-OPENING TINS.

Royal Condensed Mince Meat, 36-12 oz., 36 packages to case.

Home-Made Wet Mince Meat, 2 and 5 lb., fibre packages; 7, 14 and 25 lb. pails, tubs and bbls.

Branches at HALIFAX, SYDNEY and ST. JOHN'S, NFLD

Breakfast BACON

There is no Bacon made that will equal our English Breakfast Bacon, and our daily increasing sales warrant us in saying so. If you do not think so, just send us an order for sample lot. We know it will please you and delight your customers.

F. W. FEARMAN COMPANY,
LIMITED.
HAMILTON, ONT.

Our Hams and .. Breakfast Bacon

are Sugar-Cured, Full-Flavored, Delicious and Appetising.

Just the quality your trade demands.
Prepared from selected Pea-Fed Hogs only.

WE ARE BOOKING EASTER TRADE REQUIREMENTS.

Order now to avoid disappointment.

The Park, Blackwell Co., LIMITED
PORK AND BEEF PACKERS,
TORONTO, ONT.

LONG CLEAR BACON

Bright, new cured small sides, particularly suitable for cutting out over your counter.

SPECIAL PRICES

for immediate shipment.

The George Matthews Co., Limited

Peterborough Hull Brantford

The Modern, Up-to-date 20th Century Grocery Has

everything arranged to save time in handling, weighing, measuring. Everything put up in package form, everything clean, bright and temptingly put up.

Why not handle **GILLETT'S** Pure Cream Tartar

put up in handsome

½lb. and 1lb. Screw-Top Cans——also ¼lb., ½lb. and 1lb. Paper Packages—the handsomest packages, and the purest and most reliable goods on the market.

They show you a splendid profit. Ask your Jobber for them.

E. W. GILLETT COMPANY LIMITED

London, Eng. **TORONTO, ONT.** Chicago, Ill.

We are buyers of

Poultry, Butter AND Eggs.

The best facilities for handling consignments. Up to-date Cold Storage.

The J. A. McLean Produce Co., Limited

73-75-77 Colborne Street

Telephone Main 2491. Toronto.

PROVISION AND DAIRY MARKETS.

Toronto.

Provisions—The feature of the provision market this week is lower quotations for hogs with the possibility of a further decrease shortly. The demand for smoked meats is good, and a big trade is expected as soon as navigation opens. The lard market is fair and steady. Fresh meats are quiet. Wholesale dealers say that on account of the milder weather, retailers are trying to clear up stocks on hand. Our quotations are as follows:

Long clear bacon, per lb	$ 0 08½	$0 08½
Smoked breakfast bacon, per lb	0 12½	0 13
Roll bacon, per lb	0 09½	0 10
Small hams, per lb	0 12½	0 13½
Medium hams, per lb	0 12½	0 13
Large hams, per lb	0 11½	0 12
Shoulder hams, per lb	0 09	0 09½
Backs, per lb	0 13½	0 14
Heavy mess pork, per bbl	16 50	17 50
Short cut, per bbl	18 50	19 00
Shoulder mess pork, per bbl	14 50	15 00
Lard, tierces, per lb	0 08	0 08½
" tubs "	0 08½	0 08½
" pails "	0 08½	0 08½
" compounds, per lb	0 07½	0 08
Dressed hogs, light weights, per 100 lb	6 25	6 40
" " heavy " "	5 75	6 25
Plate beef, per 200-lb. bbl	....	11 00
Beef, hind quarters	6 50	8 75
" front quarters	4 50	5 50
" choice carcases	6 50	7 25
" medium	5 50	6 50
" common	5 50	5 75
Mutton	6 50	9 50
Lamb	10 00	11 00
Veal	6 00	9 00

Butter—The butter market is more active this week than last. Lots, in fact too many, dairy rolls and prints are being received, much of which stock has been held over owing to the recent railway blockade and is not first-class quality. Stocks of butter in tubs are pretty well used up, and thus a demand is created for butter in rolls and prints. The market in creamery is steady, and receipts are sold as fast as they come forward. Receipts of butter of all grades are expected to increase steadily from no won. We quote the following prices:

	Per lb.	
Creamery prints	0 21	0 22
" solids, fresh	0 19	0 20
Dairy rolls, large	0 15	0 16
" prints	0 16	0 18
" in tubs, best	0 15	0 16
Under qualities	0 12	0 14

Cheese—The cheese market is firm and a good demand is reported with prospects of a further rise in prices. Our quotations are as follows:

	Per lb.	
Cheese, large	0 10¾	0 11
" twins	0 11	0 11¼

Montreal.

Provisions—Inactivity marked the provision market this week. The volume of business was small owing perhaps to one holiday in the week and the after Easter lull generally. Buyers have still ample supplies occasioned by the heavy stocks purchased last week. The season for frozen dressed hogs is now over and the market is well cleaned up of all stock. Fresh killed abattoir stock is much firmer and sales were made at $7.50 per 100 lbs. We quote:

Canadian short cut mess pork	$17 50	$18 00
American short cut clear	16 50	17 00
American fat back	....	17 50
Bacon, per lb	0 12½	0 13½
Hams	0 11	0 13
Extra plate beef, per bbl	11 50	12 00
Lard—" Boar's Head " brand, tierce basis	....	0 07½
Carloads, less	....	0 00½
20-lb. tin pails, tierce basis	....	
Half-bbls., over tierce	....	0 00½
60-lb. tubs, "	....	0 00½
20-lb. wood pails "	....	0 00½
10-lb. tins, "	....	0 00½
5-lb. tins, "	....	0 00½
3-lb. tins, "	....	0 01

Wood net, tin gross weight—

	Wood.	Tin.
Pure lard, pails	....	1 77½
" tubs	....	0 08½
" cases (6 10-lb. tins)	....	0 09½
" cases (12 5-lb. tins)	....	0 09½
" cases (24 3-lb. tins)	....	0 09½

Butter—No marked change is perceptible in the butter market. Buyers are not so keen as they were before Easter and there is little uniformity in country bidding. Creamery ranged from 20 cents to half a cent higher f.o.b. We quote:

Fancy creamery	0 19	0 20
Summer goods	0 18	0 19
Dairy rolls	0 15	0 16
" tubs	0 15	0 16
Finest Fall made	....	0 21
" fresh prints	0 21	0 22

Cheese—Last year at this time the cheese market was away ahead of the condition this year. Lateness in every way marks the season; 2,000 boxes of March fodder goods were in stock in Montreal at this time in 1903. Seventy-five per cent. of the stock held here is owned by London firms or at least English houses and the stock cannot exceed 50,000 boxes. From present appearances there will be few Aprils and little new make of any kind marketted before the middle of May. We quote:

Good cheese ....

St. John, N.B.

Provisions—Business is dull. In pork rather lower prices are quoted as demand is very light. Beef, while a light sale, shows little change in price. In lard our market is largely supplied. Prices, however, do not seem quite as firm. Smoked meats are held at full figures.

Mess pork, per bbl	$17 25	$19 00
Clear pork "	19 00	21 00
Plate beef "	12 50	14 00
Mess beef "	10 00	12 00
Domestic beef, per lb	0 05	0 07
Western beef "	0 07½	0 08½
Mutton "	0 05½	0 07
Veal "	0 07	0 09
Lamb "	0 07	0 08
Pork "	0 07	0 07½
Hams "	0 12	0 14
Rolls "	0 10	0 11
Lard, pure, tubs "	0 09	0 09½
" " pails "	0 09½	0 09½
Refined lard, tubs	0 08½	0 08½
" " pails	0 08½	0 09

Butter—The price is hardly as firm. The difficulty is o get really first class stock.

Creamery butter	0 21	0 22
Best dairy butter	0 18	0 20
Good dairy tubs	0 16	0 18
Fair "	0 14	0 15

Eggs—While prices dropped off from the very high figures, there was some reaction before Easter. However, compared with prices of but a few weeks ago, values are low.

Eggs, henery	0 25	0 30
" case stock	0 20	0 22

Cheese—Stock held is light. Prices unchanged.

Cheese, per lb	0 12¼	0 13

WANTED.

We are open to buy Chickens, Fowl and Ducks, best quality only. Also Eggs and Creamery Butter, 2-lb. prints and solids, finest quality. Quote prices f.o.b. or delivered here.

JOHN HOPKINS,
Mnfr. of Pork and Beef Products, ST. JOHN, N.B.

Buy a Carload of NAPOLI MACARONI

The Best Goods.
The Most Easily Sold.
The Best Paying.
The Best Cooking.

Send for Samples.

NAPOLI MACARONI CO.,
Hayter and Teraulay Sts.,
TORONTO, CANADA

REFRIGERATORS Useful to every one. 40 different styles. Silver medal, Quebec, 1901. Diplomas: Toronto, Ottawa, Montreal.

C. P. FABIEN,
Merchant and Manufacturer.
3167 to 71 N. Dame St., Montreal, Can.
Write for Illustrated Catalogue.

Egg Cases

—AND—

Woodboard Fillers

BOTTOM PRICES.

WALTER WOODS & CO.

Hamilton and Winnipeg.

Mrs. Dooley

revels in Sunshine, and rejoices over the coming of Spring and the promise of Summer.

Mrs. Dooley's Laundry Soap

is admirable for the washing of white-wear. No fabric is too delicate for its use, nothing too stout to resist its cleansing property.

THE SOAP WITH BORAX IN IT.

Boxes contain 100 bars.
Order it from your wholesaler.

THE
Metropolitan Soap Co.
LIMITED
TORONTO.

SOME CEREALS

require a lot of the grocer's time to sell and to keep on selling Not so with

Orange Meat

the honey-flavored cereal. Apart from its own alluring quality, the coupons that go with it promote its rapid consumption.

Single cases,	**$4.50**
5 to 10 cases,	**4.40**

THE FRONTENAC CEREAL CO.,
Limited
43 Scott St., Toronto.

Fresh and Cured Fish

Herring is King.

THE herring has almost from time immemorial been regarded as King of all fish in the sea, says a St. John's exchange. Insignificant though the little swimmer may seem, he is nevertheless regarded by all northern nations as a perennial money-maker for the fishermen on the coasts. From the fiords of distant Norway to the shores of British Columbia the herring is looked for and welcomed as a source of income which seldom or never fails.

The port of St. John, N.B., was known as a market for herring from very early times, and the curing industry has been carried on longer than the oldest can remember. Twenty years ago there is a record that 375 vessels made this city their headquarters in the trade, and the price of the fish then was as low as 15 cents a hundred. To-day things are greatly changed; the fish have to a considerable extent forsaken the neighboring coasts, and while St. John remains the centre of the curing industry, the herring have to be brought from Grand Manan and even from Bay of Islands, Newfoundland. The herring, for some unexplained reason, change their quarters with the seasons. In April they are caught in large numbers off Nova Scotia; later on, in June and July, they are found near the district from Tynemouth Creek to Mispec, and again from September to November, around the Island of Grand Manan. While the fish around the coast are certainly fewer in numbers than formerly, there is no doubt that the enormous number of young herring used by so-called sardine factories has much to answer for in this connection. The most profitable season is the early Winter, for the fish can then be frozen and shipped long distances. Packed in barrels, they are supplied to many districts in Quebec and Ontario, and at one time were sent as far as Vancouver, but during the last year or so the inhabitants have taken to catching herring on the Pacific coast in greater numbers, and St. John no longer sends the frozen fish so far.

While the fresh herring is regarded as excellent eating, yet in other guise, as the kipper or the bloater, the fish is even more popular. The herring, when cut open, slightly salted and smoked for a few hours in hardwood smoke, becomes a kipper; left in its original shape and salted and smoked for a longer period, it is transformed into the bloater. This latter delicacy hailed originally from Yarmouth, on the east coast of England, and is to this day a staple product of the place.

To Exterminate the Dog Fish.

IN view of the heroic efforts being put forward by fishermen in the Maritime Provinces to secure Government measures for the extermination of the dog fish, it is interesting to note that a bill with a similar end in view is shortly to come before the United States Congress. The proposed legislation authorizes the payment of a bounty of not less than two cents for each dog-fish taken by citizens or fishermen of the United States, on the delivery of the tail section of the fish at such places as may be designated by the secretary of Commerce and Labor. The bill also provides that the sectreary of the department shall annually submit an estimate to Congress of the amount of money necessary to carry out the provisions of the bill.

Canners Win Big Law Suit.

THE somewhat famous case of Mackie vs. the British Columbia Packers' Association, the A.B.C. Packing Co., and other salmon-packing concerns, has been dismissed by the Supreme Court by consent.

The action was for some $44,000, and was based upon the contention advanced by the plaintiff that he and many other fishermen who fished on the Fraser River for the defendant companies during the season of 1902, had not received the full amount of money for fish as agreed upon by them with the defendant companies prior to the commencement of fishing operations in that year. It was contended by the plaintiff that the amount sued for was the difference due as between what the canners claimed the catch

ANCHOR BRAND

New Season's MAPLE SYRUP

The **Best** and Most Satisfactory line you can handle.

QUALITY IS RIGHT.
FLAVOR IS RIGHT.
PRICE IS RIGHT.

You can buy lower-priced Syrups, but there is nothing on the market that can be compared with it for

PURITY, FLAVOR and COLOR.

THE "MONEY-BACK" KIND EVERY TIN GUARANTEED.

PUT UP AS FOLLOWS:

WINE PINT TINS—SEALED	- -	CASES 2 DOZ.
" QUART " SCREW TOP	-	" 2 "
" HF. GAL. " " "	-	" 1 "
" GALLON " " "	-	" ½ "
" QUART—GLASS BOTTLES	-	" 2 "

IMPERIAL MEASURE—5-GALLON CANS.

FREIGHT PAID—ON 3-CASE LOTS
GET OUR QUOTATIONS.

THE **EBY, BLAIN CO.,** LIMITED, Wholesale Grocers, **TORONTO.**

had been and what the fishermen claimed it was.

The suit has dragged along since the Fall of 1902. In the dismissal of the case by consent, as against the plaintiff, costs were awarded in favor of all defendants.

The Dogfish Question.

IN view of the prominence given at the present time to a consideration of means whereby dogfish may be exterminated from the New England and Maritime Provinces' coast, the following methods suggested of remedying the evil are worth noting:

One is the establishment of factories to convert the dogfish into fertilizers; another proposal is that the Government pay a bounty for each dogfish caught. Many favor a combination of the two systems. The fish are rich in phosphates, while their oil is valuable and the skin makes a good substitute for sandpaper.

In England and Germany dogfish are largely used as food, and are said to be found excellent nourishment. Some lobster canners propose to make an experiment after their regular lobster season is over this year, and pack a quantity of the fish as food. They do not expect to be able to dispose of it in Canada, but in some of the largest cities of the United States the foreign elements of the population consider as delicacies squid and other species of fish which the average Canadian would not dream of eating. It is hoped that among these same elements a market may be found for dogfish.

Scottish Method of Curing Herring.

J. Cowie, fish curing expert, who has been engaged by the Minister of Canadian Fisheries to examine likely fishing stations, and report on the possibility of introducing the Scotish method of catching and curing herrings into the Dominion, has decided to make an experiment this Summer at the port of Canso, on the northeast coast of Nova Scotia. Mr. Cowie has secured the service of a number of coopers and Scottish girls to do gutting. He has been making efforts to secure his fishing staff among Moray Firth fishermen, but it is understood the inducements offered were not such as to incline the fishermen to forego the most profitable fishings of the year on their own coast, the proposal being to send over a steam drifter with crew of fishermen to Canadian waters.

Codfish Scarce.

Cured codfish, familiarly known to the New Englander as Cape Cod turkey, and to the palates of thousands of toilers as an appetizing breakfast relish, has now risen to the level of a luxury. Supplies at primary points are such that dealers are unable to secure enough stock for the most pressing wants, and prices have advanced to a level where "shorts" have sought cover in despair.

Cannery Operations.

J. Wallace, of the firm of Wallace Bros., has leased the Pacific Northern cannery on Observation Inlet, B.C., which is being put in shape to begin fishing at the end of the month. If conditions are favorable, it is likely that Mr. Wallace will establish a fish curing and freezing plant on the Naas permanently.

Notes.

At the meeting of the directors of the Canada Marine Biological Station in Ottawa last week the dogfish question was discussed with a view to the extermination of the pest.

"Condor" Japan and Black Tea, Baking Powder, Mustard, Vinegar.

Madam Huot's Coffee

—THE GEM—

"Nectar" Black Tea, in lead packets and fancy tins only.

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APR -8 1904
Cut Book 17
Page 73

It has no equal.

It is Pure, Rich, Delicious.

The Coffees used for this blend are not grown especially for me, nor is my name stamped on every bean, as some people would have you think of their brands, but it is a combination of the finest coffees, richest in flavor and aroma. It is in every way superior to all.

1-lb. Tins, - 31c. 2-lb. Tins, - 60c.

CONDOR MUSTARD

The Best in the World.

This mustard is **strictly mustard** and not an admixture of cayenne pepper, ginger and other ingredients sprinkled with mustard.

It has Flavor and Strength.

Absolutely Pure.

12-lb. boxes—
¼-lb. tins, 35c. per lb.
½-lb. tins, 33c. per lb.
1-lb. tins, 32½c. per lb.

Specialty of high-class goods in Teas, Coffees, Spices and Vinegars.

"Old Crow" Baking Powder, Mustard, Vinegar, Black Tea.

E. D. MARCEAU

281-285 ST. PAUL STREET

MONTREAL

"EMD" Baking Powder, Vinegar, Spices, Coffee

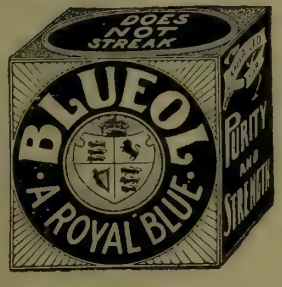
"THEIR PRAISE IS SUNG BY EVERY TONGUE."

There are few articles in this world of which this can be said, but when it is a matter of coffee, professional experts, men of means and even those who must economize, all agree that when they drink a cup made from any of the famous brands of . . .

Chase & Sanborn's —COFFEES—

absolute satisfaction is the result. The reason for this is, that every bean is selected, having been grown on plantations famous for their crops. The experts of this firm scientifically handle the berry.

It Will Pay You to Handle It.



We beg to call the attention of all Retailers and General Storekeepers to the important advantages **"BLUEOL"** has over **all other Washing Blues,** viz. :

1st.—It yields a **greater profit because** in a 10-lb. box there are **50** 4-square packages as compared to **40** in a 10-lb. box of other makes. (A square of "Blueol," though lighter in weight, **is as strong, if not stronger,** in working qualities than any other.) 10 lbs. of "Blueol" will not cost you any more than 10 lbs. of any other, and you have the great advantage of getting 10—4 square packages extra—**PRACTICALLY FOR NOTHING.**

2nd.—There is no finer Laundry or Washing Blue made.

3rd.—It will positively not streak or spot the clothes.

Are there any reasons why you should not handle it ?

Ask your dealer for it, and if he will not supply you write direct to—

J. M. DOUGLAS & CO., (Established 1857) Manufacturers, **MONTREAL, CANADA.**

—and give us his name.

SEE PARTICULARS OF OUR GUESSING CONTEST.

For over 60 years

COMMERCIAL PIRATES

have endeavored to imitate the Famous

LEA & PERRINS' SAUCE

The Original and Only Genuine Worcestershire

but the best they can do is to get as near imitating the general "get-up' of the bottle as possible, without infringing upon **LEA & PERRINS'** rights. The unique flavor and exceedingly pleasant taste has beaten them all, and it stands to-day as it did over 60 years ago, "The Sauce that has absolutely no equal." If you don't use it, you are missing one of the joys that can be had for the asking and a trifling cash outlay. The best grocers are never without it, whether wholesale or retail.

J.M. DOUGLAS & CO., MONTREAL

CANADIAN AGENTS.

A CANADIAN'S VIEW OF BERMUDA

A CALLER at the Montreal offices of The Grocer last week was Mr. W. T. Copping, Montreal representative of the Christie, Brown Co., Limited, Toronto. Mr. Copping had just returned from Bermuda, where he had spent the past three months taking a well-earned vacation. Mr. Copping's health had not been of the best before he left for Bermuda but the healthy climate has completely restored him and he has grown 15 pounds heavier. He expressed himself as delighted in every way with his trip and his experiences on the island. "The people, that is, the merchants, have a desire to trade with Canada in preference to the United States, but Canadian manufacturers have not thought it worth while to pay as close attention to the requirements of the islanders as the United States merchants," said Mr. Copping. "Things being equal, Canadians would most certainly get the preference in trade. This is evidenced by the fact that the flour trade from Canada has increased 200 per cent. during the past two years. The hardware trade swings preferably to the United States, while England seems to get the most of the dry goods business. The climate being very warm very little clothing is required by the natives, and living also on the part of the natives is on a cheap basis. Meat is high and this is mostly supplied by Chicago. Why Canadians don't get after this trade is a puzzler to me. If it pays United States houses to look after it, it should surely interest our people. There are seven steamers of the Pickford and Black line sailing from Halifax touching at the island, and in exchange Bermuda could supply us with onions, potatoes, arrowroot, bulbs, &c. The tourist trade in Winter is a source of a good deal of revenue to the hotels, boarding houses and stores, hotel board (and it is good) varying from $10 to $24 per week, while boarding houses can be had from $3 up per week. There are many interesting natural views and fine scenery on the island. Bermuda has the second largest dry dock in the world.

"One of the sights of the island is a field of Easter lilies,—and there are many wonderful fields.

"One thing I was pleased to notice and that is that The Canadian Grocer is not a stranger to the merchants there, and in my humble way I took pleasure in expressing my pride in our Canadian grocers' newspaper. The interest that The Grocer has always taken in furthering trade and dealings with Bermuda cannot but be appreciated by the storekeepers and shippers of the island."

Mr. Copping has been the Montreal and Eastern representative for the Christie, Brown Co., Limited, for twenty-one years, and his territory, it is needless to say, is looked after closely.

MOLASSES SITUATION IN MARITIME PROVINCES.

THE situation in the molasses market in the Maritime Provinces has been of great interest to the trade ever since January, says the St. John Telegraph, when the arrival of a cargo of new crop of Porto Rico at St. John broke the combine price for that article, and the later arrival of new Barbadoes did the like for the product of that island.

Owing to large stocks of last year's crop held in the provinces the demand has thus far been moderate, but everybody has been waiting to see what the next move would be with regard to the price of new crop goods.

It now appears that any further decline need not be reckoned on. With regard to Barbadoes, the very unusual fact has developed that a cargo has lately been shipped to Virginia. Indeed it is said this is the first cargo sent there, at least for very many years. A cargo of Antigua molasses has also been sent there. The United States demand is said to be due to a shortage in the New Orleans crop.

Another notable fact is that Antigua molasses is to-day quoted higher than Barbadoes, which has seldom if ever been the case before. Late cables from Barbadoes say the market there is firm.

Coming to Porto Rico, that market is a cent higher than it was a month ago, and a letter from a leading firm of exporters on that island, dated March 22, says:

"Let us take, for instance, the output of the port of Ponce, which last year exceeded 8,000 hogsheads. This year we are convinced 4,000 will not be reached, or a falling off of 50 per cent.; while at Mayaguez, which last year exported 5,000 hogsheads, this season's output will scarcely come up to 1,000, a difference of 80 per cent. There are now alone left the ports of Fajardo, Humacao and Arroyo, the exports from which we are unable to report with exactitude; but with regard to Arroyo the conditions applicable to Ponce also rule there. To be more lucid, the canes are ground in centrals, lately inaugurated there, so that the decrease from this port will be more or less on the same scale as from Mayaguez and Ponce. We are to our regret unable to give you any figures with reference to Humacao and Fajardo, but we are inclined to believe that the decrease there will be at least 20 to 25 per cent."

It will thus be seen that the conditions appear to favor a firm if not a strong market for new crop molasses. There are now four cargoes of Porto Rico molasses afloat for St. John.

TEA EXPORTS FROM JAPAN.

The Grocer is in receipt of a letter from C. M. Barnard, agent for Barnard & Co., prominent tea merchants of Yokohama, Japan, giving the following statistics regarding exports of tea from Japan to North America for the season up to February 29, 1904.

New York	14,770,204 lbs.
Chicago	18,218,219 "
San Francisco	5,647,945 "
Canada	5,598,123 "
Total	44,244 491

The total shows an increase over last season's exports of 5,008,277 lbs., and to Canada in particular an increase of 1,336,686 lbs.

A TREAT FOR FISH LOVERS.

WITH good-bye said to Lent for another year, any variety or delicacy in the fish market will be acceptable. The luscious bivalves, known to connoisseurs as soft crabs, will soon be in the market. Reports from Morehead, N.C., state that the season should have opened last week but the weather has been too cold. Now they are reported to be coming in at New York. They are expected in Montreal at the end of the week, and at that they are about ten days later than previous years. The constant cold has been assigned for the delay.

Another fish statement which was given secretly is that fish of all kinds are scarce. The bad floods along the great lakes coupled with the slow moving of the heavy ice has made it almost impossible to get supplies. Letters to local dealers complain bitterly of the delay in arrivals all along the line.

JUDGMENT EXPECTED.

Mr. Saunby, miller, London, expects to receive the decision of the supreme court in his litigation with the City of London very soon now. The dispute arose out of the action of the city in erecting a dam with flashboards about 4 miles below the mill, which Mr. Saunby claimed had materially lessened the working power of the mill. The litigation has been going on for nearly seven years. Judgment was given in both the inferior courts in Mr. Saunby's favor.

Canadian, U.S. and Foreign Manufacturers

IF YOU REQUIRE

A RELIABLE COMMISSION HOUSE

TO REPRESENT YOU IN

WINNIPEG, MANITOBA

COMMUNICATE WITH US.

We Represent

The Canada Jute Co., Limited	Bags, Twines, Hessians	Montreal, Que.
The Truro Condensed Milk and Canning Co., Limited	Condensed Milk, Evaporat'd Cream	Truro, N.S.
The Edwardsburg Starch Co., Limited	Starches, Syrup, Glucose	Cardinal, Ont.
The Wallaceburg Sugar Co., Limited	Sugars	Wallaceburg, Ont.
The Knight Sugar Co., Limited	"	Raymond, Alberta.
Rosenberg Bros. & Co	California Dried Fruits, California Raisins	San Francisco, Cal.
California Fruit Canners' Association	California Canned Fruits	" "
The Anglo-British Columbia Packing Co	Canned Salmon	Vancouver, B.C.
Dow & Curry	Rolled Oats, Pot and Pearl Barley	Pilot Mound, Man.
Jas. Pyle & Sons	Pearline	New York, N.Y.
Bodenheimer & Bro	Molasses	New Orleans, La.
The Dominion Tobacco Co	Plug & Cut Tobaccos	Montreal, Que.
The Cudahy Packing Co	Meats, Lard, Canned Meats	South Omaha, Neb.
The F. W. Fearman Co., Limited	Meats, Lard	Hamilton, Ont.
The Dominion Packing Co	Meats, Lard, Canned Meats	Charlottetown, P.E.I.
Hard & Rand	Green Coffees	New York, N.Y.
Arguimbau & Ramee	Nuts, Raisins, etc	" "
The Bain Peanut Co	Peanuts	Wakefield, Va.
C. Ceroni	Currants	Patras, Greece
Diamond Elevator & Milling Co	Corn Meal	Minneapolis, Minn.
Montreal Canning & Preserving Co	Pickles, Jams, Catsups	Montreal, Que.
The Fraser Lubricator Co	Axlegrease	Chicago, Ill.
Simson Bros. Co., Limited	Sovereign Lime Juice	Halifax, N.S.
Carlowitz & Co	Japan Rice, Ginger	Kobe, Japan.
Samuel, Samuel & Co	Japan Rice	Yokohama, Japan.
J. B. Stringer & Co	White Beans	Chatham, Ont.
Napoli Macaroni Co	Macaroni, Vermicelli, etc.	Toronto, "
Waterous Wire Nail Works	Wire Nails	Brantford, "
Dundas & Flavelle Bros	Honey	Lindsay, "
Mahler Bros	Evaporated Apples	Chatham, "
Flavelle Bros	Green Apples	Belleville, "
Finkle & Ackerman	Evaporated Apples, Dried Apples	Belleville, "
Flynn Bros	Canned Goods, Jams, etc.	St. Catharines, Ont.
D. Kissock & Co	Spices, Tapioca, Sago	London, Eng.
Fort William Broom Mfg. Co	Brooms	Fort William, Ont.
Stretton & Co	Sauces	Worcester, Eng.
Marshall & Co	Canned Fish	Aberdeen, Scotland.
E. James & Sons	Dome Lead	Plymouth, Eng.
Postum Cereal Co	Grape Nuts, etc	Battle Creek, Mich.
Peek Bros. & Winch, Limited	Teas	London, Eng.

EVERY HOUSE FIRST-CLASS IN THEIR RESPECTIVE LINES.

22 YEARS' EXPERIENCE IN THE COMMISSION BUSINESS IN THE

WINNIPEG MARKET.

CORRESPONDENCE AND WIRES ATTENDED TO PROMPTLY.

NICHOLSON & BAIN,

WHOLESALE COMMISSION MERCHANTS and BROKERS,

WINNIPEG, MANITOBA, CANADA.

WAREHOUSE TRANSFER TRACK. STORAGE RATES REASONABLE. CARS DISTRIBUTED.

Branch House, Calgary, N.W.T. --- NICHOLSON, BAIN & JOHNSTON.

BANNATYNE ST. EAST.
TRANSFER TRACK

CODES
A B C 4TH EDITION
WESTERN UNION
ARMSBYS.

CABLE ADDRESS
NICHOLSON WINNIPEG.

E. Nicholson,
WHOLESALE
COMMISSION MERCHANT
AND
BROKER,

Winnipeg March 1st, 1904.

Dear Sirs :—

I beg to advise the trade have taken into partnership Mr. D. H. Bain, who has been associated with me for many years. The business in future will be conducted under the name and style of Nicholson & Bain, Wholesale Commission Merchants and Brokers, Winnipeg. The interests of sellers and buyers will be looked after as promptly and carefully as in the past. Soliciting the continuance of your confidence.

I am,

Yours truly,

E. NICHOLSON.

BANNATYNE ST. EAST.
TRANSFER TRACK.

CABLE ADDRESS
NICHOLSON WINNIPEG.

CODES
A.B.C. 4TH EDITION
WESTERN UNION.
ARMSBYS.

E. Nicholson.
WHOLESALE
COMMISSION MERCHANT
AND
BROKER.

Winnipeg Feb. 26th, 1904.

Dear Sirs :—

I beg to advise have opened up a branch of my business in Calgary, N.W.T., under the name and style of Nicholson, Bain & Johnston, Wholesale Commission Merchants and Brokers. Mr. Johnston will manage the business at that point. The Calgary branch will have control of the territory west of Moose Jaw, and would ask you to pass forward to the new firm at Calgary all quotations and samples for that territory. All correspondence, quotations and samples forwarded to Calgary will receive prompt attention.

Soliciting the continuance of your confidence extended in the past.

I am,

Yours truly,

E. NICHOLSON.

YOU MUST NEED

CANNED FRUITS

and the finest pack is the "**TARTAN Brand,**" a delicious flavor and high standard quality, just like home preserves and put down.

OUR LIST—*Peaches, Pears, Plums, Grapes, Strawberries, Raspberries, Red Currants, Black Currants, Lawton Berries, Cherries, 2s, 3s, and Gallon Tins.*

Send us a sample order and you will never be without these goods.

BALFOUR & COMPANY, Branch Canada Grocers, Limited, WHOLESALE GROCERS, **HAMILTON.**

We have recently taken up the manufacture and sale of the

Templeton Cheese Knife

It is the greatest device for merchants retailing cheese. "Soon pays for itself," the testimony of everyone who has used the machine for the past year.

KEEPS CHEESE FRESH
SAVES FROM WASTE

EASY TO OPERATE
PLEASES EVERY CUSTOMER

Sold on easy terms. Write us for particulars.

The Computing Scale Co. of Canada, Limited, - - **164 King St. West, Toronto.**

The Great Summer Tonic

Hires' Root Beer.

We have heard the chirp of the first bird, Spring has arrived and we shipped our first large consignment of **Hires' Root Beer** to Halifax last week.
Look over your stock now and order for your Summer wants.
Prices unchanged.

Genuine Indian Products

Chutney,
Mango Sauce (Superior to all sauces)
Guava Jellies, 2-lb. glass bottles.

"White Dove" Cocoanut

Packages, Pails and Barrels.
We have the largest plant in Canada for the manufacture of Cocoanut.
"None as good,—better impossible."
Drop us a card for prices and samples.

W. P. Downey

26 St. Peter Street, - - - MONTREAL.

Here They Are

85 lines of Biscuits and every one of them guaranteed to give you good satisfaction. Among the few lines that we have lately added to our list, we quote:

HONEY FRUIT, 8c.
METROPOLITAN, 8c.
COCOANUT TAFFY, 11c.
JELLY SQUARES, 10c.
VANILLA WAFERS, 11c.
CREAM FINGERS, 12c.

"Not in the combine prices."

Imperial Biscuit Co., Limited

Guelph.

TORONTO WAREHOUSE, - 56 Colborne Street.
D. McKinnon, Manager.

CLASSIFIED LIST OF ADVERTISEMENTS.

Ammonia.
Harvey, John G., Todmorden Ont.

Baking Powder.
Capstan Mfg. Co., Toronto.
Eagle Mnfg. Co., Montreal.
Gillett, E. W. Co., Toronto.
McLaren, W. D., Montreal.
Ocean Mills, Montreal.

Baskets.
Oakville Basket Co., Oakville, Ont.
Woods, Walter, & Co., Hamilton.

Bird Seed.
Nicholson & Brock, Toronto.

Biscuits, Confectionery, Etc.
Browne & Wells, Toronto.
Canada Biscuit Co., Toronto.
Christie, Brown & Co., Toronto.
Imperial Biscuit Co., Guelph, Ont.
Lamont, Corliss & Co., Montreal.
McGregor-Harris Co., Toronto.
Mooney Biscuit & Candy Co., Stratford.
Mott & Co., John P., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.
Stewart, A. J., Toronto.

Blue and Black Lead.
Douglas, J. M. & Co., Montreal.
Oakey, John, & Sons, London, Eng.
Reckitt's—Gilmour Bros., Montreal.

Brooms, Brushes, Etc.
Turner, James, & Co., Hamilton.
United Factories, Toronto.
Waterloo Broom and Brush Co., Waterloo, Ont.
Woods, Walter, & Co., Hamilton.

Canned Goods.
Anglo-British Columbia Packing Co., Vancouver, B.C.
Balfour & Co., Hamilton, Ont.
Black Bros. & Co., Halifax, N.S.
Burlington Canning Co., Burlington, Ont.
Gardiner & Co., Vancouver, B.C.
Todd, J. H., & Son, Toronto.

Cash Registers.
Hallwood Cash Register Co., Toronto.
National Cash Register Co, Dayton, O.

Cheese Cutter
Computing Scale Co. of Canada, Toronto.

Chewing Gum.
Row & Co., Brockville, Ont.

Cigars, Tobaccos, Etc.
American Tobacco Co., Montreal.
Empire Tobacco Co., Montreal.
Erie Tobacco Co., Windsor, Ont.
Fortier, J. M., Montreal.
Horrocks, T. J., Toronto,
McAlpin Consumers Tobacco Co., Toronto.
McDougall, D., & Co., Glasgow, Scot.
Payne, J. Bruce, Granby, Que.
Reid, W. B. & Co., Toronto.
Steele, W. H., Co., Toronto.
Tuckett, Geo. E., & Son Co., Hamilton.

Cocoanut.
Downey, W. P., Montreal.
Greig, Robt., Co., Toronto.

Cocoas and Chocolates.
Cowan Co., Toronto.
Dutch Chemical Works, Amsterdam, Holland.
Epps, James, Co., London, Eng.
VanHouten's—J. L. Watt & Scott, Toronto

Coffee Essence.
Bromley's—W. G. Patrick & Co., Toronto.

Commission Merchants and Brokers.
Cameron, Gordon & Co., Winnipeg.
Clark, R. W., & Co., Victoria, B.C.
Dawson Commission Co., Toronto.
Dingle & Stewart, Winnipeg.
Dunn, Wm. H., Montreal and Toronto.
Hopkins, John, St. John, N.B.
Lambe, W. G. A., & Co., Toronto.
Manitoba Commission Co., Brandon, Man
Nicholson & Bain, Winnipeg.
Nicholson, Bain & Johnston, Calgary.
Patrick, W. G., & Co., Toronto.
Rutherford, Marshall Co., Toronto.
Ryan, Wm., Co., Toronto.
Thomas, J. P., Quebec, P.Q.
Watt, J. L., & Scott, Toronto.

Computing Scales.
Computing Scale Co. of Canada, Toronto.

Concentrated Lye.
Gillett, E. W., Co., Toronto.

Condensed Milk and Cream.
Borden's—Wm. H. Dunn, Montreal and Toronto.
St. Charles Condensing Co., Ingersoll.
Truro Condensed Milk & Canning Co., Truro, N.S.

Crockery and Glassware.
Gowans, Kent & Co., Toronto.
Sydenham Glass Co., Wallaceburg, Ont.

Dairy Produce and Provisions
Clark, Wm., Montreal.
Davidson & Hay, Toronto.
Dominion Packing Co., Charlottetown, P.E.I.
Fearman, F. W., Co., Hamilton.
Matthews, Geo. Co., Brantford.
Maclaren, A. F., Imperial Cheese Co., Toronto.
McLean, J. A., Produce Co., Toronto.
Park, Blackwell Co., Toronto.

Financial Institutions.
Bradstreet Co.
British-American Assurance Co., Toronto.
Canadian Bank of Commerce, Toronto.
Confederation Life, Toronto.
London Guarantee and Accident Co., Toronto.
Metropolitan Bank, Toronto.
Tolman, Montreal.
Western Assurance Co., Toronto.

Fish.
Black Bros. & Co., Halifax.
Connors Bros., Ltd., Black Harbor, N.B.
James, F. T., Co., Toronto.
Johnson, C., Gardiner & Co., Vancouver, B.C.
Kinnear, T. & Co., Toronto.

Flavoring Extracts.
Sutton, G. F., Son & Co., London, Eng.

Flours and Cereals.
Castle, F. J., Co., Ottawa.
Force Food Co., Buffalo, N.Y.
Frontenac Cereal Co., Toronto.
Greig, Robt., Toronto.
McCann, Wm., & Co., Toronto.
Mackay, John, Bowmanville, Ont.
Napoli Macaroni Co., Toronto.

Fruits—Dried, Green and Nuts.
Balfour & Co., Hamilton.
Davidson & Hay, Toronto.
Eby, Blain & Co., Toronto.
Gibb, W. A., & Co., Hamilton.
Gillard, W. H., & Co., Hamilton.
Husband Bros. & Co., Toronto.
Kinnear, T., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
McWilliam & Everist, Toronto.
Tippet, A. P., & Co., Montreal.
Walker, Hugh, & Son, Guelph.
White & Co., Toronto.

Gelatine.
Canadian Gelatine Co., Toronto.
Cox, G. & J.

Grocers—Wholesale.
Balfour & Co., Hamilton.
Chaput, L., Fils & Cie, Montreal.
Davidson & Hay, Toronto.
Eby, Blain Co., Toronto.
Kinnear, T., & Co., Toronto.
Laporte, Martin & Cie., Montreal.
Lucas, Steele & Bristol, Hamilton
Marceau, E. D., Montreal.
"Ozo" Co., Montreal.
Turner, James, & Co., Hamilton.

Grocers' Grinding and Packing Machinery.
Adamson, J. T., & Co., Montreal.
Coles Mfg. Co., Philadelphia, Pa.
Eby, Blain Co., Toronto.

Hides.
Page, C. S., Hyde Park, Vt.

Infants' Foods.
Keen, Robinson & Co., London, Eng.

Interior Store Fixtures, Trucks, Etc
Auer Light Co., Montreal.

Jams, Jellies, Etc.
Greig, Jas. R., Montreal.
McGregor-Harris Co., Toronto.
"Nonpareil" Jellies Rose & Laflamme, Montreal.
"Ozo" Co., Montreal.
Pure Gold Mfg. Co., Toronto.
Upton's — A. F. MacLaren Imperial Cheese Co., Toronto.
Warren, Dudley, Haldumulla, Ceylon.

Macaroni
Napoli Macaroni Co., Toronto.
Tippet, A. P., & Co., Montreal.

Mince Meat
Wethey, J. H., St. Catharines.

Office Furniture.
Tees & Co., Montreal.

Pass Books, Etc
Allison Coupon Co., Indianapolis, Ind.

Patent Solicitor.
Cullen, Orlan Clyde, Washington, D.C.

Peels.
Colson, C. E., & Son, Montreal.

Pickles, Sauces, Relishes, Etc.
Capstan Mfg. Co., Toronto.
Colson, C. E., & Son, Montreal.
Douglas, J. M., & Co., Montreal.
Downey, W. P., Montreal.

Summer Beverages.
Downey, W. P., Montreal.
Simson Bros. Co., Halifax.
Ewing, S. H., & Sons, Montreal.
Flett's—Rose & Laflamme, Montreal.
Laporte, Martin & Cie., Montreal.
Horton-Cato Mfg. Co., Windsor, Ont.
Laing's, Dr.—W. G. Patrick & Co. Toronto.
Lytle, T. A., Co., Toronto.
"Ozo" Co., Montreal.
Patterson's—Rose & Laflamme, Montreal.
Stretton & Co., Worcester, Eng.

Polishes—Metal.
Oakey, John, & Sons, Montreal.

Polishes—Stove.
Morse Bros., Canton, Mass.
Prescott's.—W. H. Dunn, Montreal and Toronto.

Pottery.
Foster Pottery Co., Hamilton, Ont.

Poultry Food.
Greig, Robert, Co., Toronto.

Refrigerators.
Eureka Regrigerator Co., Toronto.
Fabien, C. P., Montreal.

Safes.
Ford & Featherstone, Hamilton.
Taylor, J. & J., Toronto.

Salt.
Canadian Salt Co., Windsor, Ont.
Patrick, W. G., & Co., Toronto.
Toronto Salt Works, Toronto.

Shelf Boxes.
Bennett Mfg., Co., Pickering, Ont.

Soap.
Calvert, F. C., & Co., Manchester, Eng.
Metropolitan Soap Co., Toronto.

Sodas—All Kinds.
Winn & Holland, Montreal.

Soap Powder
Babbitt's.—W. H. Dunn, Montreal and Toronto.

Starch.
Brantford Starch Works, Brantford.
Edwardsburg Starch Co., Cardinal, Ont.
Ocean Mills, Montreal.
St. Lawrence Starch Co., Port Credit

Steel Shingles.
Metallic Roofing Co., Toronto.

Sugars, Syrups and Molasses.
Canada Maple Exchange, Montreal.
Castle, F. J., Co., Ottawa.
Chaput, L., Fils & Cie, Montreal.
Davidson & Hay, Toronto.
Dominion Molasses Co., Halifax, N.S.
Eby, Blain Co., Toronto.
Edwardsburg Starch Co., Cardinal, Ont.
Tea Rose Drips — Rose & Laflamme, Montreal.
Wallaceburg Sugar Co., Wallaceburg, Ont.

Teas, Coffees, and Spices.
Balfour & Co., Hamilton.
Blue Ribbon Tea Co., Toronto.
Ceylon Tea Traders' Ass'n.
Chaput, L., Fils & Cie., Montreal.
Chase & Sanborn, Montreal.
"Commissioner" Tea, London, England.
Davidson & Hay, Toronto.
Dutch Chemical Works, Amsterdam, Holland.
Eby, Blain Co., Toronto.
Ewing, S. H. & A. S., Montreal.
Ewing, S. H & Sons, Montreal.
Gillard, W. H., & Co., Hamilton.
Japan Tea Traders' Ass'n.
Kinnear, T., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
Marceau, E. D., Montreal.
"Ozo" Co., Montreal.
Pure Gold Mfg. Co., Toronto.
Rutherford, Jas., & Co., Montreal.
Salada Tea Co., Montreal and Toronto.
Turner, James, & Co., Hamilton.
Wood, Thos., & Co., Montreal.

Vinegars.
Canadian Vinegar Co., Montreal.
Grimble & Co., London, Eng.
Hill, Evans & Co., Worcester, Eng.
"Ozo" Co., Montreal.

Warehousing.
Cameron, Gordon & Co., Winnipeg

Washing Compound.
Keen's—Frank Magor & Co., Montreal.

Wines, Liquors and Beer.
Beland, B. O., Montreal.
Chaput, L., Fils & Cie., Montreal.
Laporte, Martin & Cie, Montreal.

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United Factories, Toronto.
Woods, Walter, & Co., Hamilton.

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Canada Paper Co., Toronto.

Yeast.
Gillett, E. W., Co., Toronto.

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Salt—Reduced Prices

Having completed alterations and improvements we are now in a position to fill all orders. Our plant, as reconstructed, is the most modern in existence, and has the largest capacity in the British Empire for the production of high-grade Salt.

The improvements made having enabled us to effect a considerable saving in the cost of manufacture, we have issued new Price Lists, showing very large reductions.

As it is almost impossible to secure cooperage stock we suggest that our customers order ordinary fine Salt in sacks. Write for new Price List.

The Canadian Salt Co., Limited,
Windsor, Ont.

No. 23.

Under-Counter Mill

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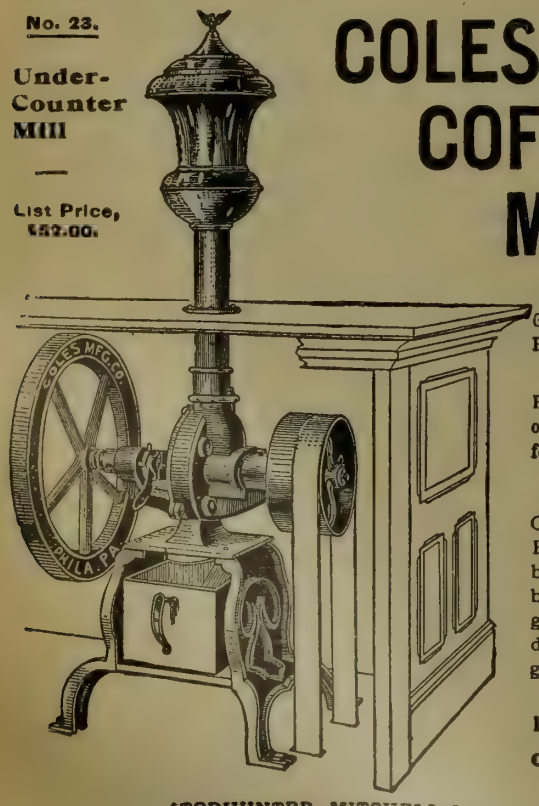

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None better for Granulating or Pulverizing.

Our mills will Pulverize without heating Coffee.

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders.

A GREAT LABOR-SAVER.

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Good starch in attractive packages makes good business.

Trunks—6-lbs starch, 8 trunks in a case.

Drums—6-lbs starch, 8 drums in a case, a pair of drum sticks with each drum.

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BRANTFORD, CANADA.

THE CANADIAN GROCER

President:
JOHN BAYNE MACLEAN.
Montreal.

The MacLean Publishing Co.
Limited

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, North-West Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

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THE EXPANSION OF THE WEST.

DURING the month of March the Inspectors' Department of the Winnipeg post office, which has in charge the opening up of new post offices in Manitoba and the Territories, made a record. Twenty-six new offices were established, being one in excess of the number opened in September, 1884, the month which has hitherto held the record.

The rapid extension of the postal service opens up new areas of influence to the merchant, the jobber, and the manufacturer. The tradesmen who occupy these new fields are for the most part strangers to the trade. They have no established connections with any house. They are as the unbroken prairie, waiting to be tilled. There is in them the same rich promise as is in the soil. The wholesaler or manufacturer who cultivates their trade is sure to have an abundant return as the years pass.

The speediest and most potent means of impressing one's name and business upon these alert tradesmen of the West is through advertising in their trade newspaper. To establish a good impression is the first requisite in going after a new account. We are all prone to give our money more willingly for advertised goods than for non-advertised goods, to houses that advertise rather than to those that come to us out of the darkness.

SPRING AND EXPORT GROCER.

THE approach of Spring means different things to different people. For the farmer Spring plowing and seeding are the all important incidents of Springtime. For the wholesaler and manufacturer Spring means, this year at least, the straightening out of the interminable transportation tangle. The retailer's interest is bent on closing out the tail ends of Winter stocks, tidying up, and preparing for what he has a right to expect will prove a great season's business.

For the staff of The Canadian Grocer the approach of Spring means **The Special Spring and Export Number.** This is the great event in the calendar of our offices scattered from London, Eng., to Vancouver, B.C. In 1900 our first Special Spring and Export Number was issued. It proved a great success and each year since it has been the ambition of the staff to excel the previous issue, both in quality and quantity, news, editorial and advertising. It is no small undertaking to prepare a publication that shall adequately set forth the food-producing capabilities of this Dominion of Canada, and to distribute it to the great and increasing number of buyers and prospective buyers of Canadian products the world over; and no publication lacking the well organized staff of The Canadian Grocer could even attempt such a project. Our success has been demonstrated by the numerous letters of congratulation we have received from all points of the compass, and by our advertising patrons whose successive advertisements in this number are eloquent testimonies to the results obtained from advertising in previous numbers.

This year again our hopes are high, our enthusiasm strong, while our experience is wider. We look upon this number as a co-operative affair, the result of the combined efforts of our staff, our readers, our advertisers, to make the food products of Canada better known the world over. From our staff we can count on their best efforts; from our readers we welcome all news and information about Canada's products that should be told to the world; from our advertising friends we expect an appreciative consideration of the very exceptional opportunities this number affords for desirable publicity at home and abroad. Together we should produce a number worthy of this great Dominion.

FRANCE AND CANADA.

RECIPROCITY with France is said to be once more receiving the attention of the United States Government. The proposed treaty of a few years ago lapsed in 1903 because of the expiration of the time for its ratification and now, because the United States does not take advantage of the favored nation privilege, its products are taxed to the maximum in France. In consequence, business organizations there are urging the Government to renew negotiations which will remove the disadvantage.

A reference to such a question naturally suggests a consideration of Canada's commercial relations with France. It will be remembered that in 1893 a commercial agreement was arrived at between France and Great Britain, on behalf of Canada. Under the provisions of this treaty which went into force on October 14, 1895, certain French products are admitted into Canada under a reduced tariff and certain goods of Canadian origin are admitted into France subject only to the minimum duty imposed in that country. The French products include wines, less than 26 per cent. alcohol, common and castile soaps, nuts, almonds, prunes and plums. The Canadian goods are canned meat, condensed milk, fresh water fish, fresh

lobsters and crawfish preserved in their natural forms, apples and pears, fresh or dried, preserved fruit, building timber, wood pavement, staves, wood pulp, tanning extract, common paper, prepared skins, boots and shoes, common furniture, except chairs, flooring of soft wood and wooden ships.

Since the treaty went into force trade in these articles has shown a steady advance, which is extremely gratifying to both parties. Since 1896 Canadian importations of these French products have more than doubled, mounting in value from $284,414 in 1896 to $587,431 in 1902, and it is understood that the return trade has been equally satisfactory.

The treaty of 1893 has been justified and we believe that any further steps to improve trade relations between Canada and France will be both acceptable and profitable. While Canadians cherish the British connection and look with hope towards a closer commercial union with the Motherland, it must not be forgotten that a large proportion of our population are of French origin and that they would view with appreciation any favors that might be offered to France. Moreover, Anglo-French relations have been greatly strengthened of late by the conclusion of an arbitration treaty between Britain and France. This treaty was the direct outcome of the work of boards of trade in both countries, and illustrates the power which business men can wield even in international affairs, when they so decide. Its adoption has paved the way for many friendly advances in the future. Among them, it is to be hoped, will be the negotiation of a commercial treaty of even wider scope than the present.

TEA IMPORTATIONS IN 1903.

RETURNS showing the distribution of Indian and Ceylon tea re-exported from the United Kingdom during the year 1903, are now complete. Compared with 1902, shipments to Canada have declined nearly 25 per cent. though it must be remembered that 1902 importations into Canada were abnormally large. The decline is most marked in Indian tea, the importation of which has fallen off from 1,795,950 lbs. in 1902 to 1,039,783 lbs. in 1903. The decline in Ceylon tea is less noticeable, the figures being 1,767,523 in 1902 and 2,463,319 lbs. in 1903. Compared with preceding years the demand for Ceylon tea has shown a steady growth.

THE FORWARD MOVEMENT.

THE average board of trade in a Canadian town is practically a dead letter to-day. Possibly the board meets once a year. A handful of members put in an appearance. Two or three officers are elected or, more frequently, re-elected. A high sounding and elaborate resolution in favor of the preferential policy of the Hon. Joseph Chamberlain is passed and forwarded to that statesman. Then the meeting adjourns and the business of the board for the year is accomplished.

Fortunately for Canadian commercial interests, all our boards of trade are not of this standard, nor does Canadian prosperity depend at all largely on the activity of the boards of trade. But, while this may be the case, it does not follow that such organizations cannot be of great value both to the communities in which they are located and to the country at large. The past efforts and accomplishments of the boards give ample proof of this. When boards of trade were first organized in Canadian towns and cities they did a splendid work, which unfortunately has not been paralleled to this day.

It is a pleasant sign of the times to note the rejuvenation of the Halifax board of trade and the inauguration of a "Forward Movement" in its policy. This movement is to be marked by a three-fold advance. First, a large and enthusiastic membership is to be secured. Second, the membership is to pledge its support and lend its best business capacity to the carrying out of all future projects undertaken by the board. Thirdly, a young and active secretary is to be secured, who will take charge of the executive work. The Halifax board of trade are in earnest. They have formulated a plan of campaign and, because the plan is practical, it will in all probability be successful.

It is our opinion that the present time is an admirable one for the rejuvenation of one and all of the Canadian boards of trade. Capital has organized and is organizing into its employers' associations. Labor is strengthening its hands in the unions. Retail merchants have their national and provincial associations. Manufacturers have their big Canadian association,—but there is still a necessity for the better organization and consolidation of the commercial interests of every community. Too frequently these interests are badly served or neglected by the municipal councils. An active board of trade would not only remedy this defect but would create a renewed activity in municipal affairs. Its attention could be directed towards the reform of many grievances, the establishment of beneficial institutions, the attraction of tourist trade, the improvement of means of communication, and the general advancement of the interests of the town or city.

The organization of the board should be such as to expedite the transaction of business. Too frequently valuable time is wasted in argument. This can be saved by a system of representative committees, whose duty it is to secure all information and formulate policies, to be subsequently approved by the whole board. In this way an admirable work can be carried on quietly and effectively, without undue ostentation and noise. If a secretary can devote his whole time to the work of the board, so much the better, but even this is not necessary. Reliable information, a definite policy and sound backing will usually carry the day when any work is to be accomplished.

EVAPORATED APPLES CORNERED.

FROM a reliable source comes the information that the evaporated apple market has been cornered. For some days unseen influences have been effectually doing their work, with the result that a general flurry in evaporated apples was noticed a day or two ago, culminating when a certain firm managed to get within their control all available supplies of evaporated apples

in carlots, which they are offering at 6 1-2c. The situation, however, cannot be construed as serious, normal prices cannot be advanced much over 1c. before it will pay to import evaporated stocks from the United States to supply all demands. The local demand moreover is not large, the bulk of supplies going direct to the Northwest. In addition there are reported to be fairly large quantities of dried apples on hand, which naturally take the place of evaporated fruit in the event of high prices ruling in the latter.

The corner in evaporated apples has failed to raise in local dealers more than a degree of curiosity since the event was expected a month ago. As a matter of fact it is only a forcing of natural developments. The quantity of evaporated apples on hand at the present time is considerably below the average of last year and is being gradually used up. Two large dealers were practically out a month ago. The number of small dealers with stocks to sell is on the decline, which makes it easier for large dealers to control prices.

Something in the nature of a combine in the evaporated apple industry was attempted about a year ago, but the scheme was frustrated owing to the unwillingness of certain firms to become parties thereto, who, for evident reasons, found it more profitable to remain outside.

A NEW FEATURE IN PEANUTS.

PEANUTS from France and Japan are being offered in Eastern Canada markets. This is something unusual; in fact it appears to be the first time on record any peanuts from these countries have been offered in this part of the Dominion. The explanation of this innovation is the scarcity, and consequently high prices, of peanuts in the Southern States, from where Eastern Canada usually gets its supply. The price at which the French and Japanese article is being offered is rather more favorable than that of Southern American production.

The French and Japanese nuts are of good quality and rather plumper than those we have heretofore been obtaining from the Southern States, and some transactions have taken place.

In British Columbia Japanese peanuts are no strangers, as a steady supply of them is received in that part of the Dominion.

CORRECTION.

The leading article in March 25 issue of The Grocer on "The Scientific Preservation and Preparation of Foods" instead of being credited to Professor J. W. Fraser, of McGill University, Montreal, should have been credited to Professor J. W. Walker, F.R.S.C., of McGill University, Montreal.

PERSONAL MENTION.

Mr. R. L. Weaver, manager of the "Salada" Tea Company in Minneapolis, is in Toronto this week.

Mr. W. A. Craven, Maritime Province representative of Chase & Sanborn, is in Montreal this week. Business is reported satisfactory in his territory.

Mr. John McKergow, of A. A. Ayer & Co., produce dealers, sailed last Saturday on S. S. Campania for England. He will be absent about a month or six weeks.

Mr. I. Hibbert, Montreal manager for the well-known provision merchants, Willer and Riley, of Manchester, Eng., sailed this week from Halifax for Liverpool by S. S. Ionian.

Mr. F. J. White, of White & Co., fruit and commission merchants, Toronto, has gone on a business trip to New York, Philadelphia, Boston, Baltimore and North Carolina.

Mr. J. A. Courtemanche, representing Ocean Mills, Montreal, is in St. John, N.B., in the interests of Chinese Starch. Business promises well judging from the orders sent in during the past week.

Mr. F. W. Thompson, vice president and managing director of the Ogilvie Milling Co., and family, are at present in Paris. They will leave for London about April 15, and will be in Montreal at the end of April.

Mr. A. Warren, of the Salada Tea Co. head office, Toronto, is at present in Montreal. Like everyone connected with this tea house he is enthusiastic about the progress made by "Salada" in all parts of Canada and the United States.

Mr. C. Masters, who formerly represented the Greig Mfg. Co., Limited, in the Maritime Provinces, has joined the travelling staff of R. Herron & Co., Montreal. He left for the East last week with a full range of samples, including Crown Brand flavoring extracts, Red Cross jellies, spices, coffees, etc. Mr. Masters' headquarters are at St. John, N. B.

Mr. S. S. Arnold, representative of R. Herron & Co., Montreal, has just returned from a three months' trip through Manitoba, the Northwest Territories and British Columbia. Mr. Arnold met with good success and reports business in all lines good. Prospects are bright and, as soon as the weather settles down and the rush of emigrants strikes the West, matters will generally be more lively. Mr. Arnold is at present enjoying a few weeks' rest with his family in Toronto.

Mr. Albert Hebert, of Hudon, Hebert & Cie., Montreal, accompanied by Mrs. and Miss Hebert, left last Monday for New York and Atlantic City. The trip is entirely one of pleasure and recreation, as Mr. Hebert has been confined closely to business since last Summer and the holiday is a deserved one. It is to be hoped that the salt sea breezes of the Atlantic and the relief from business cares will bring Mr. Hebert back in vigorous health. Mr. Hebert and family expect to be absent about five weeks. The Grocer wishes them an enjoyable holiday.

Mr. J. H. Speirs, Western Ontario representative of Chase & Sanborn, was a visitor to Montreal this week. Speaking of trade in the West Mr. Speirs stated that despite the most inclement weather ever experienced in his territory the conditions of trade, particularly in his own line, were very satisfactory. "Since I have been on the road," said Mr. Speirs, "I have noticed a very decided increase in the consumption of coffee. This can only be accounted for by the fact that the public have realized that we in Canada can supply them with as good coffee as can be found anywhere. I am too modest to say to what extent the firm I have the honor to represent have contributed to this feeling of confidence in Canadian pack of coffees, but I will say that I always sell only the best." Mr. Speirs has been spending a few days with his relatives in Montreal and physically looks as well as ever.

The Question of Authority

That's the Whole Situation.

Associate your purchasing interests with men of authority—men who know what they are talking about—specialty men—men who have succeeded so well that none can dispute their statements—that's it. By all means get as close as possible to the first-hand man, in order to put you in the position to serve the public WELL. You must do this nowadays, or you can't live.

So far as your Tea Department is concerned the use of "SALADA" Ceylon Tea as your leader ensures a constantly growing and satisfied clientage.

Its good character and prestige is established in the enormous sale created.

This is no problem, but a proven solution of every grocer's Tea trade worries.

Black, Mixed or Natural Green, ‖ **Sealed Packets Only.** **Write for Wholesale Terms.**

"**SALADA,**" Toronto or Montreal.

BRANCHES and AGENCIES

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Montreal.
St. John.
Halifax.
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Philadelphia.
Washington.
Indianapolis.
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Duluth, Min.
Jersey City.
Milwaukee.
St. Paul, Min.
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"Horse Shoe" SALMON

For 25 years the standard in Canada.

Every can guaranteed.

The quality unexcelled.

It is so thoroughly known among consumers that all grocers should give it prominence.

New Pack is in the hands of the wholesale trade.

BUY

BRUNSWICK BRAND in **SARDINES** — Domestic, Goods in Oil, ¼s; Mustard, ¼s and ¾s; Tomato, ¼s. **HERRINGS,** in Tomato Sauce and Kippered. **CLAMS, SCALLOPS, CLAM CHOWDER, BONELESS CODFISH, FINNAN HADDIES, BONELESS FISH.**

—Sold by all the leading wholesale grocers in Canada. All goods guaranteed. If you have not tried them you have missed something nice; if you have, we know you are still using them.

—Information respecting our goods will be cheerfully given.

—Address all enquiries to

Connors Bros., Limited,

PACKERS OF SEA FOODS,

BLACK'S HARBOUR, - N. B.

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

Toronto, April 7, 1904.

Groceries.

THE grocery market is livening up steadily. Dealers report brisk sales for the week, which, if continued, promise to go a long way to compensate for the recent prolonged depression. Canned goods are moving freely at firm prices, with stocks beginning to show signs of depletion. Sugar continues firm and the demand is brisk. A good trade in molasses and syrups is reported at full prices. The trade in teas is quiet this week and firm prices rule. The coffee market is firm, showing signs of stiffening further; slow sales are reported. Spices are quiet. The demand for rice is steady and that for tapioca good, firm prices ruling in both. Dried fruits are quiet with the exception of prunes and currants.

CANNED GOODS.

The condition of the canned goods market is healthy at firm prices, canned peas, corn and tomatoes being particularly firm. Stocks are light and the demand is likely to exceed the supply. Dealers report a scarcity of peas and beans, and say tomatoes are getting full advances. The Summer trade in canned fruit has not begun to move freely yet. Our quotations are as follows:

Apples, 3's	....	0 90
" gallons	....	2 20
Asparagus	....	3 50
Beets, 2's	....	0 90
Beets, 3's	....	1 00
Blackberries, 2's	1 50	1 70
Beans, 2's	0 90	1 10
Corn, 2's	....	1 20
Cherries, red, pitted, 2's	....	2 20
" white	....	2 40
Peas, 2's	0 97½	1 45
Pears, 2's	1 45	1 60
" 3's	1 90	2 10
Pineapples, 1½'s	1 50	1 60
" 2's	1 80	2 00
" 3's	2 25	2 40
Peaches, 2's	1 55	1 70
" 3's	2 45	2 60
Plums, green gages, 2's	1 10	1 40
" Lombard	1 00	1 30
" Damson, blue	0 95	1 25
Pumpkins, 3's	....	0 95
" gallon	....	2 50
Rhubarb, 3's	....	1 80
Raspberries, 2's	1 40	1 60
Strawberries, 2's	1 40	1 60
Succotash, 2's	....	1 00
Tomatoes, 3's	....	1 12
Lobster, talls	....	3 35
" 1-lb. flats	3 50	3 70
" ½-lb. flats	1 90	2 00
Mackerel	1 00	1 25
Salmon, sockeye, Fraser	1 65	1 75
" " Northern	1 65	1 75
" " Horseshoe	1 65	1 75
" Cohoes	....	1 15
Chums	0 95	1 00
Sardines, Sportsman ¼'s	....	0 15
" ½'s	....	0 23
" Portugese ¼'s	0 08	0 10
" P. & C., ¼'s	0 25	0 27
" P. & C., ½'s	0 35	0 38
" Domestic, ¼'s	0 03½	0 04
" ½'s	0 09	0 11
" Mustard, ½ size, cases 50 tins, per 100	8 00	9 00
Haddies	....	1 00
Kippered herrings, domestic	....	1 00
" imported	1 45	1 55
Herrings in tomato sauce, domestic	1 00	1 10
" " imported	1 45	1 55

SUGAR.

The sugar market is without special feature this week and there are no changes to record. Business for the week has been interfered with by the Easter holidays, and trading has been light in consequence. While the tone of the market is nominally steady, refiners at the moment are indifferent buyers of raws, and are unwilling to pay last price for any nearby lots, their recent heavy purchases having fortified them for weeks to come and for the present they consider it expedient to withdraw from the market rather than encourage Cuban holders farther in their upper pretensions.

Quotations for 96 test centrifugals remain nominal on basis 2 5-16 c and f. New York, for Cubans, or 1.97 c. and f. for non-privileged sugars in United States markets. Both of these quotations are equivalent to duty paid parity of 3.65. Holders are asking 1-32 more for spot sugars and in Cuba there are no centrifugals offering at less than 2 3-8 c. and f. for April shipment. There have been some sales this week of new crop jobber sugars at 9s 3d c. and f., which is equivalent to 3.75 duty paid for basis 96 for July-August shipment. Sellers now ask 9s 4 1-2d for both old and new crop.

In Europe there has been an advance of 3-4d to 1 1-2d, beet sugar quotations now being 8s 6 3-4d for April shipment and 8s 7 1-2d for May shipment basis f.o.b. Hamburg. There is still a disparity of fully 1-8c per lb in favor of cane sugar in the New York market.

Receipts at U. S. Atlantic ports for week ending March 30, were 41,318 tons, all being to refiners. Meltings for the week were 36,000 tons, an increase of 4,000 tons over the previous week. Total stock in all hands was 136,084 tons, an increase for the week of 16,318 tons. Combined stocks of U. S. and Cuba were 398,084 tons, a decrease of 124,165 tons from last year. Combined stocks of Europe and America at latest uneven dates were 358,084, an increase of only 3,192 tons over corresponding period last year.

Refined market has been without change, although deliveries in the United States on old contracts have been quite large and there has been some new buying at unchanged prices. The margin between raw and refined in New York is now down to 83c per 100 lbs, which in itself is an indication that prices will at least remain steady for the immediate future and if raws were to assume a stronger tone, it would be natural to expect a ready response from refiners.

The position in Canada is nominal with only small business doing at the moment and trade in general quiet owing to the bad condition of the country roads. Our quotations are as follows:

Paris lumps, in 50-lb. boxes	4 88
" in 100-lb. "	4 78
St. Lawrence granulated	4 23
Redpath's granulated	4 23
Acadia granulated	4 13
Berlin granulated	4 13
Domestic beet, granulated, 1902	3 98
Phoenix	4 13
Bright coffee	4 03
Bright yellow	3 98
No. 3 yellow	3 93
No. 2 "	3 73
No. 1 "	3 63

Granulated and yellow, 100-lb. bags, 10c. less than bbls.

SYRUPS AND MOLASSES.

A good trade in molasses is reported at steady prices with tendency upward. Some West India molasses has arrived on the market, it appears to be of first-class quality, and may displace New Orleans stock. At the present time the cheaper grades of New Orleans molasses are shut out on account of the test. We quote the following prices:

Syrups—		
Dark	....	....
Medium	0 30	0 32
Bright	0 35	0 37
Corn syrup, bbl. per lb.	....	0 02½
" ½ bbls. "	....	0 02⅝
" kegs	....	0 03
" 5 gal. pails, each	....	1 30
" 2 gal. " "	....	0 90
" 2-lb. tins (in 2 doz. case) per case	....	1 90
" 5-lb. " (in 1 ") "	....	2 35
" 10-lb. " (in ½ ") "	....	2 25
" 20-lb. " (in ¼ ") "	....	2 10
Molasses—		
New Orleans, medium	0 25	0 30
" " ½ bbls	0 27	0 32
" open kettle	0 45	0 50
Barbadoes	0 38	0 45
Porto Rico	0 38	0 42
Maple syrup—		
Imperial qts	....	0 27½
1-gal. cans	0 95	1 00
5-gal. cans, per gal	....	1 00
Barrels, per gal	....	0 75
5-gal. Imp. brand, per can	....	4 50
1-gal. " per case	....	5 10
½-gal. " "	....	5 60
Qts. " "	....	6 00

TEAS.

Local trade in teas this week is reported fair at very firm prices, with prospects pointing to a further advance. Ceylons and Indians are in particularly good demand.

London reports say that owing to the Easter holidays sales have passed with a quiet tone, irregularity in many cases being noticeable, so that on the whole a slight decline from the rates ruling early in March must be recorded for common and ordinary medium teas. Better kinds continue to be well competed for, and occasionally good liquoring Indian brokens have shown a slight advance on late quotations. Daily deliveries are progressing steadily and continue to show an increase over last year, the actual totals from January 1 to March 22 being as follows: Home consumption 1904, 56,659,000 lbs.; 1903, 51,464,000 lbs. Re-export 1904, 10,198,000 lbs.; 1903, 8,791,000 lbs.

There has been a noticeable want of keenness among English buyers of Indian teas, and chiefly of the common and ordinary medium grades. The bet-

ter kinds, both leaf and broken, have shown but little change though occasionally the latter have improved somewhat on the rates lately ruling. Common fannings, however, have been much neglected. There is little change in the Ceylon market, though some irregularity has been noticeable in the lower qualities of Pekoes and Pekoe Souchongs, which were occasionally cheaper. Good medium teas, however, have been steady, and for invoices showing improved character, prices have advanced.

The quantity taken by Russia to the end of February shows a substantial improvement on last year, even when the lessened consignments via China are taken into account. The use of Ceylon tea on the Continent is slowly but steadily increasing in favor. Our quotations are as follows:

Congou—half-chests, Kaisow, Moning	0 12	0 60
" caddies, Pakling	0 19	0 50
Indian—Darjeelings	0 35	0 55
Assam Pekoes	0 20	0 40
Pekoe Souchongs	0 17	0 25
Ceylon—Broken Pekoes	0 36	0 42
Pekoes	0 22	0 30
Pekoe Souchong	0 18	0 25
China Greens—Gunpowder, cases, extra first	0 42	0 50
" half-chests, ordinary firsts	0 22	0 28
Young Hyson, cases, sifted, extra firsts	0 42	0 50
" cases, small leaf, firsts	0 35	0 40
" half-chests, ordinary firsts	0 28	0 38
" " seconds	....	0 23
" " thirds	0 16	0 18
" " common	....	0 15
Pingsueys—Young Hyson, ½-chests, firsts	0 28	0 32
" " seconds	0 18	0 19
" half-boxes, firsts	0 28	0 32
Japan—½ chests, finests May pickings	0 38	0 40
Choice	0 33	0 37
Finest	0 30	0 32
Fine	0 27	0 30
Good medium	0 25	0 28
Medium	0 21	0 23
Good common	....	0 20
Common	....	0 19

COFFEES.

The coffee market continues very firm and only small sales are reported, very little having been done on the street this week. Prices have advanced in the New York market, although as yet no change in local prices is noted. The primary market has firmed considerably since last week. Dealers are hesitating to buy on account of the stiff prices ruling, particularly in Rios. Some business has been done in milder coffees on English account. One local dealer remarks that the prospects point to a further advance in prices. It is confidently expected that the Brazil crop will be from 25 to 50 per cent. lower than last year. Our quotations are as follows:

	Per lb.
Green Rios, No. 7	0 08
" " No. 6	0 08½
" " No. 5	0 08¾
" " No. 4	0 08¾
" " No. 3	0 09 0 09¼
" Mocha	0 21 0 25
" Java	0 22 0 35
" Santos	0 10 0 12
" Plantation Ceylon	0 26 0 35
" Porto Rico	0 22 0 25
" Guatemala	0 22 0 25
" Jamaica	0 15 0 20
" Maracaibo	0 16 0 23

SPICES.

The spice market exhibits signs of firmness with the exception of cloves, which have declined slightly in price. A steady demand for spices of all kinds is reported. We quote the following prices:

	Per lb.		Per lb.
Peppers, blk	0 18 0 19	Cloves, whole	0 25 0 35
" white	0 23 0 27	Cream of tartar	0 25 0 30
Ginger	0 18 0 25	Allspice	0 14 0 17

RICE AND TAPIOCA.

The tapioca market continues firm and the rice market steady, with good demand and no change in prices to record from last week's quotations. Tapioca is a little firmer. Notwithstanding unfavorable accounts of shortage in supplies of rice on account of war in the East, plenty seems to be coming forward as yet. Our quotations are as follows:

	Per lb.		Per lb.
Rice, stand. B	0 03¾	Tapioca, staple	0 03¼ 0 03¾
Patna	0 05 0 05½	" double goat	0 04½
Japan	0 06 0 07	Carolina rice	0 10
Sago	0 03½ 0 04		

Foreign Dried Fruits.

The market in dried fruits is steady with prices firm. The demand for prunes is keeping up well. Currants of last year's crop tend to become easier in price and are moving freely. Cable advices from France indicate a somewhat easier market in Tarragona almonds, and present prices seem to indicate safe values. Valencia raisins are quiet. A cable from Smyrna advises an advance of from 2s to 2s 6d in Sultana raisins. There has been a constant demand for lower grades, the quality of which has shown good value this season. In view of an anticipated short crop the coming season, supplies have been pretty well used up. Last year's crop, according to C. Whittall & Co., is estimated at about 55,000 tons; shipments to all parts up to the middle of March at about 48,000 tons, leaving stocks on hand at from 7,000 to 7,500 tons. We quote the following prices:

PRUNES.

	Per lb.		Per lb.
100-110s	0 04 0 04½	60-70s	0 06¾ 0 07
90-100s	0 05 0 05½	50-60s	0 07 0 07¼
80-90s	0 05½ 0 05¾	40-50s	0 07¾ 0 08
70-80s	0 06 0 06¼	30-40s	0 08¼ 0 08½

CANDIED PEELS.

	Per lb.		Per lb.
Lemon	0 10 0 12½	Citron	0 15 0 18
Orange	0 11 0 13		

FIGS.

	Per lb.		Per lb.
Tapnets	0 03¾	Elemes	0 09 0 20
Naturals	0 06½ 0 09½		

APRICOTS.

	Per lb.
Californian evaporated	0 12½ 0 15

PEACHES.

	Per lb.
Californian evaporated	0 08½ 0 12

CURRANTS.

	Per lb.		Per lb.
Fine Filiatras	0 04¾ up	Vostizzas	0 07 0 08
Patras	0 06 0 06½		

RAISINS.

	Per lb.
Valencia, fine off-stalk	0 06¼ 0 06½
" selected	0 07 0 07¼
" selected layers	0 07½ 0 09
Sultana	0 06½ 0 10
Californian seeded, 12-oz	0 08½ 0 09
" 1-lb. boxes	0 10½ 0 11
" unseeded, 2-crown	0 07½
" 3-crown	0 08 0 08½
" 4-crown	0 09 0 10

DATES.

	Per lb.		Per lb.
Hallowees	0 03½ 0 04	Fards	0 08¾ 0 09
Sairs	0 03¼ 0 03½		

Cured Fish.

With the season for cured fish practically over, there is not much to record. Stocks are pretty well gone. In certain quarters a demand for codfish has sprung up, although at the time of writing stocks are difficult to obtain. Our quotations are as follows:

Herring, No. 1, Labrador, in bbls	5 50 5 75
" " " ½-bbls	3 00 2 25
" split shore, ½-bbls	2 75 3 00
Large dried cod in quintals	6 00 6 50
Skinned cod, in 100-lb. cases	5 50 6 00
Cod steak, 1-lb. blocks	0 06¾
Boneless fish, 1-lb. blocks	0 05¾
" " 25-lb. boxes, per lb	0 04½
Scaled herring, per box	0 16 0 18

Country Produce.

EGGS.

The egg market is in rather a peculiar condition as The Grocer goes to press. The Easter trade has been satisfactory, but dealers have still on hand a small percentage of their Easter stock and are expecting a slump in prices before the end of the week. Sales for the last two days have been slow. Commission men report that on Easter Monday stocks were cleaned up, and that for Easter sales stock held steady at 22c. Large receipts are expected this week, and owing to present arrivals no shortage is reported. Supplies are increasing daily and a further drop to 15c is predicted before the end of the week. Our quotations are as follows:

Eggs, fresh laid, per doz	0 17 0 18

POULTRY.

There is nothing more than a nominal trade in poultry to report, since this is the off season. No changes in last week's prices are noted. Our quotations are as follows:

Chickens, live per lb	0 09 0 10
Old hens " "	0 05 0 06
Chickens, dressed, per lb	0 10 0 13
Old hens, " "	0 06 0 07
Turkeys, " "	0 14 0 15

HONEY.

The honey market continues quiet, with no unusual features to report. Last week's prices remain unchanged. Our quotations are as follows:

Honey, extracted clover, per lb	0 06½ 0 07½
" sections, per doz	1 50 2 00

BEANS.

The bean market is dull and featureless. We quote the following prices:

Beans, mixed, per bush	1 40
" prime, "	1 50
" handpicked, per bush	1 65 1 75
" water-stained "	1 00
" Lima, per lb	0 05½ 0 06¼

MAPLE SUGAR AND SYRUP.

Trade in maple sugar and syrup is quieter this year than usual. The demand is steady although not particularly active. Dealers report plenty of the manufactured article on the market, with the real article beginning to arrive in small quantities. Our quotations are as follows:

	Per lb.
Maple sugar, 30-lb. boxes	08
" syrup, wine gallon, per tin	0 75
" " imperial gal. per tin	0 90

Fish.

The fish market is quiet after a satisfactory Lenten trade. Stocks have lasted out well and dealers think they have sufficient to carry them through two or three weeks, at the end of which supplies of fresh fish will begin to arrive, namely, trout and whitefish from

the upper lakes. The demand for frozen fish will be practically nominal from now on. Last week's prices continue unchanged. Our quotations are as follows:

Whitefish, frozen, per lb	0 09
Trout, frozen, per lb	0 09
Herrings, fresh, per lb	0 04½
British-Columbian salmon, frozen, per lb	0 12
Halibut, frozen, per lb	0 12
Perch, per lb	0 06
Mackerel, frozen, per lb	0 10
Haddock, per lb	0 06
Cod, per lb	0 08
Tullibees, per lb	0 06
Fresh-water herring, frozen, per lb	0 04½
Finnan haddies, per lb	0 09
Oysters, standard, per small pail	4 50
" selects "	5 00

Green Fruits.

The green fruit market is picking up rapidly, and dealers report a brisk trade for the week. California navel oranges are still in big demand and are arriving in refrigerator cars. The market for Valencias is quiet. The last shipment of Jamaica bitter marmalade oranges is expected this week. Lemons are slightly easier with first-class stocks of Palermos arriving freely and demand for 300s slightly in excess of 360s. Pineapples are arriving freely, the bulk of the supply coming from Havana now instead of from Florida. Bahama pines arrive next month. Some local dealers receive the fruit in green condition and use artificial processes for ripening. The demand for bananas and pines is equally good and improving, bananas are arriving freely and are easier in price. Stocks of Florida tomatoes now arriving are better quality and easier in price; they will shortly be arriving in carlots. Strawberries are arriving more freely, with the bulk of stocks coming from Louisiana, and prices easier. Grape fruit is firmer in price. The final shipment of the season is expected this week and will be quoted at $7 per box, as against $12 for the same period last year. Our quotations are as follows:

California navels, per box	2 75	3 25
Mexican oranges, per box	2 00	2 25
Marmalade oranges, per box		2 50
Seville oranges, bitter, per box		2 50
Bitter oranges, Palermo, boxes, per box	2 00	2 40
Messina lemons, new, 300's, per box	2 75	3 00
" " 360's, per box	2 50	2 75
Valencia oranges, 420 case	4 50	5 00
Valencias, large, per case	5 50	6 00
Bahama grape fruit, per box	5 50	6 30
Florida pineapples, per crate	4 50	5 00
California grape fruit, per box		3 50
Bananas, large bunches	1 85	2 00
Apples, per bbl	1 25	2 50
Almeria grapes, per keg	6 50	7 50
Florida tomatoes, per crate	3 75	4 00
Tomatoes, green house, per lb	0 25	0 30
Cranberries, Jersey, per bbl		5 50
" Budd's longkeepers		7 00
Limes, per box		1 20
Limes, in ½-straps		2 20
Strawberries, Louisiana, quarts	0 18	0 20
" Florida "	0 25	0 30
" " pints	0 11	0 13

Vegetables.

There is a fair demand for vegetables this week with an increasing demand for green stuff. Parsnips are still scarce, and only a limited supply of carrots is obtainable. The onion season is practically over and supplies will be scarce after this week. Considerable stocks of French onions have been noticed in the market packed in barrels holding 700 lbs., and selling at 3c per lb. Egyptian onions are expected this week in small lots. Sweet potatoes are scarce. Rhubarb, green onions and radishes are scarce and have advanced in price. Mushrooms are difficult to obtain. Oyster plants are out of the market. California celery is in fair demand, final shipments have already arrived, and consumers will shortly be using material in cold storage. Greens are noticed on the market for the first time this week, and are selling at $2 per bushel, also new Bermuda potatoes, which are quoted at $3.50 per bushel. Spinach is easier in price and Florida cauliflower out of the market at present. Our quotations are as follows:

Cabbage, per doz	0 50	1 00
" red, per doz	0 50	1 00
Potatoes, per bag	1 00	1 10
Potatoes, per bag, car lots	0 85	0 90
Sweet potatoes, per bbl		5 50
Onions per peck		0 50
Onions white, per bag		2 50
Spanish onions, per crate		1 25
Spanish (Valencia) onions, large cases	3 25	3 50
Bunch lettuce, per doz. bunches	0 30	0 35
Radishes, per doz. bunches		0 50
Mushrooms, per lb		0 75
Mint, per doz bunches		0 30
Parsley, " "		0 20
Sage, per doz		0 10
Savoury, per doz		0 10
Beets, per bag		1 00
Carrots, per bag		0 85
Parsnips, per bag	1 00	1 25
Artichokes, per bush		1 00
Yellow turnips, per bag	0 35	0 40
Leeks, per doz		0 40
California celery, large case	4 50	5 00
" " small case		2 40
Celery, per doz	0 75	1 00
Rhubarb, per doz	1 00	1 50
" per bundle	0 10	0 15
Green onions, per doz	0 15	0 20
Green house water cress, per doz		0 25
Green cucumbers, American per doz	1 50	2 00
" " Canadian, per doz	1 75	2 00
Asparagus, green house, per bunch		0 25
Florida spinach, per bbl		4 00
Florida spinach, per bush. hamper		1 25
Greens, per bush. box		2 00
Bermuda new potatoes, per bush		3 50

Seeds.

The seed market is active and improving as the Spring season advances. Last week's quotations continue unchanged. We quote the following prices:

Red clover, per bush	5 75	6 35
Alsike "	4 75	5 75
Timothy, per "	1 15	1 75
" flail threshed		2 00

Grain, Flour and Breakfast Foods.

GRAIN.

The grain market is very dull this week. Manitoba wheat, No. 1 hard, is 1c easier. Red and white wheat have each advanced 1c. Peas have advanced 1c. Buckwheat is 2c easier and rye 5c easier. There are no other changes to note. Our quotations are as follows:

Manitoba wheat, No. 1 hard, per bush, Toronto	1 04½	1 05
" " Northern No. 1 " "	1 03½	1 04
" " " No. 2 " "	0 99½	1 00
Red, per bushel, on track Toronto	0 98	0 99
White " " "	0 98	0 99
Barley " " "	0 50	0 52
Oats " " "	0 37	0 37½
Peas " " "	0 76	0 77
Buckwheat " " "		0 57
Rye, per bushel, " " "	0 64	0 65

FLOUR.

There is nothing new in the flour market this week to report. Demand is steady at firm prices. Last week's prices remain unchanged. Reports from the Lake Huron district say that wheat has wintered well. Trade for the coming season promises to be particularly active. Our quotations are as follows:

Manitoba wheat patents, per bbl	5 00	5 15
Strong bakers "	4 75	4 90
Ontario wheat patents "	4 80	5 05
Straight roller "	4 50	4 60

BREAKFAST FOODS.

The market in breakfast foods continues brisk with good demand for all lines. Prices are firm and prospects

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PRICES—Doolittle Quarts, $3.25; pound jars, $1.50; tumblers, $1.00 per doz. F.O.B. Toronto; Quaker Marmalade, $1.70 per doz.

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TORONTO.

point to a further advance. Last week's quotations remain unchanged. We quote the following prices:

Oatmeal, standard and granulated, carlots, on track, per bbl	5 05
Rolled oats, standard, carlots, per bbl., in bags	4 50
" " " " " in wood	4 75
" " " " for broken lots	4 90
Rolled wheat, per 100-lb. bbl	3 00
Cornmeal	3 50
Split peas	5 00
Pot barley, in bags	3 75
" in wood	4 00
Swiss food, per case	2 85
Aunt Sally's Pancake Flour, per case	2 00

Hides, Skins and Wool.

The market is much the same as last week. Prices are firm with the exception of fleece wool, which is 1c easier. We quote:

HIDES.

No. 1 green, per lb	0 07
" 2 " "	0 06
" 1 " steers, per lb	0 07
" 2 " " "	0 06½
Cured, per lb	0 08

CALFSKINS.

Veal skins, No. 1. 6 to 12 lb. inclusive	0 09
" " " 2 " " "	0 07
" " " 1 15 to 20 lb "	0 08
" " " 2 " "	0 06
Deacons (dairies), each	0 60
Lamb and sheep skins	1 00 1 10

WOOL.

Unwashed wool, per lb	0 09 0 10
Fleece wool, "	0 15 0 16
Pulled wools, super, per lb	0 19 0 20
" " extra "	0 23 0 25
Tallow, per lb	0 04½ 0 02

QUEBEC MARKETS.

Groceries.

Montreal, April 7, 1904.

DULLNESS features the markets this week generally and the volume of business has been small. Glucose jumped up 15 cents a hundred and it now ranges from $2.75 to $3.05 for barrels, half barrels and kegs. West India molasses market reported a decline of one cent. The position of the sugar market is considered first rate. The refiners have at last yielded some concessions to the West Indian planters and peace will now reign in this somewhat disturbed section of the trade world. Asparagus is going to be very high all season as there will be no crop at all owing to the floods in California. Over 7,000 acres are under water and all the growers hope for now is to restore the land in time for the 1905 crop. Canadian pickles have stiffened a little and are notably scarce. A letter from Bordeaux, France, states that all vegetables have suffered from bad weather and frosts, so that prices for fine canned goods will range high. The recent advance in sulphur has had its effect on a very essential article, namely, matches. Eddy's common matches have gone up 30 cents a case and parlor matches 10 to 15 cents. Starch has advanced a quarter to a half a cent in sympathy, no doubt, with the advances in raw materials. Pearl sago is scarce and seed tapioca is being sold as a good substitute. Advices from Singapore continue to forecast high prices for tapioca and, if the manufacturers are doing no better than the importers, it can only be a matter of time until a decided change will take place. The position of medium and seed pearl is like flake, steady, and in fair demand. Finer grades are scarce and there is a wider margin between common and best, the reason being that as good and fine descriptions are reasonable in price, there is very little outlet for the poorer qualities. The report that the export of rice from Japan had been prohibited has been discredited, more especially as offers have been made at decidedly high prices. Teas generally are firm and in good demand.

SUGAR.

The best news is that the local refiners have informed local brokers that they would like to have them make offers and would prefer to deal with them, if satisfactory terms can be arranged, instead of buying all their sugar from the New York brokers.

Granulated, bbls	$4 15
" ½-bbls	4 25
" bags	4 02½
Paris lump, boxes and bbls	4 65
" " ½-boxes and ½-bbls	4 75
Extra ground, bbls	4 50
" " 50-lb. boxes	4 70
" " 25-lb. boxes	4 80
Powdered, bbls	4 30
" 50-lb. boxes	4 50
Domino lumps, boxes and bbls	4 55
" " ½-boxes and ½-bbls	4 65
Phoenix	4 05
Bright coffee	3 95
" yellow	3 95
No. 3 yellow	3 85
No. 2 "	3 65
No. 1 " bbls	3 55
No. 1 " bags	3 45
Raw Trinidad	3 20
Trinidad crystals	3 30

SYRUPS AND MOLASSES.

No change has taken place in the market except of course the rise in glucose which has been mentioned. Its advance is considered opportune, as it will prevent fraudulent sugar making. Demand is fair for all lines and the West Indian market declined a cent. We quote:

Barbadoes, in puncheons	0 30
" in barrels	0 32½
" in half-barrels	0 33½
New Orleans	0 22 0 35
Antigua	0 37
Porto Rico	0 45 0 48
Corn syrups, bbls	0 02½
" ½-bbls	0 02½ 0 03
" ¼-bbls	0 03
" 38½-lb. pails	1 30
" 25-lb. pails	0 90
Bbls., per 100 lb	2 75
½-bbls. "	2 75
Kegs "	3 00
Cases, 2-lb. tins, 2 doz. per case	1 90
" 5-lb. " 1 doz. "	2 35
" 10-lb. " ½ doz. "	2 25
" 20-lb. " ¼ doz. "	2 10

COFFEE.

The outlook for coffee is certainly very interesting. It is bound to be dearer for several reasons. First, judging by the way it is coming forward from the countries of production, there is known to be a decided shortage in crops. The only two places where this is not the case and where good crops are looked forward to are Mexico and Vera Paz. Compared with the demands of the world these two sources of supply are very small. From Costa Rica comes the news that the new samples are not as fine in quality as in former seasons and appear to have suffered from some unusual weather at the time of picking. The coffee market is still firm and demand is good. We quote:

Good cucutas	0 10 0 10½
Choice "	0 11½ 0 12½
Jamaica coffee	0 10½ 0 11
Java	0 18 0 22
Mocha	0 16 0 19
Rio	0 08 0 09

TEA.

The tea market is still solid in all lines. The stocks in Japans are low and there is a tendency to hang on to what remains with a view to realizing a little more on them before the new pick comes in. Ceylons are firm, too, and steady prices are maintained. The Grocer has been informed that the abolition of the Japan tea subsidy will not stop the Japan Central Tea Traders' Association from continuing business. We quote:

Good to medium Japans	0 18 0 24
Fine to choice Japans	0 25 0 35
Ceylon greens	0 16 0 20
Indian greens	0 18 0 30
Japan style China congoes	0 10 0 10½
Pealeaf and Pinhead Gunpowders	0 23 0 40
Coarse to good Gunpowders	0 13 0 22
Ceylon blacks	0 14 0 30
Indian "	0 12 0 20

CANNED GOODS.

No marked improvement can be noted in the general demand. Buyers are filling their requirements on the smallest scale possible. It is difficult to convince the trade of the necessity of anticipating requirements in salmon for instance, yet it may as well be borne in mind that the statistical position of this article is stronger than it has been for years. It would be well not to allow old stocks to run too low and be forced into the market when the demand is at its best. No doubt new stocks will be considerably higher. Demand for canned meats of all kinds remains steady owing largely to the Far East orders. Golden waxed beans are out of the canners' hands entirely and only a few cases are available through jobbers, which makes the market high. All French canned vegetables are going to be high. Stocks of pines seem to be in narrow compass and as prices are unattractive some check in the consumption may be expected. Lobsters are very scarce. We quote:

Tomatoes	1 12½
Corn	1 15
Peas	0 87½ 1 50
String beans	0 85 0 90
Strawberries, preserved	1 40 1 60
Succotash	1 00
Blueberries	1 10
Raspberries	1 40
Lawtenberries, 2s	1 50
Raspberries, black	1 35
Gooseberries	1 55
Pears, 2s	1 45 1 60
" 3s	2 10¢
Peaches, 2s	1 55 1 67
" 3s	2 40 2 60
Plums, Lombard 2s	1 30
" Green Gage, 2s	1 40
Cherries, red pitted, 2s	2 20
Baked beans, 3s	0 90
3-lb. apples	0 90
Gallon apples	2 20
2-lb sliced pineapples	2 00 2 10
Grated pineapples	2 40
Singapore whole pineapples	2 40
Pumpkins, per doz	0 95
Spinach	1 00
Sugar beets	0 90 1 40
Salmon, pink	0 90 1 00
" spring	1 40
" Rivers Inlet red sockeye	1 50
" Fraser River red sockeye	1 50 1 70
Lobsters, talls	3 45
" 1-lb. flats	4 00
" ½-lb. flats	2 25
Canadian Sardines, ¼s	3 65 4 00
California asparagus	4 50 5 00
Asparagustips	3 50 3 75

Foreign Dried Fruits.

Sultanas have become considerably firmer and the demand for all kinds of dried fruits has been well maintained. Demand has been good for Valencia raisins, and medium currants and prunes are going well. Complaints come from abroad that Californian prunes have been passed off for the famous French "Agen" prunes. Some French merchants at Agen itself are said to have imported California fruit and labelled it in jars or cases similar to the genuine Agen, shipping it as the actual product. This has been looked after by the French courts and stopped. We quote:

VALENCIA RAISINS.

New, finest off-stalk, per lb	0 06 0 06½
Selected, per lb	0 07
Layers "	0 07½ 0 07½

FIGS.

Comadres, per tapnet	1 00	1 10
Elemes, per box, new		0 90

DATES.

Dates, Hallowees, per lb	0 03½	0 03¾

CALIFORNIAN EVAPORATED FRUITS.

Apricots, per lb		0 12½
Peaches "		0 09½
Pears "		0 12½

MALAGA RAISINS.

London Layers	1 75	1 90
"Connoisseur Clusters"		2 00
"Royal Buckingham Clusters," ½-boxes		1 00
"Excelsior Windsor Clusters"		4 25
" " ¼s		1 25

CALIFORNIAN RAISINS.

Loose muscatels, per lb	0 07½	0 08
" " seeded, in 1-lb. packages		0 10½
" " in 12-oz. packages		0 08

PRUNES.

	Per lb.	Per lb.
30-40s		0 09
40-50s		0 08
50-60s		0 07½
60-70s		0 06½
70-80s		0 06
80-90s		0 05½
90-100s		0 05
Oregon Prunes (Italian style) 40-50s		0 08
" " 50-60s		0 07½
Oregon prunes (French style), 60-70s		0 06½
" " 90-100s		0 04½
" " " 100-120s		0 04

CURRANTS.

Fine Filiatras, per lb. in cases	0 04½	0 05
" " cleaned	0 05	0 05½
" " in 1-lb. cartons	00 6	0 06½
Finest Vostizzas "	0 06½	0 07½
Amalias "		0 05½

SULTANA RAISINS.

Sultana raisins, per lb	0 06½	0 08
" " 1-lb. carton		0 09
Shelled Walnuts	0 19	0 20

Green Fruits.

Quietly firm might be a just description of the local market. The lull after Easter has been maintained and no new features are anticipated until the Mediterranean fruit boats arrive. Reports from Burriana, Spain, show that bad weather has recently interfered with the loading. However, Saturday, April 9, will see three steamers, the Jacona, Fremona and Bellona, of the Thomson line, leave Messina with enormous cargoes of oranges and lemons for Montreal, direct. California celery has gone up 50 cents and best Floridas are bringing $5 50. Easter supplies of green fruits were laid in so abundantly that they are likely not yet exhausted. We quote :

Cranberries	800	9 00
Cocoanuts, per bag of 100		4 00
Canadian apples, in bbls	2 50	4 00
Pineapples, 24 to case		5 50
" 30 to case		4 50
Bananas	2 25	2 50
Valencias oranges 714's		4 50
" " 420's		3 75
Sweet potatoes, per bbl	5 50	6 00
Spanish onions, cases		3 50
French onions, 110-lb. cases		3 00
New Messina lemons 300's		2 75
" " " 360's		2 50
Florida oranges, per box	5 25	5 50
California navels	2 50	3 00
Florida tomatoes, per crate		3 50
California celery		5 50
Californian cauliflower, case		3 50
Florida grape fruit		7 00
Jamaica oranges		2 50
Jamaica grapefruit		6 50
Florida tangerines		2 00

Fish.

Haddies are much cheaper and new arrivals by express each day find brisk demand. Smelts are scarce and in fact there is a marked scarcity in all fish. Bullheads are frequently asked for and they are not available in the market even by the biggest dealers. Halibut has dropped three cents and is in fair demand. A dealer made a strange remark regarding halibut in that he thought it queer that Canadians were compelled to buy frozen halibut from Boston markets when most of the fish came from Canada. Not only that, but they have to pay duty on fish from their own country. Very little change has taken place in the markets. We quote :

Haddies		0 07
Smoked herring, per box		0 16
Fresh haddock, per lb	0 04	0 05
Dore, per lb., frozen, fancy Winter	0 07½	0 08
Pike, " round	0 05	0 05½
Halibut, frozen, per lb	0 09	0 10
Gaspe salmon, frozen, per lb		0 11
Frozen B.C. salmon, per lb	0 08½	0 09
Smelts	0 06	0 09
Frozen steak cod		0 07
Choice round trout	0 06½	0 07
Whitefish, small	0 06½	0 07½
Whitefish, large	0 07½	0 08
No. 1 Labrador herring in 20-lb. pails		0 85
No. 1 Herring, Labrador, per bbl		5 00
" " half bbl	2 75	3 00
No. 1 Holland herring, per half bbl		6 50
No. 1 Scotch herring, " "		6 50
" per keg		0 95
Holland herring, per keg	0 65	0 75
No. 1 green codfish, new, per 200 lb		7 00
No. 2 green cod, bbls. 200		5 00
No. 1 large green codfish, new, per 200 lb		7 50
Green pollock, bbls. 200		4 00
Salt eels, bbls. 200 lb		0 6½
Salt mackerel, pail of 20 lbs		1 60
Boneless cod, 1 and 2-lb. blocks, per lb		0 06½
" fish, " " "		0 05
" " loose, in 25 lb. boxes		0 04½
Boneless fish, in crates 12 5-lb. boxes		0 05
Pure Georges Cod		0 7½
Skinless cod, cases 100 lb		4 75
B. C. salmon, choice red, per bbl		14 00
B. C. salmon, ½-bbl	7 00	8 00
Marshall's kippered herring, per doz		1 40
Canadian kippered, per doz		1 00
Canadian ¼ sardines, per 100	3 75	4 00
Canned cove oysters, No. 1 size, per doz		1 30
Canned cove oysters, No. 2 size, per doz		2 25
Shell oysters, No. 1 Malpecques	6 00	8 00
" " common	3 00	4 00
Standard bulk oysters, per gal		1 40
Selects		1 60
Qualla salmon, frozen, cases	0 07	0 07

Country Produce.

EGGS.

The craze for eggs has abated. Normal conditions are again ruling and the holders of high priced stock are not a little worried. As one business man put it, worry is only another form of fear. Receipts of eggs have been large but the demand was a little shy because of the big holdings prior to Easter. Down dropped the price 2 cents, then another cent, so that before many days are over eggs will be cheap. Last year at this time they were selling at 12 cents. 20 cents was the ruling price yesterday, although every day will mark a decline.

BEANS.

Demand for beans is not looked upon with great confidence as sales are chiefly in small lots. Primes sold at $1.15 and $1.50 and second grades at $1.40. Car lots of choice primes were quoted at $1.40 and second grades at $1.35.

HONEY.

The deathlike quietness of the honey market is amazing. White clover is comparatively scarce and prices ruled from 13½ to 14 cents. Extracted white clover sold at from 8½ to 9 cents in 10 lb. tins, and much less (about 7 to 7½ cents) in 300 lb. kegs. Buckwheat still maintains 6 and 7 cents.

POTATOES.

Fair demand has been the order for potatoes and moderate activity has been shown. Jobbing sales have been made at 75 to 80 cents a bag and in car lots at 65 to 70 cents a bag.

MAPLE PRODUCTS.

The receipts of maple products increased steadily each day and the demand was limited because buyers bought freely last week. Holders seemed disinclined to quote prices but no change was noted. The demand continues very active and the reports of scarcity have been dissipated by an abundant supply. We quote :

Maple syrup, in wood, per lb	0 05½	0 06
Maple syrup, in large tins	0 70	0 75
Pure sugar, per lb	0 07	0 07½
Pure Beauce sugar, per lb	0 08½	0 09

Flour and Feed.

FLOUR.

Not a single new feature has been shown in the flour market. Despite the weakness in American wheat markets the local prices remain firm and unchanged. Generally speaking the market is considered quiet. We quote :

Manitoba spring wheat patents		5 40
" strong bakers'		5 10
Winter wheat patents	5 10	5 25
Straight rollers	4 85	5 00
Extra	3 80	3 90
Straight rollers, bags	2 30	2 35

FEED.

Local millers state that the demand for shorts is increasing while bran continues in fair demand. Prices rule steady without much change. We quote:

Ontario bran, in bulk		19 00
" shorts		21 00
Manitoba bran, in bags	19 00	20 00
" shorts		21 00
Moullie	26 00	28 00

OATMEAL.

Oatmeal remains steady and the demand is good. Rolled oats have been steady all the week, too, but some grades sold at $2.35 a bag. The demand for corn meal is fair at good prices ranging from $1.10 to $1.45 a bag. We quote :

Fine oatmeal, bags		2 06
Standard oatmeal, bags		2 90
Granulated " "		2 90
Rolled oats, bags		2 55
" bbls		5 30

HIDES.

Hides remain in about the same position as last week with considerable activity. Some slight fluctuations took place in beef hides but the same old prices were held yesterday. We quote :

No. 1 beef hides	0 08	0 08½
No. 2 "	0 07	0 07½
No. 3 "	0 06	0 06½
Lambskins		0 75
No. 1 calfskins		0 11

NOVA SCOTIA MARKETS.

Halifax, April 4, 1904.

WEATHER is backward and trade is still somewhat quiet. On the whole the last four weeks have been rather disappointing. Trade kept up fairly well during January and February, but March did not come up to expectations. During last week some of the smaller railways have been again tied up. This time it was not occasioned by snow storms but by the freshets. Freights from the upper provinces have arrived more freely and the stringency in some lines of stocks has therefore been removed. The travellers are now out on their routes again after the Easter holidays, and it is hoped they will be able to report a stronger buying tendency.

* * *

The Halifax market is fairly well stocked with salmon, but the coast situation is being closely watched. Canned fish, such as finnan haddie, kippered herring, clams and scollops are getting scarce and the new pack will find a ready sale. Smoked herring are scarce and high, 14 cents being paid by the car

for medium. The indications are that there will be an advance on all lines of American canned meats. Canadian meats have already been marked up. There is a strong demand at the packing houses at present as merchants are stocking up for Summer trade. The supply of canned fruits is moving out of first hands rapidly and merchants who require more in order to carry them over until the new pack comes in should not delay ordering, as there is a probability of prices being advanced. Canners apprehend short fruit crops the coming season.

* * *

A few years ago a great many tons of Nova Scotian dried apples was handled by wholesalers, but lately trade has been largely transferred to the Ontario article. This is chiefly on account of the difference in color. The local article is quite brown while in that from Ontario the natural whiteness is retained.

* * *

The wholesale grocery stock of J. Frank Crowe & Co., which was damaged by fire, is being sold this week at auction for the benefit of the underwriters. Mr. Crowe has taken up temporary quarters and will likely continue in the wholesale business, as soon as matters can be straightened out. The trading community sympathizes with Mr. Crowe in his somewhat heavy loss.

* * *

A very interesting gathering met at the residence of Mr. Ephraim Erb, to Erb & Rankin, some days ago to celebrate the golden wedding of Mr. and Mrs. Erb. A great many presents and congratulatory telegrams were received from friends both here and in Mr. Erb's native province of Ontario. Mr. Erb is still quite active and spends a portion of each business day in his office, giving personal attention to matters requiring it. His firm conducts a brokerage business, and in addition to other lines it is selling agent for the products of the Canadian Canners, Limited.

MANITOBA MARKETS.

Winnipeg, April 4, 1904.

FOR the past week most brilliant sunshine has prevailed and the sudden rise in temperature has cleared away much of the snow, transforming it into numerous small stretches of water throughout the country. The transportation lines, which have been so badly tied up for the past ten days, are again opening up and traffic is now moving along slowly.

The market remains a little firmer and the wholesale houses report all around trade good for the past week. There has been very little change in prices and all lines of staple groceries are firmer with the exception of starches and syrups which are advancing. The market quotes evaporated apples ½c in advance of last week and matches are a little higher, demanding 30c on the case.

Evaporated and Dried Fruits—all lines are firm with the exception of evaporated apples, which are a little higher, being quoted ½c in advance of last week.

Coffee—The market is firm and No. 1 Rio is still quoted at 9¼c, but will likely advance.

Tea—The market reports prices of Japan teas and other lines unchanged.

Sugars—The market is firm, Montreal granulated being quoted at $4.90 in barrels and $4.70 in sacks, and yellows $4.25.

Flour—The flour situation is practically unchanged, the demand is strong and No. 1 patent is still quoted at $2.75.

Butter—The butter demand is heavy and the market remains firm. Fresh pound prints are quoted at 25c.

Eggs—The market is a little easier and case eggs are jobbing at 26c, but we are looking for lower prices.

Cured Meats—The market remains a little firmer and slightly in advance of last week. Hams are quoted at 13¾c, breakfast bellies at 13¼c, picnic hams at 9c, shoulders at 8¾c, breakfast backs 11¼c, short rolls 10¾c, long spice rolls 11¼c, short rolls 10¾c, long dry clear 9c, and salt long clear 10c.

Lard—The market remains firm with pure lard in 50 lbs. $5.20, 20 lb. pails $2.15, 10 lb. pails in cases $6.50, 3 lb. tins $6.65, and 5 lb. tins $6.60, compound lard in 20 lb. pails $1.75.

NEW BRUNSWICK MARKETS.

Office of The Canadian Grocer,
St. John, N. B., April 4.

BUSINESS in St. John during the first quarter of the year has been extremely satisfactory, and the New Brunswick trade are looking forward with confidence to a good year. Besides the number of changes in business referred to in former reports, there are other matters of interest outside of regular business lines.

Two local tea men are in evidence in the papers, one claiming that the other made a false statement in his advertisement. The facts would seem to warrant otherwise, and the dealer who was so quick looking for trouble is likely to have little else for his pains.

Then a Western tea dealer seems inclined to question the statement made by a local man that St. John is so situated as to be in the best position of any Canadian city to do a tea business. So far the facts presented certainly favor the position taken by the St. John man.

Possibly the chief interest here at present centres in the molasses situation. As noted in our report some weeks ago, one of our large importers advertised having received a cargo of new Porto Rico molasses. Now, the representative of an American molasses company there advertises the expected arrival of the first cargo of new Porto Rico molasses. This our local man takes as a direct effort to persuade the buyers that he made a false statement in advertising his early shipment as new goods. The trouble is not over yet.

In markets there is little of particular interest. Markets on the whole do not seem as firm. Merchants have made more than ever of Easter this season in the way of window dressing.

Oil.

In burning oil the market is not so firm but there is no change in price. Sales show quite a falling off. Dealers are very busy shipping lubricating oils. The sale here is very large. In paint oils values are unchanged. Linseeds continue very low. This is the season of demand. In fish oils this is the off season. Much lower prices are quoted in best grades of cod liver oil.

Salt.

There are continued arrivals of Liverpool coarse salt, dealers being anxious to get supplies out before the Winter port boats stop. Prices are held firm. In factory filled there is a better demand as the season advances. In Canadian fine, orders for forward shipment are now being given. This salt is used very largely by our butter and cheese factories.

Green Fruit.

This has been a busy week. In apples full prices rule. There is a good sale for Western Northern Spies, at prices. Oranges are freely received, Valencias having the large sale. The low price of Californias tends to increase business in them. In lemons the low prices continue. Bananas are rather higher this Spring, and the season is now well opened. In cranberries, while price is high there is a fair sale. A few strawberries and other small lines are seen.

Dried Fruit.

There is little business in this line. Prunes have a fair sale, particularly small sizes. Raisins are dull and quite full stocks are held. Currants have a regular demand at even prices. Dates are low. In evaporated apples the market is rather firmer. First arrivals of Egyptian onions are here. The outlook is for quite firm prices. The crop is reported good, but the American market is quite bare, indicating a large demand.

Canned Goods.

Corn is the line of chief interest, owing to light supply. While tomatoes and peas are firm, there is a fair stock of both. In fruits, the market is well supplied. Blueberries are firmer. In salmon there is a good stock, except in Springs. Meats remain unchanged. Oysters are very firm. In lobsters the supply is very light. Haddies are about out of the market. Clams and scollops are now being packed.

Sugar.

There has been no change during the last week but dealers hold quite full stocks and prices are very firm. In regard to the guild, it is said the difficulty referred to last week has been arranged.

Molasses.

There is little new to report. A cargo of Porto Rico, expected, has been delayed. There is still an ample stock of old goods. In Barbadoes new goods are freely offered with prices low. The market at the island seems quite firm.

Fish.

With the close of Lent there is perhaps less demand, particularly for fresh fish. Stocks are light, though Gaspereaux are being more freely received. Dry fish are still very high and scarce. A few are being received but only fair quality. In smoked herring the market is about bare. Pickled herring are high with light demand.

Flour, Feed and Meal.

In flour, sales have not been as active. There is a feeling favoring lower prices.

Removal Notice

Mr B. O. Beland advises the trade that his offices, bonds and warehouses will be removed from

26 Lemoine Street
-TO-
1684 Notre Dame Street,
MONTREAL,
on April 20th.

The change to the new and commodious premises was necessitated through the large increase in his business.

A complete stock of the finest French Wines and Liquors, Alimentary Pastes, Italian and French Olive Oils and Table Delicacies, Scotch Whiskies, etc., will be carried in stoek.
All orders promptly and satisfactorily attended to.

Telephone Number, Main 181.

B. O. BELAND,
MONTREAL.

"MADE IN CANADA."

In 60 Seconds

we can give you the main reasons why it will pay you to stock Sovereign Lime Juice.

It is 50 per cent. cheaper than imported brands of equal quality: by refining and bottling in Halifax we avoid the duty.

It is absolutely pure and always uniform.

It retains its bright natural color.

It has the full flavor of the ripe fruit juice, only two teaspoonfuls are required to each glassful.

It is stocked by the principal jobbers from Halifax to Vancouver, ensuring you prompt delivery.

And as we guarantee every bottle you cannot lose.

If you are a man of decision it will take you but 30 seconds longer to send a sample order to your jobber for the above facts are convincing.

Sovereign Lime Juice

is refined and bottled by

SIMSON BROS. CO., LIMITED,
HALIFAX, N S.

If You're the Kind of Grocer

who pays particular attention to the quality of the goods sold over your counters, the **OZO BRANDS** cannot fail to interest you. They stand for quality first, last and always.

We make Jams, Jellies, Marmalades, Sauces, Catsups, Pickles, Spices and Vinegars. All staple lines, but put up better than most. Write us direct for quotations and mention your wholesale grocer.

THE OZO CO., Limited
MONTREAL.

Oats and oatmeal are still high, package oatmeal selling largely. In cornmeal the local market is rather lower. Beans have only a fair sale at rather easier prices. In seeds, supplies are coming freely to hand. Prices this season are low and a better grade of seed is being used.

BRITISH COLUMBIA MARKETS.

Vancouver, B.C., April 2.

A MOST interesting visitor in the city this week was Mr. T. de Schryver, of Auckland, New Zealand, who represents the Canadian Manufacturers' Association in that colony. Mr. de Schryver arrived on the R.M.S. Moana from Sydney, Australia. Among other things he speaks of most interestingly is that very fact that he came by way of Australia, and that all goods had to be shipped from here to New Zealand, via Australia or via New York. He points out that a direct line is a vital necessity if the Dominion wishes to build up the trade it is possible to secure with New Zealand.

"The people of New Zealand are more than willing and cordial in their desire to enter into closer trade relations with Canada," said Mr. de Schryver. "That is very evident from the preferential tariff enacted by the Legislature of New Zealand and coming into force last November. Briefly the new tariff places a duty of 25 per cent. on Canadian goods while other goods have to pay 37 1-2 per cent. The United States is, of course, Canada's great competitor in the race for trade with New Zealand, and such a difference in duty to be paid, gives the Dominion a great advantage. The next thing is to give a direct steamship serivice, if only a freight cargo line at first. But the Dominion Government should see that some line is given assistance at once."

As Mr. de Schryver goes east direct from here, he will be able to talk to Canadian manufacturers and exporters direct, and tell them where they are at fault in their shipping and in other ways. Perhaps those who have had the benefit of Mr. de Schryver's aid in promoting trade with New Zealand do not require to have it emphasized that there are some very grave errors made in the manner of shipping. From what your correspondent could learn from him, it would appear that this arises largely from the fact that many manufacturers are used to a shipping trade entirely by rail and to local or nearby points only.

The difference in shipments by steamer for an ocean voyage, and especially when a rail trip of some length precedes the shipment, is very great. In this perhaps the manufacturer and shippers will find the chief seat of the trouble, which there has naturally been in many details, apparently trifling in themselves, but causing vexatious delays and even losses in some instances.

* * *

Four carloads of Washington State grown nursery stock arrived in Vancouver the past week for delivery to fruit growers here. The inspector of fruit for the province, Mr. T. Cunningham, says that most of the stock was really fine and well adapted to setting out here, being from a similar soil and climate. But he points out the big opening there is here for nurserymen to engage in the business of supplying the trade of the province which is growing every year. These four cars alone would, roughly speaking, have kept some $30,000 in the country and helped to build up an industry at the same time.

* * *

In northern affairs, business is fairly quiet from a shipping point of view, stocks having been got forward pretty well before the opening of navigation which will be in the next six or eight weeks. Meantime not much will go out for shipment north until stocks begin to move in readiness for the first down-river shipments to Dawson from White Horse. Many Atlin men are arriving now to go in for the season. One company, the Spruce Creek Power Co., will install a $150,000 hydraulic plant on that creek. The British American Dredging Co., which installed the biggest dredge in the north, last season, will put in another this year. It, too, will be on Spruce Creek, the first having been on Pine. Mr. O. T. Switzer, engineer for the company, is in Vancouver on his way in. The materials for this dredge will be shipped from here, as were those for the other last year.

* * *

Heavy shipments of canned salmon went out to-day on the C.P.R. ss. Tartar for Japan. She carried in her cargo nearly 1,200 tons of salmon, equal to 40,000 cases. Only half of this was supplied by local canners, the rest having been shipped from Puget Sound. With a few more orders, the stocks held here will be all cleaned up, even to the pack of humpbacks which was a new line and partly an experiment.

* * *

The historical fish of the Indians of British Columbia is not the salmon as popular belief has it, but the oolachan, a little oily fish, sometimes called the candle fish, for it will, when dried, burn like "fat pine." The Indian tribes up the coast still cling to their aboriginal habits and seek each season their supply of this fish in the fiords and deep indentations of the northern coast of British Columbia, where the fish run. This year hardly an oolachan has been caught owing to rough weather. The canoes of the Indians were not able to face the fierce gales which have tossed the waters of even quiet landlocked bays and inlets.

* * *

Opinion is divided on the granting of fish trap licenses by the Dominion Government. The fishermen are against it and the canners of Fraser River are in the main opposed to the granting of any privilege which will have a tendency to destroy the industry on that river, but nearly all are of the opinion that the locations on the west coast of Vancouver Island, where it is intended to place the traps, will be found too rough to be successful. It is looked on in the light of an experiment, and therefore it is hardly getting the active opposition which otherwise might be aroused. There is but very little opposition to the sentiment expressed by Hon. Mr. Prefontaine in the House, that the Canadians may as well trap their own Fraser River fish as sit by and see the United States canners do it for them.

* * *

The cargo of the C.P.R. steamer Empress of Japan, which reached port last night from the Orient, included very heavy shipments of Indian and Japan teas, rice and Chinese provisions.

The rice situation locally hardly warrants the import of any great quantity just now. The fact is there was a war scare at first, which sent rice sky-rocketing until the local quotation was $102 per ton, cleared. At that price retailers, who had been caught short, bought for fear they would be caught shorter. Then down tumbled the price at least $10 per ton, and now it is even quoted at $90 cleared, per ton. Everyone is loaded up, and some individuals are by no means happy.

Another shipment of note arriving by the Empress of Japan last night was a considerable consignment of tinned pineapples from India, a rather unusual article of import from that country.

* * *

Groceries—Sugar went up an eighth of a cent this morning. That makes the B. C. Sugar Refinery's local quotation at 5c per lb, base, for granulated, with other grades raised in proportion.

Canned vegetables are quoted now a little higher. Peas, corn and beans are $1.15 per dozen and tomatoes, $1.50.

* * *

Produce—Local fresh eggs are almost dominating the market now. Shipments north are very light and therefore importations from California have dropped off. Prices are also rather high just now at San Francisco. The local quotation is firm at 25c per dozen for local fresh though there were some bought at 23c a few days ago.

Butter is still scarce, and not much really first-class finds its way to the market. The importations from California are still made, until eastern shipments arrive and until the local make begins to come up, which it has not done yet this Spring.

* * *

Fruits—The first arrivals of pineapples from Australia were brought on the steamer Moana. They were very fine, so far as they were left in condition, but evidently they were shipped overripe. Many of them had to be thrown out. Pines will stand up under the voyage across the equator, if shipped green enough. These first Australian pines are selling at $3.50 to $5 as to size per dozen. Some Australian cocoanuts were also received by this steam-

1842 1904

1824 PACKAGES OF

PICKLES - PICKLES

If you want to know the firm in Canada who has the largest and best assortment of

PICKLES

LOOK AT THIS:

THE WILLIAMS BROS. CO., LTD., Detroit, Mich.

700 Cases Sour and Sweet Pickles, all kinds.

CROSSE & BLACKWELL.

207 Barrels and Cases Sour and Sweet Pickles, all kinds.

C. & E. MORTON.

350 Barrels and Cases Sour and Sweet Pickles, all kinds.

ROWAT & CO.

300 Cases Sour and Sweet Pickles, all kinds.

STEPHENS & CO.

28 Cases Sour and Sweet Pickles, all kinds.

GLOUCESTER & CO.

46 Cases Sour and Sweet Pickles, all kinds.

CANADIAN PICKLES.

25 Barrels "Maple Leaf," all kinds.
9 Barrels "Bourque," "
9 Barrels "Perrault," "
10 Barrels "Boston," "

AMERICAN and CANADIAN PICKLES.

140 Kegs Sour and Sweet Pickles, all kinds.

1824 GRAND TOTAL.

BARRELS, HALF-BARRELS, CASES, HALF-CASES AND KEGS.

Our Spring orders are not included in this.
Ask our prices. They are always interesting.

We can save you money.
PROMPT SHIPMENT.

L. CHAPUT, FILS & CIE,

Wholesale Grocers and Importers. MONTREAL

er. They were rather small and of course meet with competition at this season.

Oranges are firming up in San Francisco markets, although prices here are still low. Quotations on all lines are unchanged this week.

Rhubarb from California is now grown in open air and is thus lower in price, the quotation being now 8 to 10c per lb.

* * *

Vegetables—A big lot of Australian onions arrived by the Moana for local and Seattle houses. The local stocks will not more than suffice for orders for northern shipment. At this season the shipments are being taken out of the wooden crates usually used and put in double sacking to protect them from danger of frost. It is an item to be noted in Yukon trade that onions are always very much in demand in the vegetable line, easily taking place next to potatoes, which are the best vegetable sellers in the north. The trade are very particular and take none but the best. In other lines of vegetables there is not much change to note, except that asparagus is down to 12 and 15c per lb.

HINTS TO BUYERS.

Contributors are requested to send news only, not puffs of goods they handle, or the arrival of standard goods that everyone has in stock, or that they are offering goods at close figures, or that they have had an unusually large sale this season.

McWilliam & Everist, Toronto, report the arrival of a shipment of Jamaica bitter oranges.

Dawson & Co., Toronto, have received a car of "California Beauty" and "Magnolia" brand California navel oranges, also a car of Messina lemons 360s.

Gallon apples are a leading feature this week with Laporte, Martin & Cie., Montreal, and prices are stated to be attractive.

Amongst this week's arrivals of fruit and vegetables were noted one car California celery, two cars of bananas, two cars of oranges and one car of pineapples for White & Co., Toronto.

McWilliam & Everist, Toronto, have received 3 cars of extra fancy Messina and Palermo lemons. Note their ad. in this week's issue of Grocer.

Dawson & Co., Toronto, are receiving shipments of strawberries every morning from Louisiana via Chicago.

Laporte, Martin & Cie., Montreal, call the attention of the trade to special offers they are making now on strictly choice Barbados molasses. They offer car loads at special prices and freight rates from St. John, N. B.

L. Chaput, Fils & Cie., are reporting good orders for peanuts. They have just received a car a few days ago and prices are rather low.

Laporte, Martin & Cie., Montreal, are still taking orders for Rangoon and Patna rices for April and May deliveries. Buyers interested should avail themselves of the inducements offered.

A car of Crescent brand tomato catsup put up in quart bottles, arrived this week for H. P. Eckardt & Co., Toronto.

L. Chaput, Fils & Cie., are prepared to submit samples of their full line of Ceylon green tea.

Buyers of Eleme figs will do well to communicate with H. P. Eckardt & Co., Toronto.

Lucas, Steele & Bristol, Hamilton, advise receipt of a shipment of old-fashioned sun-dried codfish in quintals, quality first class.

Willie fell in the molasses
Barrel, in the shed,
"Now, I'll lick you, Willie,"
His angry mother said.

ENGLISH FIRM LOOKING FOR CANADIAN AGENT

A firm of cocoa, chocolate and chicory manufacturers, importers of arrowroot, ginger grinders and dressers, of Leeds, England, require the services of a Canadian agent, and will be glad to hear from any who are in a position to represent them.

ADVANCE IN PRICE OF MATCHES AND STARCH.

Among variations for the week in groceries and grocers' sundries on the Toronto market is an advance of 15c in parlor matches and of 30c in common sulpnur matches, also an advance of ½c per lb. on No. 2 cornstarch and of ¼c per lb. on all but gloss, enamel and rice starch.

FRUIT COMMISSION AGENT DEAD.

THE GROCER regrets to record the sudden death of V. B. Badalamenti-Dina, of Toronto, which occurred on Friday, April 1. Mr. Dina was sales agent for the Canada-Jamaica Steamship Co., and the Canadian representative for a number of lemon and orange growers in Italy, among whom might be mentioned F. Tracuzzi, of Messina, G. Badalamenti & Co., and Natale Lo Cicero, both of Palermo. In addition Mr. Dina represented several Italian produce and macaroni firms.

Mr. Dina began business in Toronto about four years ago as a retail fruit dealer at the corner of Alexander and Yonge streets. After a couple of successful years he decided to devote his attention to the lemon trade exclusively, and secured several prominent agencies, among which were those mentioned above. The outcome was eminently satisfactory, for Mr. Dina during the last two years was able to establish a wide connection in the Canadian trade, particularly in Ontario. Toronto fruit merchants were large customers, and in addition he sold extensively to Ottawa, Hamilton and London fruit men.

CATALOGUES, BOOKLETS, ETC.

The Grocer is in receipt of an attractive pictorial magazine, published monthly by the National Cash Register Co., Dayton, Ohio. The literary contributions written by prominent American newspaper men, and numerous illustrations, combine to give practical emphasis to the twentieth century enterprise on the part of this business firm.

JOHN A. GUNN DUPED.

MR. JOHN A. GUNN, of Gunn, Langlois & Co., of Montreal, is receiving messages of condolence from his numerous friends all over the country. The fact is he has been the victim of a confidence man.

On the morning of Easter Monday a prepossessing looking young man entered the office of Gunn, Langlois & Co., and introduced himself to Mr. Gunn as Mr. Henry F. Simons, of the firm of Messrs. G. W. Martin & Brother, produce dealers, of New York. Letters and other credentials were presented and, withal, the man was so engaging in manner that Mr. Gunn was completely taken in. So much so that when Mr. Simons wanted a little money Mr. Gunn readily responded to the request and, because it was a bank holiday, cashed his check for $500.

The pair then had luncheon at Freeman's and later wended their way to the Windsor hotel. The stranger conversed most entertainingly on a variety of interesting subjects. At length, explaining that he had to look after some luggage at the station, he took his departure and Mr. Gunn saw him no more. Suspicions were aroused and Mr. Gunn called up New York, only to find that the real Mr. Simons had never left his office in that city.

A. E. Cowan, grocer, Ottawa, is retiring from business. Mr. Cowan may be considered as one of the pioneer grocers of Ottawa, having been established since 1869.

A. E. Brown, Salisbury, N.B., has started a grocery in connection with his lumber mill. This Spring he will build a first-class new store in order to be able to handle a rapidly increasing trade.

Has stood the test of every climate.

HIGHEST AWARD

Wherever demonstrated, including the following Dominion, State, and International Exhibitions

Industrial Exhibition	Toronto, Canada	-	1903
Provincial Exhibition	Halifax, N. S.	-	1903
Provincial Exhibition	Victoria, B. C.	-	1902
Pan-American Exposition	Buffalo, N. Y.,	-	1901
Paris Exposition	Paris, France	-	1900
Trans. Miss. Exhibition	Omaha, Neb.	-	1898
World's Fair	Chicago, Ill.	-	1893

The products of THE ST. CHARLES CONDENSING CO. are famous the world over for HIGH QUALITY, ABSOLUTE PURITY, and ADAPTABILITY for all the purposes of fresh milk.

Home Office and Address:

Correspondence and trade orders solicited.

St. CHARLES, ILL., U.S.A. **FACTORIES: Ingersoll, Ontario, Canada, St. Charles, and Chenning, Ill.**

When a Grocer Sells his Customers

Clark's Lunch Tongue

he gives them the Best Obtainable and Perfect Satisfaction.

CAPSTAN BRAND High-grade Tomato Catsup

Put up in 10-oz. and 20-oz. bottles of a new design, and is very attractive.

This Catsup is far superior to many others and is giving perfect satisfaction.

Ask your wholesale grocer for it or see our travellers' samples.

The Capstan Mfg. Company, Toronto, Ont., Can.

EPPS'S

GRATEFUL. COMFORTING.

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.

In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg

THE MOST NUTRITIOUS. **COCOA**

THE MOST DELICIOUS PRESERVE THE WORLD PRODUCES

PURE CEYLON **GUAVA JELLY**

Wholesale in 12-doz. cases, $1.37 per doz., delivered in Montreal. Special quotations for large quantities. Drafts at 6 weeks' sight drawn against all shipments.

(ADAM'S PEAK BRAND)

WRITE FOR SAMPLE TO In 1lb. tins

Dudley Warren, PLANTER AND SOLE EXPORTER, **Haldumulla, Ceylon**

TRADE MARK

This design a guarantee of quality.

Heavy Red-Brown Wrapping

FOR EXPRESS PARCELS. STRONG, TOUGH AND STIFF

Samples and prices gladly sent.

CANADA PAPER CO.

TORONTO LIMITED MONTREAL

SUGAR BEET INDUSTRY IN COLORADO.

In view of the recent endeavors to establish the sugar beet industry on a firmer basis in Ontario, the following facts regarding the output of a beet sugar factory at Lovelace, Colorado, are worthy of note. This concern manufactured during the last year 292,850 sacks of white sugar, besides 30,000 sacks of brown sugar. It has on hand 13,000 fat sheep and 2,000 head of steers fed on the pulp, and in the pink of condition, and employs over 3,000 workmen.

Evidence of Merit.

February 23rd received order from Leclerc & Letellier, Quebec, for

3,600 lbs. "**Ocean**" Baking Powder.
10 brls. " " each 100 lbs.
5 cases " " " 50 lbs.

The quality of our "Ocean" Baking Powder makes fast friends with your customers. Try it yourself. Write for prices, etc.

As to Chinese Starch

—a constant and steady increase in demand for this high-grade Starch. It stands alone as a perfect starch.

RETURNED
APR -8 1904
Cut Book 17
Page 72
Ans.

You will be buying plenty of Starch soon. Don't buy until you have tried **Chinese Starch.**

The result will surprise you. Your customers get better value and finer work with **Chinese Starch.**

Ocean Fruit-flavored **Blanc Mange**

A sure winner with your customers, and a most profitable line to handle. Your Summer trade will not be complete without it. Put up in LEMON, ORANGE, VANILLA and CHOCOLATE Flavors.

Put up in assorted cases, 4 doz.

OCEAN MILLS,
MONTREAL

The Roof

Gets the Worst of it

There is no shelter for it—it shelters the rest from the force of the elements.

That's why you need the very best shingles, no matter where else you stint.

Eastlake Steel Shingles

are absolutely Fire, Lightning, Rust and Leak proof, and easy to apply. They've been proved long since the most reliably perfect and long lasting kind you can find.

Galvanized or Painted.

The one kind that always satisfies.

THE

Metallic Roofing Co., Limited

TORONTO, MONTREAL, WINNIPEG.

Merchants Who Buy Hides

I purchase Hides, Caltskins, Sheep Pelts, Tallow and Bones. I pay spot cash, full market values, freights, customs charges. I want an agent in every town and village in Canada. I furnish the money and keep my agents fully posted. Write me for fuller particulars.

CARROLL S. PAGE, - HYDE PARK, VT.

Orlan Clyde Cullen, C.E.L.L.M.

Counseller at Law U.S. Supreme Court.
Registered Attorney U.S. Patent Office.

U S. and Foreign Patents, Caveats, Copyrights and Trade Marks. Military and Naval Inventions a specialty. Address,

Box 264, Station G., Washington, D. C.

GUN SHOP and MODEL SHOP,

Warren White Sulphur Springs,
Totten P. O. Virginia.

"I Want Brock's."

BROCK'S BIRD SEED

The best seed, bar none, put up. Don't tamper with Bird Seed. Sell Brock's.

NICHOLSON & BROCK, - TORONTO

STREET HUCKSTERS.

WAR has been declared in Montreal against the street hawker, and if appeals to the city council from certain quarters are successful his long peculiar drawl will in all probability be heard no more. The aggrieved may be divided into two classes; one is the Retail Grocers' Association, the other is represented by finnicky citizens who say too much noise is created by the huckster. Grocers claim that the street seller of fruit interferes with trade which should pass through their hands.

Only the other day three petitions were presented to the mayor of Montreal containing ten thousand names. These lists were supplemented by the opinions of wholesale fruit dealers, farmers, gardeners and citizens in regard to the selling of fruit on the street, with a view to modifying a by-law it is proposed to pass which would simply erase the huckster from the business community. Wholesale fruit men declare candidly that the huckster if he be an evil, is one of the necessary variety. If he disappears, so will a large proportion of their business. One firm goes so far as to say that the huckster in indespensable, and substantiate their statement by the fact that surplus stock caused by overloading and other reasons can be disposed of to the hawker. The middleman in turn realizes a good profit by selling from door to door, and the consumer is better served than in any other way.

Farmers and market gardeners claim that at least three-quarters of the vegetables sold in Montreal are sold direct from the wagon, either by themselves or by city pedlars who make a business of it. They further claim that the grocers cannot meet the demand nor can they accommodate the public in this particular connection. Citizens also made a strong plea for the retention of the street man. They argue that if the grocer gets control of the trade higher prices will rule and the general public suffer.

On the other hand the Grocers' Association are after the huckster hot foot. They say he must go, and dwell upon the immense revenue of $100,000 paid into the civic treasury by the grocers of Montreal for protection from the small trader whose license for peddling is only a trifle. Great influence is being brought to bear from both sides and the issue will occupy general interest.

Several prominent fruit merchants were asked with respect to the quality of fruit sold to hucksters as a rule, and were unanimous in stating that it is usually the best in its class. This fact they emphasize by the argument that the hawker is a keen fellow as a rule and could never keep his trade if he sold imperfect goods.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postages, etc.

ARTICLES WANTED.

WANTED—1,000 cases corn, 10,000 cases tomatoes, canned. State price f. o. b. Henry O'Laughlin, St. Catharines. (15)

AGENT WANTED.

HENRY THORNE & CO., Ltd., The Cocoa Works, Leeds, England, sole manufacturers and proprietors of "Health" Cocoa, desire to enter into negotiations respecting sole agency of their specialties in Canada. (18)

SITUATION WANTED.

WANTED—By energetic young man with ten years' experience in groceries and crockery, position as head clerk or manager; good salesman and window dresser; best references; West preferred. Box 119, CANADIAN GROCER, Toronto. (15)

FOR SALE.

BUSINESS FOR SALE—Owner retiring; in town in Southern Manitoba; stock of general merchandise and builders' hardware, about $10,000; no opposition; buildings for rent or sale; post office in connection; no time to reply to any except bona fide purchasers. Box 120, CANADIAN GROCER, Toronto. (15)

BEST paying cash grocery business in Hamilton; good reason for selling. Box 3, CANADIAN GROCER, Toronto. f

FOR SALE—Three thousand dollar stock groceries, flour, feed, boots and shoes; annual turnover twenty-four thousand; near Toronto; a bargain. A. Hudgin, 9 Adelaide street east. f

I Can Sell Your Grocery Business

no matter where it is or what it is worth. Send descripton, state price, and learn how. **W. M. OSTRANDER, 172 North American Bldg., Philadelphia.**

BEANS.

Hand-Picked Beans a specialty. Can ship in Jute Bags, Cotton Bags, or Barrels, to suit customers. Good broker wanted to represent me.

J. G. McKILLOP, - West Lorne, Ont.

Reliable Goods Pay to Handle.

It does not pay, and in any case is not nice, to sell your customers Bottled Water for Ammonia—give them value—Harvey's Domestic **Ammonia** is full strength and chemically pure always.

JOHN G. HARVEY,
Manufacturing Chemist, Todmorden, Ont.

THE MAN'S DINNER

requires some attention, some consideration.

GEL-O

helps to solve the problem. Suggest it to the man's wife. Gel-O, the new dessert.

Send for sample.

THE CANADIAN GELATINE CO.
528-530 Front St. W.,
TORONTO, CANADA.

COWAN'S

Perfection Cocoa (Maple Leaf Label). Royal Navy Chocolate, Queen's Dessert Chocolate, Chocolate Cream Bars, Cowan's Cake Icings, Chocolate, Pink, Lemon Color and White

Cowan's Swiss Milk Chocolate, Famous Blend Coffee, etc., etc.

Are the standard goods for purity and excellence.

Manufacturers
THE COWAN CO., Limited - - TORONTO

An Irresistibly Delicious Confection

PETER'S
THE ORIGINAL
MILK-CHOCOLATE

Gives Eating Chocolate a New Meaning

MADE IN VEVAY, SWITZERLAND—FOR EATING ONLY.

A Wholesome Food, Especially Nourishing and Sustaining. Recommended for Invalids and Persons of Weak Digestion.

Push Peter's. The Original. Other Brands are Imitations. Send for Sample.

LAMONT, CORLISS & CO., Agents, 27 Common St., Montreal

OUR GOODS ARE
"MADE IN CANADA"
AND
USED IN CANADA.

Mott's **DIAMOND** Chocolate for eating purposes is not excelled by any foreign or domestic line.

Mott's **ELITE** for cooking purposes cannot be approached in quality and work by any other Chocolate on sale.

You can convince yourself of these facts by ordering a box of each from your jobber. They show you a good profit—that's what YOU want. They please your customers—that's what THEY want.

John P. Mott & Co.
HALIFAX, N.S.

SELLING AGENTS:
J. A. TAYLOR, MONTREAL. R. S. McINDOE, TORONTO. JOS. E. HUXLEY, WINNIPEG.
THORNE, BERRY & CO., VANCOUVER, B.C.

Your Customers

—very often depend upon your sug-
—gestion, as to what brand of goods
—is the best. The next time one of
—your customers asks for a package
—of Baking Powder give her a tin of
—EAGLE brand, and you are sure
—to please her.

EAGLE
BAKING POWDER

always gives the customer satisfaction and the GROCER good fair profits.

WRITE FOR SAMPLE AND HAVE IT TRIED IN YOUR OWN HOME.

THE
Eagle Manufacturing Co.
MONTREAL.

Biscuits And Confectionery

Easter Confectionery Trade.

THE Easter season just past was a record one for the manufacturers of confectionery. Manufacturers prepared for this occasion on an elaborate and extensive scale, and were well supported by the retail trade, particularly in Toronto and Montreal. The windows of prominent grocers and confectioners suggested the Christmas season and gave quite a Christmas atmosphere to the shops. Easter as a season for gift-giving is receiving much attention from tradespeople in a great variety of lines, with much profit to them. The gladsome note that accompanies Easter finds fitting expression in gift-giving, and confectionery is always in order when gifts are a subject for consideration.

Co-Operative Association Buys Bakery.

"For some time past," says the Guelph Herald, "it has been felt that a company in Guelph for the manufactuer of cheaper bread was a dire necessity." The Trades and Labor Council have already taken the matter up and stock has been subscribed to the amount of $1,500. As part of the scheme, the Guelph Co-Operative Association have purchased the bakery business of Powell & Co., and will take possession April 15.

A Fine New Factory.

A FINE new factory for the manufacture of biscuits of all descriptions has just been completed by C. Dignard & Co., at 245 Delorimier avenue, Montreal. The premises cover about 130x50 feet in area, and the fact that as many as 80 hands are employed will give some idea of the size of the establishment. The new machinery installed enables the factory to use at least 70 barrels of flour per day. The services of T. Tinnock, an expert biscuit maker well known throughout the Canadian trade, have been engaged, and grocers and confectioners may expect to see even a higher class of goods turned out by this well known firm than in the past.

CONFEDERATION AT LAST.

CONFEDERATION of Canada and Newfoundland is at hand. So The Grocer was informed by a letter shown it from England, which stated that it is expected that a renewal of negotiations officially for the entry of Newfoundland into the Canadian confederation will be an early sequel to the Anglo-French understanding now almost completed between Lord Lansdowne and M. Delcasse. Three million francs is thought to be reasonable compensation for the dispossessed French lobster factories on the treaty shore. It is understood that Newfoundland will be expected to concede to Canadian fishermen whatever fishing and bait rights are given to French fishermen under new arrangements. It may be added that the existence of the French shore question has been the chief obstacle in the way of confederation negotiations between Sir Wilfrid Laurier's Government and the Government at St. John's.

WAR ON CANNED TOMATOES.

ANILINE dyes have been discovered in certain canned tomatoes on sale in Montreal, and as a result action has been taken against two firms, one a United States, the other a Canadian firm. The importance of the actions is based in the fact that they are taken under the Federal Act which gives the city power to prosecute for fraud. The nature of the charges formerly allowed under the Provincial Act was to prove that aniline was a coloring that was injurious to health. This is the first time procedure has been taken under the Federal Act and will have far-reaching results. Dr. Laberg, Medical Health Officer for Montreal, is taking the actions.

T. H. ESTABROOKS' ADVERTISEMENT.

In last week's issue of Grocer, page 51, an item in the advertisement of T. H. Estabrooks, St. John, N.B., which read, "Total imports of the following cities for 12 months, ending Jan. 30, 1903," should have read "June 30, 1903."

WE back up our claims for

PERFECTION CREAM SODAS

with the goods themselves.

No dealer will ever hear anything but praise for the Sodas of our manufacture. More of these Sodas are sold than of other makes, wherever they are known. Your business needs them.

3-lb. cards or tins.

THE Mooney Biscuit & Candy Company LIMITED,

Stratford, - Canada.

To Manufacturers' Agents

THE CANADIAN GROCER has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a Special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

Address, BUSINESS MANAGER,
CANADIAN GROCER,
Montreal and Toronto.

PURE GOLD TALK

No. 12.

A table dessert that while known and used has a still larger future is Jelly Powders.

These powders are so quickly prepared, so attractive, sensible and wholesome that they ought to be in everybody's home in lots of a dozen or more.

"What shall I have for dessert?" says the mother. The answer is in the hands of the grocer.

With the answer goes a profit, and profits give zest and comfort to the man in business.

"Pure Gold Jelly Powders

certainly." There are other makes, but since they lack the Pure Gold pledges and guarantees are not worth having.

11 FLAVORS.

THE

Pure Gold Mfg. Co.

LIMITED

Toronto.

WATERLESS MILK.

WATERLESS milk is an article the average urban housewife has long been looking for. The Milk Products Co., with factory at Brownsville, Oxford Co., and head office in Toronto, is about to place a milk on the Canadian market which is certainly waterless. It is known as Lactomen and is in the form of a crystaline powder. There is no sugar or other preservative in the product which is claimed to be simply ordinary fresh milk from which all the water has been eliminated. It is perfectly soluble in water and is in very convenient form, one pound making a gallon of milk. W. Whitman is in charge of the Toronto office, which is situated in the Mail Building, and is very optimistic as to the outlook. The Canadian market will first be exploited, but in addition to this a large export trade is counted on.

ENGLISH MANUFACTURERS INTERESTED IN CANADA.

We understand that representatives of the following English firms are now either on their way to or are in Canada at the present time: W. G. Nixey, blackleads, blues, etc.; E. & T. Pink, marmalade, jams, preserved peel, etc.; Chivers & Son, table jellies; Gebhardt & Co., "Bananina" and banana food preparations. Mr. L. H. Roberts represents W. G. Nixey and Chivers & Son; and Mr. Cooper E. & T. Pink and Gebhardt & Co.

A HANDSOME EASTER GREETING BLOTTER AD.

Many flattering remarks have been passed this week on the unique and decidedly fine Easter Greeting of Chase & Sanborn in The Grocer of last week. The design of the firm's Seal Trade Mark, bordered by a cluster of Easter lilies is a very artistic one, and the whole in natural colors was a fine conception. Chase & Sanborn have sent to their host of customers in all parts of Canada a set of blotters bound by an exact fac simile of The Grocer ad., and the quiet and artistic Easter greeting of this Canadian coffee house will no doubt be appreciated by their friends. If any have been overlooked a postal card will bring a set.

OFF TO "AULD SCOTIA."

Mr. Alex. Anderson, of the Japan Central Tea Trading Association, left Montreal last Friday for an extended trip to his old home in Scotland. Mr. Anderson, who is well known to the tea trade of Montreal, certainly deserves a good holiday and no doubt will enjoy to the full the time he has laid out for himself among his friends in "Auld Scotia." It is 20 years since he left the old land, and though he is a thoroughly good Canadian, the love for the land o' the heather has drawn him away at last. "Sandy," as he is familiarly known to his friends in the trade, has the best wishes of his numerous friends and customers for an enjoyable holiday, and The Grocer hopes to see him return full of kind thoughts for the old land and love for his adopted home. During his absence Mr. Anderson will make his headquarters at Brechin, Scotland.

TRADE OF FOREIGN COUNTRIES IN 1903.

The latest accounts relating to the trade and commerce of certain foreign countries and British possessions contain the following figures exhibiting the external trade of the countries named in the twelve months ended December last:

Imports in Million £.

	1901.	1902.	1903.
Germany	271	281	299
Belgium	86	92	98
France	175	176	186
Spain	33	32	33
Italy	69	71	73
Austria-Hungary	69	72	78
Egypt	16	15	17
United States	183	202	207
Japan	26	27	32
British India	55	52	55
Canada	39	42	51
United Kingdom	454	462	473

Exports (Domestic) in Million £.

	1901.	1902.	1903.
Germany	221	234	249
Belgium	70	74	78
France	160	170	167
Spain	27	30	32
Italy	55	59	58
Austria-Hungary	78	80	88
Egypt	16	18	20
United States	299	278	304
Japan	25	26	29
British India	77	82	95
Canada	38	43	44
United Kingdom	280	283	291

NEW CANNERIES IN BRITISH COLUMBIA.

Cannerymen at Victoria, B.C., have already commenced to organize companies to carry on business on Vancouver Island in consequence of the announcement from Ottawa that licenses for trap-fishing will be allowed.

AN APPRECIATION OF THE GROCER.

The Grocer is in receipt of a gratifying letter from one of its old subscribers, A. E. Cowan, Ottawa, who, on the occasion of his withdrawal from business, takes the opportunity of expressing his appreciation of The Canadian Grocer, which, he says, has always been a source of much pleasure as well as of great assistance to him, and is a newspaper moreover without which no grocer can afford to be.

IT IS A GREAT MISTAKE

to suppose that only the Wealthy can enjoy

VAN HOUTEN'S COCOA

It is the **Cheapest** in use, because a little goes a long way.
It is not only **Pure.** It is also **Delicious.**

ALL WHOLESALE GROCERS IN THE DOMINION SELL IT.

Dominion Agents { J. L. WATT & SCOTT, - - TORONTO
WATT, SCOTT & GOODACRE - MONTREAL

MOLASSES

New Crop 1904 Barbados.

We have just landed a small lot of the above which is very choice No. 1 quality. We can offer it at a low price. Send for sample.

The Dominion Molasses Co.,

Limited

HALIFAX - - - - NOVA SCOTIA.

STEWART'S FINE CHOCOLATES

Molasses Kisses

The goods we make are guaranteed against weather changes.

They are the best line to build on in developing confectionery trade.

50-lb. and 100-lb. cases.
Price to trade, 10c. a lb.
Send for a box to-day.
Good profits, increased custom, enlarged sale.

A. J. STEWART, Limited

Manufacturers, TORONTO.

Our goods are not always the lowest priced, but consider quality and we think you will agree with us that they are as good value as any.

THE CANADA BISCUIT CO., LIMITED

King St. West and Bathurst St. Cars pass our Works.

King and Bathurst Streets, TORONTO.

WEST INDIA SUGAR AND CANADA.

THAT the complaints of the West Indian sugar planters regarding the Canadian refiners had some justification has been amply proven by statements made by the refiners themselves. Naturally, of course, some confusion has been occasioned by the refusal of large business establishments like the Canada and St. Lawrence Sugar Refineries to tell their business secrets.

Two weeks ago The Grocer endeavored to show the position of the planters in the British West Indies and their attitude towards Canadian refiners. To put it simply, The Grocer stated that the Canadian refiners had agreed together to pay only the New York prices minus the United States duty for bright grainy grocery sugars from the Indies.

Mr. Theodore Labatt of the St. Lawrence refinery stated that the complaints of West India planters were unfounded. However, he went on to say that everything was all right now and the planters had been made happy.

When asked to explain his meaning he said that all the pamphlets and circulars re cutting off supplies, etc., that had been sent to the Indies were no doubt prompted by some Canadian brokers, based on the presumption that the refiners were going to continue to pay as they had been doing all Winter. He would not say what that price was, but he said it was changed now. When shown a letter from a planter dated as recently as March 19, which stated "Even with $\frac{1}{8}$ or $\frac{1}{2}$ of the preferential tariff our planters stand about 24 cents worse off than the Cuban producer," Mr. Labatt did not deny that the statement was approximately correct. In fact he evaded the direct reply by saying that it was caused by the American preference.

"Is it true that Canadian refiners have made an arrangement with brokers either in Canada or United States whereby they pay the same price as that which rules in New York?"

"We have made arrangements with no one," was the reply.

"Have the Canadian refiners refused to make offers to Canadian brokers for West Indian sugar?"

"We never make offers to anyone; brokers make offers to us."

After further cross examination which was pleasantly exchanged between Mr. Labatt and a Grocer representative, an unvarnished confession was made. Mr. Labatt thought it would just be as well not to say anything for publication but in a nutshell said that the actual and possible grievances which had been voiced in the press were caused by a presumption that the refiners were not going to treat the West Indies fairly regarding the preference. All that had been fixed up and no more would be heard of the alleged wrong treatment. Canadian brokers had always been given a chance and the refiners would prefer to deal with them if they could get satisfactory terms. They expected to do an extensive business through Maritime Province points and also direct with Montreal.

Mr. Parker, of the Canada Sugar Refinery, gave his opinion in the absence of the president, Hon. G. A. Drummond. He simply supported Mr. Labatt's contentions and further stated that only that day a local broker had been told that they would prefer dealing with the brokers if they would only come to terms and make some offers.

Some brokers were called upon and they claimed that the action of the refiners would be welcome news to the West Indians and would have a beneficial effect on the reciprocal relationship of all trade with the Indies this year. It may be added that brokers are not in a position to speak out as strongly as they might feel, as it is not their policy to in any way antagonize the refiners.

In connection with the diversion of West Indian sugar to the English market, which certainly was what the Canadian refiners were doing, it is interesting to note that cane sugar has again hardened in price in the Cuban market. Why? Simply because the huge trusts are enviously watching the sugar of Java, the Indies and Peru going away from America and they naturally will keep prices high with a view to attracting these sugars to them again.

The following crop report is from the Journal des Fabricants de Sucre, and shows how European growers are getting along:

"The weather has been fine and dry in France, and the growers wish this to continue for the benefit of the Spring work, which is rather behind-hand. As regards beet roots, the growers know the favorable influence of a good preparation of the soil and of early sowings and weedings, so that they are hastening to benefit by the fine weather in preparing the land for the seed. A reduction of 10 to 15 per cent. on the area sown last year is generally expected. Abroad, the growers, for want of fine weather, have not been able to do much; the contracts for new beet are still going on, but the result is still very uncertain. Mr. O. Licht provisionally expects from the whole of Europe a diminution of 125,000 to 135,000 hectares, or 8 per cent. on the average superficie of last year, which was 1,747,814 hectares against 1,766,578 hectares in 1902, 1,962,685 hectares in 1901, and 1,843,142 hectares in 1900."

TRADE OF THE ORANGE RIVER COLONY.

THE following table, which is the most recent compiled by the collector of customs at Bloemfontein, shows the value of some of the articles imported into the Orange River Colony during the quarter ended September 30, 1903, as compared with the corresponding period of 1902:

Articles.	Qr. ended 30th Sept., 1902.	Qr. ended 30th Sept., 1903.
Corn and grain (includes rice)....	£17,000	£35,000
Articles of food and drink.....	80,000	55,000
South African produce.....	31,000	50,000
Tobacco of all kinds.....	5,000	6,000
Cocoa, chocolate and confy.....	7,000	5,000
Soap and candles	5,000	5,000
Provisions, oilman's stores, etc..	8,000	5,000

The total value of the goods exported from the Orange River Colony in the quarter ended 30th September, 1903, was £237,000, as compared with £36,000 in the quarter ended 30th September, 1902. Of the former total £1,000 worth were sent to Natal, £203,000 worth to Cape Colony and £24,000 worth to Basutoland. The remaining £9,000 worth going to the Transvaal.

THE CREAM OF TARTAR ALARM.

GROCERS are somewhat alarmed over the report from London to the effect that some arsenic had been found in some cream of tartar. Action was taken at once by the London grocers to discover the cause and it was suspected that the manufacturers of it had used a poor quality of sulphuric acid and the impurity of that would necessitate the presence of arsenic. Retailers would do well to be sure to enquire of their wholesaler as to the quality of his cream of tartar. Cream of tartar is used so much in the manufacture of baking powder that such discovery in London, for instance, is very important, even though so far away. Bellhouse, Dillon & Co., who are agents for the American Cream of Tartar Co., New York, stated that they made a point of absolute purity in their refining process and no such thing as arsenic in the stock could happen. At least it would never reach the trade. Their system was practically impregnable. At any rate they had not been informed of the London episode nor did they anticipate any trouble from it.

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Page 71
ans.

The leading and most popular BRANDIES on sale in Canada to-day are Ph. Richard's——

—these Brandies stand head and shoulders over all imported brands — their merits have conquered all opposition. They are the product of the celebrated wines of Charentes, the wine which produces the genuine true **COGNAC**—

—Connoisseurs give them the preference—
—the most fastidious taste is satisfied.
—If you value your customers' trade
—you will please them by selling
Ph. Richard's Brandies.

We are Sole Canadian Agents. **Write for Price List.**

LAPORTE, MARTIN & CIE.

Wholesale Grocers, Wine and Spirit Merchants, **MONTREAL.**

McWILLIAM
Mc. AND E.
EVERIST

25-27 Church St., - TORONTO

BANANA BUSINESS.

We're in it—handling the Finest Fruit on the market—TANAMO Stock of First Quality—we'll prove what we say if you send your order now. They're quoted on our Weekly Price List along with our particularly interesting offer, for this week only, of 360's Lemons at $2.00 per box, but by mentioning "THE GROCER" this Lemon offer will hold good up to and including the 12th inst. Consider this and order now. Stock is EXTRA FANCY.

The
DAWSON Commission Co., Limited

FRUIT, PRODUCE AND COMMISSION MERCHANTS.

Cor. Market and Colborne Streets. TORONTO

WE BUY

BRIGHT DRIED APPLES.
HIGHEST MARKET PRICES.

The W. A. GIBB CO.

5 and 7 Market St., HAMILTON

TWO SNAPS.

Extra Fancy Navel Oranges, all sizes, $3.00
Lemons, Extra Fancy, 360's, $2.75 ; 300's, $3.00.

You can make no mistake in ordering bananas now

HUSBAND Bros. & Co.

Wholesale Fruit and Commission Merchants.
82 Colborne St., TORONTO
Phones Main 54, Main 3428.

GREEN FRUITS

Apple Trade With France.

A REPORT of considerable interest to Canadians was brought up recently at a meeting of the Chambre de Commerce in Montreal. It was incidental to a French-Canadian direct steamship line and covered a suggestion regarding the shipment of Canadian apples to France. The points discussed involved the fact that many Canadian apples found their way to France by a very circuitous route and one that was of no advantage to the producer of these fine fruits which made such an impression on the European at the recent Paris Expositions. Large quantities of apples were being shipped in bond to Europe via New York and they had been as a rule bought in Canada by agents for American shippers. A special committee was appointed to investigate this subject and will report to this body at its next meeting.

Easter Beurre for Export.

IN his bulletin on the "Export Pear Trade," W. A. MacKinnon, chief of the fruit division, Ottawa, the Easter Beurre has been recommended as one of the pears most in demand in Great Britain at the present time. Market reports just received from London show that California Easters have been selling remarkably well recently and it seems as if Canadian growers might with advantage undertake to raise this variety extensively and place it upon the British market during the Winter months. While the Easter Beurre is not at present largely grown in Canada, its value for export should induce growers to give it a fair test in order to ascertain if it is suitable for general culture.

Rare Fruits.

THE island of Jolo covers fully 320 square miles. It is of coral formation and offers a most excellent harbor to the west. In topography it is gently undulating and covered throughout its entire length by the rankest tropical vegetation, valuable teakwood being found extensively throughout the entire district. Nowhere in the world are more luscious fruits produced. Among those peculiar to this belt is the durian, which is about the size of a muskmelon. Its exterior presents somewhat the appearance of a chestnut burr, being prickly and tough, within, the fruit is white and cheese-like, and owing to this peculiarity the American soldiers dubbed it "the vegetable limberger." The mangosteen is another of the rare fruits. It is the size of an average orange, chocolate colored and has a very brittle skin. Inside, four white sections contain a colorless liquid. This is the rarest fruit known.

Canadian Apples in Great Britain.

A REPORT of P. B. Ball, Birmingham, to the Canadian Minister of Trade and Commerce contains some concrete information concerning the apple market which it would be well for Canadian exporters to remember for their benefit another year. Referring to the shape of the barrels in which apples have been shipped, a matter which this year has shown more variation than usual owing to scarcity, he says, that the fruit seems to arrive in perceptibly better condition when barrels with large bilges are used. The fruit seems to pack better, and to withstand bruising better than in those of flatter shape. Numerous boxes have made their apearance but, adds Mr. Ball, he has not seen the proper box. Many of them were of 1-4-inch material, with the corners glued and tightly packed, but they are not sufficiently durable to stand transportation. A box containing 50 pounds of apples, and made rather larger and wider than deep, so there would be a good surface for exposure, would be, he considers, a good design. Only the very highest grades should be sent in boxes. Another thing Mr. Ball animadverts upon is the tendency of Canadians to ship large quantities of apples just before Christmas. When they judiciously arrange with customers in various sections of Great Britain, and make regular shipments to them of, say, 500 barrels weekly, they can realize far more than by sending in congested lots. At the end of February it is almost impos-

sible to purchase Canadian apples in the markets.

Mr. Ball has no doubt that 10,000 barrels per week could be easily placed among the different towns in the Birmingham district alone. But he wants to impress upon shippers the fact that no fruit is too good for such a market. One barrel of good, well-packed apples will bring just as much as two barrels of inferior or carelessly packed, and the freight of say 5s. per barrel is exactly the same in either case.

Hybrid Fruits Produced.

SOUTHERN CALIFORNIA growers have successfully crossed the raspberry and the blackberry and produced the luscious Logan berry, which has the size and shape of the blackberry with the raspberry flavor. The cantaloupe has been crossed with the watermelon and an excellent new melon is the result. They have recently produced a thin skin, seedless orange that is becoming justly famous. Heretofore, the California orange has been somewhat unfavorably regarded, because of its extremely thick skin, although the original production of a seedless orange must be credited to California. Now we have the thin-skinned seedless product.

Quite as recently the growers have achieved a great victory in the developing of an absolutely stoneless plum, after many years of experiment in California and elsewhere. All of these new and most desirable fruit and melon varieties are now being grown in large quantities, and will soon have precedence in the world's markets.

Fruit From Cape Colony.

Cape Colony promises to supply Great Britain and the colonies in the future with an ample supply of Winter fruit which has not been obtainable in the past, such as plums, pears and nectarines.

Banana Crop Every Fifteen Days.

BY way of correcting an erroneous idea concerning the harvesting of the banana crop a Southern planter says: "A crop is harvested on an average every fifteen days throughout the year. Each thrifty banana plant has many suckers or stalks growing from a single root at the same time. One or more bunches of the ripening fruit is cut from a single stalk, while the other stalks growing from the same root are left untouched, and in fifteen days another of the stalks is shorn from its fruit. This process continues incessantly during the year. In July and August it is necessary to cut off the ripening bunches every ten days, while in December and January about once a month is sufficient, the average throughout the year being practically fifteen days."

BANANAS and PINEAPPLES

We have most excellent facilities for ripening both these lines. No need for any more green pineapples. Order of us and you will get ripe, well-colored fruit.

PINEAPPLES—24s and 30s in crates, $4.50 per crate.

BANANAS—Well ripened and crated, large bunches, $1.60 to $1.90 per bunch

Our Price List explains more fully, mailed weekly to any reliable dealer,

WHITE & CO., Wholesale Fruit, Produce and Commission Merchants

64 FRONT ST. EAST, TORONTO.

PHONE Main 4106.
Private Branch Exchange connecting all departments.

When You Want

EXTRA FANCY ORANGES, EXTRA FANCY LEMONS, EXTRA FANCY BANANAS, EXTRA FANCY SPANISH ONIONS,

or anything in our line, write or phone us. Prices and Quality Always Right.

Hugh Walker & Son, Wholesale Fruits, **Guelph, Ont.**

The Canadian Vinegar Company

HIGH-GRADE VINEGARS

Under Excise Supervision
Reputed the best on the market.

Factory and Office: 35a, 35c, 37 St. Antoine Street, MONTREAL.

Dried Fruit

cleaned and renovated by the latest improved machinery and appliances.

GUARANTEED TO GIVE SATISFACTION.

J. T. ADAMSON & CO.
27 St. Sacrament Street,
MONTREAL.
Tel. Main 778.

Leamington Fruit Damaged

Leamington fruit growers say that the Winter frosts have been hard on peaches. Of the tender varieties nearly all the buds were killed, and one grower found all his late Crawford buds frost killed, and it is doubtful whether many of the trees are not also destroyed. What with frost, scale and the increase of insects, due to the wanton destruction of birds, the fruit interest is sadly handicapped.

Fruit Industry in Demerara?

The Royal Mail Steam Packet Company have announced that if sufficient inducements are offered they will include Demerara, British Guiana, in the itinerary of their proposed fast fruit steamers. It is admitted on all hands that the country is an ideal one for fruit production, especially for the cultivation of bananas. At the same time there is a considerable lack of the class of people in British Guiana who would make such an industry a success. In all probability prominent citizens of the colony will interest themselves in the project, and with the assistance of the Government, take steps to bring it to a successful issue as they have already succeeded in doing with the sugar industry.

New Apple for Manitoba and Northwest.

The director of experimental farms at Ottawa announces that an apple tree has been found which will withstand the rigors of the Manitoba and Northwest Winters. It is brought about by crossing the Duchess or Wealthy varieties with a crab apple, and although the fruit will not be large it will nevertheless be admirably adapted for domestic use. In the course of a couple of years it is hoped sufficient quantities will be produced to place in the hands of nurserymen for distribution to Manitoba farmers.

"BLUE NOSE."

PROF. G. W. MURRAY, Oxon., writing in Montreal Star of Saturday, April 2nd, regarding the origin of the expression "Blue-Nose" as applied to the people of the Maritime Provinces, makes the following remarks :

Blue-Nose is undoubtedly a nick-name popularly given to an inhabitant of Nova Scotia or New Brunswick. There are several explanations of the origin of the term. One says that the name was applied from the effect upon the more prominent parts of the face of the raw easterly winds, and long-continued fogs, which prevail in these provinces. Others assert that its use is accounted for by the custom among certain tribes of painting the nose blue as a punishment for a crime against chastity. This account, which is mentioned by Mr. W. A. Wheeler, M. A., in his book on "Noted Names," we at once dismiss, from respect to the inhabitants of the Dominion's lower provinces. We prefer to accept the explanation offered by "Sam Slick," (the pseudonym of Judge Haliburton), who writes as follows: "Pray, sir, said one of my fellow passengers, 'can you tell me why the Nova Scotians are called Blue-Noses ?'

" 'It is the name of a potato,' said I, 'which they produce in great perfection, and boast to be the best in the world. The Americans have, in consequence, given them the nick-name of Blue-Noses.' "

Again, from the same author : "Do you know the reason monkeys are no good ? Because they chatter all day long—so do the niggers—and so do the Blue-Noses, of Nova Scotia."

In Sir George Simpson's "Overland Journey," vol. 1, page 19, we read : "After a run of fourteen days we entered the harbour of Halifax, amid the hearty cheers of a large number of Blue-Noses."

Readers of The Grocer will no doubt find this explanation interesting, particularly the large number of subscribers in the provinces "down by the sea." Possibly some of them may have other explanations of the name to offer. If so the editor of The Grocer will be glad to receive them.

STICKERS ON BREAD.

SOME action is likely to be taken in Montreal regarding the use of stickers on bread. Every grocer will be interested in the action because it is a step towards having more rigid inspection of the sanitary method of pasting stickers which quote weight and quality on bread. Only one inspector is employed and when two bakers were recently sentenced for omitting these stickers the judge presiding made some strong remarks. He wanted to know what method was employed by the bakers to fasten the stickers on the crust of the bread. How was it done? Was the same method used as for postage stamps? Were there any precautions as to antiseptic treatment of the stickers or the gum that might be on them? All these questions seemed to dumbfound the inspector, although he explained that the heat of fresh loaves softened the gum.

The judge advised that the inspector should get a horse and cover the city much more thoroughly than he had been doing by the street cars, mentioning that the city was in great peril of having tubercular diseases spread by this very simple method. He added that too much precaution could not be taken by the bakers.

COLOMBO AS A TEA BLENDING MART.

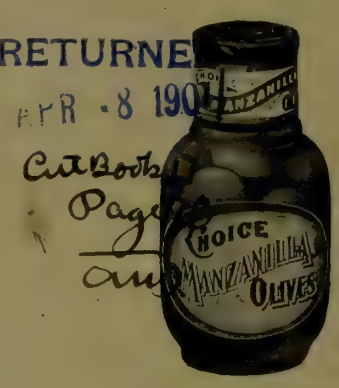
COLOMBO does not want to become the world's tea-blending mart for the reason that it may imperil the tea industry of Ceylon, of which it is the metropolis. A duty of 25 cents, Ceylon money, is now put on all teas entering Ceylon excepting India tea, which is admitted on the same terms that Ceylon is in India. It appears that blenders would have all teas admitted free, especially China and Java, and the fear is that with the duty removed there would be no "real safe-guards against common, rubbishy tea from other countries, which has been refused by the authorities in the United States, being trans-shipped to be blended, say in the proportion of 6 to 1, and sent away to different parts of the world, packed either in chests or lead packets, with labels affixed calculating to lead the public to believe that the contents are all, or largely, composed of, Ceylon tea."

The Ceylon Times says : "We do not question the increase of Colombo business which would result from merchants doing the world's blending here; but we remain convinced that it is not in the interests of the planting community to allow China the smallest facility that can be witheld. We have waived our objection to letting in India tea at the same ad valorem rate as Ceylon tea enters India, solely on the condition that we can retain the 25 cent duty against China. If this cannot be done there must be no concession to our Indian neighbors. Their interests are not always the same as ours, and their keenness to get into Colombo makes some of us doubtful whether we should admit them even with a proviso that has hitherto presented an effective obstacle."

For the sake of temporary profit a few would spoil the name of any good thing and if Ceylon teas were to become rubbishy one can well imagine the fate of that tea in the world's markets. Ceylon tea has built up for itself a most enviable reputation, and it were a pity to undo all that has been done just to enable Colombo to achieve fame as a tea blending port—a plan moreover that does not contemplate improving the world's tea taste but rather to spoil a good thing with adulteration of trash.

SPANISH WINE VS. PORTO RICO COFFEES.

The United States Government is reported to be negotiating with Spain for a reduction in the duties on imports of Porto Rico coffees, in exchange for a reduction in the duty on Spanish wines.



Grip Limited, Toronto.

Grip Limited, Toronto.

Flett's

Pickle Satifation

is always given when you sell

Flett's Pickles

made from choicest fresh vegetables and Pure English Malt Vinegar.

ROSE & LAFLAMME

Agents, MONTREAL.

MHS

Nonpareil Jellies.

ARE IN FAVOR WITH THE HOUSEKEEPER

BECAUSE
OF THEIR
STRONG "NATURAL FRUIT FLAVOR"
AND
CONVENIENCE
IN PREPARATION.

CAN BE HAD FROM YOUR WHOLESALER.

ROSE & LAFLAMME,
Agents,
MONTREAL.

A Satisfied Customer

Is the one leaving your store with a National Cash Register check, because she knows no mistake was made. The check is a receipt and a record. A National Cash Register shows that a customer did one of five things:

1. Bought something for cash.
2. Bought something on credit.
3. Paid money on account.
4. Collected money from you.
5. Had a coin or bill changed as an accommodation.

National registers always satisfy—both merchant and customer. By their use, every chance of mistake is prevented. That pleases customers and saves money.

The 1904 models are wonderful machines. They do many things to increase the profits of a merchant. It's worth money to know about them. A merchant will find it a good investment to give a few moments of his time talking to one of the National representatives. Send the attached coupon. It puts you under no obligation to buy.

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N.C.R. Co.
Dayton, O.
Please have one of your agents call when next in my vicinity. I want to know more about your 1904 models.
Saw your ad in CANADIAN GROCER.

Name _____

Address _____

National Cash Register Co.
Dayton, Ohio

FLOUR AND CEREAL FOODS

Export of Flour.

SOME of the big Canadian millers are not very well pleased over a certain statement sent to various large centres regarding flour for export, and which appeared in last week's issue of The Grocer. It emanated from Manchester, Eng., and went on to say that if Canadian millers wished to help the flour supply they could easily do so. The first thing necessary, however, was that the grades should be separated and shipped so as to meet similar grades in the Old Country, where they were accustomed to a sharp and considerable difference between "patents" used for the best bread and bakers or XX for the ordinary seconds quality. High colored flours were desirable. The percentage with which they should be mixed was as follows: 30 per cent., first patents; 15 per cent., second patents; 40 per cent., bakers or XX; 15 per cent., common or X. The word "patent" would not be used there for any grade much below 30 per cent. The relative charge for on flour, as against wheat should be carefully looked to, so that the wheat exported should not be favored at the expense of the miller.

These statements were shown to a couple of the leading millers in Montreal. "It's practically nonsense," said one of them. "Englishmen buy from samples and know the Canadian standard well. If a flour is a 'patent' it must come up to a certain standard to merit that name. Old Country millers are the kings of blenders and of course it would be easier for them to blend flour if the grading were done here." He explained, however, that it was a common thing for steamships to prefer wheat as cargo to flour since any manufactured article came in for a different freight. Wheat for instance could be taken by a steamer in ballast and thus was often taken as a cargo when flour was lying on the wharf. Everyone in the milling business knew that for certain brans and residue the British miller had an advantage by having good demand at his mill doors. It was further stated that no Canadian miller was likely to give for publication the percentages of blends as that was the secret of the milling business.

Grand Trunk Pacific and Carriage of Wheat.

CONCERNING the transportation of grain from the Canadian West to the Atlantic seaboard, the Winnipeg Free Press says that with three railways hauling wheat to the lakes during the busy Fall season the amount of wheat going out by the lake-and-rail route will greatly increase in volume, though owing to the growth in Western acreage we question whether the percentage of the whole season's crop handled in this manner will ever be higher than it is now. The freezing up of the lakes will always find a very considerable proportion of the crop still in the interior; and it is this wheat that the Grand Trunk Pacific, with its low grades and thorough equipment, will carry forward through the winter months to the seaboard on terms that will be profitable to the railway company and advantageous to the Western grower of wheat. Between the lake-and-rail shipments over the Grand Trunk Pacific and Grand Trunk systems in the Fall and the all-rail shipments during the Winter season the new road will handle an enormous quantity of wheat. With the Grand Trunk added to the C N. R. and the C. P. R. we shall have in the West a railway service that will actually meet the necessities of the public.

Government to Grade the Seeds.

IT is reported that the Minister of Agriculture will secure this session the adoption of legislation by the Dominion Government to place commerce in agricultural seeds on a better and more legitimate basis.

There is abundant information to show that the seed trade has been an exceedingly fruitful medium for the spread of noxious weeds throughout Canada. An endeavor is being made to suppress this evil as far as practicable. The seeds of many species of noxious weeds are very small and difficult to detect among grass, clover, and other small agricultural seed and it has been considered wise to make provision in the bill for uniform grading of the principal grass and clover seed sold in Canada, so that those which are represented to be of best quality will not contain seed of the several species of noxious weeds that are named in this bill. Seed merchants, as a rule, are unable to identify the noxious impurities in the seed they sell, and in consequence many of the existing evils of the trade are brought about unwittingly on their part. In order to assist them, the Minister has distributed to seed dealers samples of noxious and useful seeds, so that they may be able to detect any species of weed seed that are present as impurities.

Northwest Wheat Crop.

The Department of Agriculture has issued its final bulletin on the crop of 1903 for the Northwest Territories. The total yield of wheat was 16,111,569 bushels, or only 600,000 less than was estimated in the last bulletin issued on September 1, 1903, notwithstanding the unfavorable weather conditions which afterwards prevailed. On the other hand oats went better than estimated by 800,000 bushels, and barley by 600,000 bushels. Of the great wheat growing district, the Regina Moosejaw district, has the highest average for the past six years, the average yield having been 22.10 bushels to the acre. The estimated crop area for 1904 is placed roughly at 1,706,100 acres, as against 1,383,434 last year, an increase of over 300,000 acres.

Canadian Wheat in England.

On representation from the National Millers' Association of the United Kingdom that English wheats were becoming weak, a consignment from the experimental farms of Canada, consisting of Red Fife, Preston and Percy, was shipped to England. This seed was planted, and at the last meeting of the Millers' Association it was announced that good crops had been secured, and that the flour graded on an average 80 per cent. for baking, as against only 60 per cent. for the English product.

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Wm. McCann Milling Co.

MILLERS
AND GRAIN DEALERS

192 King Street East
TORONTO.

John MacKay
Limited
Successors to John MacKay, deceased
ESTABLISHED 1854.

POT and PEARL BARLEY (by patent process), *SPLIT PEAS, BUCKWHEAT FLOUR, Etc., CHOP* of all kinds BY CAR LOAD.

Caledonia Mills,
BOWMANVILLE, ONT.
Correspondence solicited.

YOUR ADVERTISEMENT

that is now running in your local paper is it bringing results? If not, there is something wrong. You should have a copy of the book entitled

One Hundred Good Ads.

for a grocery store. It is full of bright, valuable suggestions for writing retail ads. It costs you one dollar and it's a good dollar's worth.

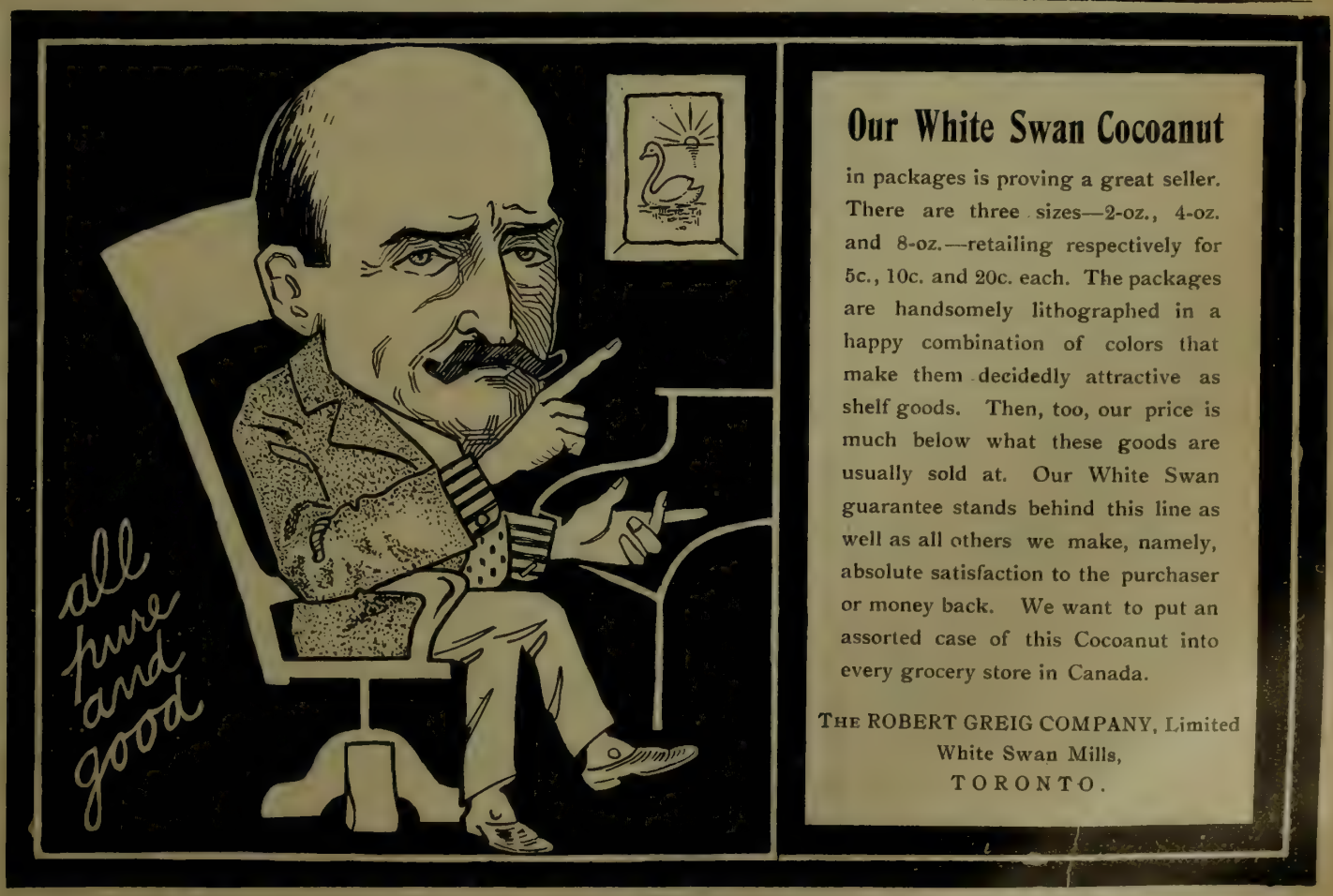
The Canadian Grocer,
Toronto Office: 10 Front St. E.

New Crop Maple Syrup and Sugar

Prompt delivery guaranteed for **FOREST BRAND.** Freight prepaid in reasonable lots. Sugar in pound and half-pound blocks. Syrup in tins, bottles and wood.

We feel quite sure the quality will please you.

The F. J. Castle Co., Limited, WHOLESALE GROCERS
OTTAWA,——————CANADA.



Our White Swan Cocoanut

in packages is proving a great seller. There are three sizes—2-oz., 4-oz. and 8-oz.—retailing respectively for 5c., 10c. and 20c. each. The packages are handsomely lithographed in a happy combination of colors that make them decidedly attractive as shelf goods. Then, too, our price is much below what these goods are usually sold at. Our White Swan guarantee stands behind this line as well as all others we make, namely, absolute satisfaction to the purchaser or money back. We want to put an assorted case of this Cocoanut into every grocery store in Canada.

THE ROBERT GREIG COMPANY, Limited
White Swan Mills,
TORONTO.

Milk Prices in Montreal.

Wholesale prices of milk in Montreal for the next twelve months were fixed at a meeting of the Milk Shippers' Association, held March 31. The schedule for the next twelve months is as follows:

From May 1st to September 30, for milk, 12c per gallon; for cream that will stand 2 1-2 lb. butter per gallon, 60c per gallon; 3-lb. cream, 70c; 3 1-2-lb., 80c; and 4-lb. cream, 90c.

From October 1 to April 30, for milk, 17c. per gallon; for cream that will stand 2 1-2 lbs. butter per gallon, 75c; 3-lb., 90c; 3 1-2-lb., $1.05; 4-lb., $1.20 per gallon, delivered in Montreal.

Cereal Company Buys a Railway.

An agreement has been arrived at between the Peterboro Radial Railway Company and the American Cereal Company, by which the latter takes over the street railway franchise given to the former by the town, and work will be commenced immediately in the reconstruction of the road. The railway has been inoperative for a number of years. The line will be extended to Chemong and Lakefield, Ontario.

New Grain Line.

It is reported that Corrigan, McKenny & Co., of Cleveland, Ohio, have decided to enter the Canadian grain business, and at the opening of navigation will put on ten steel barges to carry freight from the great lakes to Quebec, to be there transferred to ocean steamers for Europe.

Cereals in Canada and the United States.

The following statistics of the comparative yield of cerals per acre in Canada and the United States have been prepared. In 1903 Canada produced 80,000,000 bushels of grain, as against 601,821,000 bushels in the United States. The average yield per acre in the United States was 13.53 bushels; in Ontario, 31; in Manitoba, 20 bushels.

Beat All Past Records.

A despatch from Sydney, N.S.W., dated March 31 says: The work of harvesting this year's wheat crop is nearly completed, and the Government estimates place the yield at 11,000,000 bushels above the best previous record. Seventeen million bushels are now available for export.

Cereal Notes.

A very successful seed fair and farmers' convention was held at Sussex, N.B., on March 28 and 29.

YOUR LAST CHANCE!

You have till May 1st, only, to take advantage of the last and final "deal" on

"FORCE"

Till that date you will receive FREE

5 packages in 2 cases.

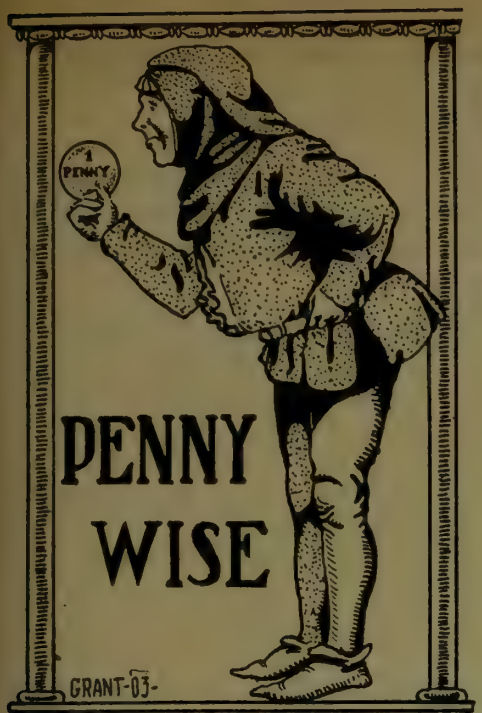
18 packages in 5 cases.

After May 1st the regular price.

And no more "special deals" on "FORCE" will ever be offered, either to jobber or retailer.

Order through your jobber, who will allow you the free packages as above. Order now.

THE "FORCE" FOOD CO.



The only real value of money lies in making use of it.

The money that lies there in your safe from day to day doesn't do you any good until you commence to use it.

Then its value to you depends on how you use it.

Now, if you would only invest some of it in advertising space in THE GROCER, and then use the space right, you'd have a valuable assistant, working to increase your trade with grocers and to make yourself and your goods better known among them.

Some folks would sooner save (?) the money—but they are "penny wise and pound foolish."

But you're not.

Are you?

MACLEAN PUBLISHING CO.-DEPT. OF ADVERTISING SERVICE

MANUFACTURERS' AGENTS AND BROKERS.

TORONTO.

W. G. PATRICK & CO.,

AGENTS AND IMPORTERS.

29 Melinda St., - TORONTO

W. G. A. LAMBE & CO.

TORONTO.

Grocery Brokers and Agents.

Established 1885

QUEBEC, P.Q

J. P. THOMAS

GENERAL AGENT AND COMMISSION MERCHANT,

25 ST. PETER STREET,

QUEBEC.

VICTORIA, B.C.

Canada and Japan

The present war will open the Orient more widely to Canadian shippers. We maintain a resident agent at Kobe—MR. A.R. TUFTS. We invite correspondence from merchants interested in Oriental trade.

R.W. CLARK & CO., Brokers, VICTORIA, B.C.

CALGARY.

CALGARY

is now the great Western

WHOLESALE and DISTRIBUTING CENTRE.

Consign your goods **to us.** We will **Reship and Distribute** them for you.

Our large **track Warehouse** where you can place your goods on **Storage** is also at your disposal.

Increase your trade.

Appoint us your Representatives.

We are in direct touch with all the **Wholesalers** from **Winnipeg** to the **Coast.**

Correspondence Solicited.

NICHOLSON, BAIN & JOHNSTON

Wholesale Commission Merchants and Brokers.

CALGARY, ALBERTA.

VANCOUVER, B.C.

C. Gardiner Johnson & Co.,

VANCOUVER, B. C.

Importers of...

Skinner's Queensland Turtle Soup.

Sole Agents for Canada.

Supply C.P.R. Company's Cars, Steamers and Hotels, and leading Clubs of Canada.

WINNIPEG.

Dingle & Stewart

WINNIPEG, - - CANADA.

COMMISSION BROKERS.

Excellent Storage Accomodation.

Consign Your Cars to Us.

IF YOU HAVE ANYTHING TO SELL WRITE CAMERON GORDON & Co. WHOLESALE COMMISSION AGENTS WINNIPEG MANITOBA

EASTERN MANUFACTURERS

—AND—

SHIPPERS.

All **EYES** are turned on

MANITOBA AND THE WEST.

WE

Represent some of the leading houses in

CANADA and the U.S.

INCREASE YOUR TRADE. WRITE US.

NICHOLSON & BAIN, WINNIPEG,

Wholesale Commission Merchants and Brokers.

BRANDON.

BRANDON, MAN.

Let Us Push Your Goods

WE ARE PREPARED TO

SELL GOODS,
STORE GOODS,
DISTRIBUTE FROM CARS
AND MAKE COLLECTIONS.

THE MANITOBA COMMISSION CO.,

S. P. WILSON, Manager. Limited

COLD STORAGE IN CONNECTION.
PROMPT RETURNS MADE.

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR RETAIL MERCHANTS.

Japanese Tobacco Monopoly.

THE proposition of the Japanese Government to take over the tobacco business in Japan and operate the same as a Government monopoly, is of some general interest to the tobacco trade. Japan is straining every nerve to raise money to carry on the war with Russia and turns to a tobacco monopoly as an easy method of increasing its revenue. It is proposed that the Government monopoly shall become operative on July 1, 1904, and that the manufacture and sale of Japanese cut tobacco will be allowed to continue until April 19th. All the stock, machinery and plant of the private manufacturers and dealers are to be appraised on June 30th, and in addition to paying for the stock and plant the Government proposes to pay the manufacturers and dealers, as compensation for their "good will," a sum equal to three years average annual income as shown by their books. To take over this business at the present time and pay for it in cash would require an outlay too large to admit of realizing sufficient profit from the project during the continuance of the war to justify the undertaking. But the Government proposes to make the payment largely in bonds secured by the tobacco monopoly, and it is understood that the present manufacturers and dealers object to being paid in bonds, but would prefer the ready cash. They also represent that the three years' annual profit as shown by their books is not a fair way of arriving at the value of their good will, as large sums of money were expended in building up the business, so that their profits until very recently have been little or nothing.

Missionary Cannot Trade in Tobacco.

AN interesting point of law has just been decided by the United States Inland Revenue Department. A collector recently advised the U. S. commissioner that certain missionaries in Alaska were using large quantities of leaf tobacco as currency in dealing with the natives, and desired to know whether such missionaries should be allowed to purchase leaf tobacco, and whether they should be required to register as leaf dealers.

The decision of the commissioner was that there was no way by which missionaries, who were not granted any special privileges under the law, could purchase and use leaf tobacco in the manner suggested without qualifying as manufacturers of tobacco and conforming in all respects to the laws and regulations governing such business. The commissioner also held that even if qualified as dealers in leaf tobacco, the missionaries would be limited in their sales to three classes of persons, namely, to other registered dealers in leaf tobacco, to qualified manufacturers of tobacco, snuff or cigars, or to persons known to be purchasers of leaf tobacco for export, and all leaf tobacco so sold by them as registered dealers in leaf tobacco to be in quantities less than a hogshead, case or bale. At the same time it would be lawful for any licensed manufacturer of cigars to purchase tobacco of any licensed dealer, or other licensed manufacturer of tobacco or cigars in quantities less than the original package for use in his own manufactory exclusively. It would be thus seen that as registered dealers in leaf, missionaries are precluded from retailing tobacco or using it as a medium of currency in bartering or trading with the natives. As qualified manufacturers of tobacco, however, they are permitted to purchase leaf tobacco of dealers in leaf, or from the farmers or growers, but are required to put it up in statutory packages and tax-pay it, in conformity with the laws and regulations. They can transfer it to themselves as dealers in tobacco, on separate premises, and sell or otherwise dispose of it, having in view the restrictions imposed by the law and regulations.

Old Chum

CUT PLUG
SMOKING
TOBACCO

satisfies the most exacting customers.

Sold By All Leading Wholesale Houses

CURRENCY

Plug Chewing Tobacco

is a

Quick Seller.

Handled by all Leading Wholesale Houses.

Making Money

Some day most grocers hope to be able to retire from business, but grocery profits are not very encouraging.

There is a line grocers can sell to advantage, and make a tidy profit on every sale—Cigars. Grocers sell tons of Tobaccos every year at practically no profit. Why under the sun shouldn't they sell Cigars which pay a fine profit?

There is no risk for our customers. We undertake to buy back at the end of three months any unsold stock bought from us. Send us an order for 1,000 Cigars, assorted, specifying as a 5-center, "**Pebble**"; and as a 10-center, "**Pharaoh.**" We pay the express.

J. BRUCE PAYNE, Limited, Mfr., = Granby, Que.

T & B

Even the women recognize **T & B** to be the tobacco of tobaccos.

There is a difference in tobaccos, and it is in favor of **T & B.**

The 10-cent size sells best.

You sell it, of course.

THE GEO. E. TUCKETT & SON CO., Limited

HAMILTON.

DO IT BY MAIL.

Order our special pipe assortment by mail. 6 doz. pipes, assorted, worth, and will sell at, from 25c. to $1.00 each, for $13.00. We pay expressage. Examine them. If not perfectly satisfied return at our expense.

72 pipes will bring you in easily $36.00; all we want is $13.00.

SEND TO-DAY.

W. B. REID & CO.,

58 Yonge Street,

TORONTO.

The Erie Tobacco Company

WINDSOR, ONTARIO.

RONTO

is a name you should learn to get onto.

It is the name of the best 5c. cigar on the market.

Manufactured by

T. J. Horrocks,

Wholesale Tobacconist,

176 King St. East,

TORONTO.

The Chamberlain Cigar

The **best value** in Canada! Sold the **world** over! It will help your **trade tremendously!** Order a sample lot to-day!

SAVE THE BANDS AND RETURN THEM TO

J. M. FORTIER, Limited

MONTREAL.

MANUFACTURERS OF

Cigarettes and Cut Tobaccos

IF JAPAN WERE BACKED BY THE

BRITISH NAVY

WHERE WOULD RUSSIA BE?

PROTECT YOURSELF AT ONCE.

BRITISH NAVY

CHEWING TOBACCO

will back you up and aid you in your efforts to improve your position in the tobacco trade.

FOR FULL INFORMATION APPLY AT HEADQUARTERS,

McALPIN CONSUMERS TOBACCO CO., Limited,

TORONTO.

Tobacco in Packages.

THE Inland Revenue regulation prohibiting the breaking of packages of tobacco for sale by tobacconists which has been on the statute books for many years but has never been enforced, will hereafter be strictly insisted upon by the authorities. The carrying out of this regulation will undoubtedly tend to throw more tobacco business into the hands of grocers and general merchants running a tobacco department.

It is customary for almost every tobacconist to sell certain blends or mixtures of smoking tobaccos to his customers by the ounce or pouchful. The new arrangement means that these special blends will have to be put up by the tobacco manufacturers and sold to merchants and tobacco dealers in packages or tins and this will place the grocer in a position to supply these special blends to this customers as easily as the regular tobacconists. Grocers who are handling tobacco now and who are paying attention to this department will find it profitable to interest themselves in these special blends.

Tobacco Industry in the Philippines.

IN view of the recent petition of the Philipinos for the free entry into the United States of Philippine tobacco, the following facts concerning the present state of the tobacco industry there are interesting.

The maximum amount of manufactured tobacco which can be exported from the factories of Manilla is estimated at 150,000,000 cigars annually. The means of cultivation and production are primitive, and the methods of manufacture have reached but a small degree of perfection. During the last fiscal year the value of exports of manufactured tobacco diminished 50 per cent., equivalent to about 2,000,000 Mexican pesos, which signifies the shutting down of many factories and the throwing out of employment of approximately 2,000 workers. Hence the overtures of the Philipinos to their promissory protectors.

Tobacco Monopoly in Japan.

A legislative scandal is threatened in connection with the proposal of the Japanese Government to create a tobacco monopoly. It is alleged that certain members of the Diet agreed to support the movement to increase the compensation paid to manufacturers for a share of the increase secured. It was originally proposed to pay the manufacturers a sum equal to three years' income, and it is said that the illicit project was to secure four years' income. The police are investigating the matter and possibly it will be ventilated on the floor of the House.

New Tobacco Industry in Korea.

THE Chemulpo Cigarette and Tobacco Company is the name of a new British concern which has just been established in Korea. The plant at present installed consists of six machines—two cigarette-making, one cutting, one pressing, one grinding, and one engine. It is estimated that the daily output of cigarettes will be 500,000. The main object of the company is to enter into competition in Korea itself with importations of cigarettes from Japan and elsewhere. It is not proposed to undersell imported cigarettes, but it is hoped to encourage sales by bestowing larger discounts upon dealers, and allowing greater latitude as regards time of payment than the agents of Japanese cigarettes enjoy. The intention is also to extend the trade to China and India in the near future, orders having already been received from these countries.

Sir Walter Raleigh's Pipe

A NOVELTY which is attracting no little curiosity on the part of tourists to London, Eng., is Sir Walter Raleigh's pipe, the first pipe ever smoked in Great Britain, now on exhibition at Whitechapel. There is little doubt that this is the pipe Sir Walter used when he demonstrated to Queen Elizabeth the weight of a given amount of smoke by weighing some tobacco, smoking it, and weighing the ashes. It was also his constant companion when he paced the battlements outside the prison of the Tower of London, while composing his History of the World. To this day the window in the White Tower is pointed out where Sir Walter smoked his pipe as he watched his rival, the Earl of Essex, walk to the scaffold erected just below, and it is not unlikely that the knight carried the identical pipe with him to the block when it came his turn to take his own "sharp medicine."

For many years it formed part of the Duke of Cambridge's famous collection. While the present Prince of Wales was an active naval officer the Duke gave him Raleigh's pipe, and his Royal Highness has since guarded it as a cherished treasure. Before allowing it to go to the Whitechapel exhibition he insisted on insuring it for $5,000 which gives one an idea as to the value placed on this famous relic.

WRITE FOR
SILENT DRUMMER
PRICE LIST.

Great Bargains in PIPES and CIGARS
SEND AT ONCE.
THE W. H. STEELE CO, LIMITED
Importers and Wholesale Tobacconists.
40 Scott St., - - TORONTO
'Phone, Main 1987.

Should be in the mouth of every smoker. What? a
McDougall Scotch Clay Pipe
Be sure and ask for it, and see that you get it.
D. McDougall & Co., Glasgow. Scotland.

Tobacco in Sumatra.

TOBACCO growing on the Island of Sumatra which is of comparatively recent origin, was founded in 1869 when the principal tobacco corporation of Sumatra was organized. At that time it was not suspected that the industry of growing tobacco in Sumatra would assume such large proportions, nor that the tobacco would become such a necessary adjunct to modern cigar making. The original corporation was capitalized at only $120,000. After 25 years of business the capital had increased to $1,600,000, on which the average yearly dividend was 63 per cent. Canadian manufacturers import from Sumatra the bulk of the tobacco used for cigar wrappers, its fine, silky leaves answering the particular purpose of the Canadian cigar trade better than any other growth.

Tobacco Notes.

The annual convention of the National Leaf Tobacco Board of Trade, which was billed for St. Louis this year, has had to skip that city because of the exorbitant rates, from ten to fifteen dollars a day, for hotel accommodation. The alternative suggested is Atlantic City.

FINANCE AND INSURANCE

A SOMEWHAT new departure is to be taken in the United States in regard to the subject of life insurance, it being proposed to deliver lectures before various universities in Ohio, Illinois, Minnesota, Iowa, and Colorado on the subject of life insurance. The course of lectures are to be delivered by a well-known authority on insurance, and although the lecturer is travelling under the auspices of one of the leading insurance companies of the United States it is said that no attention will be drawn to this particular company. Of course, the company expects to get its compensation, not only from the general and increased interest which it is expected the lectures will excite, but it will naturally leak out in some way that this particular company is footing the bill. This announcement will, of course, be somewhat of an advertisement.

Why should not one or more of the companies in Canada inaugurate a similar campaign? Old as is the subject of life insurance there are still a great many people in gross ignorance of the subject and who require a great deal of educating in regard to its advantages. Rather than that one company should take it up it would be, perhaps, better that a number should combine for the purpose of paying the expenses entailed in such a campaign. And if the life insurance companies why not the fire insurance companies as well?

* * *

REPRESENTATIVE MORRELL, of Pennsylvania, who introduced a bill in the House of Representatives, Washington, to regulate child insurance and regulate the transmission of matter relating to insurance through the mails, has introduced a revised bill, in which he omits everything relating to the mails. His present bill proposes to create a bureau of life insurance in the Census Office and to require all persons, firms, or corporations transacting the business of life insurance within any state, district, territory, or insular possessions of the United States to file certificates from the proper officer or department of Government of such state, district, territory or insular possession, or of some foreign Government showing that he has lawful authority to engage in such business. The bill also proposes to require the refunding of part of the amount that has been paid in premiums on policies that are allowed to lapse in cases where the premiums are collectable in weekly or monthly installments.

* * *

THE Russian Government has elaborated statutes on on general life insurance by the state. The business is to be intrusted to the governmental savings banks. All kinds of policies will be issued and the insured will participate in the profits of the business. The insurance of the employes on all the Government railroads is in working order since July 13, 1899. Up to July 14, 1900, the number of policies issued was 6,770, to the amount of $3,220,318, and 7,336 newly presented petitions to join the association were in the hands of the authorities. The Government proposes, after a lapse of a certain number of years, to make the railroad employes' insurance obligatory. The premiums are to be paid monthly by deduction from the salaries of the insured.

* * *

IT is said that a very small part of the $20,000,000 German loan that was negotiated in New York five years ago now remains there, and that the conversion scheme proposed by the Imperial Government will have little application outside of Berlin. The conversion changed the 4 per cent. Treasury notes to a 3 1-2 per cent. basis, although it is understood on London advices that an arrangement was been made whereby holders may decline to make the change. The first instalment of the loan falls due this month and the second instalment in June.

* * *

THE strenuous Winter has been the cause of very heavy loss to the railways of Canada. Their lines, however, are now practically clear, and, although the earnings of the Grand Trunk for the third week in March still show a decrease of $92,000, this compares very favorably with the previous week's decrease of $137,000. The C.P.R. has not at any time suffered as severely as the Grand Trunk, but even the most sanguine will be surprised to find that for the third week of March their gross earnings were $849,000, or an increase over the same week in 1903 of $9,000. Already Germany, according to Aemilius Jarvis & Co., of Toronto, has been purchasing in our market and in New York on the strength of this increase, and, barring any news of a special character, we should think that this stock would improve.

Money Loaned

salaried people, retail merchants, teamsters, boarding houses. Easy payments. Largest business in 50 principal cities. TOLMAN, 517 New York Life Building, Place d'Armes, Montreal.

THE BEST STOCK

TEES DESKS !!!

THE LOWEST PRICES

TEES & CO.

300 St. James St., - - MONTREAL

WESTERN ASSURANCE COMPANY.

Incorporated 1851

FIRE AND MARINE

Head Office Toronto, Ont.

Capital -	$2,000,000.00
Assets, over - -	3,546,000.00
Annual Income -	3,678,000.00

HON. GEO. A. COX, President.

J. J. KENNY, Vice-President and Man. Director.

C. C. FOSTER, Secretary.

BRITISH AMERICA ASSURANCE COMP'Y

FIRE AND MARINE.

Incorporated 1833

CASH CAPITAL, $1,000,000.00.
TOTAL ASSETS, $1,864,730.13.
LOSSES PAID SINCE ORGANIZATION, $22,527,817.57.

HEAD OFFICE, - BRITISH AMERICA BUILDING, Cor. Front and Scott Sts., Toronto.

GEO. A. COX, President. J. J. KENNY, Vice-President.
P. H. SIMS, Secretary.

Money

CAN BE SAVED BY MEANS OF AN ENDOWMENT POLICY.

YOU CAN ONLY SECURE SUCH A POLICY WHILE YOU ARE IN GOOD HEALTH.

Pamphlets and Full Particulars regarding the New Accumulation Endowment Policy sent on application.

Confederation Life ASSOCIATION.

W. H. BEATTY, PRESIDENT.

W. C. MACDONALD, ACTUARY. J. K. MACDONALD, MANAGING DIRECTOR.

HEAD OFFICE, - TORONTO, CANADA.

THE CANADIAN BANK OF COMMERCE

Paid-up Capital, - - $8,700,000
Rest, - - - - $3,000,000

HON. GEO. A. COX, President. B. E. WALKER, General Manager.

HEAD OFFICE: TORONTO, CANADA.

LONDON, ENG., OFFICE, 60 Lombard St., E.C.
NEW YORK AGENCY, 16 Exchange Place.

The attention of exporters and importers is requested to the undernoted list of correspondents of this bank, embracing all parts of the world. In conjunction with its widespread system of branches, numbering 109 and covering all important points in Canada and on the Pacific coast of the United States, it is thus enabled to offer them unexcelled facilities for the transaction of domestic or foreign banking business.

List of Bankers and Chief Correspondents:

GREAT BRITAIN—
The Bank of England; The Bank of Scotland; Lloyds Bank Limited; The Union of London and Smiths Bank, Limited: Parr's Bank, Limited.

UNITED STATES
New York, The American Exchange National Bank, The Fourth National Bank; **Boston** The Bank of Nova Scotia, The National Shawmut Bank, The National Suffolk Bank; **Buffalo,** The Marine National Bank; **Chicago,** The Northern Trust Company; **Detroit,** The People's Savings Bank, The Commercial National Bank; **Minneapolis,** The North-Western National Bank; **New Orleans,** The Commercial National Bank.

FRANCE—
Credit Lyonnais, Paris; Messrs. Lazard Freres & Cie, Paris.

GERMANY—
Deutsche Bank.

HOLLAND—
Disconto Maatschappij, Rotterdam.

BELGIUM—
Messrs. J. Matthieu & Fils, Brussels; Banque d'Anvers, Antwerp.

SWITZERLAND—
La Banque Federale, Zurich.

INDIA, CHINA, JAPAN and the PHILIPPINE ISLANDS—
Chartered Bank of India, Australia and China; Hongkong and Shanghai Banking Corporation.

SOUTH AFRICA—
Standard Bank of South Africa, Limited; Bank of Africa, Limited.

AUSTRALIA and NEW ZEALAND—
Union Bank of Australia, Limited Bank of Australasia; National Bank of Australasia, Limited.

HAWAIIAN ISLANDS—
First National Bank of Hawaii, Honolulu; Bishop & Co., Honolulu.

SOUTH AMERICA—
British Bank of South America, Limited; London & Brazilian Bank, Limited; Bank of Tarapaca and Argentina, Limited.

MEXICO—
Banco de Londres y Mexico.

WEST INDIES—
Bank of Nova Scotia, Kingston, Jamaica; Colonial Bank and Branches; National Bank of Cuba, Havana, Cuba; Bank of Bermuda, Hamilton, Bermuda.

Foreign Exchange Bought and Sold. Commercial Letters of Credit Issued.

MANUFACTURERS AND MERCHANTS.

It may be necessary for your staff to have fidelity bonds. We act as surety on such. We are known the world over.

Write to us for terms and particulars.

The London Guarantee & Accident Co., Limited,

D. W. ALEXANDER, General Manager for Canada,
Canada Life Building, - - - - TORONTO.

CAPITAL PAID UP, - - $1,000,000.
RESERVE FUND, - - 1,000,000.

The Metropolitan Bank

—DIRECTORS—

REV. R. H. WARDEN, D.D., President. S. J. MOORE, Esq., Vice-President
D. E. THOMSON, Esq., K.C. His Honor Mr. W. MORTIMER CLARK, K.C
THOS. BRADSHAW, Esq.

HEAD OFFICE, - - TORONTO.
W. D. ROSS, -:- GENERAL MANAGER.

GENERAL BANKING BUSINESS TRANSACTED

SAVINGS DEPARTMENT at all Branches.
ACCOUNTS SOLICITED.
Drafts Bought and Sold.
Letters of Credit Issued.

WHEAT GROWING IN WESTERN CANADA.

WESTERN Canada wheat has an enviable reputation in foreign countries, says G. H. Clark, chief of the seed division, Ottawa. It is in demand for American milling centres, as well as for those of England and Scotland, because it is rich in gluten of exceedingly good quality. The crop of Western Canada ten years hence will reach, it is estimated, 500 million bushels. In view of the rapidly increasing production it is important that its present good reputation be maintained or improved in order that it may continue to grow in favor in foreign countries, where it must find a market.

Unfortunately this high standard of excellence has been appreciably lowered through the introduction of inferior milling quality. Owing to carelessness these mixtures have been allowed to increase yearly in some districts, while in others inferior varieties have been grown, which depreciate the value of the total crop.

The advantage of growing only unmixed wheat may be judged from the difference in price between "No. 1 hard" and the next two grades, most commonly due to the prevalence of soft, starchy grains in the lower grades. "No. 1 hard" invariably has a high percentage of translucent grains indicating a high percentage of gluten of good quality, and it is the quality quite as much as the quantity of the gluten that lends value to the superior wheat.

Red Fife is the standard variety and the hardiest wheat grown in Western Canada. It will survive late Spring frosts severe enough to kill out most other varieties. In milling qualities, moreover, it is unexcelled. Preston wheat is a bearded variety which has grown in favor among farmers in districts where Red Fife has frequently been injured by early frosts. It is from two to five days earlier than the Red Fife. If the weather be unfavorable at the time when ripening ordinarily takes place it may ripen even ten days earlier than the latter variety. Some Canadian millers claim to have made careful milling tests of Preston wheat and openly condemn it as much inferior to the Red Fife. Results of tests, however, carried on under the direction of Dr. Saunders, who originated the variety, indicate that it is only slightly inferior to the Red Fife.

The comparative productiveness of varieties differs with localities and conditions of soil and climate. Again there may be quite as much difference between two strains of seed of the same variety as between two distinct sorts, so far as their capacity to give a large yield of grain is concerned. Whatever varieties are selected they should be grown separately and each kept reasonably pure. On account of careless practices, in the matter of seed selection, mixtures of undesirable sorts have increased in the standard wheat of the West. These impurities consist chiefly of earlier maturing varieties that shell more readily than the Red Fife, which means there is a larger proportion of seed to come from them as "volunteer wheat" in the next succeeding crop.

It is of much importance to the country, as well as to individual wheat growers, that these conditions be overcome. As a matter of fact even farmers who are careless about keeping their seed pure are willing to pay fancy prices for ten, twenty or fifty bushel lots of good, pure seed of wheat, oats and barley. The supply of high class seed is limited. Although the demand for it is great, but little effort has been made by farmers to meet it. Appeals have been made to the Dominion Department of Agriculture to establish farms at various points for the purpose of growing pure seed of wheat, and other cereals, for distribution to farmers at the cost of production. This would entail large expense and would involve the undertaking of work that farmers are quite able to do themselves. The Department of Agriculture is willing to grant such assistance as may be necessary to encourage private enterprise in an endeavor to cope with the situation. In matters of this sort, however, it is well to keep in mind that the best results are always obtained from organized effort.

Seed Growers' Association.

With a view to encourage further the production and more general use of seed of the best quality, an announcement was made in the Spring of 1903, inviting farmers who had been giving some special attention to the growing of seed grain to unite and form an association of seed growers. Rules governing the association and standards of perfection for pedigreed seed will be controlled by an advisory board composed of representative men from the various branch associations. There are now thirty-five seed growers who are members of the Western Canada Association. Their work is supervised and inspected by a superintendent. Records are kept of the amount and pedigree of seed produced by them. According to the rules of the association, each member is required to give a definite guarantee as to the purity, vitality and freedom from noxious weeds, with respect to all lots of seed sold by him. The association certificate shows the pedigree of the seed—the number of consecutive years during which hand selection has been followed.

Farmers of Western Canada, who have farms that are free from noxious weeds and otherwise suited to growing good seed of wheat, oats, rye, barley and other grain, are invited to become members of the association and make seed growing a special industry in their farm operations. They may commence by sowing a plot in the coming Spring with the best obtainable seed. There will be a ready market for all the seed that can be produced by members, at prices which will pay handsomely for the extra trouble in producing it. At present there is an annual demand for 75,000 bushels of seed wheat alone.

TOO MUCH SUGAR IN FRANCE.

IN view of the firmness of the sugar market all over Canada at present and the general anticipation of a heavy advance in beet sugar during the coming Summer the following report from France is interesting. As a result of the ruling price of sugar there being below the cost of cultivation of beet root, the situation is gradually growing worse as far as France is concerned. The report that Germany and Austria have not diminished the acreage planted in beet root seriously affects the market. Cultivators are offered the ridiculous price of $3.28 and $3.47 a ton for beet root—less even than that for potatoes. The high price of alcohol also has its effect. Many French journals assert that the only course to save the situation is for France, Austria and Germany to reduce the production 50 per cent. It seems the opposite course, however, which the two latter countries are pursuing. New uses for sugar are also being sought for, such as its employment for brewing, feed for animals, etc. In France the acreage for the coming harvest will be greatly reduced. Many factories—as many as 30, it is said—will be closed next harvest.

TORONTO RETAIL GROCERS.

The next meeting of Toronto Retail Grocers' Association will be held in St. George's hall, Elm street, Toronto, on Monday night, April 11th, at 8.30 p. m.

Mr. McKay, manager of the Blue Ribbon Tea Company, will be present and address the meeting on the subject of "Tea." The committee extend a hearty invitation to all grocers of this city to be present.

Finest English Flavoring Essences

For Quality and Price **SUTTON'S Essences** are unequalled by any now on the market.

They stand absolutely in the front rank.

Shipments now on the way to. . . .

MR. D. H. RENNOLDSON
MONTREAL.

to whom address all inquiries.

G. F. SUTTON, SONS & CO., London, Eng.

F. C. CALVERT & CO.

Manchester, England,

whose specialties have been awarded more than 100 Medals and Diplomas for superior excellence in competition with other manufacturers

Calvert's Carbolic Preparations include Disinfectants, Dentifrices, Soaps and other toilet specialties, which are well known, reliable articles, finding a ready sale in England, the colonies and many foreign countries. The Soaps are probably of most interest to grocers and full particulars and prices of the various qualities, suitable for the Canadian market, in addition to the two enumerated below, are given in price list mailed free on request

Calvert's 20 per cent. Carbolic Soap affords protection against mosquitos and other insects, and is also refreshing to use. Each tablet is packed in a metal box. Retail price, 30 cents a tablet.

Calvert's No. 5 Carbolic Soap is a good soap for all ordinary purposes, retailing at the low price of 5 cents a tablet.

F. C. C. & Co. ensure the quality and efficiency of their soaps by guaranteeing definite percentages of carbolic acid.

have now opened a wholesale depot for the further extension of their Canadian trade, at

807 Dorchester St., Montreal.

W. T. LEACH, Representative.

Price Lists, etc., mailed on application.

Current Market Quotations for Proprietary Articles

April 7, 1904.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

ook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes	$4 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 3 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ¼ " "	14 00

W. H. GILLARD & CO.

Diamond—	
-lb. tins, 2 doz. in case	$2 00
-lb. tins, 3 " "	1 25
tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4 doz.	10c.	$0 85
3 doz.	4-oz.	1 20
3 doz.	6-oz.	1 75
1 doz.	12-oz.	3 50
2 doz.	12-oz.	3 45
3 doz.	12-oz.	3 40
2 doz.	16-oz.	4 45
3 doz.	16-oz.	4 35
1 doz.	2½lb.	10 40
1 doz.	5lb.	19 50

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case
1 "	12 "	$1 75
1 "	16 "	

JERSEY CREAM BAKING POWDER.

ze, 5 doz. in case	$0 40
" 4 " "	0 75
" 3 " "	1 25
" 2 " "	2 25

OCEAN MILLS.

	Per doz.
Ocean Baking Powder, ½ lb., 4 doz.	$ 45
Ocean Baking Powder, ¼ lb. 5 doz.	90
Ocean Baking Powder, 1 lb., 3 doz.	1 25
Ocean Borax, ½-lb. packages, 4 doz.	40
Ocean Cornstarch, 40 pks. in a case.	78

Freight paid, 5 p.c. 30 days.

ROYAL BAKING POWDER CO.

Sizes.	Per Doz.
Royal—Dime	$ 1 00
" ½ lb.	1 60
" 6 oz.	2 25
" ¼ lb.	2 90
" 12 oz	4 50
" 1 lb.	5 75
" 3 lb.	15 50
" 5 lb.	25 50

Sizes.	Per Doz.
Cleveland's—Dime	$ 1 00
" ½ lb.	1 50
" 6 oz.	2 20
" ¼ lb.	2 80
" 12 oz.	4 25
" 1 lb.	5 50
" 3 lb.	15 00
" 5 lb.	25 00

"VIENNA" BAKING POWDER.

	Per doz.
1-lb tins, 4 doz in box	$2 25
½-lb tins, 4 doz in box	1 25
¼-lb tins, 4 doz in box	75

BEE BAKING POWDER.

1-lb. tins, cases 4 doz, per doz. . . . $2 25

EAGLE BAKING POWDER

	Per doz.
Cases of 48-5c. tins	$0 45
" 48 10c. tins	0 75
" 24-25c. tins	2 25
" 48-25c. tins	2 25

Blacking.

HENRI JONAS & CO.

Jonas'	Per gross	$9 00
Froments	"	7 50
Military dressing	"	24 00

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ½ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes, according to size	0 02 0 10

J. M. DOUGLAS & CO.—Laundry Blues.

"Blueol"—10-lb. boxes containing 50 pkgs., 4 squares each . . . . . per lb. 15c

"Sapphire"—14-lb. boxes, ½-lb. pkgs. per lb 12½

"Union"—14-lb. boxes, assorted, 1 & ½-lb. pkgs. per lb. 10

Black Lead.

Reckitt's, per box $1 15

Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz.; or ¼ gross, 4 oz.

JAMES' DOME BLACK LEAD.

	Per gross
6a size	$2 40
2a size	2 50

Borax.

"Bee" brand, 5 oz., cases, 40 pkgs.	1 40
" " 10 oz., cases, 48 "	3 25
" " 16 oz., cases, 48 "	4 25

EAGLE BORAX.

	Per doz.
Cases of 5-doz. 5c. packages	$0 40
" 5-doz. 10c. "	0 85

Brooms.

UNITED FACTORIES, LIMITED.

	doz. net.
Boeckh's Bamboo Handles, A, 4 strings	$4 70
" " " B, 4 "	4 40
" " " C, 3 strings	4 10
" " " D, 3 "	3 85
" " " F, 3 "	3 55
" " " G, 3 "	3 20
" " " I, 3 "	2 85

Canned Goods.

HENRI JONAS & CO.

Mushrooms, Rionel	$15 50
" 1st choice Dutheil	18 50
" " Lenoir	19 50
" extra Lenoir	22 00
Per case, 100 tins.	
French Peas, Delory's—	
Moyen's No. 2	$9 00
" No. 1	10 50
½ Fins	12 50
Fins	14 00
Tres fins	15 00
Extra fins	16 50
Sur extra fins	18 00
French Sardines—	
½ Rolland	9 50 10 00
½ Delory	10 50
¼ Club Alpins	2

FRED. MAGEE

	Per do
Smelts in spices, in ½-lb round tins	0 90 $1 00
" mustard, in ½-lb oval "	0 95 $1 05
" Tomato, in ½-lb. " "	0 95 $1 00

Cereals.

Wheat Oil, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag.	0 18½
Quaker Oats, 2-lb. pkgs. per case	3 00
Tillson's Oats, 2-lb. pkgs., per case	00

The Australasian Grocer

The Organ of the Grocery, Provision and kindred Trades of the Antipodes.

Subscription $2.50 per Ann.

post free to any part of the world.
A handsome Diary is presented free to annual subscribers.

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CANADIAN AND AMERICAN ENQUIRIES will receive prompt attention if addressed to the **LONDON OFFICE, 42 CANNON STREET, E.C.**

Specimen Copies Free on Application.

Dutch Chemical Works
AMSTERDAM.

EXCEPTIONAL VALUE FOR THE GROCERY TRADE

SPECIAL OFFERS
Recommend Themselves.

WE OFFER OUR MAGNIFICIENT

"Butterfly Brands"

	¼-lb.	½-lb.	1-lb.
COFFEE and CHICORY per doz. tins	2/3	4/-	7/-
PURE DUTCH COCOA per doz. tins	4/3	8/-	15/-

Goods delivered, freight paid, to any Canadian port, duty not included. TERMS: Cash with order.

The COFFEE and CHICORY is packed in cases of one cwt., while the COCOA is supplied in cases of 56 lbs.

SAMPLES FREE ON APPLICATION.

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—

Hygienic, 1-lb. tins ..... per doz.	$6 75
" ½-lb. tins ..... "	3 50
" ¼-lb. tins ..... "	2 00
" fancy tins..... "	0 85
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50
Perfection, ½-lb. tins, per doz.....	2 40
Cocoa Essence, sweet, ½-lb. tins, per doz.	

Chocolate—	per lb
Queen's Dessert, ¼'s and ½'s.....	$0 40
" 6's.....	0 42
Mexican Vanilla, ¼'s and ½'s.....	0 35
Royal Navy Rock, " "	0 30
Diamond, " "	0 25
" 8's	0 28

FRY'S.

Chocolate—	per lb
Caraccas, ¼'s, 6-lb. boxes.....	$0 42
Vanilla, ¼'s	0 42
"Gold Medal," sweet, ¼'s, 6-lb. boxes	0 29
Pure, unsweetened, ¼'s, 6-lb. boxes	0 42
Fry's "Diamond," ¼'s, 14-lb. boxes	0 24
Fry's "Monogram," ⅛'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ¼'s, 1 doz. in box	2 40
" ½'s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ¼'s, 14-lb. boxes	....
" ½'s, 12-lb. boxes	....
Cocoa, case of 14 lb., per lb.....	0 35
quantities.....	0 37½

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

lb tins, 4½ doz. to case.....per doz.,	$ 90
" " ¼ " " .... "	2 40
" " 2 " " .... "	4 75
" " 1 " " .... "	9.00

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.

	Per lb
Mott's Broma.....	$0 30
Mott's Prepared Cocoa, ⅛s and ¼-boxes	0 28
Mott's Breakfast Cocoa, ⅛s in boxes..	0 40
Mott's No. 1 Chocolate.....	0 30
Mott's Breakfast Chocolate.....	0 28
Mott's Caracas Chocolate.....	0 40
Mott's Diamond Chocolate.....	0 23
Mott's Navy Chocolate, ⅛s in boxes...	0 27
Mott's Cocoa Nibbs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross.....	1 00
Mott's Confectionery Chocolate	0 21 0 32
Mott's Sweet Chocolate Liquors	0 20 0 36

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 38
Vanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes.....	0 27
Breakfast cocoa, ¼, ½, 1 and 5-lb tins	0 43
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 35
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5's, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 56

LOWNEY'S.

Breakfast cocoa—
6-lb. boxes, 12 boxes in case, 1-5-lb. tins. 45c.
6-lb. boxes, 12 boxes in case, ½-lb. tins. .42c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins. 42c.
Sweet chocolate powder—"Always Ready."
6-lb. boxes, 12 boxes in case, ½-lb tins. .32c.
Premium chocolate—
6-lb bxs., 12 bxs. in case, ½-lb. pkgs. .34c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs. .34c.
6-lb. bxs., 12 bxs. in cose, ½-lb. pkgs. .36c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs. .36c.
Medallion sweet chocolate—
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. .48c.
Milk chocolate—
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. .40c.
Tid-Bit chocolate—
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. .32c.
Vanilla sweet chocolate—
3-lb. bxs. 24 bxs., in case, ½-lb. pkgs. .32c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. .32c.
Diamond sweet chocolate—
6-lb. boxes, 12 bxs. in case, ½-lb. pkgs. .27c.

Condensed Milk.

Anchor" brand, cases 4 doz., per case	$5 00
" evap. cream, cp. 4d. "	4 65

Borden's Condensed Milk Co.

Eagle" brand....	$1 50
Gold Seal" brand	1 30
Peerless" brand evaporated cream..	1 20

"Reindeer" Brand
Case (4 doz $5.60

Coffee.

" Bee " brand, 1 lb. tins, cases, 30 tins	9 00
" " 2 lb. tins, cases, 15 tins	8 70

THE EBY, BLAIN CO., LIMITED.

In bulk—	Per lb.
Club House.....	0 32
Royal Java.....	0 31
Royal Java and Mocha	0 31
Nectar	0 30
Empress.....	0 28
Duchess	0 26
Ambrosia.....	0 25
Fancy Bourbon,.....	0 20
High Grade package goods—	
Gold Medal, 2-lb. tins.....	0 30
Gold Medal, 1-lb. tins.....	0 31
Kin Hee, 1-lb. tins.....	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars.....	0 30
English Breakfast, ground only 1-lb. tins.....	0 18

JAMES TURNER & CO. Per lb.

Mecca.....	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio.....	0 12½

E. D. MARCEAU, Montreal. Per lb.

"Old Crow" Java.....	$0 25
" Mocha.....	0 25
"Condor" Java	0 30
" Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha.....	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case.....	0 20
Madam Huot's coffee, 1-lb. tins.....	0 31
" " " 2-lb. tins.... ...	0 30
100 lb. delivered in Ontario and Quebec.	
Rio No. 1.....	0 15
Condor I. 40-lb. boxes	45c.
" II, 40-lb. boxes	42½c.
" III, 80-lb. boxes.....	37½c.
" IV, 80-lb. boxes.....	35c.

WILLISON'S TURKEY COFFEE.

	Per lb.
1-lb tins, 48-lb cases.....	31

S. H. & A. S. EWING'S.

	Per lb
Mocha and Java coffee, in 1-lb tins, 30-lb cases.....	32
Mocha and Java coffee, in 2-lb tins, 30-lb cases.....	29

Cheese.

Imperial—Large size jars....per doz.	$8 25
Medium size jars ..... "	4 50
Small size jars..... "	2 40
Individual size jars ..... "	1 00
Imperial holder—Large size "	18 00
Medium size ..... "	15 00
Small size ..... "	12 00
Roquefort—Large size ..... "	2 40
Small size..... "	1 40

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co. Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unbered.	Covers and Coupons numbered.
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c

Allison's Coupon Pass Book.

$1 00 to 3 00 books 3	cents each
5 00 books 4	"
10 00 " 5½	"
15 00 " 6½	"
20 00 " 7½	"
25 00 " 8	"
50 00 " 12	"

Cane's Clothes Pins.

UNITED FACTORIES, LIMITED.

Clothes pins (full count), 5 gross in case, per case.....	$0 00

RECKITT'S BLUE and ZEBRA PASTE {Always give your Customers Satisfaction.

—ever on the increase—

the demand for

"Crown" brand Table Syrup—

and from all parts of Canada.

Always Ready and Promptly Shipped:

2-lb. tins—cases 2 doz. Also in Brls., ½-Brls, Kegs and Pails.
5 " " " 1 "
10 " " " ½ "
20 " " " ¼ "

Freight paid on 5 cases and over to all railway stations East of North Bay.

—Your demand from your customers will increase if you sell them **"Crown" brand Table Syrup**—the best and most satisfactory syrup in Canada. Ask for **"Crown" brand.**

Look for the "Crown" on the package.

MANUFACTURED ONLY BY

EDWARDSBURG STARCH CO'Y, Limited

ESTABLISHED 1858

63 Front St. East, TORONTO, ONT. | Works: CARDINAL, ONT. | 164 St. James St., MONTREAL, P.Q.

4 doz. packages (12 to a case)..... 0 75
6 doz. packages (12 to a case)..... 0 95

Cleaner.

	Per doz.
4-oz. cans	$ 0.90
6-oz. "	1.35
10-oz. "	1.85
Quart "	3.75
Gallon "	10.00

Wholesale Agents.
The Davidson & Hay, Limited, Toronto.

Extracts.

HENRI JONAS & CO.

	Per gross.
-oz. London extracts	$ 6 00
2-oz. " " (no corkscrews)	5 50
2-oz. " "	9 00
2-oz. Spruce essence	6 00
2-oz. " "	9 00
2-oz. Anchor extracts	12 00
4-oz. " "	21 00
1-oz. " "	36 00
1-lb. " "	70 00
1-oz. flat "	9 00
2-oz. flat bottle extracts	18 00
2-oz. square bottle "	21 00
4-oz. " " (corked)	36 00
8-oz. " " "	72 00

	Per doz.
8-oz. " glass stop extracts	$3 50
8-oz. " " "	7 00
2½-oz. round quint essence extracts	2 00
4-oz. jockey decanters "	3 50

Food.

	Per doz
Robinson's patent barley ½-lb. tins	$1 25
" " " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " " 1-lb. tins	2 25

Ge'atine.

	Per gross.
Knox's No. 1 sparkling	$15 00

	Per doz.
" " " 6 doz., at	$ 1 30
" No. 3 acidulated, at	$ 1 50

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant " "	1 85
Other jams	$1 56 1 90
Red currant jelly	2 75

T. UPTON & CO.

Pure Fruit Jams—

1-lb. glass jars, 2 doz. in case, per doz.	$0 95
2½-lb. tin pail, 2 doz. in crate, per lb.	0 06½
5 and 7-lb. tin pails, 8 and 9 pails to crate, per lb.	0 06
7, 14 and 30-lb. wood pails, "	0 06
Pure Fruit Jellies—	
1-lb. glass jars, 2 doz. in case, per doz.	0 95
7, 14 and 30-lb. wood pails, per lb.	0 06
Home Made Jams—	
1-lb. glass jars (16-oz. gem.) 1 doz. in case, per doz.	1 50
5 and 7-lb. tin pails, per lb.	0 09
7, 14 and 30-lb. wood pails "	0 09

BRAND & CO.

Brand's calf's foot	$3 50
Real turtle jelly	7 75

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" " 100 sticks	0 73
Dulce large cent sticks, 100 in box	

Lye (Concentrated).

GILLETT'S PERFUMED.

	Per case.
1 case of 4 doz.	$ 3 60
3 cases "	3 50
5 cases or more	3 40

Matches.

UNITED FACTORIES, LIMITED.

	Per case.
Surelight (Parlor)	$3 50
Flashlight (Parlor)	5.75
Kodak (Sulphur)	3 80

Mince Meat.

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., ¼-lb. tins, per doz.	$ 1 40
" ½-lb. tins "	2 50
1-lb. tins "	5 00
Durham 4-lb. jar, per jar.	0 75
" 1-lb. jar "	0 25
F. D., ¼-lb. tins, per doz.	0 85
" ½-lb. tins "	1 45

HENRI JONAS & CO.

	Per gross.
Pony size	$ 7 50
Imperial, medium	9 00
Imperial, large	12 00
Tumblers	12 00
Mugs	13 20
Pint jars	18 00
Quart jars	4

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—	
¼-lb. tins, per lb.	$ 0
½-lb. tins "	0 35
1-lb. tins "	0 32½
4-lb. jars, per jar	1 20
1-lb. jars "	0 35
Old Crow," 12-lb. boxes—	
¼-lb. tins, per lb.	0 25
½-lb. tins "	0 23
1-lb. tins "	0 22½
4-lb. jars, per jar	0 70
1-lb. jars "	0 25

Olive Oil.

	Per case
Barton & Guestier's quarts	$ 8 00
" " pints	9 00

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand 1-lb. glass	$1 50
" " quart gem jars	3 40

T. UPTON & CO.

1-lb. glass jars, 2 doz. case, per doz.	$ 0 95
Home-made, in 1-lb. glass jars "	1 50
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 06

CLEMES BROS.

Pure fruit stock—	
10-oz. glass jars, 2½ doz. case, per doz.	$1 00
16-oz. glass jars, 2 doz. case "	1 50
Quart gems, 1 doz. case "	3 35
In 5-lb. tins, per lb.	09

Pickles.

STEPHENS'.

A. P. Tippett & Co', Agents.

Cement stoppers (pints), per doz.	$ 2 30
Corked " "	1 90

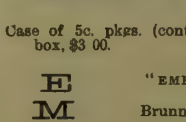
Sauces.

BRAND & CO.

Worcester	$1 85
Tomato catsup	2 60
Mayfair relish	2 60
Indian chutney	1 75
Mango "	2 25
A 1	1 70 2 60 3 15

Soda.

COW BRAND.



Case of 1-lb. containing 60 pkgs., per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. (containing 96 pegs.), per box, $3 00.

E M P I R E — "EMPIRE" BRAND.
Brunner, Mond & Co.
Case 120 ¼-lb. pkts. (60 lb.), per case, $2 70.
Case 96 10-oz. pkts. (60 lb. case, $2 80.

"MAGIC" BRAND.

	Per case.
No. 1, cases, 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " { 30 1-lb. " / 60 ½-lb. }	2 75

No. 5 Magic soda—cases 100—10-oz. pkgs.

1 case	2 85
5 cases	2 75

"BEE" BRAND.

"Bee" brand, 8 oz., cases, 120 pkgs.	Per
" " 10 oz., cases, 96 pkgs.	case
" " 16 oz., cases, 60 pkgs.	$2 75

Soap and Soap Powders

A. P. TIPPET & CO., Agents

Maypole soap, colors, per gross	$10 20
" " black "	15 30
Oriole soap "	10 20
Gloriola soap "	12 00
Straw hat polish "	10 20

Two Lines That Lead.

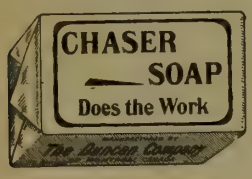
A Vinegar with Advantages.

You want a brand absolutely pure. One which will keep a long time without deteriorating. One known for its delicate aroma and its excellent flavour. **Hill, Evans & Co.** (Worcester, Eng), produce **the** one. A Malt Vinegar which is unapproached by any other for these essential properties. A Vinegar you may always rely upon.

Quinine Wine with a Reputation.

Robert Waters' Quinine Wine enjoys a 50-year reputation as the finest tonic known.

Export Agents—ROBT. CROOKS & CO., Botolph House, Eastcheap London, England.



CHASER SOAP.

1 case	$2 40
5 cases	2 30
10 cases	2 20
20 cases	2 10

5 per cent. 10 days or 60 days acceptance.
Babbitt's "1776" 100 6-oz. pkgs. $3.50 per bx.
5 boxes, freight paid and a half box free.
Babbitt's "Best" soap, 100 bars, $4 10 per bx.
Potash or Lye, bxs., ea. 2 dz., $2 per bx.
WM. H. DUNN, AGENT.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. cartons	$ 0 06
No. 1 " " 3-lb. "	0 06
Canada laundry	0 05
Silver gloss, 6-lb. draw-lid boxes	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05½
Benson's enamel....per box 1 25 to	2 50
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 06½
Canada Pure Corn	0 05½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps	0 08½
"Bee" brand, cases, 4 packages	5 00

BRANTFORD STARCH WORKS, LIMITED Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 05
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 06
Barrels, 200 lb.	0 05½
Kegs, 100 lb.	0 05¾
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
3-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 45 cartons, per case	40
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 05½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 06½
Crystal Maise Corn Starch—	
1-lb. packages, boxes 40 lb.	0 06½

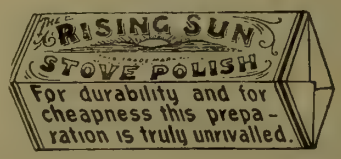
ST. LAWRENCE STARCH CO., LIMITED. Ontario and Quebec.

Culinary Starches—	
St. Lawrence corn starch, 40 lb	0 06½
Durham corn starch, 40 lb	0 05½
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 06
" 3-lb. cartons, 36 lb.	0 06
" 200-lb. bbl.	0 05½
" 100-lb. kegs	0 05½
Canada Laundry, 40 to 46 lb.	0 05
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 05½

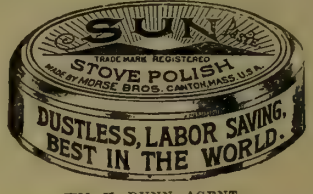
OCEAN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$8 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00



WM. H. DUNN, AGENT.

	pr. dz.
Enameline No. 4, bxs., ea. 3 dz.	0 38
Enameline No. 6, bxs., ea. 3 dz.	0 65
Enameline liquid, bxs, ea. 3 doz.	0 75
Blackene, 5-lb. cans, per lb.	0 10

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

	Per case.
Enamelled tins, 2 doz. in case	$2 40
Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 90
5 " 1 " "	2 35
10 " ½ " "	2 25
20 " ¼ " "	2 10

(10 and 20 lb. tins have wire handles.)

"BEAVER" BRAND.

	Per case.
1 gal. tins, square, 6 in case	$4 40
½ gal. tins, round, 12 in case	4 50
¼ gal. tins, round, 24 in case	4 60

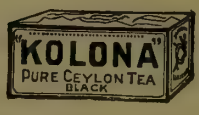
SMALL'S BRAND—Standard.

	Per case.
1 gal. tins, square, 6 in case	$4 70
½ gal. tins, round, 12 in case	4 90
¼ gal. tins, round, 24 in case	5 30

Teas.

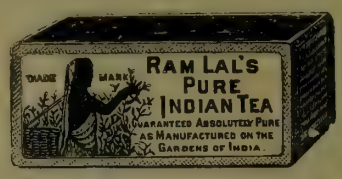
SALADA CEYLON.

	Wholesale.	Retail.
Brown Label, 1's	$0 20	$0 25
" " ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c	$0 19
" " ½-lb., " "	0 20
Blue Label, retail at 30c	0 22
Green Label. " 40c	0 28
Red Label, " 50c	0 35
Orange Label, " 60c	0 42
Gold Label, " 80c	0 55



Cases, each 60 1-lb.	$0 35
" " 60 ½-lb.	0 35
" " 30 1-lb.	0 35
" " 120 ½-lb.	0 36

LUDELLA CEYLON, 1's AND ½'S PKGS.

Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

"CROWN" BRAND.

	Wholesale.	Retail.
Red Label, 1-lb. and ½s	$ 0 35	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb.	0 19	0 25
Green Label, ½s	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—	
"Condor" III 80-lb. boxes	$0 37
MD AAA Japan, 40 lb "at	0 37½
" AA 40 "	0 35
Blue Jay, basket fired Japan, 70 lbs.	0 30
"Condor" IV 80-lb. "	0 43
" V 80-lb. "	0 30
" XXXX 80-lb. boxes	0 25
" XXXX 30-lb. "	0 26
" XXX 80-lb. "	0 22½
" XXX 30-lb. "	0 23½
" XX 80-lb. "	0 20
" XX 30-lb. "	0 21
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 28½

Black Teas—"Nectar" in lead packets	
Green Label.....retails	0 26 at 0 20
Chocolate Label.... "	0 35 at 0 25
Blue Label..... "	0 50 at 0 36
Maroon Label..... "	0 60 at 0 45
Fancy tins—Chocolate, 1-lb	0 32½
" " —Blue, 1-lb.	0 42½
" " —Maroon, 1-lb.	0 50
" " —Maroon, 1-lb.	1 56

"Condor" Ceylon black tea in lead packets	
Green Label, ¼s, ½s and 1s, 60-lb. cases.....retail	0 25 at 0 20
Grey Label, ¼s, ½s and 1s, 60-lb. cases.....retail	0 30 at 0 23
Yellow Label, ¼s and 1s, 60-lb. cases.....retail	0 35 at 0 26
Blue Label, ¼s, ½s and 1s, 50-lb. cases.....retail	0 40 at 0 30
Red Label, ¼s, ½s and 1s, 50-lb. cases.....retail	0 50 at 0 34
White Label, ¼s, ½s and 1s, 50-lb. cases.....retail	0 60 at 0 40

Black Teas—"Old Crow" blend—	
Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1 per lb.	0 35
No. 2 "	0 30
No. 3 "	0 25
No. 4 "	0 20
No. 5 "	0 17½

LIPTON'S TEA (in packages).

Color of Label.	1 lbs & ½ lbs. per lb.	¼ lbs. per lb.	Sold for per lb.
Ceylon-India, Ex. ch'st A Yellow	45	47	70
" " B Red	40	42	60
" No. 1 C Pink	35	37	50
" 2 C Orange	28		40
" 3 C L. Blue	22		30
" 4 C L. Green	20		

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 3½s, 5s. and 10s.	$0 39
" Amber, 8s. and 3s.	0 60
Chewing—Stag, bars, 10½oz.	0 43
" Bobs, 5½s. and 11s	0 44
" " 10½ oz. bars, 6s	0 44
" Currency, 12 oz. bars, 12s	0 47
" " 6½s. and 12's	0 47
" Old Fox, narrow, 12s	0 47
" Snowshoe, 14½oz b'rs, sp'c'd 6½	0 51
" Pay Roll, 7s and 6½s	0 53
" Fair Play, 8s. and 13s	0 53

Vinegars.

E. D. MARCEAU, Montreal. Per gal.

EMD, pure distilled, highest quality	$0 30
Condor, pure distilled	0 25
Old Crow	0 20

Special prices to buyers of large quantities

GRIMBLE'S MALT.

Bulk, ¼-casks, 25 gals	$5 45	$10 95
" casks, 60 "	10 25	22 40
Bottles, cases, 3 doz.	3 25	4 40

Washing Powder.

FAIRBANK'S GOLD DUST.

Five cases assorted—	
24 25c. packages	$4 65
100 10c. "	7 80
100 5c. "	3 90

Freight prepaid.

Cane's Woodenware.

UNITED FACTORIES, LIMITED.

	Per doz
Washboards, Victor	$1 35
" Crown	1 45
" Improved Globe	1 60
" Standard Globe	1 70
" Original Solid Globe	2 00
" Superior Sld. Bk. Globe	2 15
" Jubilee	2 10
" Pony	0 95
Diamond King (glass)	3 10
Tubs, No. 0	10 50
" " 1	8 50
" " 2	7 50
" " 3	6 50
Pails, No. 1, 2 hoops	1 75
" "	1 90

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case	$1 00
Gillett's cream yeast, 3 doz.	1 00
Jersey cream yeast cake, 3 doz. 5c.	1 00
Victoria " " 3 doz. 5c.	1 00
" " " 3 doz. 10c	1 80

THE ONLY ESSENCE PRESCRIBED BY THE MEDICAL PROFESSION OF KING EDWARD'S DOMINIONS FOR PURITY AND EXCELLENCE OF QUALITY.

Bromley's Coffee Essence

NO GLUCOSE
NO CARAMEL
NO COFFEE FININGS
used in its manufacture.

WARRANTED under the FOOD AND DRUGS ACTS.

A SURE TRADE WINNER.

THE BEST SAUCE AND THE BEST VALUE IN THE WIDE WORLD.
IT PLEASES THE MOST FASTIDIOUS PALATE.

THE RESULT OF SEVEN YEARS SPENT IN SCIENTIFIC EXPERIMENT AND RESEARCH.

DR. LAING'S CREAM SAUCE

ITS CERTIFICATE OF CHARACTER IS UNQUESTIONABLE.

The only Sauce in the world in which has been successfully achieved the thorough emulsification and blending therein a suitable proportion of
PURE GRAPE JUICE AND RICH DEVONSHIRE CREAM.

SOLE AGENTS FOR CANADA: W. G. PATRICK & CO., Merchants, 29 Melinda St., TORONTO

COX'S GELATINE

ALWAYS TRUSTWORTHY

Established 1725.

Agents for Canada:
C. E. COLSON & SON, Montreal.
D. MASSON & CO., Montreal.
ARTHUR P. TIPPET & CO., Toronto, St. John, N.B., and Montreal.

THE PEOPLE OF
JAMAICA
are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the
KINGSTON "GLEANER"
might bring inquiries. Better write for rates to
I. C. STEWART, Halifax.

BASKETS

We make them in all shapes and sizes. We have

Patent Strawboard Berry Box
Grain and Root Baskets,
Clothes Baskets,
Butcher Baskets,

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE . . .
Oakville Basket Co.
Oakville, Ont.

You are Interested in Something.

Why not get the best items that are printed on the subject.

We read and clip thousands of newspapers every week — therefore we can equip you **speedily** and **economically** for a debate, speech, lecture, essay or anything else requiring up-to-date information and more of it than your competitors are likely to get.

Terms—100 Clippings,	$ 5.00
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Send for our Booklet which fully explains the scope of the clipping industry.
We have also lists of firms in every branch of trade in the Dominion, the professions, club members, society, etc., and we are prepared to address and mail circulars or letters to these at any time.

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232 McGill Street, MONTREAL, QUE.
Telephone Main 1255.
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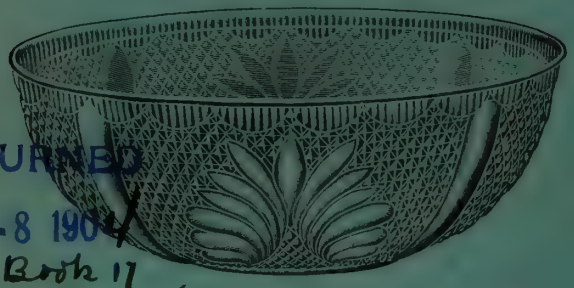
is Honest Goods and just the Thing on Which to Make or Extend a Business.

McLAREN'S
COOK'S FRIEND
BAKING POWDER.

The Best Grocers make a point of Keeping it always in Stock.

This large Crystal Glass Berry Bowl, to retail for..... **10c.**



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WRITE FOR PARTICULARS OF OUR "RADIUM" ASSORTMENT.

GOWANS, KENT & CO.,

TORONTO and WINNIPEG.

16 Front street East. Main street.

"Perfectly clean from our kitchen to your customer's."

There is no better Mince Meat on the market than

Wethey's Mince Meat

One try will satisfy your customers of that. There is no better seller either, one try will satisfy you of that.

Perfectly clean, wholesome Mince Meat, done up in dainty packets. Why don't you sell it?

J. H. Wethey, Limited
ST. CATHARINES, ONT.

Crosse & Blackwell's

Celebrated Candied and Drained Peels.

ORANGE, LEMON, CITRON and MIXED (O. L. & C)

7-lb. Tins, 7-lb. Wood Boxes and 1-lb. Cartoons.

SPECIALLY LOW NEW SEASON PRICES.

C. E. COLSON & SON, AGENTS, MONTREAL

"KKOVAH" REG'D
SUPERIOR TO ALL
Jellies
FLAVORED WITH RIPE FRUIT JUICES ONLY.

"KKOVAH"
JELLIES (all flavors).

"KKOVAH"
CUSTARD POWDERS.

"KKOVAH"
BLANC MANGE POWDERS, Etc.

JAMES R. GREIG,
Agent,
MONTREAL.

VOL. XVIII. MONTREAL AND TORONTO, APRIL 15, 1904. NO. 16.

THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, General and Allied Trades in Canada.

PUBLISHED EVERY FRIDAY

CIRCULATES IN EVERY PROVINCE

Keen's Oxford Blue

The Old Reliable Blue, which every Grocer in Canada **knows.**

Made by the proprietors of

KEEN'S MUSTARD.

IT SHINES

Among the Biscuits of its kind.

Because
Its
Quality
is
Right
and

Storekeepers Can Commend It.

CHRISTIE, BROWN & CO., Limited

TORONTO and MONTREAL

ADOLPHE E. SMYLIE, President — HENRY ROWLEY, Vice-Pres't — H. W. PETHERBRIDGE, Sec'y and Treasurer

NATIONAL LICORICE CO.

Successors to
YOUNG & SMYLIE
BROOKLYN, N. Y.
S. V. & F. P. SCUDDER
BROOKLYN, N. Y.
MELLOR & RITTENHOUSE CO.
CAMDEN, N. J.
H. W. PETHERBRIDGE
BROOKLYN, N. Y.
DOMINION LICORICE & NOVELTY CO.
TORONTO, CAN.

Y. & S., SCUDDER, and M. & R. Brands of PURE STICK LICORICE, Acme Licorice Pellets, M. & R. Wafers in bags, Licorice Lozenges, and a full line of Licorice Specialties, including the celebrated soft licorice lines sold under the Company's brands as follows: THE FLEXIBLE LICORICE, THE PLIABLE LICORICE, THE ELASTIC LICORICE.

OFFICE—106 JOHN ST.
106-116 John St., 227-237 Plymouth St., } Brooklyn, N.Y.
Illustrated Catalogue on request.

THE AUER GAS LAMP

"Turns night-time into day-time"

NEW MODELS. LOWER PRICES.

We offer you the best made lamp on the market, built scientifically.

We offer you a lamp that will light your store for half the cost of kerosene.

We offer you a lamp that is safer than a coal oil one.

We offer you a lamp which you can sell at a good profit.

No. 25
100 Candle Power.

Do you want the Agency for it?

THEN WRITE FOR OUR CATALOGUE AND DISCOUNTS.

EVERY LAMP GUARANTEED.

AUER LIGHT CO., 1682 NOTRE DAME ST., MONTREAL.

BRUNNER, MOND & CO.'S

SODAS

Bicarb
Sal
Concentrated Sal
Caustic

EVERYWHERE KNOWN TO BE THE BEST.

WINN & HOLLAND, Sole Agents for Canada, MONTREAL

OAKEY'S 'WELLINGTON' KNIFE POLISH

The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

JOHN OAKEY & SONS, LIMITED
MANUFACTURERS OF
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England
Agent:
JOHN FORMAN, 644 Craig Street
MONTREAL.

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Capital and Surplus, $1,500,000. Offices Throughout the Civilized World.
Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker o mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

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VANCOUVER, B.C. — WINNIPEG, MAN.

THOS. C. IRVING, Gen. Man. Western Canada. Toronto.

This Kind Of A Man

does not jump at conclusions — ***he investigates!*** He is not "a penny wise and pound foolish," you can rest assured of that. He is not misled into buying new things said to be "just as good" as the old standard, time-tested articles of trade.

And as he buys, so he sells and builds up confidence among his customers. You'll find a clean stock in ***his*** store — nothing unsalable, because ***"Standard goods are best to handle."***

COX'S
Powdered Gelatine.

The new Gelatine is **new in form only.** It is Sparkling Gelatine reduced to powder, and retains all its old, good qualities **with this addition,** that it **dissolves instantly in warm water.**

The "Griffin" Brand
California Fruits.

There is but one grade of quality in the "Griffin" brand, **the highest.** And this refers to the growing, the picking and the packing, which is all done right at the vineyards and orchards on the Pacific coast. You get the "Griffin" brand **always** at first hands—there is no tampering with the fruit en route, no short weight.

P. Codou's
Macaroni and Vermicelli.

The name P. Codou stands for the **very best quality** of Macaroni, Vermicelli and fancy pastes It is not alone because only the very best quality of Russian Wheat is used, but because of the long experience and consequent great skill of the makers. **They are standard goods.**

Arthur P. Tippet & Co., Agents,

8 Place Royale,
Montreal.

20½ Front Street,
Toronto.

Messrs. Grimble & Co.
LIMITED

Specially request the trade to consider quality when placing their orders for

VINEGARS

NOTE OUR GRADES.—Orleans No. 16, and Nos. 16, 18 and 24 malt, concentrated and distilled.

All inquiries addressed to their Canadian agent, Mr. I. S. Wotherspoon, 204 Board of Trade Building, Montreal, will receive prompt attention.

I. S. WOTHERSPOON,
204 Board of Trade Building,
MONTREAL, P. Q.

STERLING BRAND

PICKLES
RELISHES
CATSUPS

STERLING BRAND

No stock of pickles with any grocer can be complete unless he has a full range of the famous STERLING BRAND. They give character to the grocer's stock and gather around him the best class of customers.

No material is too good—too much care can not be given in the manufacture of these famous pickles. This is the rule of the manufacturer. Everything must reach a high ideal—or be excluded from the brand STERLING.

—If your wholesaler or jobber —cannot supply you, address —manufacturer direct.

The T. A. LYTLE COMPANY, Limited
124-128 Richmond St. West, TORONTO.

PORK AND BEANS

WHY NOT GET THE BEST?

"RED CROSS"
"LITTLE CHIEF"
"AYLMER" "LOG CABIN"
"DELHI"
"SIMCOE"

ARE THE BEST.

PRICE LOWEST. QUALITY HIGHEST.

Write your wholesale house TO-DAY for prices on any of the above brands. They will interest you.

GUARANTEED UNIFORMITY—Every grocer who handles coffee knows the value of getting it uniform ; a careful system of registering orders assures your coffee being always the same, if you handle

S. H. & A. S. EWING'S
High-Grade COFFEES

You are not experimenting when you place your order with a firm whose reputation for high-grade goods (both Coffee and Spices) has stood over half a century. Order now.

THEY EARN THEIR COST

while you pay for them.

SOLD ON EASY MONTHLY PAYMENTS.

The Computing Scale Co. of Canada, Limited

164 King Street West, Toronto, Canada.

Manufacturers of...

DAYTON COMPUTING SCALES.
MONEY-WEIGHT SCALES.

SOCKEYE SALMON

"Sovereign" and "Lynx" Brands

ARE THE CHOICEST IN THE MARKET.

EVERY TIN GUARANTEED.

TO BE HAD OF ALL GROCERS.

Paid For Itself.

C. WILSON & SON, Limited, Scale Manufacturers,
TORONTO. HAMILTON, MAR. 19th, 1903.

DEAR SIRS:—

I have used your **BALL-BEARING COMPUTING SCALE** for several years now and I believe it has paid for itself a good many times over during that period. Most of my profits went to my customers in overweights in the past. Now I have a little left for myself.

Yours truly, ———

One of a hundred similar testimonials secured by us. Let us put you on the same road to prosperity. Catalogue free for the asking.

C. WILSON & SON, Limited. **TORONTO.**

A change is coming about in the dietetic habits of the people. They are taking the advice of experts and are eating more fish and less meat.

You should take advantage of this change.

Especially if you know of any among your customers who are forever trying to get on good terms with their stomachs, you should have these new fish products on your shelves:—

"HALIFAX," "ACADIA" and "BLUENOSE"
BRANDS OF PREPARED CODFISH.

If you have them and keep them to the front you'll have no difficulty in selling them rapidly; and you can be sure of a good profit on every package.

People that want to get something that will agree with them, will be sure to buy; and once they buy they will become fast friends, for these fish are good for the health. Besides, they are so convenient for use, and so clean, that people cannot help liking them.

BLACK BROS. & CO., LIMITED
OFFICE, Halifax, N.S. FACTORY, LaHave, N.S.
A. H. BRITTAIN & CO., Selling Agents, Board of Trade Building, **MONTREAL.**

Absolutely the most satisfactory Teas for your trade are

JAPAN TEAS

always **pure, healthy,** always **fragrant** and **delicious**—and what is to your interest,—they pay you a good profit.

CORKS——

—We have special job lots of Grocery Corks, all sizes and shapes.
—Will be pleased to submit samples and prices suitable for grocery
—trade. You are often asked for corks, why send your customers to
—the drug stores when you can supply them?

S. H. EWING & SONS
96 KING ST., MONTREAL.
Telephone Bell Main 65.
" Merchants 522.

Toronto Branch, 29 Front St. West
TELEPHONE MAIN 2059
Telephone orders receive prompt attention.

THE
MOST PROFITABLE to the GROCER
and
MOST SATISFACTORY to the LAUNDRESS

is **Cold Water** **STARCH IVORINE**

ASK TRAVELLERS THE PRICE

THE ST. LAWRENCE STARCH CO., Limited, - PORT CREDIT, ONT.

TEA ROSE DRIPS

A DELICIOUS TABLE REQUISITE

—the best product of its kind. Tea Rose Drips is a pure cane sugar syrup of delicious flavor, put up into attractive sealed cans, which prevent any loss in weight or deterioration.

ROSE & LAFLAMME, Agents,
MONTREAL.

PATERSON'S
WORCESTERSHIRE
SAUCE

sells quickly, because of its great merit. It affords the dealer a good profit—what more do you want?
Have you enough in stock?

ROSE & LAFLAMME,
AGENTS, MONTREAL.

Facts

The question of EXTRACT is one of supreme importance in deciding the true value of tea. The climatic conditions, together with the remarkable fertility of soil, make **CEYLON** at once the most favourable of all lands for the successful maturity of the tea plant, and on infusion **CEYLON TEA, Green or Black,** will be found to give GREATER EXTRACT pound for pound than any other growth.

Buy Only . . .

CEYLON TEA

GREEN or BLACK.

You get the highest value.

Sell Only . . .

CEYLON TEA

GREEN or BLACK.

You give the highest value.

TEA.

AGENTS REQUIRED in Canada and United States to sell and obtain wholesale orders for **Ceylon Black** and **Green Teas** on commission. Apply,

"COMMISSIONER,"
CANADIAN GROCER,
109 Fleet Street E.C. London, Eng.

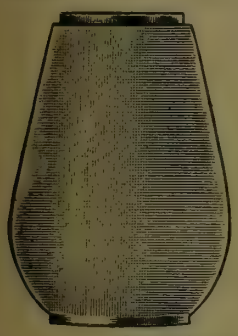
Use Live Bait.

R-O-Y-A-L
S-A-L-A-D D-R-E-S-S-I-N-G

Catches Trade
and Holds all it catches.
Let your customers know you recommend the BEST.
It will make you money.
ROYAL SALAD DRESSING is making new friends every day.

The Horton-Cato Mfg. Co.,
DETROIT, MICH., - WINDSOR, ONT.

ARE YOU USING OUR



Cold Blast or Jubilee Globes

Aetna or Quaker Flint Chimneys?

Give them a Trial.

THE SYDENHAM GLASS CO.
OF WALLACEBURG, LIMITED.

They Cost Less Than Nothing

Literally, ALLISON COUPON BOOKS cost less than nothing. By using them a mistake is impossible, thus saving many times what we charge for them. Hence, by absolutely saving a great deal more than you pay for them, they not only cost less than nothing, but you receive a great, big premium with every book you buy.

IF A MAN WANTS CREDIT

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. **NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING.** There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.
C. O. BEAUCHEMIN & FILS, MONTREAL.
ALLISON COUPON CO., Manufacturers, Indianapolis, Indiana.

You Spend Money Foolishly

When you buy tomatoes at $1.00 a doz. or more — tomatoes containing skins, seeds and fibre — when you can buy **Tomato Pulp at $1.00 dozen** f. o. b. Burlington. Pulp is free from skins, seeds and fibre.

The Burlington Canning Co.
Limited
BURLINGTON, ONT.

Want Ads.

In this paper cost 2 cents per word first insertion, 1 cent per word subsequent insertions. Contractions count as one word, but five figures (such as $1,000) may pass as one word. Cash remittance to cover cost **must in all cases** accompany orders, otherwise we cannot insert the advertisement. When replies come in our care 5 cents additional must be included for forwarding same. Many large business deals have been brought about through advertisements of 20 or 30 words. Clerks can be secured, articles sold and exchanged, at small expenditure.

MacLEAN PUBLISHING CO., Limited
Montreal and Toronto.

STRONG DURABLE LIGHT

POROUS AND CHEAP

Sell Flower Pots

Our No. 1 and No. 2 Assortments, $5.10 and $4.15 respectively. Specially gotten up for grocers and general stores. Write for list.

The FOSTER POTTERY CO.
HAMILTON, ONT. Limited

ROW'S GUM
in Lumps, 5c. Pkgs., in 1c. Stick, in 5c. Bars.

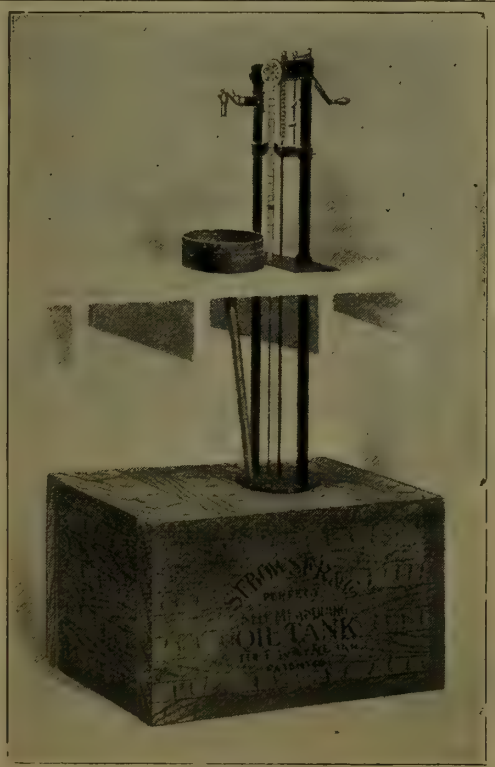
ROW & CO., Morristown, N.Y., and Brockville, Ont.

"ACME" TABLE SALT

Ask your wholesale grocer for it. Put up in 24 2-lb. cartoons in a case, and in 50-lb. box.

TORONTO SALT WORKS, Toronto, Ont

Waste Means Loss of Profits



BASEMENT OUTFIT.-

THAT'S WHY THERE'S SO LITTLE PROFIT IN HANDLING **OIL** OR **GASOLINE** IN THE **OLD** WAY.

STOP THE WASTE

CAUSED BY EVAPORATION AND LOSS FROM LEAKY BARRELS AND DIRTY "SLOPPY" MEASURES BY INSTALLING AN IMPROVED

BOWSER 3 MEASURE --SELF-- MEASURING OIL TANK

It's the New Way

It pumps a gallon, half gallon or quart directly into the customer's can without use of measure or funnel

No Waste of Oil
No Loss of Time or Labor
No Dirty Oil-soaked Floors

We shall be glad to explain more fully.

ASK FOR CATALOGUE "B." IT'S FREE

S. F. BOWSER & CO., FORT WAYNE INDIANA.

A PURE SUGAR

PRODUCED BY

MODERN METHODS.

NOTHING BETTER FOR PRESERVING
AND GENERAL HOUSEHOLD USE THAN

Crystal Granulated

MANUFACTURED BY

THE WALLACEBURG SUGAR CO., Limited

WALLACEBURG, ONT.

DON'T

have to acknowledge that you haven't got

JAMES' DOME BLACK LEAD

the original dome-shaped, best known, and best black lead in the world.

W. G. A. LAMBE & CO., Canadian Agents.

What use or uses has a Coffee Essence? It is admirable for use in the sick room, where a cup of Coffee is desired quickly and of perfect strength and quality. It is a good thing to keep in the house for emergency Coffee needs. It is a capital article to take along for Summer Picnics, Outings, etc. **And the best Coffee Essence in the world is BROMLEY'S.**

Dr. Laing's Cream Sauce is the result of seven years' scientific experimenting. It is unquestionably **the best value in the wide world.** A table delicacy fit for a king.

Cerebos Salt is fit for a king and used by a king. It is as far removed from ordinary table salts in excellence as common salt is from crude salt.

These Three Specialties can be and ought to be sold by every grocer in Canada with any pretension to doing a fine trade.

SOLE AGENTS FOR CANADA,

W. G. PATRICK & CO.,

MERCHANTS,

29 Melinda St., - - - - Toronto.

EVERY TIME

you sell an article that has quality to back it like

REINDEER BRAND

condensed milk you do yourself good. Be sure you have it in stock.

W. G. A. LAMBE & CO., Agents.

AURORA CORN SYRUP

A Pure Golden Syrup Made from Golden Grain. A Great Spread for Daily Bread.

Better in flavor and purity than any other.
Good for everybody. A pleasaant surprise to all.

2-lb. tins, cases, each 24 tins, $1.90 per case.
5 " " " 12 " 2.35 "
10 " " " 6 " 2.25 "
20 " " " 3 " 2.10 "

Freight paid on 5-case lots. Price subject to change without notice.

Ask our travellers about our Pure Maple Syrup.

W. H. GILLARD & CO., Wholesale Grocers, - HAMILTON.

Branch CANADA GROCERS LIMITED.

AS TO CLEANLINESS.

WOOD'S BOSTON COFFEES THOMAS WOOD & CO. IMPORTERS AND ROASTERS BOSTON, MASS. PURITY, UNIFORMITY AND EXCELLENCE GUARANTEED.

Every community is reminded nowadays that the Board of Health is abroad, and enforced cleanliness in public places is accepted as one of the measures for preventing disease.

The authorities find it a herculean task to ensure pure food and drink, for danger lurks everywhere in these necessities.

The Grocer who reads this should know that we ensure the purity of our goods before roasting by extracting all foreign deleterious substances.

Therefore, **WOOD'S COFFEES** are absolutely pure.

Canadian Factory and Salesroom,

No. 428 St. Paul St., MONTREAL.

WOOD'S BOSTON COFFEES THOMAS WOOD & CO. IMPORTERS AND ROASTERS BOSTON, MASS. PURITY, UNIFORMITY AND EXCELLENCE GUARANTEED.

PICKLES

It is moving time for PICKLES now.

ROWAT'S PICKLES

are always ready and profitable sellers.

ROWAT'S new and popular sizes will be in the hands of the wholesalers in a very short time. Look over your stock of Pickles and order through your jobber.

SNOWDON, FORBES & CO.
MONTREAL.

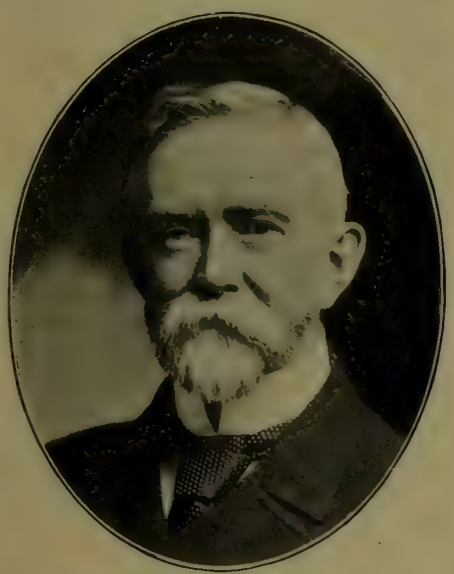
TEA AND ITS CULTIVATION*

JUDGING from the records of their literature tea was known to the Chinese as far back as three thousand years before Christ. Outside of Chinese literature the earliest mention of tea is found in the writings of an Arabian merchant named Soliman, who lived about a thousand years ago. The next notice of it in Western literature is a reference by Bolero to information received from Jesuit missionaries to the effect that the Chinese possessed an herb out of which they obtained a delicate juice serviceable as a drink instead of wine. The writer also makes some laudatory remarks as to its healthful qualities, and compares it with wine, not at all to the advantage of the latter beverage.

The date of its actual introduction into England cannot be ascertained with absolute certainty, authorities varying between 1591 and 1610. At first the price, as might be expected, was very high, being about 10 guineas ($50) per pound, which naturally restricted the use of it. Within the next 40 years, however, it seems to have come into more general use, and the first advertisement of its being for sale appeared in 1657. From that date, or a little later, it began to be imported into England in considerable quantities, mostly via Holland. The price began to decline directly, so much so, that one Thomas Garaway, whose vigorous advertising did much to popularize the use of tea, sold it in 1657 at from 10 shillings to 50 shillings per pound. Some of Mr. Garaway's advertisements of the virtues and merits of tea remind one of certain patent medicine advertisements of the present day. For instance: "It maketh the body active and lusty; it helpeth the headache, giddiness and heaviness thereof; it removeth the obstructiveness of the spleen; it is good against tipitude, distillations, and cleareth the sight, and is particularly good for men of corpulent body, and such as are great eaters of flesh, it easeth the frame and strengtheneth the memory."

Shortly afterwards the East India Tea Company got the exclusive privilege of importing tea into England. In 1678 they imported nearly 5,000 pounds, which seems to have pretty well glutted the market until 1684. In 1685 they imported over 12,000 pounds, and from that date down to the present, with slight variations up and down, there has been a steady increase in the quantity of tea imported into England, the amount in 1888 reaching 184,000,000 pounds and that in 1903 300,259,431 pounds.

The literature of the time from 1657 onwards contains numerous references



R. McKay, Manager of Blue Ribbon Tea Co., Toronto.

to tea, its growing use, its popularity, its merits and its faults. It is interesting to notice that a large part of many of the diatribes written against tea were based upon its supposed tendency to foster scandal and gossip. Tea was, however, not without its many warm and celebrated defenders who completely answered the attacks upon it. One of the most distinguished of these was the great Doctor Johnson, who described himself as a "hardened and shameless tea drinker, whose kettle has scarcely time to cool, who with tea amuses the evening, with tea solaces the midnight, and with tea welcomes the morning." One other eloquent advocate of the time replied to an attack upon tea as follows: "The progress of this famous plant has been something like the progress of truth, suspected at first, though very palatable to those who had courage to taste it, resisted as it encroached, abused as its popularity seemed to spread, and establishing its triumph at last in cheering the whole land, from the palace to the cottage, only by the slow but resistless efforts of time and its own virtues."

Extensive Use of Tea.

It might be noted as showing the extent to which the use of tea had spread by this time, that it had become a favorite subject for duties both in England and the colonies. The earliest duty on tea was in the time of Thomas Garaway in 1657. It is safe to say that none of the statesmen of that time had any idea of the tremendous extent to which the consumption of tea was ultimately destined to spread. If the eloquent advocates of tea of the earlier part of the eighteenth century could have been informed that in 1903 300,259,431 pounds would be imported into England, one can imagine with what triumph they would have welcomed the fact as vindicating and justifying their statements regarding it.

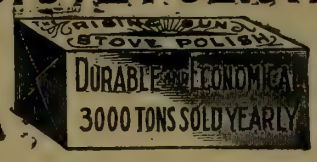
Passing from this brief historical notice to the more specific treatment of the subject, teas are divided, in the first instance according to the countries in which they are produced, namely China and Japan, India and Ceylon; the two latter, both for geographical reasons and on account of the similarity of the methods they employ in the cultivation and manufacture of the tea, we shall treat together.

The Tea Plant.

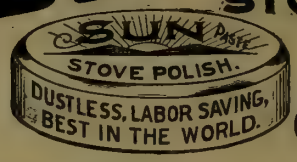
There is substantially only one tea plant, which was originally indigenous, and found native in the hill countries lying between India and China. Although there are numerous varieties, the tea plant, like others, is capable of almost infinite variation by crossing, hybridization, variation of climate, alti-

* An address delivered by Mr. R. McKay, manager of the Blue Ribbon Tea Company, Toronto, at the meeting of the Toronto Retail Grocers' Association, April 11, 1904.

RISING SUN STOVE POLISH IN CAKES
WELL KNOWN AND RELIABLE



SUN PASTE STOVE POLISH AND SUN PASTE STOVE POLISH IN TINS



GUARANTEED TO THE TRADE

Our packages are larger and more attractive in style than any others.
The quality of our goods is superior to anything else on the market.

MORSE BROS., Proprietors, Canton, Mass.

For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

tude, nature of soil, pruning, and different methods of cultivation.

China Tea.

In China from a very remote period tea has been cultivated in the gardens, and manufactured for use very much as it is at the present day, some slight modification in matters of fermentation and handling having been introduced on account of the European and American demand, which has come into existence in the last two or three centuries. In the main, however, the methods in China to-day are the same as those pursued three thousand years ago. Millions of acres are devoted to its cultivation, and millions of the population are dependent on the crop for their living. About 48,713,885 pounds were exported to England and America last year, and although no reliable figure can be obtained, it is estimated that the home consumption and the Central Asia trade and the Russian trade amount to about ten times that amount. In China the tea is grown by what we would call the small farmers. The shrubs are planted out in rows about four feet apart, and carefully tended and watered. The first picking of small quantities of the young and tenderest leaves takes place in April and May, a delicate operation, requiring skill and discrimination. The tea from this picking is known as the first crop tea, and is of the best quality, and is the most highly priced China tea. The second picking takes place about June or July when the foliage is at its fullest. In the third and last picking the coarse leaves, twigs, stalks, and everything that can be taken without damaging the plant, are picked.

Manufacture of Tea.

Tea is not manufactured on the estate where it is grown. After being withered it is carried to the hongs or factories where it is sold. After the buying for the day is over, the qualities are all sorted out, the leaves slightly fired, and then packed away tightly in dark stalls until fermentation commences. Then it is handed out to the pickers, in kitties of 11-3 pounds at a time, who pick out the brown leaves and stalks; the leaves that are left are gathered together and fired. This is the most important process of all, since the appearance, character and flavor depend largely on the skill and care of the firing. The firing is done over a charcoal fire. The tea leaves are spread thinly over a grating in a deep basket which is placed over the fire and dried, before undergoing a final rolling. When the whole of the leaf of one quality has been treated this way it is spread out on thin trays, heated and turned over to drain off any remaining moisture. And when perfectly dry and of a uniformly dark color, it is packed in the familiar lead-lined cases.

Green Tea.

The manufacture of green tea differs from black, mainly in that the leaves are not allowed to remain moist long enough for fermentation to take place. The leaves are fired a little as soon as picked, then rolled, and rapidly dried in iron pans over a charcoal fire. It might be mentioned here that much as to quality depends on the skill with which these processes are conducted. Green tea is often artificially faced and colored to improve its appearance, the Ping Suey kinds perhaps more than others. The small quantity of coloring matter used is perhaps not very injurious to health, the tea itself, however, is not so wholesome as the black, the essential oil being preserved in the leaf by this method of treatment. Oolong tea is prepared in the same manner as green tea only it is fired without rolling, and is not faced. All kinds of scented teas are flavored with scented flowers, which give them their distinctive aroma. In some high-priced scented teas the flowers are packed in alternate layers with paper between, and heated very gently so as to have the aroma permeate the whole tea.

Varieties of Teas.

China Congous or black teas are divided, generally speaking, into three groups, according to the district in which they are produced. North China Congou is generally shipped from Hankow and Shanghai, and comprises among other well known brands Moning, Ningchow and Keemuns. The tea from the Central District is usually shipped from Foochow, and is generally known as Kaisows, which include among some others, Panyongs, Packlums and Saryumes.

Green teas, or, as they are generally known, Young Hysons, are broadly divided into two classes, Moyunes and Ping Suey. The Moyune including the old style Gunpowder and a number of other brands, are the better class of green teas. The Ping Suey lacks the power and quality of the Moyune varieties. It is not infrequently a good looking tea, but is unfortunately not a good liquoring tea and very apt to be faced or colored. The consumption of China green teas has been for years rapidly decreasing, and it would be almost safe to say that there is very little pure China green tea used in this country where it is always mixed with black. The introduction within the last two years of Ceylon green teas, which are put up with great care and regard to purity, threatens to entirely supplant the use of China and Japan greens.

(To be continued).

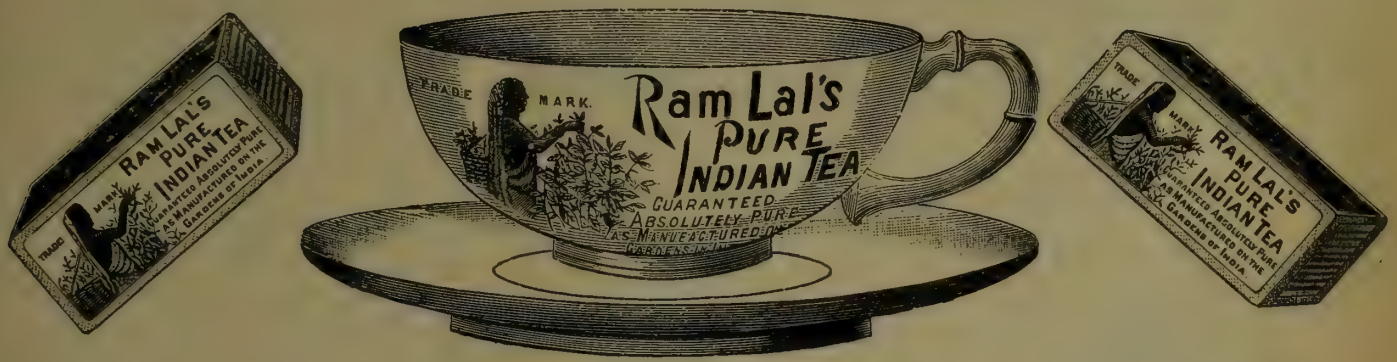
TO OUR CUSTOMERS:

We hope you have received any shipments that may have been delayed through weather conditions over which none of us had any control. We are now in a position to maintain our old record as "Quick Shippers" and you may depend on all orders being shipped the day they are received. If wanting goods in a hurry our telephones are alw ys at your disposal and all mail and telephone orders have our personal care.

LUCAS, STEELE & BRISTOL, Wholesale Grocers, **Hamilton.**

THE ORIGINAL QUICK SHIPPERS.

Everybody Drinks Ram Lal's


RAM LAL'S PURE INDIAN TEA
GUARANTEED ABSOLUTELY PURE AS MANUFACTURED ON THE GARDENS OF INDIA
TRADE MARK
Ram Lal's PURE INDIAN TEA
GUARANTEED ABSOLUTELY PURE AS MANUFACTURED ON THE GARDENS OF INDIA

AND EVERYBODY LIKES IT.

James Turner & Co.

Branch, Canada Grocers, Limited.

HAMILTON, ONT.

Write us for Samples

Teas and Coffees

Ceylon and **Indian** Greens, at 12c. to 18½c.—Special value. Try a sample lot.
Special values now in **Japans,** all grades, from 15c. to 35c.
Also Japan Siftings and Fannings, from 5c. up to 10c.
We carry a full range of all other kinds and our prices will prove attractive.
Pleased to send you samples. Say what grade and price you want.

James Rutherford & Co.

DIRECT IMPORTERS

27 St. Sacrament St. **MONTREAL.**

TEAS

We are offering exceptional value in all grades of Tea—

INDIA **HYSON**

CEYLON **JAPAN**

Our lines of Green Ceylon (Japan Style) surpass anything hitherto offered.
Communicate with us or see our travellers before buying. It will pay you.

THOS. KINNEAR & CO., Wholesale Grocers, 49 Front St. E., Toronto

Bensdorp's Royal Dutch Cocoa

NO OTHER COMPARES WITH IT.

IT'S DUTCH!

There is a richness of flavor and purity of taste about

Bensdorp's

ROYAL DUTCH COCOA that cannot be approached by any other brand. It is both easy to make and economical in use because of its high quality.

BENSDORP'S IS THE LEADING COCOA PRODUCT OF THE WORLD.

A. F. MACLAREN IMPERIAL CHEESE CO., LIMITED,
51 Colborne St., TORONTO, ONT.

Sole Agents for Ontario, Manitoba, North-West Territories and British Columbia.

Business Changes

ONTARIO.

A MEETING of creditors of Frezell & Thornton, cigar manufacturers, Ingersoll, was held on April 12th.

A. E. Cowan, grocer, Ottawa, has sold out.

D. A. Gunn, grocer, Sault Ste. Marie, has assigned to W. H. Carney.

The Leamington Canning Co., Leamington, have obtained a charter.

J. Bowman, general merchant, Rossport, has sold out to J. P. Healy.

R. Buckham, flour and feed merchant, Ottawa, is retiring from business.

The Canada Poultry & Produce Co., Stratford, have obtained a charter.

The West Lorne Canning and Evaporating Co., West Lorne, have sold out.

C. S. Rollins, general merchant, Coe Hill Mines, has sold out to Gunter Bros.

J. T. Robinson, general merchant, Bobcaygeon, has assigned to W. C. Moore.

The premises of W. A. Day, general merchant, Port Stanley, have been damaged by fire.

A meeting of the creditors of O. W. Martin, grocer, Trenton, is announced for April 15.

The property of the O'Neil Supply Co., general merchants, Elora, has been placed in charge of the sheriff.

QUEBEC.

J. G. Guinard, St. Pie De Guire, has assigned.

D. Jalbert, general merchant, St. Jerome, is dead.

The assets of the Montreal Cigar Co., Montreal, have been sold.

E. Gosselin, tea merchant, etc., Montreal, is starting in business.

Small & Blais, general merchants, Ste. Agathe, have registered.

The assets of H. Pepin, general merchant, Stanfold, were sold on April 12.

The assets of J. Parent & Co., general merchants, Rimouski, have been sold.

Larue & Clotier, dealers in grocers' sundries, etc., Montreal, have registered.

The assets of N. Rivard, general merchant, St. Paschal, were sold on April 9th.

The assets of L. S. Plamondon, general merchant, South Durham, have been sold.

The assets of O. Renaud, cigar merchant, Montreal, are advertised to be sold.

Upton's

NEW SEASON

ORANGE MARMALADE

now ready. Put up in 12 and 16-oz glass jars, 2-lb. cartoons, 5-lb. tin and 7-lb. wood pails.

Makes a delicious breakfast with toast.

A. F. MacLAREN IMPERIAL CHEESE CO., Limited, SELLING AGENTS. TORONTO.

Turgeon, Rancroft & Cie., millers, St. Victor De Tring, have dissolved partnership.

V. E. Paradis has been appointed curator to F. Galipeau, general merchant, Weedon.

The assets of Damiens & Co., general merchants, Fraserville, are advertised for sale.

The assets of T. E. Levesque, general merchant, St. Gedeon, were sold on April 12.

The assets of C. Garceau, general merchant, St. Barnabe, are advertised to be sold.

The assets of T. Fournier, general merchant, Cedar Hall, were sold on the 13th April.

The stock of N. Trembly, general merchant, St. Irenee, has been sold at 83⅓c on the dollar.

A meeting of the creditors of J. Samson, grocer, Ville Marie, is to be held on April 19.

The stock of N. Rivard, general merchant, St. Paschal, has been sold at 58c on the dollar.

P. Gagnon, general merchant, Ste. Flavie Station, is offering to compromise at 75c on the dollar.

A meeting of the creditors of Z. Forget, general merchant, North Temiscamingue, will be held on April 9th.

NOVA SCOTIA.

A. McLeod, general merchant, River Dennis Station, has assigned to G. O. Forsyth.

NEW BRUNSWICK.

W. H. Quinn, grocer, Fredericton, is dead.

MANITOBA AND N.W.T.

P. Reach & Co., grocers, McLeod, are giving up business.

K. Shatilla & Co., general merchants, Somerset, have assigned.

P. W. Dueck, confectioner, Gretna, is removing to Osler, N. W. T.

McLeod & Bayley, general merchants, Elkhorn, are giving up business.

E. C. Walton, general merchant, Medora, has assigned to C. H. Newton.

Bergland & Rice, confectioners, Starbuck, have sold out to C. A. McColl.

G. P. Smith, general merchant, Duhamel, has been succeeded by Smith Bros.

G. B. Johnston, general merchant, McKenzieville, has been succeeded by E. Downton.

E. McCarthy & Co., general merchants, Regina, have been succeeded by the McCarthy Supply Co.

BRITISH COLUMBIA.

R. C. Davis, general merchant, Dawson, is dead.

W. F. Wood, general merchant, Lumby, has sold out to W. R. Megaw.

The stock of N. Galini, confectioner, Ladysmith, has been sold to J. Tate.

CANADA RE-DISCOVERED.

"It is estimated," says the New York Commercial, "that northwestern Canada contains about 500,000,000 acres of fertile land that are still unoccupied—an area greater than that covered by the entire improved farm acreage of the United States; and it is calculated also that these unoccupied tracts are capable of producing between two and one-half and three billion bushels of wheat a year."

Pickles.

We offer an exceptionally good value in a 10c. bottle — **18 ounce**—Mixed or Chow.

THE Davidson & Hay, LIMITED, Wholesale Grocers, TORONTO.

COMMERCIAL KOREA.

AN interesting monograph has been issued by the Department of Commerce and Labor of the United States, discussing commercial conditions in Korea and including a statement of Korean imports and the countries from which they are drawn as well as of the exports and the countries to which they are sent.

The population of Korea is estimated at about 15,000,000 and the foreign commerce at $12,000,000, of which imports form about seven and a half millions.

Commercially the development of Korea begins with 1876, when two ports, Gensan and Fusan, were, upon the insistence of Japan, opened to trade with that country only. In 1882 Admiral Shufeldt, of the United States navy, visited Korea and secured a treaty of friendship between the United States and Korea by which American vessels were given access to its treaty ports and the safety of American vessels and citizens assured. This was followed by treaties with Germany and Great Britain in 1883, Rusria and Italy in 1884, France in 1886, Austria in 1892, and China in 1897.

From 1882 on Korea was opened to foreign trade and Western civilization, and the Korean Government established its legations among the various great commercial nations. With the opening of the treaty ports and the establishment of commerce an official record of Korean imports and exports began. This shows imports in 1884 amounting to about $800,000, and exports amounting to $475,000. By 1890 imports had grown to $3,850,000 and exports to $2,975,000 In 1894 imports and exports fell considerably below those of 1890, but in 1897 again increased, being to that year of imports about $5,000,000 and exports about $4,500,000. In 1902 the imports at the treaty ports amounted to about $7,000,000, and the exports of merchandise to about $1,200,000. In addition to this, exports of gold amounted to over $2,000,000, while the imports and exports at other than treaty ports are estimated as being sufficient to bring the total commerce of 1902 up to fully $15,000,000, exclusive of gold exports, which, as above indicated, amounted to about $2,000,000.

The most important articles in the export trade are rice, which shows an annual exportation of more than a million dollars; beans, a half million; ginseng, nearly a half million; and hides, about one hundred thousand dollars in value in the latest available year. Of the importations, cotton goods form the largest item, from three to three and a half million dollars per annum; silk piece goods imported from Japan and China amount to $600,000 per annum; kerosene oil, about $300,000; railway materials, about $250,000; mining supplies, about $200,000; and bags and ropes for packing, $150,000. Of the cotton goods imported in 1902, British shirtings formed the largest single item, amounting to $800,000; British and American sheetings, $260,000; Japanese sheetings, $350,000; Japanese piece goods and Japanese yarn for use in manufacturing cotton cloths, $800,000. Korea, like China, is now drawing considerable quantities of cotton yarn from Japan, as well as considerable supplies of cotton manufactures.

UNITED STATES PURE FOOD BILL.

AN American contemporary is pessimistic as to the prospects of a national pure food law being passed during the present meeting of Congress, but remarks that although this is a disappointment to the friends of the measure, they have reason for congratulation in that a national pure food bill has less to fear from legislators than ever before. Many of the arguments against the bill have tended to impress the powers that be that such have been made in the interest of deception and of fraud. When mixers, blenders, adulterators, false labelers, argue for modifications or amendments with a view of leaving their operations as free from legal restrictions as possible, it tends to fasten in the minds of the lawmakers the conviction that there are good reasons why the people should be protected against fraud and adulterations in food products. For this reason any future changes are more likely to be in the direction of making the provisions of the proposed act more restrictive, more annoying and more drastic than is even the present McCumber-Hepburn bill, which practically is as drafted by the National Pure Food Congress, in which body the grocery trade were largely represented.

RICE TRUST FOR SOUTH.

At a recent conference in Galveston, Texas, at which were represented all the mills of Louisiana, plans were perfected through which a consolidation will occur of all buying, milling and selling of all rice products in the United States.

It is stated that the name of the association of rice growers will be the National Rice Association of America. It will include at least 98 per cent. of all the rice growers in Texas and Louisiana, and will be capitalized at $1,500,000.

A LUNCHEON TO EMPLOYES.

THE great and growing community of interest between employers and employes which is contributing largely to the success of modern enterprises, was further emphasized on April 2, when the New York firm of Francis H. Leggett & Co. tendered a luncheon to the heads of their various departments, and a large representation of visiting salesmen and buyers of the house from the New England, Middle Atlantic and Southern States were present.

The menu was made up entirely from the "Premier Brands" as manufactured by this firm, even to the coffee and cigars. During the intellectual dessert which followed every one present availed himself of the opportunity "to give and take" suggestions on improved methods in salesmanship, and information which might prove to be of value in following up trade to the best advantage.

MANUFACTURE OF TAPIOCA.

It is worth remembering that the root of the cassava plant furnishes tapioca, and that the preparation consists of grating the roots and the separation of the pulp from its milky juice, leaving a beautiful white flour which is dried into cakes and then pulverized. The use of a machine causes the powdered tapioca to form into small round balls, after which treatment the product is dried in drying pans over a gentle and steady heat. The same tapioca flour yields the pearl or the flake at the will of the maker.

SUGAR BEET CULTIVATION IN ALBERTA.

The cultivation of sugar beets is bound to become the money making industry of Raymond, Alberta, and surrounding country, according to J. M. Cannon, attorney for the Alberta Land and Stock Co., who have control of 17,500 acres of land in Alberta. Both soil and climatic conditions are most favorable and the success that attended the industry last year, wherever the beets were given the proper attention and the ground was sufficiently cultivated, shows that this district cannot be surpassed for high grade beets. Mr. Cannon cited the case of a firm who last year had 300 acres of beets under cultivation in Idaho. They contracted the growing of the beets for $22.50 per acre and realized for the crop $112.50 per acre. After deducting all charges for irrigation, interest, etc., they cleared $25,000 or over $80 per acre.

Clark & Macdonald have been appointed Halifax agents for the Ingersoll Packing Company of Ingersoll, Ont.

STAPLE AS GOLD

Grocers are wise to sell more Royal Baking Powder, because in the end it yields a greater profit than the low-priced powders, many of which contain alum, which is injurious to health.

Royal Baking Powder is always worth one hundred cents on the dollar, and no grocer need hesitate to carry a large amount of it in stock.

Royal Baking Powder retains its full strength in all climates all the time.

Varying atmospheres do not lessen its leavening qualities. You have no spoiled stock.

It is absolutely pure and healthful and always sure in results.

It never fails to satisfy the consumer.

It is sold the world over and is as staple as gold.

DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

Conditions in the Packing Trade.

WITH reference to a report which appeared recently in a Montreal paper to the effect that a Canadian firm of packers had discharged 30 of their employes in consequence of the dulness in the trade resulting from Danish competition, a representative of The Canadian Grocer had an interview last week with the head of a Western firm of packers.

The report is only inaccurate according to this gentleman in so far as it is not inclusive enough. Packing firms all over Canada have almost without exception been obliged to dispense with a large proportion of their employes owing to the dulness of trade.

It would appear that since October last the price of bacon in the British market has been steadily declining. The cause of the decline is primarily the enormous output of Danish houses. We quote some interesting figures showing how this output has increased from year to year. The figures given represent the number of hogs killed weekly in Denmark for the British market during the four weeks of March from 1901 to the present year inclusive :

	March.			
	1st Week.	2nd Week	3rd Week.	4th Week.
1901	22,000	22,000	.....	18,000
1902	25,000	21,000	25,000	25,000
1903	26,500	24,000	27,000	30,500
1904	35,500	36,000	38 000	40,500

The price of bacon on the British market during the first week of September, 1903, was 58 to 64 shillings per 112 lbs. During the succeeding months it steadily declined and in the fourth week of March, 1904, it stood at 38 to 45. The gentleman interviewed stated that his losses since September last worked out approximately at a dollar per every hog sold.

That the Danish packers have been able all along to obtain a better price for their bacon than Canadian firms is attributed to the more scientific methods of feeding employed in Denmark by which a better flavor in imparted to the bacon and its popularity with the consumer thereby increased. Canadian farmers have possibly something to learn in this respect.

The packing firms of this country have been keeping their men on during the Winter in the expectation of an improvement in trade, but so far as present indications go, little is expected now in the way of improvement before June or July, it being a peculiarity of the British market that consumers seem to be able to use any quantity of bacon during the months of June, July and August, at the highest prices.

English Company to Handle Canadian Provisions.

An English produce company has been formed to buy provisions in Canada, straight from the growers, thus abolishing the middleman's profits. The company will start with a capital of £200,000. One shop will be opened first, and 50 in London and the provinces later.

Toronto's Live Stock Market.

The following statistics of the live stock trade upon the Toronto markets for the first quarter of 1904 have been prepared. The number of cattle sold amounted to 35,514, being an increase of 6,187 over the corresponding period last year. The number of hogs amounted to 42,397, as against 38,737 for the same time last year. The number of sheep and lambs amounted to 18,076, showing a decrease of only 1,416 from the same period a year ago.

Lard Statistics.

CABLE advices give the following estimates of stocks of lard held in Europe and afloat, on April 1st, to which are added estimates of former years, and stocks in cities named :—

Cheese Board Regulation.

At a recent meeting of the Peterborough Cheese Board an important matter was legislated upon designed to compel cheese buyers to take cheese at the price at which it was bought. Considerable trouble has been experienced in the past by buyers refusing to pay the price contracted for in the event of the price dropping between the time the cheese was bought and the date of delivery. To obviate this a motion was carried to the effect that the president be instructed to accept no bid on the board unless the sum of $10 be deposited with the salesman of each factory as selected by the buyer at the time of the sale.

To Incorporate Cheese Board.

At the annual meeting of the Ottawa Cheese Board on March 31 the secretary was authorized to take the necessary steps to have the cheese board incorporated or affiliated with the Ottawa Board of Trade. The execution of either one of these schemes, it is understood, will materially improve the standing of the board.

Butter Prospects in England.

The war in the Far East must have, it is thought in trade circles, a far-reaching and bad effect on the butter market in England. Stocks are at present very short, and the irregularity and poor condition of Siberian supplies in the near future will make matters much worse.

	1904. April 1.	1904. Mar. 1.	1903. April 1.	1902. April 1.	1901. April 1.	1900. April 1.
Liverpool and Manchester	27,000	30,000	11,000	12,000	6,000	27,000
Other British ports	5,000	8,000	2,500	4,000	5 000	7,000
Hamburg	12,000	12,000	12,000	14,500	12,500	9,000
Bremen	1,000	1,000	1,000	1,500	1,000	2,000
Berlin	3 000	2,500	1,500	1,500	1,500	2 000
Baltic ports	13 000	11,500	13,000	8,000	9,500	4,000
Amsterdam, Rotterdam, Mannheim	3,000	1,200	1,500	2,500	1,000	2,000
Antwerp	4,500	3,000	7,000	1,500	1,500	4,000
French ports	1,200	1,800	1,000	2,500	5,000	4,000
Italian and Spanish ports	500	500	500	1,000	1,000	1,000
Total in Europe	70,200	71,500	51,100	49,000	44,000	62,000
Afloat for Europe	45,000	50,000	40,000	78,000	70,000	60,000
Total in Europe and afloat	115,200	121,500	91,100	127,000	114,000	122,000

Telegraphic Address, "DOMINO," Charlottetown.

The Dominion Packing Company, LIMITED.

Codes Used A.B.C. LIEBERS PRIVATE.

Charlottetown, P.E.I. Canada.

NOW IS THE TIME TO BUY

BARRELLED MEATS

FOR SPRING OR IMMEDIATE DELIVERY.

We can fill your requirements promptly from our warehouses in Halifax, Sydney, Pictou or Charlottetown.

Special prices for quantities.

Write us for quotations.

PORK

HEAVY MESS,
LIGHT MESS,
PRIME MESS,
SHORT CUT BACKS,
FANCY CLEAR,
BEAN,
RUMP,
EXTRA FAMILY,
LUMBERMEN'S PRIME,
" SHORT CUT,
HOCKS AND JOWLS.

BEEF

EXTRA PLATE,
PLATE,
FAMILY PLATE,
EXTRA MESS,
MESS,
ROLLED BONELESS.

THE DOMINION PACKING COMPANY, Limited.

BOLOGNAS

We want you to compare the quality of the Beef Bolognas made and sold by us with any other on the market. We use good fresh beef, pure spices, and put them up with the greatest care. The price we ask for Bolognas may be higher, but the quality is there.

F. W. FEARMAN COMPANY,
LIMITED,
HAMILTON, ONT.

WE ARE HAVING GREAT DEMAND FOR OUR

Sugar Cured Hams
Breakfast Bacon
Roll Bacon

The best quality obtainable is what your trade requires.

Our goods possess that full mild flavor that is so appetizing and pleasing to your customers. By handling our meats you will hold your trade.

The Park, Blackwell Co., LIMITED
PORK AND BEEF PACKERS,
TORONTO, ONT.

LONG CLEAR BACON

Bright, new cured small sides, particularly suitable for cutting out over your counter.

SPECIAL PRICES

for immediate shipment.

The George Matthews Co., Limited

Peterborough Hull Brantford

GILLETT'S

PURE POWDERED

LYE

Ready for Use in Any Quantity.

For making SOAP, softening water, removing old paint, disinfecting sinks, closets and drains and for many other purposes. A can equals 20 pounds Sal Soda.

SOLD EVERYWHERE.

E.W. GILLETT COMPANY LIMITED

TORONTO, ONT.

We are buyers of

Poultry, Butter AND Eggs.

The best facilities for handling consignments. Up-to-date Cold Storage.

The J. A. McLean Produce Co., Limited

73-75-77 Colborne Street

Telephone Main 2491. Toronto.

PROVISION AND DAIRY MARKETS.

Toronto.

Provisions—The trade in smoked meats continues normal, with fair demand. Hogs are easier this week, prices for light weights being 15 to 25c lower, and for heavyweights 25 to 50c. lower than last week's quotations. The lard market continues steady, with prices unchanged. Trade in fresh meats is quiet. Mutton is 1-2c firmer than last week, and in veal the range in prices quoted is 1-2c less than last week. Our quotations are as follows:

Long clear bacon, per lb	$ 0 08½	$0 08½
Smoked breakfast bacon, per lb	0 12½	0 13
Roll bacon, per lb	0 09½	0 10
Small hams, per lb	0 12½	0 13½
Medium hams, per lb	0 12½	0 13
Large hams, per lb	0 11½	0 12
Shoulder hams, per lb	0 09	0 09½
Backs, per lb	0 13½	0 14
Heavy mess pork, per bbl	16 50	17 50
Short cut, per bbl	18 50	19 00
Shoulder mess pork, per bbl	14 50	15 00
Lard, tierces, per lb	0 08	0 08½
" tubs "	0 08½	0 08½
" pails "	0 08½	0 08½
" compounds, per lb	0 07½	0 08
Dressed hogs, light weights, per 100 lb	6 00	6 25
" " heavy "	5 50	5 75
Plate beef, per 200-lb. bbl	....	11 00
Beef, hind quarters	6 50	8 75
" front quarters	4 50	5 50
" choice carcases	6 50	7 25
" medium	5 50	6 50
" common	5 50	5 75
Mutton	7 00	9 00
Lamb	10 00	11 00
Veal	6 00	8 50

Butter—The butter market shows increasing signs of activity. Supplies are coming forward very freely, particularly of dairy rolls and prints, which are commencing to load up and are not always of first-class quality. Stocks of butter in tubs are entirely used up, and thus an extra demand for the fresh article is created. Creamery butter is coming freely, although it is in brisk demand and is disposed of as soon as received. We quote the following prices:

	Per lb.	
Creamery prints	0 21	0 22
" solids, fresh	0 19	0 20
Dairy rolls, large	0 15	0 16
" prints	0 16	0 18
" in tubs, best	0 15	0 16
Under qualities	0 12	0 14

Cheese—The cheese market is quiet this week, the expected rise in prices not having occurred as yet. The home market is only fairly active and comparatively little is being done in the export trade. Last week's prices continue unchanged. Our quotations are as follows:

	Per lb.	
Cheese, large	0 10½	0 11
" twins	0 11	0 11½

Montreal.

Provisions—The demand for lard has been strong all the week. Trade in smoked meats and pork has remained quiet. The tone of the market for live hogs weakened during the week and prices went down 25 cents to 40 cents per 100 lbs. Fresh killed abattoir stock also took a drop of 25 cents a hundred, with sales at $7.25 a hundred. The prices otherwise remained unchanged since last week. We quote:

Canadian short cut mess pork	$17 50	$18 00
American short cut clear	16 50	17 00
American fat back	....	17 50
Bacon, per lb	0 12½	0 13½
Hams	0 11	0 13
Extra plate beef, per bbl	11 50	12 00
Lard—"Boar's Head" brand, tierce basis	....	0 07½
Carloads, less	....	0 00½
20-lb. tin pails, tierce basis	....	
Half-bbls., over tierce	....	0 00½
60-lb. tubs, "	....	0 00½
20-lb. wood pails "	....	0 00½
10-lb. tins, "	....	0 00½
5-lb. tins, "	....	0 00½
3-lb. tins, "	....	0 01

Wood net, tin gross weight—

	Wood.	Tin.
Pure lard, pails	....	1 77½
" tubs	....	0 08½
" cases (6 10-lb. tins)	....	0 09½
" cases (12 5-lb. tins)	....	0 09½
" cases (24 3-lb. tins)	....	0 09½

Butter—The butter market is not in a very prosperous state. Lower prices are expected every day and some dealers quote one price and some another. One, for instance, said that he had seen a fine lot of choice creamery sold at 19 cents. However, this price is uncommon and jobbers bought very fine goods at 20 cents. In order to dispose of any quantity, many concessions were made. Holders of some Fall makes seem anxious to get rid of it at 17 1-2 to 18c. Trade is likely to be confined to the local consumption for a few weeks as the new makes have not been coming in very freely. We quote:

Fancy creamery	0 19	0 20
Summer goods	0 18	0 19
Dairy rolls	0 15	0 16
" tubs	0 15	0 16
Finest Fall made	....	0 21
" fresh prints	0 21	0 22

Cheese—Everything is quiet in the cheese market and the price ruling is 9 5-8 to 9 7-8. From abroad the enquiries are strong and the arrivals are reported numerous. Future values look discouraging as the new cheese is away behind. There are some old goods in stock and the demand is quiet and light.

St. John, N.B.

Provisions—In barreled pork the sale is very light and low prices rule, values being cut to make sales. While beef is quite low, prices remain firm. Smoked meats show an improved sale with prices well maintained. There is a large stock of pure lard held and the market not active. Low prices rule. In fresh meats, domestic beef is rather light supply and prices are about as high as for Ontario stock. Veal is low. Very few Spring lambs are to be seen. Old stock is being offered at about the same price as mutton. Some P.E.I. pork is offered. Prices remain unchanged.

Mess pork, per bbl	$18 00	$19 00
Clear pork "	....	20 00
Plate beef "	13 00	14 00
Mess beef "	10 00	12 00
Domestic beef, per lb	0 05	0 07
Western beef "	0 08	0 08½
Mutton "	0 07	0 07½
Veal "	0 05	0 09
Lamb "	....	0 08
Pork "	0 06½	0 07
Hams "	0 12	0 14
Rolls "	0 10	0 11
Lard, pure, tubs "	0 09	0 09½
" " pails "	0 09½	0 09½
Refined lard, tubs	0 08½	0 08½
" " pails	0 08½	0 09

Butter—Best grade is very scarce. Western stock is still being received.

WANTED.

We are open to buy Chickens, Fowl and Ducks, best quality only. Also Eggs and Creamery Butter, 2-lb. prints and solids, finest quality. Quote prices f.o.b. or delivered here.

JOHN HOPKINS,
Mnfr. of Pork and Beef Products, ST. JOHN, N.B.

Ask Your Wholesaler for
NAPOLI MACARONI
HE SELLS IT.

Quality.
Cleanliness.
Price.
Appearance.

It is replacing the imported.

Send for Samples.

NAPOLI MACARONI CO.,
Hayter and Teraulay Sts.,
TORONTO, CANADA

REFRIGERATORS Useful to every one. 40 different styles. Silver medal, Quebec, 1901. Diplomas: Toronto, Ottawa, Montreal.

C. P. FABIEN,
Merchant and Manufacturer.
3167 to 71 N. Dame St., Montreal, Can.
Write for Illustrated Catalogue.

Egg Cases
—AND—
Woodboard Fillers
BOTTOM PRICES.

WALTER WOODS & CO.
Hamilton and Winnipeg.

In average quality there is a fair supply.

Creamery butter	0 21	0 22
Best dairy butter	0 18	0 20
Good dairy tubs	0 16	0 18
Fair "	0 14	0 15

Eggs—Eggs have been scarce and high since Easter. All stock is good.

Eggs, henery	0 25	0 28
" case stock	0 23	0 24

Cheese—Cheese is in light supply. The market seems quite firm. Twins wanted.

Cheese, per lb	0 12½	0 13

Good Prospects for Butter.

A prominent English produce merchant is authority for the statement that Canadian butter will do better this year than usual on account of the shortage which is bound to take place in Siberia. This latter country is an important factor in the butter market, although the output is of an inferior quality. During the last fifteen years they have built up an enormous business, and at the present time London alone takes the equivalent of 100,000 boxes a week. If the war is prolonged during the Summer this will be cut off almost entirely and it is expected that Canada will be called upon to supply most of the deficiency.

Canadian Dairy Produce.

The Canadian commercial agent in the Manchester district, England, in a report to the Trade and Commerce Department points out the opportunity that exists for an enlargement of Canadian trade in dairy products in the British market. He mentions a complaint that butter is being spoiled in transit across the Atlantic through the compartments on board steamer being kept at too high a temperature.

Notes.

France's last potato crop was over four hundred and fifty million bushels, valued at but twenty-five cents a bushel.

Over nine million pounds of butter were exported from the Argentine last year. One factory turns out twenty tons of butter a day.

It is reported that a company has recently been organized in New York, to manufacture condensed milk for export to Russia and Japan.

Receipts of live hogs at Chicago last month were 659,000 against 551,000 same month last year, and shipments 236,000 compared with 127,000 a year ago, demonstrating that the consumption of fresh pork in the United States is rapidly increasing.

CONFEDERATION WITH NEWFOUNDLAND.

SECRETS are said to be things that we give to others to keep for us. The subject of confederation with Newfoundland prompted the secret idea. Last week The Grocer was given what was quite exclusive information regarding a likelihood of confederation being culminated. Another secret comes from an equally reliable source which says the question of confederation for the present has been set aside. A full text of this latter is given as follows.

Extract from the Evening Herald, St. John's, Nfld., March 31st :

CONFEDERATION.

In the assembly last evening, in answer to a question by Mr. McGrath for copies of all correspondence with the Imperial and Canadian Governments respecting confederation, the premier stated there was no correspondence with the Canadian Government and with the Imperial Government, the only correspondence was that the Secretary for the Colonies had transmitted to our governor for consideration by his ministers, a copy of a resolution on the subject adopted by the Chambers of Commerce of the Empire when in session at Montreal in August last, as follows :

"That to fully round out and complete Canadian confederation and to strengthen Imperial unity, it is, in the opinion of this Congress of Chambers of Commerce of the Empire essential that Newfoundland should be included as a constituent part of the Dominion of Canada. The present is an opportune time to enter upon negotiations leading to this result in view of the pending tariff treaty between Newfoundland and the United States and the friendly relations now existing between France and Great Britain, and the probable disposition on the part of France to settle for all time matters so long in dispute respecting the French shore. It is in the opinion of this Congress a matter of Imperial importance that one intact Atlantic sea-board should be thus permanently secured."

To this the Government replied by the subjoined minute of council which pretty effectually disposes of the question of confederation for the present :

The committee of council have had under consideration the resolutions passed by Congress of Chambers of Commerce of the Empire, advocating inclusion of Newfoundland in the Dominion of Canada, and which were forwarded under cover of despatch No. 1, of date the 5th of January, 1904, received from the Right Hon. Secretary of State for the Colonies.

The committee, while appreciating very highly the interest manifested by the said Congress in the affairs of this colony, regret that they cannot concur that "present is an opportune time to enter upon negotiations leading to the union of this colony with the Canadian Dominion." So far as the committee is aware there is no desire on the part of the people of this colony to be "included as a constituent part of the Dominion," but, on the contrary, the desire is evident that the colony should retain its autonomy and continue to maintain an honorable and independent position as part of the British Empire.

NEW WINNIPEG MILL.

The Northern Elevator Co. have plans out for the erection of a flour mill in Winnipeg, which is to have a capacity of 25,000 barrels daily. The site of the mill has not been decided upon, but it will be within easy access from the C.P.R., C.N.R. and Grand Trunk Pacific. The materials to be used in this massive structure will be concrete, stone and brick, and no expense will be spared in making it one of the most modern and up-to-date mills in Canada. The expectation is to have it completed in time to put through this year's wheat crop.

PROSPECTS OF MEXICAN TRADE.

SOME progress has already been made in the matter of a proposal to subsidize a line of steamships to ply between Canadian and Mexican ports. The Dominion Government has proposed a subsidy of $50,000 a year, and it is said that three companies, two of them Canadian, are already seeking to take advantage of it. The Mexican consul-general in Montreal is quoted as authority for the statement that when the line is established Mexico intends to maintain a full corps of consuls in Canada.

A considerable amount of business for such a line is already fairly assured. Mexico can use a good deal of Cape Breton coal and can buy Canada's salt, dried and pickled fish, besides being a potential customer for many other Canadian products. Canada can use Mexican sugar, hemp (sisal grass), coffee, dye woods and other tropical and subtropical products. The plan to make Havana a port of call would open to Canada a larger commerce, with Cuba, chiefly perhaps in tobacco, although other articles would find an important place. Havana has had a Canadian bank for several years.

The present intention is to make Montreal and Vera Cruz the terminal ports, and the time of the run is estimated at eight or nine days.

SAVE 25% on your HOUSE PAINTING.

If the grocers who intend painting their residences next Spring will follow the directions given below and wash the buildings with a solution of ***GOLD DUST*** Washing Powder, they will use one-third less paint than if they merely attempted to brush the dust off the house without washing it.

DIRECTIONS.

Dissolve one-quarter pound of **GOLD DUST** in a pint of water, then add the solution to 4 gallons of hot water; apply with a stiff brush, and follow with use of a hose. The stronger the hose is turned on the quicker and more effectual the work will be.

The use of less paint can be accounted for by the fact that after washing the house with **GOLD DUST** it leaves a smooth surface, so that the same quantity of paint will go fully one-fourth further. Furthermore, it leaves no layer of dirt between the paint and the woodwork, and, as a consequence, the paint will wear longer.

We have letters from several of our customers who used this method, and after washing their houses with **GOLD DUST** they were so well pleased with the appearance of them that they concluded not to paint them at all.

Retail grocers will do well to call this matter to the attention of their customers, as $3.00 worth of **GOLD DUST** Washing Powder will make the house look as well as the expenditure of $100.00 in re-painting it would.

Any grocer may experiment with a 5c. package of **GOLD DUST** by emptying the contents into 8 gallons of hot water, which should convince him that it will pay him to continue.

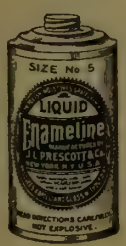
GOLD DUST can be used for any kind of outdoor work that needs renovating

THE N. K. FAIRBANK COMPANY,

Wellington and Ann Sts., MONTREAL, QUE.

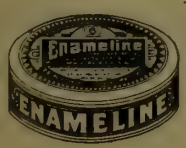
Chicago, New York, St. Louis, New Orleans, San Francisco, Baltimore, Boston, Philadelphia, London, Eng., Hamburg, Ger.

Enameline



The Modern Stove Polish

CAKE, PASTE or LIQUID.



IS GUARANTEED IN EVERY RESPECT.

Imitations will cost about as much, but will not give your customers the same satisfaction or help to increase your sales.

WM. H. DUNN, Agent, Montreal.

UNEQUALLED

Borden's EAGLE BRAND CONDENSED MILK —AND— PEERLESS BRAND CREAM

THE BEST

These brands are most favorably known among physicians, mothers and housekeepers generally. They are absolutely safe to use, as well as desirable from the standpoints of economy and convenience, and there is not a want in the household demand for milk that is not completely filled by these two articles.

Borden's Condensed Milk Co.

The Originators of Condensed Milk.

Selling Agents in Canada:

W. H. DUNN, Montreal and Toronto.

ERB & RANKIN, Halifax, N.S.
W. S. CLAWSON & CO., St. John, N.B.
SCOTT, BATHGATE & CO., Winnipeg, Man.
SHALLCROSS, MACAULAY & CO., Victoria and Vancouver, B.C.

Mrs. Dooley rejoices over the greatly enlarged sale of

MRS. DOOLEY'S LAUNDRY SOAP

The Soap with Borax in it. 100-bar boxes.

Have you a copy of "The Story of Mrs. Dooley?" Send for it, FREE.

THE **Metropolitan Soap Co.** LIMITED

TORONTO.

The Makers of

Orange Meat

the Honey-Flavored Cereal

know that their work is cut out for them in getting their breakfast food on the market. Their coupon-in-every-package idea assists the sale wonderfully. The grocer sells one package; afterwards Orange Meat is a Self-Seller.

Single cases,	$4.50
5 to 10 cases,	4.40

THE FRONTENAC CEREAL CO., Limited

43 Scott St., Toronto.

THE HUCKSTER PROBLEM.

THE grocers say the hucksters must go. The Montreal Association have a great deal of strong argument to put up against them. Figures and facts are just as stubborn as they always were, and the abundance of these in the hands of the association will make it pretty hard for the huckster to stand long against them. There are in all in the City of Montreal 150 licenses for hawkers, totalling at $50 each the sum of $7,500. For peddling fruit only 97 permits exist, yet there are registered as many as 350 hawkers, who by hook or by crook must use these licenses by transfer or some adroitness, which in the end militates against the legitimate grocer. Then of candy carts which pay $30 each for licenses there are 11, making a revenue for the city of $330. These sums, totalled with the licenses of peddlers on foot, make less than $10,000.

The hawker has no expense or responsibility. He never goes over the same territory frequently, so that by the time he changes off with a partner and returns again the purchasers have forgotten his wrongdoing or poor wares. This was well illustrated last week by a grocer. One of the grocer's customers came to him and said he could buy potatoes at 55 cents a bag from a hawker and that he, the grocer, was cheating him in asking 75 cents. "Here's 55 cents," replied the grocer, "kindly buy me a bag. That is what they cost me in car lots." The annoyed customer did so. The bag was weighed. It weighed 60 lbs. Which is better, 90 pounds, the correct weight, at 75 cents, or 30 lbs. less for 30 cents less? That is only an illustration, but it is true. In dozens of cases the hawker gives inferior goods and short weight. Then the grocer has to make good any bad stock he may sell. When fruit and vegetables are scarce or very expensive, the huckster is never seen, and the grocers have to keep a stock all the time. The immense cost of keeping a grocery store and the amazingly small profits on nearly all goods render the huckster an imposter and a harmful middleman to the grocery trade.

Then take the enormous revenue derived from the grocers themselves. There are 1,400 grocery stores in Montreal. They pay an average of $100 license to the city, making $140,000. There are 500 licensed wine and liquor stores which pay on an average of $300, making $150,000. Thus there is the enormous sum of $290,000 paid to the city by grocers.

The association have made an overture to the city council and to the Quebec Legislature to have the hawker stamped out. There must, however, be some reason in the claims of the wholesale fruit dealers who say that the huckster is a necessary evil. Citizens, too, must be given consideration, in that a strong petition was before the council which declared that the hucksters were not nuisances but necessities. However, there must be some regard for the word relative and the greatest good to the greatest number must rule. The grocers at any rate are making a fight which they think is just and right and, protected by such considerations, they call for popular support.

A PATRIOTIC WINDOW.

J. A. Mathewson & Co., wholesale grocers, Montreal, whose offices and warehouses are on McGill street near the corner of Notre Dame street, and in the direct line of busy traffic, have a display of Canadian packed canned corn, beans and peas which arrests the attention of the passers-by. The display consists of "Quaker" brand goods, and the legend on a card speaks decidedly emphatic patriotic sentiments: "Who says Canadians can't put up goods? We can beat the world!" The goods certainly deserves mention and Mathewson & Co.'s sentiments, endorsation.

NEW GENERAL STORE.

A new general store is to be opened on May 1st at Ste. Genevieve de Batiscan, by St. Arnaud & Duval. The firm will have buying offices at 425 St. Paul street, Montreal, the premises of St. Arnaud Freres, one of the oldest and most reputable houses in Montreal. The members of the new firm are thoroughly experienced and will no doubt be successful in their new venture. They would be pleased to receive catalogues, price lists, and general quotations at the buying office in Montreal.

JOHN CHINAMAN IN THE GROCERY TRADE.

THE subject of Chinese competition is causing a good deal of controversy amongst grocers in New South Wales and New Zealand, according to an Australian exchange. The "heathen Chinee" is undoubtedly a much-abused individual, whether justly so or not, but it speaks volumes for his enterprise as a trader to see how he rises and compels attention is spite of polltaxes, Emigration Restriction Acts, and public sentiment. He has captured

A "MONEY-MAKING" PROPOSITION

that's of interest to **every** Grocer.

We are particularly interested in the COFFEE sales of your business, and believe the values we offer are unequalled in the trade.

RETURNED
APR 19 1904

Because

We import direct from the country of growth every pound of COFFEE we sell, thus effecting a large saving in first cost.
We clean and grade every pound of COFFEE that we roast.
We roast all our COFFEES on our premises, with the most improved machinery, thus assuring a clean, uniform roast.
Our blending is done by an expert. All our COFFEES are hand picked, free from "quakers."

ALL OUR BLENDS ARE THE RESULT OF YEARS OF STUDY.

OUR "EMPRESS" blend will suit your best trade

IT IS EXCEPTIONAL VALUE AS A 40c. OR 45c. RETAILER

OUR "GOLD MEDAL" COFFEE WHOLE or GROUND 1 and 2-lb. Tins,

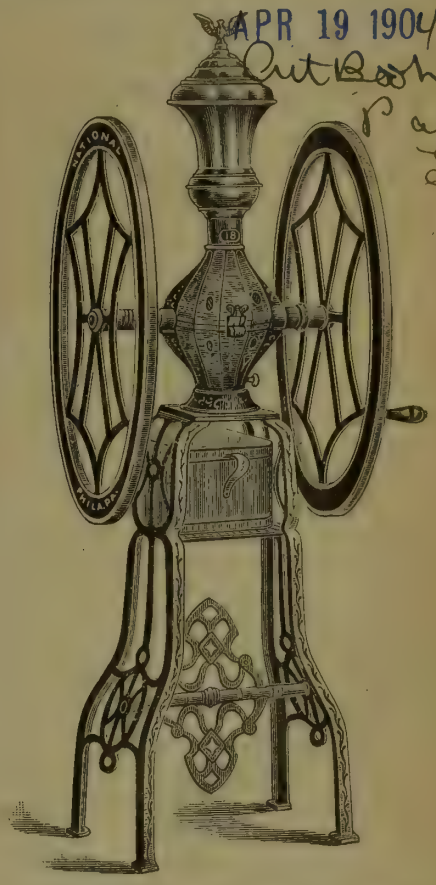
WILL HOLD AND INCREASE YOUR PACKAGE COFFEE TRADE.

NOW —— If you want to obtain the **best** results with your Coffee trade, you should supply your customers with freshly ground Coffee, by using one of

THE "National" COFFEE MILLS

AHEAD OF ALL OTHERS IN STYLE, DURABILITY, STRENGTH AND EASE.

We have a **special** selling proposition on these mills that will interest you.



SEE OUR TRAVELLERS, OR WRITE US FOR PARTICULARS.

THE EBY, BLAIN CO., LIMITED, Wholesale Grocers, TORONTO.

almost entirely the fruit and vegetable business in New Zealand, and is competing very keenly in some districts in the grocery trade; the same is the case, even in a more marked degree, in New South Wales. The New Zealand daily papers have been publishing columns of letters setting forth reasons for and against tabooing "John," and in New South Wales the matter has been taken in hand by the Retail Grocers' Association. This association has even gone so far as to refuse membership to a tradesman who, though not objected to as a "blackleg," has nevertheless been rejected on account of his color.

As a keen competitor there is no doubt he is a consideration, and at price-cutting he can frequently "go one better" than his white neighbor, but, whilst this very frequently applies to the Chinaman, it must be admitted that the white man is not always free from similar suspicions.

FLOOD AFFECTS TRADE.

Many of the largest provision and wholesale grocery warehouses are located on Commissioners street in Montreal. This street borders on the river front and harbor. Hence, last week when the water was very high, reaching nearly the depth of 40 feet, damage was threatened. As a precautionary measure a large number of clerks were employed removing stock to higher places where the water could not reach it. Some goods were damaged but not seriously. Navigation will be opened in about six or seven days for ocean steamers.

Fresh and Cured Fish

Big Demand for Salmon.

THAT there will be a big demand for salmon in the Orient as a result of the war with Russia is evident by the fact that more than 200,000 cases for immediate shipment to Japan have been sold in Pacific coast ports, and it is now said in shipping circles that Russian agents are buying the red Alaska salmon on the Atlantic seaboard and in the United Kingdom. The demand for salmon has already resulted in a remarkable raise in the price of pink salmon from 50 cents to 70 cents per dozen since the opening of hostilities.

Shortly after the breaking out of hostilities, Japanese merchants, both direct and through local correspondents, commenced to pick up large blocks of pink salmon and what chums remained unsold at Seattle, San Francisco and Vancouver. It was only a few days before the market under this stimulating demand advanced to 60 cents per dozen on pinks and thence to 62 1-2, 65, 67 1-2, 70 and 72 1-2 cents, and finally reached 75 cents, in rapid succession, at which prices at present ruling the market there is very little which can be secured, as virtually the entire stock of this grade has been sold for Japanese account and is going forward on every steamer leaving Pacific coast ports for the Far East.

Chums advanced rapidly from 45 cents to 62 1-2 cents per dozen, at which latter price the entire coast holdings were closed out. It is conservatively estimated that not less than 125,000 cases of the two grades named will be shipped to Japan from Seattle alone, 50,000 to 60,000 cases from San Francisco and from 25,000 to 30,000 cases of Puget Sound and Alaska humpbacks through the port of Vancouver. It is anticipated that, through these influences, values on this grade will also enhance materially during the course of the next few weeks.

In the event of the struggle being prolonged, of which it gives every evidence at the present time, there is no doubt that there will be a continued active demand for salmon on the part of both belligerent powers, for the reason that it is generally understood that neither has sufficient supplies of food products available to carry on an extended campaign without replenishing, and canned salmon has proven itself in the experience of other governments to be a convenient and nutritious ration.

Annual Fisheries Report.

THE annual report of the Dominion of Canada Fisheries Department for 1902-3 shows that 77,801 persons were employed in the Canadian fisheries during the year, the craft and gear used being valued at $11,305,959. The lobster fishery alone employed 13,563 persons. There are at present 723 lobster canners, and plants are valued at $1,287,636. In British Columbia there are 75 salmon canneries, valued at $1,500,000, employing 17,098 persons, and producing 60,103,776 cans of salmon annually. In 1902 there were 64 sealing schooners, and last year 24. Eight Canadian vessels operating near the Falkland Islands in the South Atlantic last year took 21,126 fur seals. The total value of the fisheries in 1902 was $21,959,463, as against $25,731,153 the year previous. The British Columbia salmon pack alone gave a reduction of two and a half millions. The value of fish caught in Ontario was $1,265,700, a decrease of $162,372. The federal expenditure in fisheries was $527,944, and the revenue $78,635. During the last fiscal year $11,826,646 worth of fish products was exported to foreign countries.

Salmon Legislation.

A BILL is before the United States Senate at the present time to prohibit the misbranding or false branding of salmon and to safeguard the salmon fisheries of Alaska, which have shown an alarming falling off in output.

It prohibits the use of dams, barricades, traps, fish wheels and other fixed obstructions in any of the fish streams of Alaska. It is made unlawful to fish for, or kill the red salmon and king salmon by any means except with rod, spear or gaff hook about the mouth of any creek after Jan. 1, 1905. Fishing across streams with nets and traps is prohibited for a distance greater than one-third the width of such stream. Other restrictions are imposed as to fishing in certain waters. A closed season is designated for a short period every year and other prohibitions are named that will tend to give the fish a chance to spawn. In addition to this provision is made for the establishment of salmon hatcheries for the artificial propagation of the species. American Government experts have great faith in the perpetuation of the Alaskan fisheries by means of artificial propagation.

To Fight Brine Duty.

A MEETING of fish importers was held in New York last week to take concerted action, and secure if possible, a reversal of the recent ruling of the U. S. board of customs appraisers by which they will be compelled to pay duty on brine. After a thorough explanation and general discussion of the subject, in which representatives of the Philadelphia and Boston trades took part, a committee were appointed to co-operate with Boston in making a new test before the general appraisers.

Some progress has already been made in Boston towards securing a reversal of the board of appraisers' action. The matter was first taken up with the secretary of the treasury, who was unable to afford any relief on the ground that the matter was entirely outside of his jurisdiction. The board of general appraisers were then asked to reconsider their recent action, but declined to do so, saying they had no power to amend a decision after once having rendered it. A protest has been entered and an immediate hearing is to be given before the board of general appraisers.

To Stop Export of Raw Sockeyes.

The Dominion Government has decided to enforce the total prohibition of the foreign sale or exportation of raw sockeyes during the coming salmon-fishing season. This enactment was made for the special purpose of preventing American canners on Puget Sound from invading the Fraser River for the purpose of buying Canadian fish for ultimate canning on the Sound. It is not expected that the decision will be favorably received by American canners who have already been making preparations to purchase sockeyes in the Fraser River during the coming season in view of the possibility of a scarcity of fish in Scund waters owing to the erection of traps on the shore of Vancouver Island.

Codfish Will be Scarce.

Owing to the fact that a large part of last season's codfish catch will be sent abroad to supply a shortage in European markets, says the New York Commercial, it is not unlikely that top-notch prices for codfish will prevail next year in this country.

It has always been our constant endeavor to give entire satisfaction, not only to the grocery trade, but to the consuming public as well.

As proof that our efforts have not been in vain, we point with pride to our large and increasing business.

Any commands with which you favor us shall have our regular prompt and careful attention.

Chase & Sanborn

MONTREAL

The Coffee Importers

It Will Pay You to Handle It.

We beg to call the attention of all Retailers and General Storekeepers to the important advantages **"BLUEOL"** has over **all other Washing Blues,** viz. :

1st.—It yields a **greater profit because** in a 10-lb. box there are **50** 4-square packages as compared to **40** in a 10-lb. box of other makes. (A square of "Blueol," though lighter in weight, **is as strong, if not stronger,** in working qualities than any other.) 10 lbs. of "Blueol" will not cost you any more than 10 lbs. of any other, and you have the great advantage of getting 10—4 square packages extra—**PRACTICALLY FOR NOTHING.**

2nd.—There is no finer Laundry or Washing Blue made.

3rd.—It will positively not streak or spot the clothes.

Are there any reasons why you should not handle it ?

Ask your dealer for it, and if he will not supply you write direct to—

J. M. DOUGLAS & CO., (Established 1857) Manufacturers, **MONTREAL, CANADA.**

—and give us his name.

SEE PARTICULARS OF OUR GUESSING CONTEST.

For over 60 years

COMMERCIAL PIRATES

have endeavored to imitate the Famous

LEA & PERRINS' SAUCE

The Original and Only Genuine Worcestershire

but the best they can do is to get as near imitating the general "get-up" of the bottle as possible, without infringing upon **LEA & PERRINS'** rights. The unique flavor and exceedingly pleasant taste has beaten them all, and it stands to-day as it did over 60 years ago, "The Sauce that has absolutely no equal." If you don't use it, you are missing one of the joys that can be had for the asking and a trifling cash outlay. The best grocers are never without it, whether wholesale or retail.

J.M. DOUGLAS & CO., MONTREAL

CANADIAN AGENTS.

YOU MUST NEED

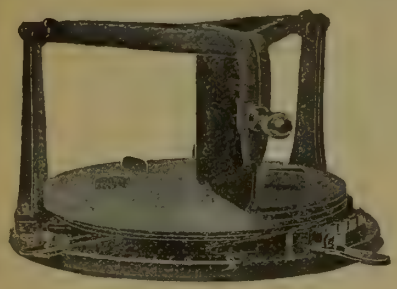
CANNED FRUITS

and the finest pack is the "**TARTAN Brand,**" a delicious flavor and high standard quality, just like home preserves and put down.

OUR LIST—*Peaches, Pears, Plums, Grapes, Strawberries, Raspberries, Red Currants, Black Currants, Lawton Berries, Cherries, 2s, 3s, and Gallon Tins.*

Send us a sample order and you will never be without these goods.

BALFOUR & COMPANY, Branch Canada Grocers, Limited, WHOLESALE GROCERS, **HAMILTON.**



We have recently taken up the manufacture and sale of the

Templeton Cheese Knife

It is the greatest device for merchants retailing cheese. "Soon pays for itself," the testimony of everyone who has used the machine for the past year.

KEEPS CHEESE FRESH
SAVES FROM WASTE
EASY TO OPERATE
PLEASES EVERY CUSTOMER

Sold on easy terms. Write us for particulars.

The Computing Scale Co. of Canada, Limited, - 164 King St. West, Toronto.

—a glass of

HIRES' ROOT BEER

brings good cheer.

One bottle of **HIRES' ROOT BEER** is better than a dozen bottles of the cheap imitations on the market.

Hires' Root Beer

is put up in cases of ½ gross ; sells at $24.00 per gross.

Shows you a profit of over 70 per cent.

ORDER THROUGH YOUR JOBBER.

W. P. Downey

AGENT,

26 St. Peter Street, - - MONTREAL.

JACK FROST

HAVING RESIGNED IN FAVOR OF

BALMY SPRING

WE CAN NOW GUARANTEE THE PROMPT AND SAFE DELIVERY OF ALL ORDERS FOR

LEES & LANGLEY'S WORCESTER SAUCE

HIGHEST STANDARD OF EXCELLENCE
(MADE IN CANADA).

AMERICAN COFFEE & SPICE CO.
TORONTO

CLASSIFIED LIST OF ADVERTISEMENTS.

Accountants and Auditors.
Barber, Henry, & Co., Toronto.
Fahey, Wm., Toronto.
Hoskins, David, Toronto.
Jenkins & Hardy, Toronto.
Kidd, F. H., Toronto.
Merson, Geo. O., Toronto.
Williamson, T. G., Toronto.

Ammonia.
Harvey, John G., Todmorden Ont.

Baking Powder.
Eagle Mnfg. Co., Montreal.
McLaren, W. D., Montreal.
Royal Baking Powder Co., New York.

Barristers, Solicitors, etc.
Atwater, Duclos & Chauvin, Montreal.
Beatty, Blackstock, Fasken & Riddell, Toronto.
Burritt, Jas. H., K.C., Pembroke, Ont.
Cameron, D. O., Toronto.
Hamilton, J. C., Toronto.
Tupper, Phippen & Tupper, Winnipeg.
Vidal, I. L. O., Montmagny and Quebec

Baskets.
Oakville Basket Co., Oakville, Ont.

Bird Seed.
Nicholson & Brock, Toronto.

Biscuits, Confectionery, Etc.
Browne & Wells, Toronto.
Canada Biscuit Co., Toronto.
Christie, Brown & Co., Toronto.
Lamont, Corliss & Co., Montreal.
Lowney, Walter M., Co., Boston, Mass.
McGregor-Harris Co., Toronto.
Mooney Biscuit & Candy Co., Stratford.
Mott & Co., John P., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.
Natural Food Co., Niagara Falls, N.Y.

Blue and Black Lead.
Douglas, J. M. & Co., Montreal.
James' Dome—W. G. A. Lambe & Co., Toronto.
Oakey, John, & Sons, London, Eng.

Canned Goods.
Anglo-British Columbia Packing Co., Vancouver, B.C.
Balfour & Co., Hamilton, Ont.
Black Bros. & Co., Halifax, N.S.
Burlington Canning Co., Burlington, Ont.
Canadian Canners Limited, Hamilton.
Gardiner & Co., Vancouver, B.C.
Robertson, Geo., & Son., Kingston, Ont.
Todd, J. H., & Son, Toronto.

Cash Registers.
Hallwood Cash Register Co., Toronto.
National Cash Register Co', Dayton, O.

Cheese Cutter
Computing Scale Co. of Canada, Toronto.

Chewing Gum.
Row & Co., Brockville, Ont.

Cigars, Tobaccos, Etc.
American Tobacco Co., Montreal.
Empire Tobacco Co., Montreal.
Erie Tobacco Co., Windsor, Ont.
Fortier, J. M., Montreal.
Horrocks, T. J., Toronto.
McAlpin Consumers Tobacco Co., Toronto.
McDougall, D., & Co., Glasgow, Scot.
Payne, J. Bruce, Granby, Que.
Reid, W. B. & Co., Toronto.
Steele, W. H., Co., Toronto.
Tuckett, Geo. E., & Son Co., Hamilton.

Cocoanut.
Downey, W. P., Montreal.
Greig, Robt., Co., Toronto.

Cocoas and Chocolates.
Baker, Walter, & Co., Dorchester, Mass.
Cowan Co., Toronto.
Dutch Chemical Works, Amsterdam, Holland.
Epps, James, Co., London, Eng.
Lowney, Walter M., Co., Boston, Mass.
VanHouten's—J. L. Watt & Scott, Toronto

Coffee Essence.
Bromley's—W. G. Patrick & Co., Toronto.

Commission Merchants and Brokers.
Cameron, Gordon & Co., Winnipeg.
Clark, R. W., & Co., Victoria, B.C.
Dawson Commission Co., Toronto.
Dingle & Stewart, Winnipeg.
Dominion Brokerage Co., Toronto.
Dunn, Wm. H., Montreal and Toronto.
Hopkins, John, St. John, N.B.
Lambe, W. G. A., & Co., Toronto.
Nicholson & Bain, Winnipeg.
Nicholson, Bain & Johnston, Calgary.
Patrick, W. G., & Co., Toronto.
Rutherford, Marshall Co., Toronto.
Ryan, Wm., Co., Toronto.
Thomas, J. P., Quebec, P.Q.
Watt, J. L., & Scott, Toronto.

Computing Scales.
Computing Scale Co. of Canada, Toronto.
Wilson, C., & Son, Toronto.

Concentrated Lye.
Gillett, E. W., Co., Toronto.

Condensed Milk and Cream.
Borden's—Wm. H. Dunn, Montreal and Toronto.
Truro Condensed Milk & Canning Co., Truro, N.S.

Corks.
Ewing, S. H., & Sons, Montreal.

Crockery and Glassware.
Gowans, Kent & Co., Toronto.
Sydenham Glass Co., Wallaceburg, Ont.

Dairy Produce and Provisions.
Canadian Canners Limited, Hamilton.
Clark, Wm., Montreal.
Dominion Packing Co., Charlottetown,
Fearman, F. W., Co., Hamilton.
Matthews, Geo. Co., Brantford.
Maclaren, A. F., Imperial Cheese Co., Toronto.
McLean, J. A., Produce Co., Toronto.
Park, Blackwell Co., Toronto.

Engravers.
Smith, Geo. J., New York.

Financial Institutions.
Bradstreet Co.

Fish.
Black Bros. & Co., Halifax.
Connors Bros., Ltd., Black Harbor, N.B.
James, F. T., Co., Toronto.
Johnson, C., Gardiner & Co., Vancouver.
Kinnear, T. & Co., Toronto.

Flours and Cereals.
Carter, G., Son & Co., St. Mary's, Ont.
Force Food Co., Buffalo, N.Y.
Frontenac Cereal Co., Toronto.
Greig, Robt., Toronto.
McCann, Wm., & Co., Toronto.
McIntosh, P., & Son, Toronto.
Natural Food Co., Niagara Falls, N.Y.
Napoli Macaroni Co., Toronto.
Warren Bros. & Co., Toronto.

Fly Paper.
Thum, O. & W., Co., Grand Rapids, Mich.

Fruits—Dried, Green and Nuts.
Gibb, W. A., & Co., Hamilton.
Husband Bros. & Co., Toronto.
McWilliam & Everist, Toronto.
Tippet, A. P., & Co., Montreal.
Walker, Hugh, & Son, Guelph.
White & Co., Toronto.

Gelatine.
Canadian Gelatine Co., Toronto.
Cox, G. & J.

Grocers—Wholesale.
Balfour & Co., Hamilton.
Davidson & Hay, Toronto.
Eby, Blain Co., Toronto.
Eckardt, H. P., & Co., Toronto.
Kinnear, T., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton
"Ozo" Co., Montreal.
Simpson, R. & J. H., Co., Guelph, Ont.
Turner, James, & Co., Hamilton.

Grocers' Grinding and Packing Machinery.
Adamson, J. T., & Co,, Montreal.
Coles Mfg. Co., Philadelphia, Pa.
Eby, Blain Co., Toronto.
Enterprise Mfg. Co., Philadelphia, Pa.
Grocers' Engineering Co., London, Eng.

Hides.
Page, C. S., Hyde Park, Vt.

Infants' Foods.
Keen, Robinson & Co., London, Eng.

Interior Store Fixtures, Trucks, Etc.
Auer Light Co., Montreal.

Jams, Jellies, Etc.
"Nonpareil" Jellies—Rose & Laflamme, Montreal.
"Ozo" Co., Montreal.
Southwell's—Frank Magor & Co., Montreal.
Upton's — A. F. MacLaren Imperial Cheese Co., Toronto.
Warren, Dudley, Haldumulla, Ceylon.

Lubricant.
Cole, G. W. Co., New York.

Macaroni.
Napoli Macaroni Co., Toronto.
Tippet, A. P., & Co., Montreal.

Mince Meat
Wethey, J. H., St. Catharines.

Oils.
Queen City Oil Co., Toronto.

Oil Tanks.
Bowser, S. F., & Co., Fort Wayne, Ind.

Ledgers and Office Systems,
Briggs Ledger System Co., Toronto.
Hart & Riddell, Toronto.

Pass Books, Etc.
Allison Coupon Co., Indianapolis, Ind.

Patent Solicitor.
Cullen, Orlan Clyde, Washington, D.C.

Peels.
Colson, C. E., & Son, Montreal.

Pickles, Sauces, Relishes, Etc.
American Coffee & Spice Co., Toronto.
Batty & Co., London, Eng.
Capstan Mfg. Co., Toronto.
Colson, C. E., & Son, Montreal.
Davidson & Hay, Toronto.
Dominion Brokerage Co., Toronto.
Douglas, J. M., & Co., Montreal.
Downey, W. P., Montreal.
Flett's—Rose & Laflamme, Montreal.
Horton-Cato Mfg. Co., Windsor, Ont.
Laing's, Dr.—W. G. Patrick & Co. Toronto.
Lytle, T. A., Co., Toronto.
"Ozo" Co., Montreal.
Patterson's—Rose & Laflamme, Montreal.
Snowdon, Forbes & Co., Montreal.

Polishes—Metal.
Oakey, John, & Sons, Montreal.

Polishes—Stove.
Morse Bros., Canton, Mass.
Prescott's.—W. H. Dunn, Montreal and Toronto.

Pottery.
Foster Pottery Co., Hamilton, Ont.

Poultry Food.
Greig, Robert, Co., Toronto.

Refrigerators.
Fabien, C. P., Montreal.

Safes.
Ford & Featherstone, Hamilton.
Taylor, J. & J., Toronto.

Salt.
Patrick, W. G., & Co., Toronto.
Toronto Salt Works, Toronto.

Soap.
Duncan Company, Montreal.
Metropolitan Soap Co., Toronto.

Sodas—All Kinds.
Winn & Holland, Montreal.

Soda—Baking.
Dwight, John, & Co., Toronto.

Starch.
Brantford Starch Works, Brantford.
Edwardsburg Starch Co., Cardinal, Ont.
St. Lawrence Starch Co., Port Credit

Stationery.
Weese, G. A., & Son, Toronto.

Steel Shingles.
Metallic Roofing Co., Toronto.

Sugars, Syrups and Molasses.
Canada Maple Exchange, Montreal.
Castle, F. J., Co., Ottawa.
Dominion Molasses Co., Halifax, N.S.
Edwardsburg Starch Co., Cardinal, Ont.
Imperial Maple Syrup—Rose & Laflamme, Montreal.
Wallaceburg Sugar Co., Wallaceburg, Ont.

Summer Beverages.
Downey, W. P., Montreal.
Simson Bros. Co., Halifax.

Teas, Coffees, and Spices.
Balfour & Co., Hamilton.
Blue Ribbon Tea Co., Toronto.
Ceylon Tea Traders' Ass'n.
Chase & Sanborn, Montreal.
"Commissioner" Tea, London, England.
Dutch Chemical Works, Amsterdam, Holland.
Ewing, S. H. & A. S., Montreal.
Gillard, W. H., & Co., Hamilton.
Japan Tea Traders' Ass'n.
Kinnear, T., & Co., Toronto.
Lipton, Thomas J., New York.
"Ozo" Co., Montreal.
Rutherford, Jas., & Co., Montreal.
Salada Tea Co., Montreal and Toronto.
Simpson, R. & J. H., Co., Guelph.
Turner, James, & Co., Hamilton.
Wood, Thos., & Co., Montreal.

Telephones.
Bell Telephone Co. of Canada.

Typewriters.
Canadian Oliver Typewriter Co., Montreal

Vinegars.
Canadian Vinegar Co., Montreal.
Grimble & Co., London, Eng.
Hill, Evans & Co., Worcester, Eng.
"Ozo" Co., Montreal.

Warehousing.
Cameron, Gordon & Co., Winnipeg

Washing Compound.
Fairbank, N. K., Co., Montreal.
Keen's—Frank Magor & Co., Montreal.

Woodenware.
Woods, Walter, & Co., Hamilton.

Wrapping Paper.
Canada Paper Co., Toronto.

Yeast.
Gillett, E. W., Co., Toronto.

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AND THEIR ANSWER.

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2. What tea outsells 100 to 1 any other package tea in the West?
3. What tea is crowding—through merit—other package teas?

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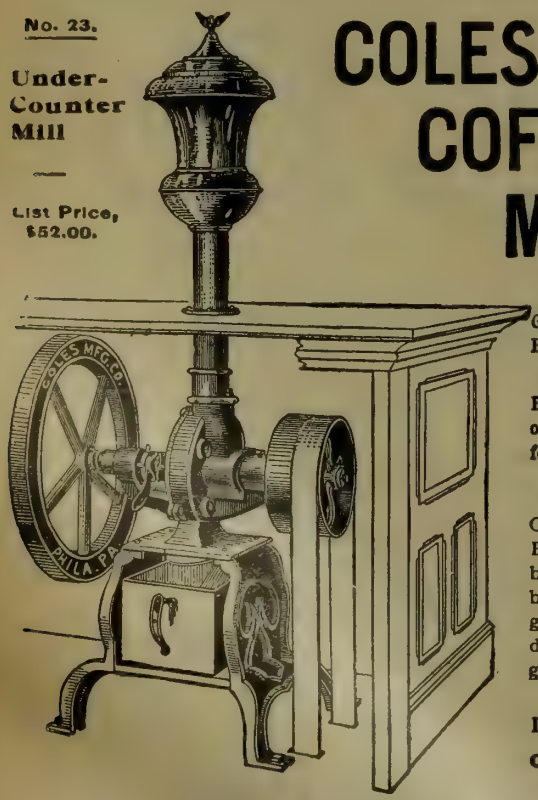

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THE ANGLO-FRENCH TREATY.

A GLANCE at the recently published summary of the provisions of the new Anglo-French treaty shows that the negotiations covered a wide field. At the present time the abolition of friction between the two countries is probably the most important result and will doubtless have a beneficial effect in the Province of Quebec where Mr. Bourassa and others have been trying to stir up race prejudices.

The chief interest in the treaty for Canada centres in the clause which affects the sister colony of Newfoundland. Under the old conditions there was a portion of the Newfoundland coast known as the "French shore." Along this shore Newfoundlanders were not permitted to fish, according to an arrangement existing between the British and French Governments. This prohibition was a source of annoyance and sometimes actual loss to the people of Newfoundland. Even a British lobster factory was not permitted on the shore in question.

In 1890 an amusing incident happened in this connection, when the commander of a British war ship compelled a French canning factory to close its doors. A law suit followed. It was carried to the Privy Council and the British Government were condemned to pay damages. Ever since, the British authorities have been endeavoring to relieve the situation.

By the treaty the Newfoundlanders are given the right to carry on whatever industries they please on the French shore, while the Frenchmen are still granted the privilege of fishing off the coast and buying bait from the Newfoundlanders. In addition Canadian fishermen have been given the same fishing and bait rights as the French fishermen.

The other portions of the treaty deal with Morocco, Egypt, Central and West Africa, Siam, Madagascar and Australasia. The friendliness of the arrangement between the two countries, France and Great Britain, and the removal of annoying conditions should be matters for public congratulation.

TRANSPORTATION NEEDS.

POLITICIANS and others are apt to lay too much stress on the tariff as a panacea for all commercial evils. Important as is the tariff, it must not be forgotten that it is merely an artificial contrivance. Of quite as much importance is the improvement of such natural means of development as are afforded, for instance, by better transportation facilities.

Larger and faster steamboats, improved harbors and waterways, better freight service on the railways, accompanied by reduced rates, will do quite as much to advance the commercial interests of the country as a fostering tariff.

The Transportation Commission, which has held sittings in many parts of Canada during the past month, should do much to improve facilities, and to the Railway Commission at Ottawa the eyes of shippers and others are turned for the solution of the problem of rates. As soon as fast steamboats can be put on the Canadian routes, which will be able to compete in some measure with the United States lines, and as soon as discriminatory freight rates can be removed, Canadian commerce will assuredly witness a wonderful development. At present the country is handicapped by a slow service across the Atlantic, which tends to divert traffic to United States ports, from which faster and cheaper steamboats run. This disadvantage is heightened by unfair treatment at the hands of the railway companies, a circumstance which only requires attention from the Railway Commission to be removed.

ALASKA vs. YUKON.

TOO much credit cannot be given the Canadian Government for its management of the affairs of the Yukon. It is true that instances of maladministration may be pointed out, but on the whole government in the Klondike has been creditable.

This fact may be emphasized and proved by an examination of the state of affairs across the border in the Territory of Alaska.

Though possessing a population of some 65,000 white men, Alaska has no representation in Congress. This in itself is a serious grievance, when it is remembered that the Yukon Territory of Canada has for some time enjoyed representation in the Dominion Parliament. The judiciary in Alaska is also complained of. There have been too frequent changes on the bench, a circumstance which has not tended to elevate the law. In the Yukon, on the other hand, the same judge has sat on the bench continuously ever since a court was established there.

Then, too, the inhabitants of Alaska look with envious eyes on the constabulary, which maintains peace and order in the Yukon. To the Northwest Mounted Police is due much of the credit for the law-abiding and peaceable nature of that settlement, and the Alaskans feel the lack of a similar body of men in their midst.

Dissatisfaction has also been expressed in Alaska at the methods of the members of the civil service, who act in an

arbitrary manner, which does not give the country a good name. Contrasted with them, the Government officials in the Yukon are superior in every respect.

That these grievances of the people of Alaska are not unreal, is evidenced by the various measures which are at present being introduced into Congress to ameliorate the condition of affairs there. We believe, however, that little would be heard of these troubles were it not that the Alaskans had constantly before their eyes the spectacle of a country, similar to their own, yet enjoying greater advantages in the way of good government than they themselves do. In the dissatisfaction of the people of Alaska lies the best proof of the excellence of Canadian institutions.

THE ATLANTIC COMBINE.

FEW people are aware that the actual control of the great Morgan combine of Atlantic steamship lines has passed into the hands of the British stockholders. On this subject the press of the United States has kept a profound silence, in marked contrast to its jingoistic utterances at the time the combine was negotiated. Then statements were made to the effect that the commercial supremacy of the sea had been wrested from England and that henceforth the Stars and Stripes would wave over the greatest fleet of ocean carriers the world had ever seen. The consummate genius of Morgan was extolled; the decadence of the British capitalist pointed out and the effect on the future relations of Britain and the United States commented on, much to the ignominy of the former. Even Canadians were known to have uttered lamentations at the downfall of England.

But to-day the tables have been turned in that calm, dignified manner in which John Bull delights to act. There has been no blazoning forth of the fact that the control of the combine has passed into his hands together with a large majority of the stock. Yet such is actually the case and it speaks to the credit of England that the fact has not been rubbed in harder than it has. On this side the Atlantic fair-minded papers of the stamp of the New York Evening Post have published the facts and in a sane manner have sought to discover the causes and determining factors, which have led to the present condition of affairs, but the general body of the United States press has been silent.

THE CHEESE TRADE OUTLOOK.

THERE is a wide divergence between the conditions existing at the opening of the cheese-making season this year and those which prevailed at this time last year. The season of 1902-03 was satisfactory in every respect to Canadian producers of the cheese. Prices prevailed at from 9 to 12c. all season, averaging in the neighborhood of 10c. It was even a better season for cheese exporters, as prices steadily advanced toward the end of the season and were maintained on a high basis throughout the Winter.

The season of 1903-04, in consequence, opened a year ago at about 13 to 13 1-2c., an unprecedented price for new cheese. The production from the first, was unusually large, an export of 2,849,199 boxes taking place during the year as compared with 2,489,630 boxes during the preceding year. Prices however were kept high at the factories until nearly the end of the season of manufacture, with the result that buyers had to face the Winter with cheese bought at about 12c. and the market heavily loaded. Prices have slowly but persistently fallen until now the market is decidedly below the level of a year ago.

There is, moreover, a wide divergence of opinion as to the real value of cheese to-day. Two large buyers, evidently not carrying any material stock of cheese, take the view that the conditions of the market do not warrant more than 9 to 9 1-2c. for last year's cheese for export demand. These dealers point out that the British market has been well supplied owing to the enormous shipments last Summer from Canada and from other countries and that it has been indisposed to buy cheese at excessive figures, owing to the industrial crisis.

A more optimistic view of the situation, however, is taken by an extensive shipper, generally recognized as an authority, who insists that good old cheese is well worth 10 to 10 1-2c. per pound throughout Ontario to-day. His argument is that while there was a large production last year it was absorbed by the British market, at a price, however, which means a heavy loss to practically all the shippers from this side. He points out that the bulk of cheese held in Canada is in strong hands and that the backward Spring has so interfered with the manufacture of the new article that whereas the factories were generally opened up by the first of April last year few of them are yet in a position to open up. These facts, he insists, warrant 10 to 10 1-2c. for good old cheese, and he backs up this claim by the statement that he has sold several lots to wholesale houses at the former figure within the week.

Everything considered it is quite clear that instead of the buoyant activity in the demand at 13c. existing a year ago the present season's cheese market is dull and heavy at prevailing prices.

BACK UP THE LAW.

UNEXPECTEDLY severe sentences have been imposed on the deputy-returning officers and poll clerks convicted of wrongdoing, at the last municipal election in Toronto. The severity of the sentence in each case, however, was quite in keeping with the enormity of the offence. Tampering with election machinery has become a crime of far too frequent occurrence in this country. Its very frequency has deadened the public conscience to its serious nature. An awakening such as Judge Winchester has rudely given the corruptionists, is just what has long been needed to pull the body politic together.

The notable feature of the case is that the law has shown itself no respecter of persons and that stern justice has been meted out alike to men of high social position and to men in humbler walks of life. This is as it should be. Yet it is surprising to find influential public bodies moving for a remission of the sentences of the principal offenders, on the ground of their high standing in

the community. In this is to be seen the baneful result of long years of winking at election frauds. Crimes against the person are visited with severe punishment and the public approves, but crimes against the state are merely condoned. It will be a gloomy outlook for political morality in this country unless strong support is given the law in its efforts to stamp out corruption.

BREAD LABELS.

AN agitation is on foot in Montreal for an enquiry into the methods being employed by bakers for attaching labels to their bread. Boards of Health all over the country will approve of such action and the bread-consumer himself will doubtless feel a sense of relief at the prospect of having the whole subject thoroughly investigated.

Every day it seems as if some new channel through which disease germs may be spread is being discovered. Sometimes the channel is obvious. Sometimes it is visionary. The bread label, however, merits serious attention. Its use may be a guarantee of sanitary processes in the manufacture of the bread, but yet, in itself, it may be most unsanitary. The public should be assured that both in the manufacture of the bread and in the fastening on of the label sanitary methods are employed.

NEW FREIGHT REGULATIONS.

THE carload business of Canadian sugar refiners is likely to suffer considerable restriction on account of the recent regulation of Canadian railways which came into force April 1, 1904, naming one hundred barrels as the minimum carload to be carried.

The railways have been wishing to introduce this regulation for the past two years, but refrained only at the urgent solicitation of refiners and the trade generally. It was felt that sooner or later the change would come, and now it is absolute throughout Canada. The reason given by the railways for taking decisive action is the increased carrying capacity of their freight cars.

GOSSIP ABOUT OURSELVES

"GREAT minds in kindred channels run." The other day two members of The Grocer staff came into violent collision, each hastening to find the other.

"I've a bright idea," cried K. on recovering himself.

"Just what I was going to say to you," retorted C.

"We should take our readers into our confidence," continued the first.

"My idea exactly," interrupted the second. "We should have a department about ourselves and give our readers the news connected with the publication of this great trade newspaper."

And so it was settled. If there is one thing sought by The Grocer it is news, market news, trade news, bargain news, personal news, and then we like to tell it.

Some of our friends say we tell too much, but after all that's what makes us worth reading. We are a trade newspaper, and it's our business to tell the news.

* * *

The engraver has finished the plates for the cover of our Special Spring and Export Number. They were delivered at our office this week and were examined with a great deal of curiosity by the staff generally, as they are something entirely different from anything we have had before. They are designed for the "three color process," which with three impressions gives the effect of several, and reproduces the design as faithfully as the original painting. An engraver's proof accompanies the plates and gives a result which is surprising when it is considered that but three impressions have been made.

* * *

A traveller just returned from the Bermudas brings with him a list of ten new subscribers to The Canadian Grocer. He got a copy from one of our subscribers there and the other Bermudians subscribed on seeing it. Our travelling friend has found that it is much easier to sell goods where the prospective customer is familiar with his firm's advertisement in The Grocer.

* * *

The offices of The Grocer in London, England, have recently been removed from 109 Fleet street, E.C., to larger and more commodious quarters at 88 Fleet street. This change has been necessitated by the great increase in the English business of The Grocer. Both circulation and advertising patronage have grown to such proportions in the old land that better accommodation was absolutely necessary, and the manager of the London office has taken prompt steps to secure larger offices.

PAYS TO GROW BEETS.

THE practicability of growing sugar beets in Canada, and the large profits accruing therefrom, was shown in a striking manner at the annual meeting of the Ontario Sugar Company, Berlin, held April 12th.

Valuable testimony to the money-making qualities of the sugar beet was given by a number of large farmers present. One had twelve acres of beets under cultivation last year. He had a crop of fifteen tons to the acre, which brought him on an average over $5 a ton. He received over $900 for his crop, and considered it the best paying crop he could hope to grow, as a matter of fact yielding much more money net than he could have secured from any other crop.

Another who had 26 acres under cultivation received for his crop some $1,600. His net profit was around $550, or nearly $30 per acre.

The experience of beet-growers who attended the meeting was to the effect that while sugar beets required a great deal of labor in their cultivation, there was always a profitable market for the crop; in fact it was sold before it was ready to be marketed. This was something that could not be said of any other crop, which was always dependent upon the rise or fall of the market, and, moreover, the cultivation of sugar beets did not injure the soil, but, on the contrary, improved it, while at the same time it was the best paying crop a farmer could have.

There's Something Doing

Yes, all the time with the progressive dealer who has had the foresight to stock with "**Salada**" Ceylon Tea, as trial sales have made permanent customers. That's a certainty beyond question. Some grocers commenced buying "**Salada**" in pretty small quantities, they had heard considerable good reports on it, still they had little faith at heart and did not propose getting caught (as they termed it). But somehow or another these little purchases sold readily and pleased abundantly, with the result that they now sell as much tea in a month as their entire tea trade used to amount to in six months.

There are hundreds of instances like these.

Mr. Reader, where do you stand on the subject?

BRANCHES and AGENCIES
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Montreal.
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Hartford.
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Jersey City.
Milwaukee.
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Richmond, Va.
Jacksonville.
Rochester.
Norfolk, Va.
Scranton, Pa.
Portland, Me.
Baltimore, Md.
San Francisco
St. Louis
Minneapolis.

12 Million Packets Sold Annually

Black, Mixed or Natural Ceylon Green.

SEALED PACKETS ONLY.
Retailing at 60c., 50c., 40c., 30c., 25c. per pound.

WE OFFER

The Famous

"Blue Label" TOMATO KETCHUP

ASK YOUR JOBBER FOR IT.

"Blue Label" Tomato Ketchup is made from whole, Ripe Tomatoes, and pure spices, carefully prepared. Put up in our patented, metallic screw top, corrugated bottles.

Stocked by all First-class Trade.

Dominion Brokerage Co.

43 SCOTT STREET,
TORONTO, - CANADA
Branches: New York, London, Liverpool and Cape Town, South Africa

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BUY

BRUNSWICK BRAND in **SARDINES** — Domestic, Goods in Oil, ¼s; Mustard, ¼s and ¾s; Tomato, ¼s. **HERRINGS,** in Tomato Sauce and Kippered. **CLAMS, SCALLOPS, CLAM CHOWDER, BONELESS CODFISH, FINNAN HADDIES, BONELESS FISH.**

—Sold by all the leading wholesale grocers in Canada. All goods guaranteed. If you have not tried them you have missed something nice; if you have, we know you are still using them.

—Information respecting our goods will be cheerfully given.

—Address all enquiries to

Connors Bros., Limited,

PACKERS OF SEA FOODS,
BLACK'S HARBOUR, - N. B.

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

Groceries.

Toronto, April 14, 1904.

THE general condition of the grocery market may be characterized as steady, little less business, if any, having been done this week than last. A brisk trade has been doing in canned goods at firm prices. The sugar situation is weaker than it was last week and trade has been quiet. Syrups and molasses are steady at firm prices. A fair business has been done in teas during the past week and firm prices rule. The coffee situation remains unsolved, the Rio market having held very firm, with the result that buyers are holding back expecting prices to drop, which is extremely unlikely. Spices are quiet. The market for rice and tapioca is steady, and firm prices rule, particularly in the latter. There is a seasonable demand for foreign dried fruits, prunes being particularly active, and an advance is reported in sultana raisins, although as yet local prices are unaffected.

CANNED GOODS.

The canned goods market shows signs of firming still further, particularly in corn, peas, beans and tomatoes. There is a brisk demand for all classes of goods at these prices, and one leading firm report their trade in canned goods for the week to have been better than in any other department. Our quotations are as follows:

Apples, 3's	....	0 90
" gallons	....	2 20
Asparagus	....	3 50
Beets, 2's	....	0 90
Beets, 3's	....	1 00
Blackberries, 2's	1 50	1 70
Beans, 2's	0 90	1 10
Corn, 2's	....	1 20
Cherries, red, pitted, 2's	....	2 20
" white	....	2 40
Peas, 2's	0 97½	1 45
Pears, 2's	1 45	1 60
" 3's	1 90	2 10
Pineapples, 1½'s	1 50	1 60
" 2's	1 80	2 00
" 3's	2 25	2 40
Peaches, 2's	1 55	1 70
" 3's	2 45	2 60
Plums, green gages, 2's	1 10	1 40
" Lombard	1 00	1 30
" Damson, blue	0 95	1 25
Pumpkins, 3's	....	0 95
" gallon	....	2 50
Rhubarb, 3's	....	1 80
Raspberries, 2's	1 40	1 60
Strawberries, 2's	1 40	1 60
Succotash, 2's	....	1 00
Tomatoes, 3's	....	1 12
Lobster, talls	....	3 35
" 1-lb. flats	3 50	3 70
" ½-lb. flats	1 90	2 00
Mackerel	1 00	1 25
Salmon, sockeye, Fraser	1 65	1 75
" " Northern	1 65	1 75
" " Horseshoe	1 65	1 75
" Cohoes	....	1 15
Chums	0 95	1 00
Sardines, Sportsman ¼'s	....	0 15
" ½'s	....	0 23
" Portugese ¼'s	0 08	0 10
" P. & C., ¼'s	0 25	0 27
" P. & C., ½'s	0 35	0 38
" Domestic, ¼'s	0 03½	0 04
" " ½'s	0 09	0 11
" Mustard, ½ size, cases 50 tins, per 100	8 00	9 00
Haddies	....	1 00
Kippered herrings, domestic	....	1 00
" " imported	1 45	1 55
Herrings in tomato sauce, domestic	1 00	1 10
" " " imported	1 45	1 55

SUGAR.

The sugar market for the week under review is quiet, signs of weakness having developed. There have been some sales of centrifugals in New York, on parity of 3 5-8 duty paid, the sugars being San Domingos, which have to pay full duty, and would therefore only fetch $1.94 c. and f. These sugars were afloat and due to arrive. In order to effect a sale it was necessary to make a slight concession of 4c per 100 lbs. The market has been very sensitive for the past week with the tone decidedly in favor of buyers and any pressure to sell sugars would only have resulted in further change.

Refiners' recent heavy purchases have been coming to hand and it has taxed their resources to take care of them. For the present at least they can afford to be independent in respect to offerings of nearby sugars. For weeks past the bulk of receipts have been to refiners and importers stocks in United States Atlantic ports are only 30,000 tons. Stocks in refiners' hands, however, are less than four weeks' supply, and with prospectively heavy meltings they will have to come into the market soon again as buyers. They are to-day buyers of Cuban centrifugals for May shipment on basis of 2 5-16 c. and f., which is equivalent to 1-32 over duty paid parity of this week's sales. Cuban holders are sellers of nearby sugars on this basis, but for later shipments are holding for 2 3-8 c. and f. For some time to come the market will probably favor buyers owing to anticipated heavy receipts. Later on, however, there is likely to be a reaction in favor of sellers with renewed buying activity, and probably some appreciation in values with perhaps occasional fluctuations.

Receipts at United States Atlantic ports for the week ending April 6 were 40,239 tons, with meltings 36,000 tons, which latter figures are equal to those for the previous week and are 11,000 tons more than for the corresponding period of 1903. For the year to date meltings of American refiners are 69,000 tons more than for the previous year. Total stocks in all hands on April 6 were 140,323 tons, which was 66,014 tons less than for the same period last year. Combined stocks of United States and Cuba were 407,323 tons, against 551,021 tons for last year, the decrease being 143,698 tons.

Combined stocks of Europe and America at latest uneven dates were 3,523,323 tons, against 3,537,939 tons last year, showing a decrease therefrom of 14,616 tons. The number of central factories grinding in Cuba at latest advices was 171, which has been the figure for some weeks past. There are those who anticipate that the total production in Cuba this year will be 1,180,000 tons as compared with last year's crop of 998,878 tons, of which approximately 490,000 was made after March 31. The visible production up to the end of March, 1904, is estimated at 680,000 tons which would leave the prospective production of 500, 000 tons during the balance of the season. This will be mostly required for United States markets as prospective receipts during the next four months from non-preferential countries are expected to be small, notably from Java, which cannot give the United States half the quantity shipped last year between April and July.

Canadian refiners are reported to have been ready buyers of British West Indian sugars at fully 3-16 above parity of recent c. and f. sales in New York. There have been slight shadings in European prices during the week, to-day's quotation being 8s 5 1-4d for 88 per cent. basis f.o.b. Hamburg, which shows a decline of 1 1-2d from last advices. The refined market is dull. One American refiner has been cutting prices 10c per 100 lbs on prompt shipments without finding many buyers, the demand being confined principally to calls against contracts. Other American refiners maintain full list quotations.

There are no changes to record in Canadian refined, though the feeling at the moment is one of uncertainty, buying being only for absolute requirements. Carload business is an unknown quantity at the present time; it will suffer some restriction from the recent regulation of Canadian railways made effective April 1, naming 100 barrels as a minimum carload. Our quotations are as follows:

Paris lumps, in 50-lb. boxes	4 88
" in 100-lb. "	4 78
St. Lawrence granulated	4 23
Redpath's granulated	4 23
Acadia granulated	4 13
Berlin granulated	4 13
Domestic beet, granulated, 1902	3 98
Phoenix	4 13
Bright coffee	4 03
Bright yellow	3 98
No. 3 yellow	3 93
No. 2 "	3 73
No. 1 "	3 63

Granulated and yellow, 100-lb. bags, 10c. less than bbls.

SYRUPS AND MOLASSES.

Trade in syrups and molasses is reported as satisfactory for the week, the demand being good at firm prices. The first local shipment of West Indian molasses arrived on the market this week and is pronounced to be of very fine quality. It is not unlikely that the new product may take the place of the New Orleans article, as a result of the prohibitive test placed on the latter. Our quotations are as follows:

Syrups—		
Dark	0 30	0 32
Medium	0 32	0 35
Bright	0 35	0 37

Corn syrup, bbl., per lb		0 02½
" ½-bbls "		0 02½
" kegs "		0 03
" 3 gal. pails, each		1 30
" 2 gal. " "		0 90
" 2-lb. tins (in 2 doz. case) per case		1 90
" 5-lb. " (in 1 ") "		2 35
" 10-lb. " (in ½ ") "		2 25
" 20-lb. " (in ¼ ") "		2 10
Molasses—		
New Orleans, medium	0 25	0 30
" " ½ bbls	0 27	0 32
" open kettle	0 45	0 50
Barbadoes	0 38	0 45
Porto Rico	0 38	0 42
Maple syrup—		
Imperial qts		0 27½
1-gal. cans	0 95	1 00
5-gal. cans, per gal		1 00
Barrels, per gal		0 75
5-gal. Imp. brand, per can		4 50
1-gal. " per case		5 10
½-gal. " "		5 60
Qts. " "		6 00

TEAS.

The tea market continnes firm and strong with active demand for good medium Ceylons, Ceylon greens and some trade in Japans. The feature of the week is the increased demand for high-priced teas.

The latest London report shows that there has been an increased consumption of Indian and Ceylon teas in nearly every important foreign market, an additional quantity of Ceylon tea in America, and of Indian tea in Russia being taken. Our quotations are as follows:

Congou—half-chests, Kaisow Moning	0 12	0 60
" caddies, Pakling	0 19	0 50
Indian—Darjeelings	0 35	0 55
" Assam Pekoes	0 20	0 40
" Pekoe Souchongs	0 17	0 25
Ceylon—Broken Pekoes	0 36	0 42
" Pekoes	0 22	0 30
" Pekoe Souchong	0 18	0 25
China Greens—Gunpowder, cases, extra first	0 42	0 50
" " half-chests, ordinary firsts	0 22	0 28
Young Hyson, cases, sifted, extra firsts	0 42	0 50
" " cases, small leaf, firsts	0 35	0 40
" " half-chests, ordinary firsts	0 28	0 38
" " seconds		0 23
" " thirds	0 16	0 18
" " common		0 15
Pingsueys—Young Hyson, ½-chests, firsts	0 28	0 32
" " seconds	0 18	0 19
" half-boxes, firsts	0 28	0 32
Japan—½ chests, finests May pickings	0 38	0 40
" Choice	0 33	0 37
" Finest	0 30	0 32
" Fine	0 27	0 30
" Good medium	0 25	0 28
" Medium	0 21	0 23
" Good common		0 20
" Common		0 19

COFFEES.

The principal item of interest in the coffee market this week is the continued firmness of the Rio market. Dealers are practically sold out, and have been asking for reasonable coffee quotations for weeks, but the outcome so far is only for speculators to hold stocks back for higher prices. It looks as if prospective buyers would have to pay the increased price. At present, however, little or no business is doing in Rios. The demand for Mochas, Javas, etc., shows no fluctuation, being steady at quotation prices. Our quotations are as follows:

	Per lb.
Green Rios, No. 7	0 08
" " No. 6	0 08½
" " No. 5	0 08½
" " No. 4	0 08½
" " No. 3	0 09 0 09½
" Mocha	0 21 0 25
" Java	0 22 0 35
" Santos	0 10 0 12
" Plantation Ceylon	0 26 0 35
" Porto Rico	0 22 0 25
" Guatemala	0 22 0 25
" Jamaica	0 15 0 20
" Maracaibo	0 16 0 23

SPICES.

The spice trade is without particular feature this week, and continues quiet, with demand only fair as usual at this season. Last week's quotations continue unchanged. We quote the following prices:

	Per lb.		Per lb.
Peppers, blk	0 18 0 19	Cloves, whole	0 25 0 35
" white	0 23 0 27	Cream of tartar	0 25 0 30
Ginger	0 18 0 25	Allspice	0 14 0 17

RICE AND TAPIOCA.

There is not much change to report from last week's rice and tapioca market. Firm prices rule in both, particularly in the latter, and the demand is steady. Last week's prices continue unchanged. We quote the following prices:

	Per lb.		Per lb.
Rice, stand. B	0 03¾	Tapioca, staple	0 03¼ 0 03¾
Patna	0 05 0 05½	" double goat	0 04½
Japan	0 06 0 07	Carolina rice	0 10
ago	0 03½ 0 04		

Foreign Dried Fruits.

There is a seasonable demand for foreign dried fruits at quotation prices, especially for prunes, which are moving very freely. Advices from Smyrna say there has been a further advance in prices of sultana raisins. As soon as stocks of dried fruits get a little lower it is expected the demand will improve. Our quotations are as follows:

PRUNES.

	Per lb.		Per lb.
100-110s	0 04 0 04½	60-70s	0 06½ 0 07
90-100s	0 05 0 05½	50-60s	0 07 0 07½
80-90s	0 05½ 0 05¾	40-50s	0 07¾ 0 08
70-80s	0 06 0 06½	30-40s	0 08¼ 0 08½

CANDIED PEELS.

	Per lb.		Per lb.
Lemon	0 10 0 12½	Citron	0 15 0 18
Orange	0 11 0 13		

FIGS.

	Per lb.		Per lb.
Tapnets	0 03¾	Elemes	0 09 0 20
Naturals	0 06½ 0 09½		

APRICOTS.

	Per lb.
Californian evaporated	0 12½ 0 15

PEACHES.

	Per lb.
Californian evaporated	0 08½ 0 12

CURRANTS.

	Per lb.		Per lb.
Fine Filiatras	0 04¾ up	Vostizzas	0 07 0 08
Patras	0 06 0 06½		

RAISINS.

	Per lb.
Valencia, fine off-stalk	0 06½ 0 06¾
" selected	0 07 0 07½
" selected layers	0 07½ 0 09
Sultana	0 06¾ 0 10
Californian seeded, 12-oz	0 08½ 0 09
" " 1-lb. boxes	0 10½ 0 11
" unseeded, 2-crown	0 07½
" " 3-crown	0 08 0 08½
" " 4-crown	0 09 0 10

DATES.

	Per lb.		Per lb.
Hallowees	0 03¾ 0 04	Fards	0 08¼ 0 09
Sairs	0 03½ 0 03¾		

Cured Fish.

The market in cured fish is dull, as the season is practically over and stocks are generally depleted. We quote the following prices:

Herring, No. 1, Labrador, in bbls	5 50 5 75
" " " ½-bbls	3 00 2 25
" split shore, ½-bbls	2 75 3 00
Large dried cod in quintals	6 00 6 50
Skinned cod, in 100-lb. cases	5 50 6 00
Cod steak, 1-lb. blocks	0 06¾
Boneless fish, 1-lb. blocks	0 05¾
" " 25-lb. boxes, per lb	0 04½
Scaled herring, per box	0 16 0 18

Country Produce.

EGGS.

The price of eggs is beginning to show signs of becoming normal, having dropped to 15c, with prospects of a further drop shortly. This gradual decline must continue until the pickling basis is reached. Supplies are coming very freely, although there has been no surplus stock until the last couple of days. A brisk demand is reported. Our quotations are as follows:

Eggs, fresh laid, per doz	0 14 0 15

POULTRY.

The poultry market is exceptionally quiet, very little trade being done. Chickens are reported as scarce. We quote the following prices:

Chickens, live per lb	0 09 0 10
Old hens " "	0 05 0 06
Chickens, dressed, per lb	0 10 0 13
Old hens, " "	0 06 0 07
Turkeys, " "	0 14 0 15

HONEY.

The honey market continues dull and featureless. We quote the following prices:

Honey, extracted clover, per lb	0 06½ 0 07½
" sections, per doz	1 50 2 00

BEANS.

The bean market is quiet with demand slow at quotation prices. Our quotations are as follows:

Beans, mixed, per bush	1 40
" prime, "	1 50
" handpicked, per bush	1 65 1 75
" water-stained "	1 60
" Lima, per lb	0 05½ 0 06½

MAPLE SUGAR AND SYRUP.

The market in maple sugar and syrup is steady at prices quoted below. Although trade is not brisk, dealers say it has been satisfactory. Our quotations are as follows:

	Per lb.
Maple sugar, 30-lb. boxes	08
" syrup, wine gallon, per tin	0 75
" " imperial gal. per tin	0 90

Fish.

The fish market continues quiet, with supplies of frozen stock gradually disappearing. Perch are out of the market. Two weeks more will probably bring fresh fish, when the market will begin to grow lively again after its brief dormant season at the conclusion of Lent. We quote the following prices:

Whitefish, frozen, per lb	0 09
Trout, frozen, per lb	0 09
Herrings, fresh, per lb	0 04½
British-Columbian salmon, frozen, per lb	0 12
Halibut, frozen, per lb	0 12
Perch, per lb	0 06
Mackerel, frozen, per lb	0 10
Haddock, per lb	0 06
Cod, per lb	0 08
Tullibees, per lb	0 06
Fresh-water herring, frozen, per lb	0 04½
Finnan haddies, per lb	0 09
Oysters, standard, per small pail	4 50
" selects " "	5 00

Green Fruits.

The green fruit market has been comparatively quiet for the last day or two on account of the cold weather, but as a brisk fruit trade is beginning to open up now it is not expected that such conditions will continue. California navel oranges are still in big demand and firmer in price. Valencia oranges have advanced three shillings in England, but as yet no noticeable change in local prices is reported. The lemon market is quiet and prices are easier; as a matter of fact the local market has been

loaded ever since last December. Jamaica grape fruit is quoted this week at $7.50. Florida pines have been supplanted by stock from Havana. Bananas are plentiful and easier in price, the demand for both of these is brisk and it is expected that within a couple of weeks the season will be at its height. Owing to the big demand for bananas it is thought high prices will rule for 30 or 60 days. A few Almeria grapes are seen on the market, and are quoted at $8.50. Florida tomatoes are coming more freely, stocks are improving in quality, the demand is increasing and prices are 75c easier. The market for strawberries is improving and prices tend to become easier. Reports from North Carolina say the berry crop there is not so heavy as usual this year and that it is at least two weeks later than last year. This crop will be here shortly as the end of the Louisiana crop will soon be reached. A few bunches of red bananas are noticed on the market and are quoted at $2.50 per bunch. We quote the following prices:

California navels, per box	2 75	3 50
Mexican oranges, per box	....	2 00
Marmalade oranges, per box	....	2 50
Seville oranges, bitter, per box	....	2 50
Bitter oranges, Palermo, boxes, per box	2 00	2 40
Messina lemons, new, 300's, per box	2 75	3 00
" " 360's, per box	2 25	2 50
Valencia oranges, 420 case	....	4 50
Valencias, large, per case	5 50	6 00
Bahama grape fruit, per box	5 50	6 00
Havana pineapples, per crate	4 50	5 00
Jamaica grape fruit, per box	....	7 50
Bananas, large bunches	1 75	2 25
Bananas, red, per bunch	....	2 50
Apples, per bbl	1 25	2 50
Almeria grapes, per keg	....	8 50
Florida tomatoes, per crate	3 00	3 25
Tomatoes, green house, per lb	0 25	0 30
Cranberries, Jersey, per bbl	....	5 50
" Budd's longkeepers	....	7 00
Limes, per box	....	1 20
Limes, in ½-straps	....	2 20
Strawberries, Louisiana, quarts	0 18	0 20
" Florida "	0 25	0 30
" " pints	0 10	0 12

Vegetables.

The demand for vegetables is good this week, particularly for green stuff, which is difficult to get. Potatoes are slightly firmer. Parsnips are more plentiful and 25c easier in price. Onions have been scarce locally for the last two or three days, but supplies of European onions are expected shortly. There is a fair amount of rhubarb in the market, with a pronounced scarcity of green onions and radishes which have advanced in price. The end of the California celery season is about here, and American speculators have what remains of stocks pretty well under their control. Only a few more shipments are expected. Spinach is easier in price. We quote the following prices:

Cabbage, per doz	0 50	1 00
" red, per doz	0 50	1 00
Potatoes, per bag	1 00	1 10
Potatoes, per bag, car lots	0 85	0 90
Sweet potatoes, per bbl	....	5 50
Sweet potatoes, crates	....	2 50
Onions per peck	....	0 50
Onions white, per bag	....	2 50
Spanish onions, per crate	....	1 25
Spanish (Valencia) onions, large cases	3 25	3 50
Bunch lettuce, per doz. bunches	0 30	0 35
Radishes, per doz. bunches	....	0 50
Mushrooms, per lb	....	0 75
Mint, per doz bunches	....	0 30
Parsley, " "	....	0 20
Sage, per doz	....	0 15
Savoury, per doz	....	0 10
Beets, per bag	....	1 00
Carrots, per bag	....	0 85
Parsnips, per bag	0 75	1 00
Artichokes, per bush	....	1 00
Yellow turnips, per bag	0 35	0 40
Leeks, per doz	....	0 40
California celery, large case	4 50	5 00
" " small case	....	2 40
Celery, per doz	0 75	1 00
Rhubarb, per doz	1 00	1 50
" per bundle	0 10	0 15
Green onions, per doz	....	0 20
Green house water cress, per doz	....	0 25
Green cucumbers, American, per doz	1 50	2 00
" " Canadian, per doz	1 75	2 00
Asparagus, green house, per bunch	....	0 25
Florida spinach, per bbl	....	3 00
Florida spinach, per bush. hamper	....	1 25
Greens, per bush. box	....	2 00
Bermuda new potatoes, per bush	....	3 50

Seeds.

The seed market which has been very active lately has fallen off somewhat on account of the last few days of cold weather. Last week's prices continue unchanged. We quote the following prices:

Red clover, per bush	5 75	6 35
Alsike "	4 75	5 75
Timothy, per "	1 15	1 75
" flail threshed	....	2 00

Grain, Flour and Breakfast Foods.

GRAIN.

The market is very dull this week. A general decline in prices has taken place. Manitoba wheat, No. 1 hard, is 1-2 to 2 1-2c easier. Manitoba wheat, Northern No. 1 is 3 to 3 1-2c easier. No. 2 Northern, 2 1-2c easier. Red and white wheat are each 1 to 2c cheaper. Oats are 1-2 to 1c. lower, while peas have dropped 6c. The sympathy of the American market is in all probability largely responsible for the drop. We quote:

Manitoba wheat, No. 1 hard, per bush, Toronto	1 02	1 04½
" " Northern No. 1 " "	1 00	1 01
" " No. 2 " "	0 97	0 97½
Red, per bushel, on track Toronto	0 97	0 98
White " " "	0 97	0 98
Barley " " "	0 50	0 52
Oats " " "	0 36	0 37
Peas " " "	0 70	0 71
Buckwheat " " "	....	0 57
Rye, per bushel, " "	0 64	0 65

FLOUR.

The flour market is quiet this week with prices steady and practically no change from last week's quotations. We quote the following prices:

Manitoba wheat patents, per bbl	5 00	5 15
Strong bakers "	4 75	4 90
Ontario wheat patents "	4 80	5 05
Straight roller "	4 50	4 60

BREAKFAST FOODS.

The demand for breakfast foods continues brisk at quotation prices. There are no changes to record since last week. Our quotations are as follows:

Oatmeal, standard and granulated, carlots, on track, per bbl	5 05
Rolled oats, standard, carlots, per bbl., in bags	4 50
" " " " in wood	4 75
" " " " for broken lots	4 90
Rolled wheat, per 100-lb. bbl	3 00
Cornmeal	3 50
Split peas	5 00
Pot barley, in bags	3 75
" in wood	4 00
Swiss food, per case	2 88
Aunt Sally's Pancake Flour, per case	2 00

Hides, Skins and Wool.

New season lambskins are now on the market at 15c apiece. Pulled wools, super, have gone as low as 18c per lb this week, being 1c lower than they were last week. A fairly large business is doing with prices firm. We quote:

HIDES.

No. 1 green, per lb	0 07
" 2 " "	0 06
" 1 " steers, per lb	0 07
" 2 " " "	0 06
Cured, per lb	0 08

CALFSKINS.

Veal skins, No. 1, 6 to 12 lb. inclusive	0 09
" " " 2 " " "	0 07
" " " 1 15 to 20 lb "	0 08
" " " 2 " "	0 06
Deacons (dairies), each	0 60
Sheep skins	1 00 1 10
Lamb skins	0 15

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TORONTO.

WOOL.

Unwashed wool, per lb	0 09	0 10
Fleece wool, "	0 15	0 16
Pulled wools, super, per lb	0 18	0 20
" " extra "	0 20	0 22

QUEBEC MARKETS.

Montreal, April 14, 1904.

Groceries.

THE grocery trade was generally quiet throughout the week. There was, however, a marked activity in sugar and some splendid orders have been placed by the refiners here for West India sugars. This has restored a kindly feeling between the brokers and refiners. The evaporated apple corner was watched with interest but what amazed the local grocers was that no change in prices had gone into effect at the time of writing, though it is reported that Western holders are asking 6¼c f. o. b. The general feeling in the trade is that whoever was responsible for the corner would have to wait a long time to get any profit. Dried fruit remains in the steady list, with demand good. Small fruits for confectionery purposes were reported slightly dearer, desirable parcels finding ready buyers. The advance in starch and matches has been maintained and eggs have dropped away down to 16 cents.

The green fruit market has exhibited considerable strength, although bananas dropped to a range of from $1.50 to $2.25. There was a slight demand for canned goods, though buyers confined themselves to purchases on the smallest scale possible. The consumptive demand for pepper seems brisk with prices of some kinds lower. Small quantities of Jamaica ginger are being offered though the quality is reported quite inferior. Canary seed has again suffered a reduction of price. Heavy shipments of Rangoon rice to Japan are reported and prices remain firm with every likelihood of them remaining so. In tea and coffee there has been no notable change. Some fluctuations have been reported from New York, but the normal market is maintained. A noticeable drop in the fruit market was the fall in pineapples of $1 and more per case. Florida tomatoes dropped 50 cents a crate. The potato market has been strong all the week owing to the presence of some American buyers who have paid top prices.

SUGAR.

Absolutely without a feature yet full of activity, describes the sugar market pretty accurately. Plenty of West India sugar will be coming to the port very shortly and no doubt prices may be easier. We quote :

Granulated, bbls	$4 15
" ½-bbls	4 25
" bags	4 02½
Paris lump, boxes and bbls	4 65
" " ½-boxes and ½-bbls	4 75
Extra ground, bbls	4 50
" " 50-lb. boxes	4 70
" " 25-lb. boxes	4 80
Powdered, bbls	4 30
" 50 lb. boxes	4 50
Domino lumps, boxes and bbls	4 55
" " ½-boxes and ½-bbls	4 65
Phoenix	4 05
Bright coffee	3 95
" yellow	3 95
No. 3 yellow	3 85
No. 2 "	3 65
No. 1 " bbls	3 55
No. 1 " bags	3 45
Raw Trinidad	3 20
Trinidad crystals	3 30

SYRUPS AND MOLASSES.

The decline reported from the West Indies has been continued and further decline has taken place. There is still said to be plenty of molasses on the way to Montreal and also plenty of molasses in the country. The price at the Island was 9c, and futures were offering at 24½ in car load. We quote :

Barbadoes, in puncheons		0 27
" in barrels		0 29½
" in half-barrels		0 30½
New Orleans	0 22	0 35
Antigua		0 37
Porto Rico	0 45	0 48
Corn syrups, bbls		0 02¾
" ½-bbls	0 02¾	0 03
" ¼-bbls		0 03
" 38½-lb. pails		1 30
" 25-lb. pails		0 90
Bbls., per 100 lb		2 75
½-bbls. "		2 75
Kegs "		3 00
Cases, 2-lb. tins, 2 doz. per case		1 90
" 5-lb. " 1 doz. "		2 35
" 10-lb. " ½ doz. "		2 25
" 20-lb. " ¼ doz. "		2 10

COFFEE.

This favorite article of consumption continues to be interesting, although the market remains unchanged. The receipts from the countries of production continue to be light and the shortness keeps the operators in the big markets in continuous difficulties when they try to force prices down. Costa Rica supplies are reported coming to hand much more freely. As usual at the end of the season the news from East India it to the effect that the quality already shows signs of deteriorating. That there is little fluctuation is due largely to the speculative interests. On its merits, however, coffee appears to be at a fair price and no change is looked for at present.

Good cucutas	0 10	0 10½
Choice "	0 11½	0 12½
Jamaica coffee	0 10½	0 11
Java	0 18	0 22
Mocha	0 16	0 19
Rio	0 08	0 09

TEA.

It would take a keen manipulator of the market to definitely understand the tea situation. It is not apparently as easy as it was a month ago. A good steady demand prevails for Japans and Ceylon greens, yet it looks as if inside a month there might easily be a weak turn again. Buyers are playing the waiting game. Jobbers and retailers seem to be stocked up. No heavy buying is expected for another month. Then some light may dawn as to the future of the tea market. The new Japan crop will be ready for the picking and some idea may be formed of the quality of it. The war will not interfere with the crop at all and there is every indication of a fine first crop. Freight might be affected by Russia succeeding in putting a fleet in Japanese waters. Such a move would have a serious effect on the tea market. The movements reported in India and Ceylon teas were considered satisfactory. Active enquiry has been carried on and the markets are firm and the demand good. We quote :

Good to medium Japans	0 18	0 24
Fine to choice Japans	0 25	0 35
Ceylon greens	0 16	0 20
Indian greens	0 18	0 30
Japan style China congoes	0 10	0 10½
Pealeaf and Pinhead Gunpowders	0 23	0 40
Coarse to good Gunpowders	0 13	0 22
Ceylon blacks	0 14	0 30
Indian "	0 12	0 20

CANNED GOODS

There is a fair demand for canned goods and the tendency of prices is upwards. Salmon continues to be a feature. The present prices are not popular with the consumer and the quotations will to some extent affect consumption. There does not appear to be any sign of lower prices throughout the best consuming months of the year. Sardines remain firm and the demand is good. Retailers should pay attention to California fruit for they show exceptional value. Apples and tomatoes are selling slowly. Corn should be a good purchase as there is no probability of it being any lower. In canned fruits the C. C. C. Co. have issued a circular stating that an advance of five per cent. will take effect April 25th. We quote :

Tomatoes		1 15
Corn		1 15
Peas	0 87½	1 50
String beans	0 85	0 90
Strawberries, preserved	1 40	1 60
Succotash		1 00
Blueberries		1 10
Raspberries		1 40
Lawtenberries, 2s		1 50
Raspberries, black		1 35
Gooseberries		1 55
Pears, 2s	1 45	1 60
" 3s		2 10
Peaches, 2s	1 55	1 67
" 3s	2 40	2 60
Plums, Lombard 2s		1 30
" Green Gage, 2s		1 40
Cherries, red pitted, 2s		2 20
Baked beans, 3s		0 90
3-lb. apples		0 90
Gallon apples		2 20
2-lb sliced pineapples	2 00	2 10
Grated pineapples		2 40
Singapore whole pineapples		2 40
Pumpkins, per doz		0 95
Spinach		1 00
Sugar beets	0 90	1 40
Salmon, pink	0 90	1 00
" spring		1 40
" Rivers Inlet red sockeye		1 50
" Fraser River red sockeye	1 50	1 70
Lobsters, talls		3 45
" 1-lb. flats		4 00
" ½-lb. flats		2 25
Canadian Sardines, ¼s	3 65	4 00
California asparagus	4 50	5 00
Asparagustips	3 50	3 75

Foreign Dried Fruits.

Fair demand has marked dried fruit of all kinds. The advance in small confectionery fruit has been slight. Regarding Sultanas the reports of the unfavorable weather in the districts of Smyrna have received ample confirmation, and a slight advance was reported from abroad. The local market has remained unchanged. Holders are asking good prices here and some further advances may take place before long. Plums and evaporated fruits are in strong demand and prices are firm. It would seem wise to watch out for the advance in Sultanas. From Gridley, California, comes the report of a light almond crop even if there are no killing frosts. The extremely wet weather, while the trees were in blossom, acted to the detriment of the crop, causing the pollen to wash from the blossoms and preventing bees from visiting the flowers. Fruit growers are confident that conditions are satisfactory in other lines of fruit. We quote :

VALENCIA RAISINS.

New, finest off-stalk, per lb	0 06	0 06½
Selected, per lb		0 07
Layers "	0 07½	0 07½

FIGS.

Comadres, per tapnet	1 00	1 10
Elemes, per box, new		0 90

DATES.

Dates, Hallowees, per lb	0 03½	0 03¾

CALIFORNIAN EVAPORATED FRUITS.

Apricots, per lb	0 12½
Peaches "	0 09½
Pears "	0 12½

MALAGA RAISINS.

London Layers	1 75	1 90
"Connoisseur Clusters"		2 00
"Royal Buckingham Clusters," ½-boxes		1 00
"Excelsior Windsor Clusters"		4 25
" " ¼s		1 25

CALIFORNIAN RAISINS.

Loose muscatels, per lb.	0 07½ 0 08
" " seeded, in 1-lb. packages	0 10½
" " in 12-oz. packages	0 08

PRUNES.

	Per lb.	Per lb.
30-40s		0 09
40-50s		0 08
50-60s		0 07½
60-70s		0 06½
70-80s		0 06
80-90s		0 05½
90-100s		0 05
Oregon Prunes (Italian style) 40-50s		0 08
" " 50-60s		0 07½
Oregon prunes (French style), 60-70s		0 06½
" " 90-100s		0 04½
" " " 100-120s		0 04

CURRANTS.

Fine Filiatras, per lb. in cases	0 04½ 0 05
" " cleaned	0 05 0 05½
" " in 1-lb. cartons	00 6 0 06½
Finest Vostizzas "	0 06½ 0 07½
Amalias "	0 05½

SULTANA RAISINS.

Sultana raisins, per lb.	0 06½ 0 08
" " 1-lb. carton	0 09
Shelled Walnuts	0 19 0 20

Green Fruits.

The market has shown considerable strength. A remarkable story has been circulated in reliable circles (emanating from Los Angeles, California,) stating that orange growers of Southern California are facing a condition of affairs which, to many of them, will prove ruinous. Throughout the great orange belt, fruit is said to be rotting on the trees. Men conversant with the situation say that it will be utterly impossible to market the crop. One reason assigned for it is the severe eastern Winter, and another, lack of cars to remove the fruit.

Locally bananas have gone down in price and are selling freely at $1.50 to $2.25. Canadian apples have gone up and range with good demand from $2.75 to $4.50 per bbl. Pineapples faded in price at the last quotation from $5.50 away to $4.25. Strawberries still maintain good demand at 40 cents a quart box while some Chicago berries were selling at 25c, the boxes being about three-quarter quarts. Peanuts are dear and were selling at 12c a lb. Asparagus brings $5.50 a dozen bunches but it is sure to be much dearer. We quote :

Cranberries	800	9 00
Cocoanuts, per bag of 100		4 00
Canadian apples, in bbls.	2 75	4 50
Pineapples, 24 to case		4 25
" 30 to case		4 00
Bananas	1 50	2 25
Valencias oranges 714's		4 00
" " 420's		3 75
Sweet potatoes, per bbl.	5 50	6 00
Spanish onions, cases		3 50
French onions, 110-lb. cases		3 00
New Messina lemons 300's		2 75
" " " 360's		2 50
Florida oranges, per box	5 25	5 50
California navels	2 50	3 00
Florida tomatoes, per crate		3 00
California celery		5 50
Californian cauliflower, case		3 50
Florida grape fruit		7 00
Jamaica oranges		2 50
Jamaica grapefruit		6 50
Boston lettuce, per doz		1 25
Cucumbers, per doz		2 00
Spinach, bbl.		3 50
Asparagus, doz. bunches		5 50
Radishes, per doz.		45
Strawberries, qts.		40
Chicago strawberries, small boxes		25
Peanuts, Bon Tons		12
" Sun brand		10½
" Diamond G brand		9½
" Coon brand		8

Fish.

Fresh fish is coming in well in some descriptions but the lake fisheries are backward and no supplies will be obtainable for at least ten days. Most of the big dealers have some very acceptable varieties. Fresh live halibut and live haddock are coming in quite freely and prices are easier. However, the fish market is uninteresting. Some fresh B. C. salmon arrived and were selling well at 18 to 20c. The season for dore will close on April 15, and remain closed until May 15, so that it will not be quoted to-day. A delicacy that will interest the connoisseur will be in the shops shortly. Blue points are referred to. One dealer said he would have some next week. Crabs are a very expensive dish. They are to be had at high prices. No land office business in these lines is ever done in small cities. We quote :

Haddies		0 07
Smoked herring, per box		0 16
Fresh haddock, per lb.	0 04	0 04½
Pike, " round	0 05	0 05½
Halibut, frozen, per lb.	0 09	0 10
Fresh halibut		10
Gaspe salmon, frozen, per lb.		0 11
Frozen B.C. salmon, per lb.	0 08	0 09
Fresh B. C. salmon	0 18	0 20
Fresh steak cod		0 06
Choice round trout	0 06½	0 07
Whitefish, small	0 06½	0 07
Whitefish, large	0 07½	0 08
No. 1 Labrador herring in 20-lb. pails		0 85
No. 1 Herring, Labrador, per bbl.		5 00
" " half bbl.	2 75	3 00
No. 1 Holland herring, per half bbl.		6 50
No. 1 Scotch herring, " "		6 50
" per keg		0 95
Holland herring, per keg	0 65	0 75
No. 1 green codfish, new, per 200 lb.		7 00
No. 2 green cod, bbls. 200		5 00
No. 1 large green codfish, new, per 200 lb.		7 50
Green pollock, bbls. 200		4 00
Salt eels, bbls. 200 lb		0 6½
Salt mackerel, pail of 20 lbs		1 60
Boneless cod, 1 and 2-lb. blocks, per lb.		0 06½
" fish, " " "		0 05
" " loose, in 25 lb. boxes		0 04½
Boneless fish, in crates 12 5-lb. boxes		0 05
Pure Georges cod, 40 lbs		0 7½
Skinless cod, cases 100 lb.		4 75
B. C. salmon, choice red, per bbl.		15 00
B. C. salmon, ½-bbl.	7 00	8 00
Marshall's kippered herring, per doz.		1 40
Canadian kippered, per doz.		1 00
Canadian ¼ sardines, per 100	3 75	4 00
Canned cove oysters, No. 1 size, per doz.		1 30
Canned cove oysters, No. 2 size, per doz		2 25
Shell oysters, No. 1 Malpecques	6 00	8 00
" " " common	3 00	4 00
Standard bulk oysters, per gal.		1 40
Selects		1 60
Qualla salmon, frozen, cases	0 07	0 07

Country Produce.

EGGS.

Once more eggs are at reasonable rates. The market remained steady yesterday and to-day at 15c for lots and 16c for cases. Each day will undoubtedly show a decline. Supplies on the spot seem to be light and the market is comparatively firm. Deliveries to date have been small. Prices being paid to shippers at country points seem to be 13c, making the average cost about 14c in the city. To avoid loss most of the merchants are handling eggs on consignment.

BEANS.

The market for beans is featureless and the demand is fair only. In jobbing lots choice prime beans have been sold at $1.45 to $1.50, and primes at $1.40 a bushel, while car lots of choice primes were sold at $1.40 and primes at $1.35.

HONEY.

No sign of improvement marked the demand for honey. White clover is still scarce at 13½ and 14c. Extracted white clover was quoted at 8½ to 9c in ten lb. tins, and 7 to 7½c in 300 lb. kegs. Buckwheat still remains 6 and 7c.

POTATOES.

Prices ruled strong for potatoes today as there were some American buyers in the Townships offering good stiff rates so that here 90 lb. bags were readily bringing 75 cents, car loads on track. Fair stock would bring 70 cents on track. Broken lots in the stores brought 10c a bag more.

MAPLE PRODUCTS.

Liberal supplies of maple products of various grades are now in the market and the demand is steady in all departments. The stocks exhibited from Beauce and the Townships are all of fine quality and good prices will no doubt be maintained despite the liberal supplies. We quote :

Maple syrup, in wood, per lb.	0 05½ 0 06
Maple syrup, in large tins	0 70 0 75
Pure sugar, per lb.	0 07 0 07½
Pure Beauce sugar, per lb.	0 08½ 0 09

Flour and Feed.

FLOUR.

There are marked signs of a waiting game in the flour markets. Retailers and bakers are loath to buy, fearing that the market will fall shortly after the speculators get through gambling with wheat. There is strong sympathy with wheat when it hovers around the dollar mark. However, it is the actual value of wheat, not the speculative, that affects flour. Russia is a great wheat growing country and the war with Japan will hinder the customary crop so that there will be a cause for flour remaining high. Then there is every probability that Manchuria, another wheat producing country, will have but a small crop owing to the war. With these conditions facing our markets, flour should be a grand investment and it may as well be understood that flour is going to be higher. We quote :

Manitoba spring wheat patents	5 40
" strong bakers'	5 10
Winter wheat patents	5 10 5 25
Straight rollers	4 85 5 00
Extra	3 80 3 90
Straight rollers, bags	2 30 2 35

FEED.

Bran and shorts are firm with a good demand. We quote :

Ontario bran, in bulk	19 00
" shorts	21 00
Manitoba bran, in bags	19 00 20 00
" shorts	21 00
Mouillie	26 00 28 00

OATMEAL.

Firmness marks rolled oats and oatmeal of all grades and the demand is very good. We quote :

Fine oatmeal, bags	2 06
Standard oatmeal, bags	2 90
Granulated " "	2 90
Rolled oats, bags	2 55
" bbls.	5 30

HIDES.

There has been no change in hides. We quote :

No. 1 beef hides	0 08 0 08½
No. 2 "	0 07 0 07½
No. 3 "	0 06 0 06½
Lambskins	0 75
No. 1 calfskins	0 11

NEW BRUNSWICK MARKETS.

Office of The Canadian Grocer,
St. John, N. B., April 11, 1904.

As usual, the last Winter-port steamers to arrive are full of cargo and are taking large cargoes away. There are also large numbers of immigrants landing. At the time of writing, there is a full complement of boats in. It is said the Manchester line will run steamers here all Summer. Our local merchants would greatly appreciate a Summer service

with Liverpool. Our river is not yet open, though steamers are running for a short distance. It is now nearly three weeks later that the river opened last season and rather more than three weeks later than the previous year. It is said to be better for business that the river should not open too early.

In business our merchants report a good movement. Payments are not altogether satisfactory. The extreme weather during the past Winter is said to have affected business throughout the country considerably. The packets running to Nova Scotia and other bay ports have large cargoes of Spring goods shipped by the wholesale trade, as well as some through goods. One item of export to Nova Scotia which is very large this Spring is hay.

In markets the changes during the week have been few. There is still quite a strong tone, particularly in sugar and fish. In spices, ginger continues low. Cream of tartar is quite firm. Nutmegs still low. Cloves not quite as firm.

Oil.

This is the beginning of the quiet season for handlers of burning oil. The wholesale trade are little interested, however, as the trade, particularly in the city, are supplied by the two oil companies located here. Lubricating oils have much attention. Competition is keen. In paint oils stock is now moving quite freely. Linseeds continue low, with turpentine firm at full figures.

Salt.

In Liverpool coarse salt full stocks are held. The receipts during the Winter were about as usual. In price there is no change. There is likely to be little, if any, change during the year, owing to an agreement entered into with the shippers on the other side. In fine salt, Spring orders for Canadian have been placed and the season is now open.

Canned Goods.

There is little of interest. Our trade seem well supplied. Corn is the line of chief interest. Tomatoes are quite firm, but not at all as firm as last year. Peas are in a fair supply. In fruits the market seems well supplied. There is some inquiry for peaches. Meats have shown but one small advance. In salmon the market is well supplied. Oysters are no higher. Finnan haddies are very scarce. The packing season opens soon.

Green Fruit.

While bananas are now freely received, it is early for full demand. Apples are quite high, chiefly Ontario Spies being offered. Oranges are plentiful, Valencias, Californias, and Floridas being offered. Prices are rather firmer. Lemons keep low. In a retail way strawberries and rhubarb are seen on the market.

Dried Fruit.

There is a fair sale for small sized prunes. In seeded raisins the stock is not large, but bulk raisins are quite largely held. Currants show a steady sale at even prices. Evaporated peaches are reasonable in price but apricots are high. Dates are quoted low. Evaporated apples are considerably firmer. Valancia and Egyptian onions are being offered. The first arrivals of the latter were quite low, but the market is now higher. Peanuts are high.

Sugar.

While the market is very firm there has been no change in prices this week. Dealers are holding full stocks.

Molasses.

Quite a stock of new Barbadoes is being held and the price is low. Several cargoes of Porto Rico are due. One cargo having been transhipped from an American port, there is likely to be considerable competition. Quite a quantity of old Porto Rico is still held.

Fish.

As is usual just after Lent, the market is quiet. There is a fair supply of fresh fish. Gaspereaux are now being quite freely received. In dry codfish high prices still rule. Pickled fish are still held at full figures. Smoked herring are very scarce. The season for large Western shipments of haddies is over.

Flour, Feed and Meal.

There has been no change in price during the week in flour. Buyers are inclined to hold off. In feed there has been a steady sale. Oatmeal is still high but package oats were not advanced with bulk goods. The large sale of package foods affects the sale of oatmeal very largely. There is a good movement. Beans are not as firm, and the sale is dull with a fair stock held. Seeds are having attention with prices unchanged. The demand this season is more for good seed than usual.

MANITOBA MARKETS.

Winnipeg, April 11, 1904.

BUSINESS for the past week shows a great improvement over the week before. The market practically holds the same price list.

Sugars—The market remains firm with no change in price since the 14th of March. Montreal granulated is quoted at $4.90 in barrels and $4.70 in sacks.

Eggs—Eggs are very scarce and there are practically none coming in. The dealers ask 25c for fresh gathered.

Butter—There is a heavy demand for choice butter, which is very scarce. The market quotes fresh pound prints from 25 to 28c. Tub butter is also holding its own.

Evaporated and Dried Fruits — All lines remain firm. The market holds evaporated apples slightly in advance of last week.

Canned Vegetables—There is practically no change in prices and the market remains firm.

Canned Fruits—At present all canned fruits remain firm but, as the canning houses expect a poor crop this year, prices on all lines of canned fruits will advance April 25th.

Flour—The situation of the flour market remains strong and practically unchanged. No. 1 patent is still quoted at $2.75.

Cured Meats—The market is a little firmer. Hams are quoted at 13¾c, picnic hams at 13½, shoulders 8¾c, breakfast backs 11½c, long spice rolls 11½c, short rolls 10¾c, long dry clear 9c, and dry salt backs 10c.

Lard—The market is very firm, with pure lard in 50 lb. tubs quoted at $5.20, 20 lb. pails $2.15, 10 lb. pails in cases $6.50, 5 lb. pails $6.60, and 3 lb. pails $6.65, compound lard in 20 lb. pails $1.75.

The C.P.R. Telegraph Company have installed an office in the Winnipeg Grain Exchange, thus providing a direct wire with the Montreal Corn Exchange.

NOVA SCOTIA MARKETS.

Halifax, April 11th, 1904.

THE fine warm weather of the last week has put a little more life into business and wholesale houses now show considerable energy in pushing trade. Travellers' orders are showing an improvement. Business during January and February was up to the average, but March showed a considerable falling off, owing in part to difficulties in transportation. April has now opened well and probably the first four months of 1904 will average up as well as the corresponding period last year. Failures were numerous in the province during January. There were few in February, but March brought forty-four—an unusually large number compared with the failure list in the neighboring provinces. Conditions are unfavorable at Sydney and in the fishing districts. Elsewhere industry is flourishing and trade excellent. The Spring fishery has started up well and very large catches are being made, which will improve matters in the shore counties. At Sydney, the rod mill will shortly be in operation and while no one expects the activity that prevailed when the boom was at its height, a steady expansion and healthy growth will restore to some extent the confidence of traders.

* * *

Markets are steady. Flour is now in good supply, as lots contracted for months ago and delayed during the freight blockade, are now arriving. Millers are reported indifferent regarding new business and the jobbers, therefore, are firm in upholding prices. Cornmeal has advanced about ten cents and it is claimed that the price should advance another 25 cents to be on a level with cost of production. Rolled oats are firm at the recent advances.

* * *

Cheese is dull and local stocks larger than required this season. There are no fodders being made. Some of the local butter factories have started up and others are preparing to do so. All the early milk will be turned into butter and it is not unlikely that supplies will soon be greater than the market can absorb. This must lead to a fall in the price. Eggs still keep up to 18 cents. The warm weather of the last week has led to an accumulation at country points and a decline is expected.

* * *

Sugar has been steady for the last few weeks. A further advance is probable before this is in print. The molasses market has grown firmer and it is becoming evident that the demoralization of trade in the Maritime Province markets for the last month or two was

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LATEST AND MOST UP-TO-DATE TYPES.

Patent Automatic **TEA MILLING, SIFTING, BLENDING and PACKING MACHINERY.**

SAMPLE TEA MILLS AND MIXERS:

Gas-Heated Roaster—External Flame with Air Pump.
Gas-Heated Roaster—Internal Flame and Automatic Sampler.
Coke, Wood, Etc., Roasters. **Sample and Window Roasters.**
Grinding Mills, Plain or Ornamental. **Patent Chicory Nibber.**
Air Propellers. **Air Compressors.** **Dressing Machinery.**
Patent Fruit Washers. **Dry Fruit Cleaners.**
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MONTREAL.

scarcely warranted by the actual conditions at points of production.

* * *

There has been a good deal of activity lately in Prince Edward Island produce at this port. The local demand has not been heavy but quite large quantities are being transhipped to Boston by steamer. Island potatoes are jobbing at 55 cents per bushel at the wharves ex vessel and Island oats at 48 cents. The market is firm at these quotations.

* * *

Fresh fish are now quite plentiful and the market well supplied. The Halifax bankers have been arriving weekly with good fares of cod and haddock, and last week they brought in a large proportion of halibut, one schooner having 4,000 lbs. of the latter, which sold at 14 cents per pound.

BRITISH COLUMBIA MARKETS.

Vancouver, B. C., April 9, 1904.

WHILE local retail circles report rather quiet business, the wholesale trade is doing well. Outside orders, and especially orders for Northern shipment, are good. Large shipments of goods for up-coast cannery points have already begun to move. Shipments to White Horse, via Skagway, are also heavier than they have been for some time. The movement of people North has begun to assume the proportions expected. The last steamer to leave port was the City of Seattle, which sailed last night with 140 passengers, many of them from this port. Quite a number were returning to Dawson after wintering outside, but a good percentage were en route to the new diggings in the Alsek District.

There are a number of buyers in the city from Dawson already, getting their first stocks ready for shipment to White Horse in time for the opening of navigation on the Yukon. It will be a month yet before it will be possible to send goods North, as the river is not likely to show signs of opening before the middle of May. The merchants of the Yukon are, however, not going to be caught short like they were last year when a combination of circumstances caused great difficulties in getting stocks into the North before the river closed.

* * *

Mr. Blakeslee, representing the Frontenac Cereal Co., who has been in the West for some weeks introducing Orange Meat, leaves for the East to-day. He has been interviewed by the daily press here concerning the report that his firm intends erecting a factory here. Nothing definite has been given out. Mr. F. McIntyre, of the W. H. Malkin Co., Limited, is the first salesman in the province to win a gold watch offered as a prize by the Frontenac people for selling 50 cases of Orange Meat to the retail trade. He is in receipt of an order for the watch, having made the sales in less than two weeks.

* * *

One feature of the grocery trade in Northern shipments this year will be that the canned goods stock, especially vegetables, will be all cleaned up early, as the Northern buyers show a tendency to get all they can in early. The canned goods situation here exhibits no further changes, prices being steady and stocks being well up to requirements. Retailers bought their supplies early last Fall, anticipating a rise, so that wholesale deliveries locally have been quiet. The price is still as quoted, $1.50 for tomatoes, $1.15 for corn, beans and peas.

Dried fruits are firm and perhaps a half cent higher than last quotations. The price for apricots is now firm at 11½c, peaches and pears 8½c, prunes 4½c to 7c.

Eastern tinned fruits are selling more freely this season than last. The tendency is to buy larger quantities from the East and less from the California packers. This is more especially true in those lines in which the Eastern trade has acceded to the demand of this market for a 2½ lb. tin, the same size as the United States packers put up. It will be remembered that a year ago this matter was pointed out in this column. The trade here now reports that they can get orders filled in the size mentioned, which is an improvement over former conditions. This demand is largely because there is a good deal of trade with people who have lived in the United States and are used to the size mentioned.

* * *

Rice is easy in the market here, the price being $98, cleared, for the Rising Sun brand, the standard of the Japanese rice mills. Importations are likely to be light now as there are sufficient stocks for a long time to come.

Flour is unmoved. The carlot quotation is firm at $6 per barrel, while small lots are $6.20.

* * *

Rather a large importation for this season of the year was a lot of over 400 sacks of walnuts from California which arrived on the "City of Puebla" from San Francisco on Wednesday night, en route to Winnipeg. What makes it the more noteworthy is that since the arrival of the French stocks two weeks before Christmas, the trade here has not been selling California walnuts. The Grenobles are better by far, and a good deal cheaper.

* * *

In produce lines this week there is noted a change in the source of the fresh butter supply. The importations from California were not up to the standard of former importations, and not to the taste of the consuming trade at all. As a consequence there is no more coming. Instead, dealers are buying in Washington State and in Oregon. The finest fresh grass creamery is being brought in and sold at 27 cents, bricked, but the price is firm at that. All held stocks of Manitoba and N.W.T. creamery and dairy are pretty well cleaned up.

Eggs have again become scarce. Local stock has been filling the local demand and shipments north have been very small in this line of late. For a time the price eased off considerably, but now it is stiffer, local fresh being held firm at 25c and very scarce at that.

The first fresh cheese, from California, full cream, arrived by the boat on Wednesday evening. It is quoted at 16 cents.

* * *

American brands of cured meats are quoted 1-2c up this week. Canadian remain firm. No change in lard noted this week.

* * *

In fruits there is nothing new to report. California still ships oranges freely, but the line of cheap navels which has been on the market all the way from $1.50 to $2, will not be repeated. All the better grades have already gone up a little, though still relatively cheap.

* * *

In vegetables the market continues to be well supplied with the fresh stocks from California, while potatoes remain about the same. Ashcroft's are quoted at $24 per ton, and not over plentiful. Some stocks are coming forward from Vernon, but these Okanagan Valley potatoes are virtually the same as Ashcroft's, and are held at the same price.

HINTS TO BUYERS.

Contributors are requested to send news only not puffs of goods they handle, or the arrival of standard goods that everyone has in stock, or that they are offering goods at close figures or that they have had an unusually large sale this season.

Provost & Allard, Ottawa, have received into stock a car load of Eastern Townships new maple syrup, assorted sizes, cans, kegs—also maple sugar.

S. H. Ewing & Sons, Montreal, are offering a consignment of Smyrna figs at considerably under ruling prices. All styles and sizes from glove boxes, ¾ lb., 1 lb., 6, 10, &c.,—4 and 5 crown.

The F. J. Castle Co., Limited, Ottawa, have been appointed selling agents for Ottawa and district for Lipton's teas.

S. J. Major, Limited, Ottawa, are offering 1903 Barbados molasses at very interesting prices. Buyers will find it profitable to secure quotations and samples.

Especially low prices in Santa Clara prunes, large sizes, are offered to the trade by S. J. Major, Limited, Ottawa.

The first full car Florida tomatoes to come to Canada this season was received by White & Company, Toronto.

Laporte, Martin & Cie., Montreal, advise a decline of 2c. per gallon in Barbados molasses, which price they will protect against further decline.

"Wee MacGreegor" breakfast food seems to have taken a firm hold on the public, judging by reports from the F. J. Castle Co., Limited, Ottawa.

The Eby, Blain Co., Toronto, report that owing to the very heavy demand for "Wheat-Os," they have been compelled to keep their mills running over time. They are now in a position to fill all orders promptly for this line.

Laporte, Martin & Cie., are offering canned vegetables and fruits at close

CAPSTAN BRAND
High-grade Tomato Catsup

Put up in 10-oz. and 20-oz. bottles of a new design, and is very attractive.
This Catsup is far superior to many others and is giving perfect satisfaction.
Ask your wholesale grocer for it or see our travellers' samples.

The Capstan Mfg. Company, Toronto, Ont., Can.

EPPS'S
GRATEFUL. COMFORTING.

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.
Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.
In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg

THE MOST NUTRITIOUS. **COCOA**

THE MOST DELICIOUS PRESERVE THE WORLD PRODUCES

PURE **CEYLON** **GUAVA JELLY**

(ADAM'S PEAK BRAND)

Wholesale in 12-doz. cases, $1.37 per doz., delivered in Montreal. Special quotations for large quantities. Draft at 6 weeks' sight drawn against all shipments.

WRITE FOR SAMPLE TO In 1lb. tins

Dudley Warren, PLANTER AND SOLE EXPORTER, **Haldumulla, Ceylon**

TRADE MARK
This design a guarantee of quality.

Manilla Paper SMOOTH, TOUGH, BRIGHT, CLEAN ALL SIZES AND WEIGHTS

Fibre Paper THE TOUGHEST of the TOUGH ALMOST WATERPROOF

Samples and prices gladly sent.

CANADA PAPER CO.
TORONTO LIMITED MONTREAL

Genuine Pratts Astral Lamp Oil

Sold in all countries and recognized as the highest grade oil manufactured.
WHOLESALE ONLY
THE QUEEN CITY OIL COMPANY, Limited, - TORONTO, ONT

BREAD REGULATIONS.

ALD. DAGENAIS, of Montreal, is fighting a strong fight for civic reform regarding food stuffs. At the last Council meeting he, as chairman of the Health Committee, made a motion to amend the bread by-law. The substance of the motion was to force all grocers and confectioners to keep their bread inside the shops instead of displaying it outside. This is only one of the many changes in bread regulations which he wishes to make. He believes that much disease is spread by the dirty handling of bread. He too, is going to deal with the bread-sticker question, which was brought to his notice through The Grocer.

When a Grocer Sells his Customers

Clark's Lunch Tongue

he gives them the Best Obtainable and Perfect Satisfaction.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

MAPLE LEAF

Your goods are A1 quality.—J. H. Anderson, Produce Co'y., Winnipeg, Man.

Your goods are all right.—J. A. Mathewson & Co., Montreal.

TRADE MARK
Smalls

Small's Maple Cream bids fair to become world famous—Ottawa Evening Journal.

Small's brand has captured all Gold and Silver Medals offered in Canada, with highest awards at Paris, Glasgow and Cork. With due appreciation of the many brands we believe Small's is market standard. Life long experience is ours. Results are: Quality, tasty packages, free from preservative acids, perfect keeping for all time, netting dealer fair profits and pleased customers Guarantee on every package.

MAY BE HAD THROUGH ALL WHOLESALE GROCERS
PUT UP BY
CANADA MAPLE EXCHANGE
DUNHAM, QUE. Head Office: MONTREAL.
SEND FOR PRICE LIST.

Just like fishing

Building up trade is just like fishing.

If you use the right kind of bait and cast your line where the kind of fish you want are most plentiful, you'll quite likely get a number of bites.

Then if you go about it right you are pretty sure to land most of them.

Apply the illustration to business.

If you want to catch the grocers' trade, cast your line where all the good grocers in Canada congregate every week—looking for bait to build up their businesses with—in THE CANADIAN GROCER. But

Suppose results don't come at fust
What be yew goin' tur dew?
Take out yewr ad, and kick yewrself,
An' go ter feelin' blew?
Uv course yew hain't; yew're goin' tew fish,
An' bait an' bait again;
Bimeby some nibbles 'n bites 'll come,
Then yew'll pull 'em in.

Our Department of Advertising Service is now providing good bait for a number of our advertisers—and stands ready to help a few more in this connection.

Drop us a line about it.

The Canadian Grocer,

10 Front St. E. Toronto. 232 McGill St. Montreal.

Department of Advertising Service

MANUFACTURERS' AGENTS AND BROKERS.

TORONTO.

W. G. PATRICK & CO.,

AGENTS AND IMPORTERS,

29 Melinda St., - TORONTO

W. G. A. LAMBE & CO.

TORONTO.

Grocery Brokers and Agents.

Established 1885

QUEBEC, P.Q.

J. P. THOMAS

GENERAL AGENT AND COMMISSION MERCHANT,

25 ST. PETER STREET,

QUEBEC.

VICTORIA, B.C.

THE JAPS and CANADA

Write us if you want information of any sort relating to Japanese trade.

Our representative, Mr. A. R. Tufts, is on the spot.

R. W. CLARK & CO., Brokers, VICTORIA, B.C.

CALGARY.

CALGARY

is now the great Western

WHOLESALE and DISTRIBUTING CENTRE.

Consign your goods **to us.** We will **Reship and Distribute** them for you.

Our large **track Warehouse** where you can place your goods on **Storage** is also at your disposal.

Increase your trade.

Appoint us your Representatives.

We are in direct touch with all the **Wholesalers** from **Winnipeg** to the **Coast.**

Correspondence Solicited.

NICHOLSON, BAIN & JOHNSTON

Wholesale Commission Merchants and Brokers.

CALGARY, ALBERTA.

VANCOUVER, B.C.

C. Gardiner Johnson & Co.,

VANCOUVER, B. C.

Importers of...

Skinner's Queensland Turtle Soup.

Sole Agents for Canada.

Supply C.P.R. Company's Cars, Steamers and Hotels, and leading Clubs of Canada.

WINNIPEG.

Dingle & Stewart

WINNIPEG, - - CANADA.

COMMISSION BROKERS.

Excellent Storage Accomodation.

Consign Your Cars to Us.

IF YOU HAVE ANYTHING TO SELL WRITE CAMERON GORDON & Co. WHOLESALE COMMISSION AGENTS WINNIPEG MANITOBA

EASTERN MANUFACTURERS

—AND—

SHIPPERS.

All EYES are turned on

MANITOBA AND THE WEST.

WE

Represent some of the leading houses in

CANADA and the U.S.

INCREASE YOUR TRADE. WRITE US.

NICHOLSON & BAIN, WINNIPEG,

Wholesale Commission Merchants and Brokers.

BRANDON.

To Manufacturers' Agents

THE CANADIAN GROCER has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a Special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

Address, BUSINESS MANAGER,
CANADIAN GROCER,
Montreal and Toronto.

The Roof

Gets the Worst of it

There is no shelter for it—it shelters the rest from the force of the elements.

That's why you need the very best shingles, no matter where else you stint.

Eastlake Steel Shingles

are absolutely Fire, Lightning, Rust and Leak proof, and easy to apply. They've been proved long since the most reliably perfect and long lasting kind you can find.

Galvanized or Painted.

The one kind that always satisfies.

THE

Metallic Roofing Co., Limited

TORONTO, MONTREAL, WINNIPEG.

Merchants Who Buy Hides

I purchase Hides, Caltskins, Sheep Pelts, Tallow and Bones. I pay spot cash, full market values, freights, customs charges. I want an agent in every town and village in Canada. I furnish the money and keep my agents fully posted. Write me for fuller particulars.

CARROLL S. PAGE, - HYDE PARK, VT.

Orlan Clyde Cullen, C.E.L.L.M.

Counseller at Law U.S. Supreme Court.
Registered Attorney U.S. Patent Office

U. S. and Foreign Patents, Caveats, Copyrights and Trade Marks. Military and Naval Inventions a specialty. Address,

Box 264, Station G., Washington, D. C.

GUN SHOP and MODEL SHOP,

Warren White Sulphur Springs,

Totten P. O. Virginia.

"I Want Brock's."

Sell what people want, and you will sell

BROCK'S BIRD SEED

NICHOLSON & BROCK, - TORONTO

A FREE PHOTO FOR MONTREAL GROCERS.

At the last meeting of the Montreal Retail Grocers' Association, Mr. J. P. Dixon, late secretary of the association, presented the offer of Mr. J. A. Dumas, photographer, St. Lawrence and Vitre streets, to every member of the association to have a cabinet size photo taken free. This offer, Mr. Dixon explained, was made to the members in order that a large group photo might be prepared for the association. The photo exhibited by Mr. Dixon was in Mr. Dumas' best style, and that is the best guarantee. The Grocer takes pleasure in calling the members' attention to Mr. Dumas' offer and trusts they will take advantage of the same. The object is a worthy one and the group will be a pleasant and interesting souvenir for the association's room at the Monument National.

TRAVELLER'S DEATH.

Mr. Archibald McNown, who represented Lockerby Bros., Montreal, in Eastern Ontario and part of Quebec, died on Saturday, April 2nd at his residence in Cornwall. Mr. McNown, who was an old and popular traveller, before entering the life of a traveller, was in business at River Beaudette for 15 years, and after selling out was appointed by the Government as land valuator on the Soulanges canal. About five years ago he joined the travelling staff of Lockerby Bros., wholesale grocers, covering the territory above noted. His illness was a brief one, and the cause of his death was neuralgia of the heart. His age was 55 years. Besides the widow he leaves a family of five sons and two daughters. Mr. McNown was a brother-in-law of Mr. A. L. Lockerby, of Lockerby Bros. A wide circle of friends will mourn the loss of "Archie" McNown.

CATALOGUES, BOOKLETS, ETC.

The Grocer is in receipt of an illustrated souvenir of the Ceylon Times, published in honor of the Planters' Association of Ceylon, which celebrated its jubilee in February of this year. The brochure contains tributes and appreciations of the work and history of the work of the association, written by prominent members and ex-members.

SUGAR REFINERY MAY OPERATE ON SUNDAY.

The charge of breach of the Lord's Day Act preferred by the Alliance against the employes of the Ontario Sugar Company, Berlin, has been dismissed on the ground that the work of operating the refinery seven days in the week is one of necessity.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postages, etc.

SITUATIONS VACANT.

WANTED—First-class bread baker; state wages required. H. S. Ruby, Midland. (f)

CHEESEMAKER — Experienced; references required. Apply, stating wages, to L. Tinning, Woodburn, Ont. (f)

BAKER—Improver; state wages with board. J. B. Wurtz, Stouffville. (f)

SITUATIONS WANTED.

WANTED—Position as grocery, fruit or confectionery salesman; would go West; capable of taking charge; willing to go on road; strictly temperate; highest references; age 31. Address Box 122, CANADIAN GROCER, Toronto. (17)

AGENT WANTED.

HENRY THORNE & CO., Ltd., The Cocoa Works, Leeds, England, sole manufacturers and proprietors of "Health" Cocoa, desire to enter into negotiations respecting sole agency of their specialties in Canada. (18)

Reliable Goods Pay to Handle.

It does not pay, and in any case is not nice, to sell your customers Bottled Water for Ammonia—give them value—**Harvey's Domestic Ammonia** is full strength and chemically pure always.

JOHN G. HARVEY,
Manufacturing Chemist, Todmorden, Ont.

IF FLIES CARRY DISEASE

AS YOUR CUSTOMERS WELL KNOW

WILL IT NOT offend your patrons if you offer them fly-blown and fly-specked goods?

WILL IT NOT be good policy on your part to spread out a few sheets of **Tanglefoot** in your store and shop windows to show that you are anxious to please your trade with clean, wholesome goods?

WILL IT NOT make you many profitable sales to keep **Tanglefoot** constantly at work within sight of every person who enters your store?

IF IT WAS NOT THE BEST

Jelly Powder made, we ought not to be in business.

GEL-O

—the new dessert—excels any other powder of the sort.

Send for sample.

THE CANADIAN GELATINE CO.

528-530 Front St. W.,

TORONTO, CANADA.

COWAN'S

Perfection Cocoa (Maple Leaf Label). Royal Navy Chocolate, Queen's Dessert Chocolate, Chocolate Cream Bars, Cowan's Cake Icings, Chocolate, Pink, Lemon Color and White

Cowan's Swiss Milk Chocolate, Famous Blend Coffee, etc., etc.

Are the standard goods for purity and excellence.

Manufacturers

THE COWAN CO., Limited - - TORONTO

An Irresistibly Delicious Confection

PETER'S THE ORIGINAL MILK-CHOCOLATE

Gives Eating Chocolate a New Meaning

MADE IN VEVAY, SWITZERLAND—FOR EATING ONLY.

A Wholesome Food, Especially Nourishing and Sustaining. Recommended for Invalids and Persons of Weak Digestion.

Push Peter's. The Original. Other Brands are Imitations. Send for Sample.

LAMONT, CORLISS & CO., Agents, 27 Common St., Montreal

MOTT'S DIAMOND CHOCOLATE JOHN P. MOTT & Co HALIFAX, N.S. ESTABLISHED 1844

Mott's Diamond Chocolate

made in and known throughout Canada as the standard eating Chocolate, is unequalled as a steady and profitable seller.

"Elite"

Cooking Chocolate, in ¼-lb. blocks, at 30c. per pound, is a saleable size at an attractive price.

Try a box when next ordering goods from your jobber.

John P. Mott & Co.

HALIFAX, N.S.

SELLING AGENTS:

J. A. TAYLOR, MONTREAL. R. S. McINDOE, TORONTO. JOS. E. HUXLEY, WINNIPEG.

THORNE, BERRY & CO., VANCOUVER, B.C.

Are You Awake

to the fact that we have been using this space for the past three months in an endeavor to tell you of our goods?

EAGLE BAKING POWDER

has a record envied by many. A trial will convince you.

THE EAGLE MFG. CO., MONTREAL.

ASSOCIATION NEWS.

Montreal Grocers to Close Early.

AT a meeting of the Montreal Grocers' Association on April 7th, the question of early closing one night a week was discussed, and agreement to close on Thursday nights instead of Wednesday arrived at. The reason for the change is because many are not holding to the original agreement to close on Wednesday. The association decided to assist the retail merchants of Quebec in their endeavor to have trading stamps suppressed. The president and secretary were appointed to arrange for the organization of a federation of the commercial associations of Montreal.

Toronto Retail Grocers' Association.

The regular monthly meeting of the Toronto Retail Grocers' Association was held on Monday evening, April 11, in St. George's Hall, the president, F. W. Johnston, in the chair.

Among other items of interest was a brisk discussion on the new fruit regulations, which may possibly be introduced during the coming year. If they materialize retail grocers will be required to haul their own fruit. No decision was arrived at and the association decided not to take any action at present. The balance sheet for the annual at home was presented, showing a balance on hand of $35.80, the largest profit in 15 years.

The event of the evening, however, was an address on "Tea and its Cultivation," given by R. McKay, manager of the Blue Ribbon Tea Company, of Toronto. Mr. McKay has made a thorough study of tea and as it has been his favorite hobby for years he is well qualified to give reliable information on this particular subject. Last evening's address, which is published in full on another page of this issue of Grocer, was instructive in the extreme, and met with a most enthusiastic reception from the members of the association. It is expected that such addresses on subjects of vital interert to the grocery trade will become a regular feature of meetings of the association.

A Retail Grocers' Association has been formed at Collingwood.

INDIAN GREEN TEA AND ARTIFICIAL COLORING.

(Indian Tea Planters' Gazette.)

AS Ceylon, for the most part, artificially colors her green teas, and as she will probably produce some twelve million pounds, as against our four or five million pounds this year, it is possible that Indian green tea manufacturers may deem it desirable to follow suit, simply for the sake of securing some degree of uniformity.

Although artificial coloring has not been adopted by us up to date, it has several advantages which will considerably benefit us, so all things considered, we may find it necessary to follow Ceylon's lead and artificially color a large proportion of our crop. As the American and Canadian markets prefer such teas and insist on having them, there appears to be no way out of the difficulty but to provide them with what they want, and not what we choose to give them.

TRADE WITH JAPAN.

"IN useful work there is no degree. That which is necessary is saved —and nothing else is." This statement was sifted from many other strong ones that referred to Canadian trade and were expressed by Mr. Alexander McLean, the recently appointed Canadian commercial agent to Japan. He was at the Montreal Board of Trade last week for a couple of days where he met local merchants and those interested in the trade in the Far East.

Personally he is an illustration of the truism that every man gravitates to where he belongs, sooner or later. He began life as a general storekeeper. He early discovered his talent for trade. He developed it at every opportunity. Later he became a manufacturer and studied the laws of supply and demand; searched the markets of the world and felt the pulse of general commerce by knowing his own business thoroughly. Then he is well posted on Canada and her trade wants.

It was at the Osaka exposition in Japan last year that Canada made a strong impression upon the Eastern merchants and consumers and that impression has been followed by the Government in the appointment of Mr. McLean. He will be stationed at Yokohama, for which port he will sail on May 2.

Flour, he thought, would be almost certainly the leading product that would be in demand there and he said that it, at present, was supplied by the Western States. He had great hope, too, for cured meats and canned fish and especially salmon. In other lines there should be a profitable opening for woollen and cotton goods, pulp, paper and rubber goods, plated ware, bicycles, sewing machines, hand tools of all descriptions, cut and wire nails, lumber, cabinetware, organs, pianos, hides, leather and even for hays and grains.

DOES purpose count for anything in business? We think so. And we have purposed to make

PERFECTION CREAM SODAS

the acme of excellence.

Our success has been remarkable.

We are seeking to make the entire grocery trade of Canada know the goodness of these sodas.

Every order welcome.

3-lb. cards or tins.

THE Mooney Biscuit & Candy Company LIMITED,

Stratford, - Canada.

YOUR ADVERTISEMENT

that is now running in your local paper is it bringing results? If not, there is something wrong. You should have a copy of the book entitled

One Hundred Good Ads.

for a grocery store. It is full of bright, valuable suggestions for writing retail ads. It costs you one dollar and it's a good dollar's worth.

The Canadian Grocer,
Toronto Office: 10 Front St. E.

Two Good Reasons

Why You Should Sell

BETTER VALUE TO YOUR CUSTOMERS AND MORE PROFIT FOR YOURSELF. ORDER A SAMPLE CASE DELIVERED. P. O. Box 292.

The Duncan Company of Montreal.

40 HIGHEST AWARDS In Europe and America

Walter Baker & Co. Ltd.

Trade-mark.

The Oldest and Largest Manufacturers of

PURE, HIGH GRADE COCOAS AND CHOCOLATES

No Chemicals are used in their manufacture.

Their **Breakfast Cocoa** is absolutely pure, delicious, nutritious, and costs less than one cent a cup.

Their **Premium No. 1 Chocolate**, put up in **Blue Wrappers and Yellow Labels**, is the best plain chocolate in the market for family use.

Their **German Sweet Chocolate** is good to eat and good to drink. It is palatable, nutritious, and healthful; a great favorite with children.

Buyers should ask for and make sure that they get the genuine goods. The above **trade-mark** is on every package.

Walter Baker & Co. Ltd.
Established 1780.
Dorchester, Mass.
Branch House, 12 and 14 St. John St., Montreal

TRUCKS for Warehouse and Factory.

Save You Money
Do Men's Work
Draw no Salary

Our Trucks are guaranteed satisfactory. Turn in their own length.

MADE IN CANADA.

H. C. Slingsby for Canada.

Factory, Ontario Street, Temple Building, MONTREAL.

BUY Star Brand

COTTON CLOTHES LINES

— AND —

COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.

For sale by all Wholesale Dealers

See that you get them.

Big Sale of Teas.

We are overstocked and will sell at greatly reduced prices for the balance of this month. We have a large and complete assortment comprising **JAPANS in Caddies and Half-Chests; CEYLON HYSONS, Half-Chests and Chests; YOUNG HYSON PINGSUEYS, Half-Chests and Caddies; CEYLON BLACKS, Half-chests and Chests; GUNPOWDERS, Caddies and Half-Chests.** It will pay you to write for samples and prices or ask our travellers to show you samples of the Teas referred to.

The R. & J. H. Simpson Co.,
TEA IMPORTERS AND WHOLESALE GROCERS,
Guelph, Ont.

THE UNITED STATES RECIPROCITY FAD.

RECIPROCITY talk has become an epidemic in the United States. Only the other day the Boston Herald went to the trouble to publish interviews with American Senators in Washington relative to reciprocity with Canada. Senators Hoar and Lodge, like most of their New England colleagues were in favor of reciprocal relations if only "genuine reciprocity" could be effected, but they make the usual qualification that they would not favor any arrangement along this line that would "result in great benefits to Canada and in detriment to the interests of New England."

Two of the interviews as reported are interesting, as they refer to the fisheries. Senator Hoar thought it was better to accomplish reciprocity by legislation rather than by a treaty, saying afterwards:

"I am not in favor of selling out the Gloucester fisheries to Canada. I take too much pride in the naval history of Massachusetts to do that. I do not wish to be haunted all the rest of my life by the ghost of old John Adams or of John Quincy Adams. I should as soon think of selling the naval school at Annapolis. These fisheries have been the nurseries of seamen from the beginning—from a time long before the revolution. If we may trust Admiral Porter; if we may trust Secretary Moody; if we may trust any naval expert who knows anything about the matter, they were never of greater value than in recent days since the introduction of steam."

Senator William P. Frye, of Maine, said: "If Canada were an independent state, probably a satisfactory reciprocity treaty might be entered into between the two countries, but so long as Great Britain is finally to determine the terms of such a treaty, it seems to me, for reasons apparent to any one, that a problem is furnished very difficult of solution. Canada desires to export to our country, very largely, her agricultural products, while we seek, within her borders, a market for the products of our manufacturers. Will Great Britain ever consent to a treaty giving our country any preference over her in the markets of Canada? Would any treaty under which we only had equal privileges with her be acceptable to us?"

Perhaps the opinion expressed by Congressman Butler Ames expresses the general American sentiment: "All I care to say is that at the present time I am in favor of genuine, not sham, reciprocity."

IT IS A GREAT MISTAKE

to suppose that only the Wealthy can enjoy

VAN HOUTEN'S COCOA

It is the **Cheapest** in use, because a little goes a long way.
It is not only **Pure.** It is also **Delicious.**

ALL WHOLESALE GROCERS IN THE DOMINION SELL IT.

Dominion Agents { J. L. WATT & SCOTT, - - TORONTO
WATT, SCOTT & GOODACRE - MONTREAL

MOLASSES

New Crop 1904
Barbados.

We have just landed a small lot of the above which is very choice No. 1 quality. We can offer it at a low price. Send for sample.

The Dominion Molasses Co.,

Limited

HALIFAX - - - - NOVA SCOTIA.

Received Highest Award **GOLD MEDAL** Pan-America Exposition

The full flavor, the delicous quality, the absolute **purity** of **Lowney's Cocoa** distinguish it from all others. It is a **natural** product; no "treatment" with alkalies or other chemicals; no flour, starch, ground cocoa shells or coloring matter; nothing but the the nutritive and digestible product of the **choicest** Cocoa Beans. A quick seller and a **profit** maker for dealers.

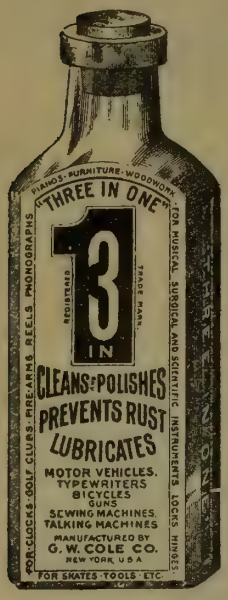
THE WALTER M. LOWNEY COMPANY, No. 447 COMMERCIAL STREET, BOSTON, MASS

If you want the Best we have it.
A trial order will convince you.

THE CANADA BISCUIT CO., LIMITED

King St. West and Bathurst St. Cars pass our Works. ***King and Bathurst Streets, TORONTO.***

3 in One



Does It All

CLEANS AND POLISHES
LUBRICATES WITHOUT GUMMING.
PREVENTS RUST.

And does each better than anything else.

Dealers make lasting customers by selling "3 in 1"

Sold by Jobbers in

HAMILTON WINNIPEG
MONTREAL ST. JOHN, N. B.
TORONTO VANCOUVER

G. W. COLE CO.

141 Washington Life Bldg., New York.

DON'T!

See the machines.

See them work.

It is performance that counts.

Much talk won't make a cash register good or bad.

THE HALLWOOD

Cash Register makes claims and proves them.

See the machines.

See them work.

Learn our price, and **DON'T** be "bluffed."

THE

Hallwood Cash Register Co. of Canada

78-80 King St. E., TORONTO.

1782 Notre Dame St., MONTREAL.

FORD & FEATHERSTONE

Importers and dealers in

FIREPROOF SAFES,
STEEL BANK SAFES,
VAULTS, TIME LOCKS,
DEPOSIT BOXES.

Combination locks put on and combinations changed. Safes repaired, etc.

10 John St. N., Hamilton, Ont.

ESTABLISHED 1855

TAYLOR'S SAFES

DOUBLE TONGUE & GROOVE

145 & 147 FRONT ST. EAST. TORONTO.

A DISTINCT TYPE

The OLIVER has certain superior features and unique improvements exclusively its own.

The

OLIVER

Typewriter

The Standard VISIBLE Writer.

Operates as smoothly as the delicate mechanism of a watch, durability unquestioned.

Works in a Whisper

Art Catalogue Free.

THE CANADIAN OLIVER TYPEWRITER CO.

156-8 St. Antoine St.

MONTREAL.

Agents wanted in all unoccupied territory.

THE OFFICE

DEVOTED TO THE OFFICE STAFFS OF BUSINESS ESTABLISHMENTS

A PERPETUAL INVENTORY FOR A RETAIL STORE.

TO know just how a business stands, says a writer in System, a perpetual inventory of stock is necessary. A card, similar to Figure 1, is used for each article in stock and is headed with the name of the article. Below this is kept a record of the goods received, with the date and quantity, and a record of the goods issued or disbursed and the balance on hand. This gives a perpetual

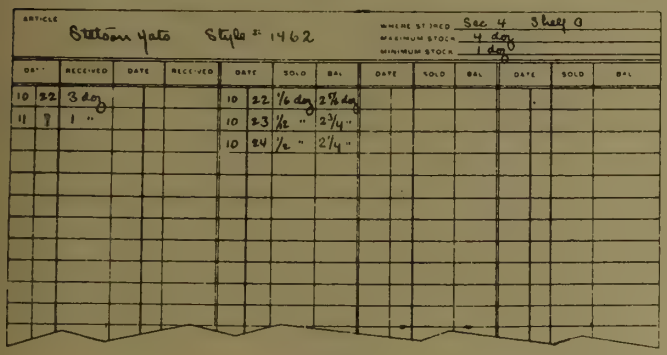


Fig. 1.

inventory. If desired, the cards may be arranged to show the names of concerns from which the goods are purchased, with the prices, so that the cards will show not only quantities, but the values of the stock on hand.

For each article in stock a maximum, normal and minimum limit should be established. These limits should be entered on the space provided for the purpose at the head of the card, so that the cards will always indicate when goods should be ordered.

The cards should be arranged according to the class of goods, first dividing the stock into its various classes and arranging these in alphabetical sequence. A half-cut centre projection guide card is used to indicate each

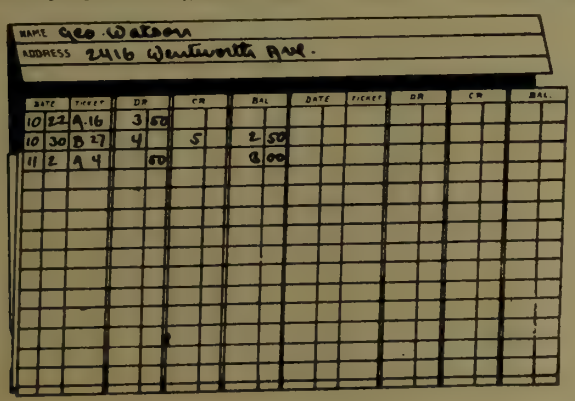


Fig. 2.

class. In front of these guides the stock cards are filled either alphabetically or by sizes, depending on the nature of the stock.

These stock records may be easily kept by the cashier, as the sales in the different departments may be tabulated on a sheet as the sales slips come in.

In this connection we call your attention to a very simple system for keeping our credit accounts. This is a folder system, using a 4x6-inch folder, as shown in Figure 2.

Instead of copying the items from the duplicate sales tickets, the total amount of the ticket is entered in the debit column on the outside of the folder, the date and ticket number being given. The tickets themselves are then filed in the folder. This makes a filing system and ledger combined. The folders are filed in a regular card drawer, indexed with alphabetical guides.

Two sets of guides are used to separate the open and closed accounts. When an account is paid or balanced, the folder is transferred to the division of paid accounts. Here it is indexed in the same manner as in the first division, so that if the account is reopened the folder may be readily located, and may be used until the space is entirely filled up.

With this system but one copy of the items is necessary, and that when the charge ticket is made out or the order taken. If a customer calls at the store to settle his account, the original entries may be shown him. This makes a satisfied customer, as there is no possible chance for a dispute when the customers see the charge slips themselves. In case an itemized statement is necessary, this can be made out from the charge slips themselves as quickly as though the items were entered on the ledger page.

CORRESPONDENCE RESPONSIBILITY.

UPON those who dictate the correspondence rests a still heavier responsibility, says Profitable Advertising. This is entirely too big a subject for casual comment.

It is one of the greatest fields in any business for the exercise of intelligence and tact.

Not only one's familiarity with the business itself, but one's whole knowledge of men and affairs is called into play.

A man can go on for a lifetime perfecting himself in such work.

In handling a large correspondence constant self-discipline is required to give the dictation life and interest.

The tendency is to degenerate into a mere machine, to use stereotyped forms and phrases.

Most business men seem incapable of putting their own personality into a letter, unless they are angry.

When a man is angry he should call his stenographer and dictate freely all that he feels inclined to say, have it carefully written out, read it thoughtfully, and then tear it up. It gets the load off his chest, and at a later hour or the next day he may be better qualified to do himself justice.

No outward expression of a business is of more vital consequence than the mail that goes out every day; what is said and the way it is said. The spirit of your business is sure to show in your correspondence.

THE MAIL ORDER BUSINESS.

AN interesting phase of the development of the mail-order idea, remarks Profitable Advertising, is the opportunity offered persons with very little capital to go into the business. There are many manufacturers who will furnish printed matter for distribution and fill all orders received, thus obviating the necessity of paying out money for preliminary advertising matter or for stock. The initial expense, then, is merely the cost of postage, which may be made as much or as little as convenient.

It is doubtful, however, if experiences of this sort prove satisfactory. Simply sending out a few batches of printed matter will not establish a paying business, and unless one has some practical knowledge of successful methods of promoting sales he had better think twice before taking this "short cut" to riches.

The mail-order business is a very attractive proposition, but, as in every other enterprise, brains, energy, money, and time are required to make it successful.

A QUESTION OF ARRANGING ACCOUNTS.

The Business World recently published the following from a reader: "The writer desires an opinion on a much disputed question, and the matter is left to you for final decision.

"The subject at hand is one of averaging accounts. The facts are as follows:

"A purchases various bills amounting to $5,185.79 on terms of sixty days, 7-10. These purchases average due May 9. Prior to maturity of these purchases the following partial payments on account are made:

January 3	$1,000
January 9	500
January 23	500
March 17	1,000
May 6	1,000

"On December 12, A settles the above account, deducting cash discount on the total purchases, and tenders B his check for $700 in full settlement, less interest of $23.50, or a net check of $676.33. At the time of sending the check for $676.33 he deducted thirty days' interest, and the $676.33 is supposed to represent the net balance due at date of December 12.

"B maintains that the check of $676.33 did not settle the account, but left a balance due (owing to him), A having deducted too much interest for anticipation. The dispute arises on what constitutes the balance of account.

"A maintains that the balance of the account is the amount due after all discounts were deducted.

"B states that the discount does not enter into the question of average, but that the balance in averaging the payments should be the amount before the discount is deducted, viz.: $1,055 and not $700. As this makes a difference of some days I would ask your respected opinion on same. Trust that you will answer this through the columns of your paper, as it will interest many."

LOOSE LEAF PRICE BOOK.

The Loose Leaf Price Book advertised by Hart & Riddell, Toronto, in this issue will be found useful to salesmen, order clerks, buyers, travellers, and in many departments of wholesale and retail houses. Prices can always be kept fresh, clean and up-to-date. Any page of old prices can be removed and new pages inserted in an instant. The Tengwall price books are flat opening, the sheets lie perfectly even and can be written on from edge to edge. By simply pressing the covers back any single or number of sheets may be removed or inserted quickly and easily.

The real opportunity for self-improvement is not in the city or the country, or anywhere outside of you; it is in yourself. The initial impulse, or motive power to do or to be, must come from within or nowhere.—Success.

ADVERTISE YOUR BUSINESS

Write for particulars about our cuts and ads. from 50 cents up. To advertise in newspapers. Catchy ideas to catch business. Given to one merchant in a town. Send us your ads. and we will criticise them free. WRITE TO-DAY.

GEO. J. SMITH BUREAU, 621 BROADWAY, N.Y.

WE WRITE ADS. IN FRENCH.

We do Good Printing Cheap

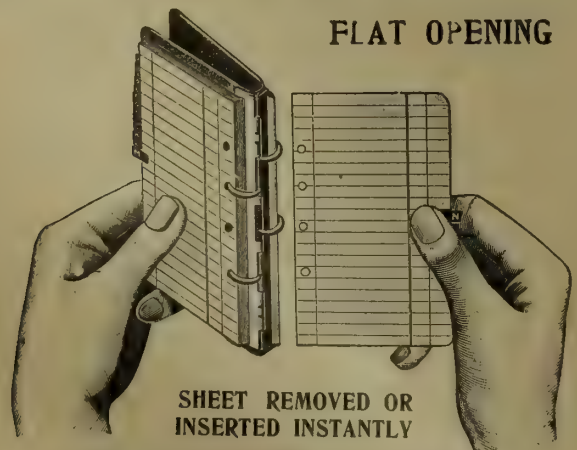
1,000 Business Cards,	$1.50
1,000 Note Heads,	$1.00
1,000 Statements,	$1.50
1,000 Dodgers,	$1.25

Write for Samples.

G. A. Weese & Son, 44 Yonge St., Toronto.

TENGWALL LOOSE LEAF PRICE BOOK

FLAT OPENING



SEND FOR DESCRIPTIVE PRICE LIST.

HART & RIDDELL, Manufacturers Loose Leaf Ledgers and all kinds of Binders, TORONTO

How Long Does it Take

To render your accounts every month? With the Briggs Ledger System you can render 500 accounts in 35 minutes, and then know that they are absolutely correct.

Write for our free catalogue.

The Briggs Ledger System Co., Limited

75 York St., - Toronto, Can.

This list is for the purpose of placing retailers, manufacturers' jobbers and other readers in touch with reliable and competent accountants and auditors whose services are so frequently required for such purposes as opening books,

Leading Canadian Accountants and Auditors

adjusting and auditing accounts, arranging partnerships or organizing joint stock companies, devising special office systems, making collections and investigations, handling estates, making valuations, etc.

DAVID HOSKINS, F.C.A.
Chartered Accountant,
Auditor,
Financial Valuator.
207 Manning Chambers, City Hall Sq.,
Toronto, Canada.

F. H. KIDD,
Chartered Accountant, Auditor,
Assignee, Etc.
505 McKinnon Bldg., - Toronto.

HENRY BARBER & CO.,
Accountants and Assignees.
Offices:
18 Wellington St. E., Toronto, Ont.

GEO. O. MERSON,
Chartered Accountant,
Auditor, Assignee, etc.
Regular and Special Audits.
27 Wellington St. E.,
'Phone Main 4744. Toronto.

JENKINS & HARDY,
Assignees, Chartered Accountants,
Estate and Fire Insurance Agents.
15½ Toronto Street Toronto.
465 Temple Building, Montreal.
100 William Street, New York.

WILLIAM FAHEY,
Accountant and Auditor.
402 McKinnon Building, Toronto.

Cable Address: "Wigwam."
T. G. WILLIAMSON,
Chartered Accountant and Auditor,
15 Toronto St., Toronto, Canada.

This space $15 a year.

This space $15 a year.

This space $15 a year.

This list is for the purpose of placing manufacturers, wholesale and retail merchants and other readers throughout Canada, and firms abroad doing business in Canada, in touch with the legal profession throughout the Dominion, for the collection of accounts, legal representation,

LEGAL CARDS.

organization of companies, the arrangement or dissolution of partnerships, or assignments, as well as all other matters of a legal nature.
For advertising rates apply to MacLean Publishing Co., Limited, Montreal or Toronto.

BEATTY, BLACKSTOCK, FASKEN & RIDDELL,
BEATTY, BLACKSTOCK, CHADWICK & GALT,
Barristers, Solicitors, Notaries, Etc.
Offices, Bank of Toronto.
Tel., Main 3813. Toronto, Ont.

JAS. H. BURRITT, K.C.
Solicitor, Notary, Etc.
Pembroke, - - Ont.

I. L. O. VIDAL.
Barrister, Solicitor, etc. Collections and Commercial Law.
Montmagny and Quebec City, Que.

J. C. HAMILTON, LL.B.,
Barrister, Solicitor and Notary.
McKinnon Building, Toronto.
'Phone, Main 65.

D. O. CAMERON, Barrister.
Equity Chambers, Toronto.
Branch Office, Oakville, Ont.

TUPPER, PHIPPEN & TUPPER,
Barristers, Solicitors, Etc.
Winnipeg, - - Canada.

ATWATER, DUCLOS & CHAUVIN
Advocates. Montreal.
Albert W. Atwater, Q.C., Consulting Counsel for City of Montreal. Chas. A. Duclos. Henry N. Chauvin.

Educational Department.

The following institutions for the education of business men's sons and daughters are recommended by this paper:

Would You Like to Go to a Business College?

We teach Book-keeping, Shorthand, Penmanship, Commercial Arithmetic, Commercial Law, Correspondence, etc.

BY MAIL

We teach them thoroughly and at a small cost. Write for our free booklet telling about the course.

CANADIAN CORRESPONDENCE COLLEGE, Limited
TORONTO, CANADA.

Western Business College

Cor. College and Spadina avenue, **TORONTO.**

Thorough courses in Bookkeeping, Stenography, Typewriting and **Penmanship**; individual instruction.

A. J. HOARE, Principal.

St. Margaret's College, Toronto

A Boarding and Day School for Girls.
Thorough courses in every department.
Only teachers of the highest academical and professional standing employed.

GEORGE DICKSON, M.A., Director.
MRS. GEORGE DICKSON, Lady Principal.

Typewriting.

Bookkeeping and Shorthand are sure stepping-stones to success.
Teachers who have had practical business experience teach these branches in

THE WILLIS BUSINESS COLLEGE.
A school of genuine merit. Send for our beautiful catalogue.
S. T. Willis, Principal, Cor. Bank and Albert Sts., OTTAWA.

The Belleville Business College,

Limited.

BELLEVILLE, ONTARIO.

Send for handsome catalogue describing fully all courses

J. Frith Jeffers, M.A., Principal

Trade With England

Every Canadian who wishes to trade successfully with the Old Country should read

"Commercial Intelligence"
(The address is 168 Fleet St., London, England.)

The cost is only 6c. per week. (Annual subscription, including postage, $4.80.)
Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.

NEW TELEPHONE LINE

A new copper metallic line has just been completed from Simcoe to Port Rowan. The towns listed below can now be reached from Toronto at the following rates:

PORT ROWAN	50c.
ST. WILLIAMS	50c.
VITTORIA	40c.

The Bell Telephone Co. of Canada

McWILLIAM
Mc. AND E.
EVERIST

25-27 Church St., - TORONTO

Let Us

say a couple of words to you this week about Oranges. Generally we wish to interest you in our Leader, the "Rose" brand—admittedly "Rose" is always up to the standard claimed—"Extra Fancy"—and is good value, yet we carry several other brands that are worthy of your attention. Among this week's purchases is one called "Blue Mountain," graded "Fancy," and is the nearest thing to "Extra Fancy" we ever had—the best value we ever offered, "Rose" included. It's going so fast that we can only guarantee to fill orders during the fore part of the week—so if you want something extra fine for $2.75 mention THE GROCER and order now.

The DAWSON Commission Co., Limited

FRUIT, PRODUCE AND COMMISSION MERCHANTS.

Cor. Market and Colborne Streets. TORONTO

WE BUY

BRIGHT DRIED APPLES.
HIGHEST MARKET PRICES.

The W. A. GIBB CO.

5 and 7 Market St., HAMILTON

TWO SNAPS.

Extra Fancy Navel Oranges, all sizes, $3.00
Lemons, Extra Fancy, 360's, $2.75 ; 300's, $3.00.

You can make no mistake in ordering bananas now

HUSBAND Bros. & Co.

Wholesale Fruit and Commission Merchants.
82 Colborne St., TORONTO
Phone — Main 54, Main 3428.

GREEN FRUITS

U. S. Fruit in Quebec.

UNITED STATES CONSUL LANG, of Sherbrooke, writes to his Government on the subject of United States fruit in the Province of Quebec. He says: "Evaporated fruits—apricots, pears, peaches and prunes—from California are sold in this section to a large extent. They are about the only evaporated fruits used and have supplanted the sale of such fruits from other markets. They are well packed in 25-pound boxes, and are very satisfactory. They are brought to Montreal in train-load lots, and the Montreal jobbers supply this province.

"A considerable quantity of California canned fruits, peaches, pears, apricots, and cherries are also consumed here, being bought through commission houses in Boston, Mass., and Portland, Me. They have given better satisfaction than the Ontario goods. California green fruits, plums, Tokay grapes, peaches, and pears are largely used and bought of jobbers in Montreal. They are well packed. California oranges are bought in Boston, Mass., by commission houses and of jobbers in Montreal. I have heard no fault found with the methods of packing of any of these different fruits. In the early season, strawberries are bought in Boston, Mass., and imported for use here. California evaporated fruits now enjoy a monopoly of this market. The use of California canned fruits is increasing among the better customers, and they are well liked, though the consumption of the canned fruits from Ontario is greater because they are cheaper, being nearer this market, and the American goods being subject to a duty of 2 1-4 cents per pound. Nearly all the oranges used here come from California; therefore, the only line in which trade can be increased seems to be in the canned fruits from California, and that can be accomplished only by persistent personal effort on the part of the representatives of the firms dealing in the goods to induce the local grocers to put in a stock and demonstrate their merit."

Apples in Cold Shipment.

An official report from the Department of Agriculture, Ottawa, states that 8,796 barrels of apples were carried from Montreal to Europe in cool air chambers of steamers during the season of 1903.

Layering Apples in Barrels

A FRUIT dealer and florist in Grosvenor Square, London, Eng., has suggested to the fruit division, Ottawa, the idea of layering choice apples in barrels, using a pulp paper circle between layers. He thinks that fancy apples packed in this manner would land in far better condition and fetch correspondingly higher prices, much more than sufficient to pay for the increased trouble and expense involved in the packing. It might be advisable for some of our exporters to experiment along this line when the shipping season comes around again.

Banana Industry of Jamaica.

SIXTEEN years ago Jamaica had hardly thought seriously of the possibility even of growing fruit for the outside world. To-day, the value of her exports under that head exceeds one million pounds sterling, annually, over sixty per cent. of the total exports of the colony. Nearly seven-eighths go to the United States, and the remainder to the United Kingdom and other British possessions. It is estimated that 33,000 acres are under banana cultivation, comprising 240 estates or thereabouts, varying in acreage from twenty to five and six hundred; and hundreds of small settlers scattered far and wide, with holdings of less than 20 acres. During the past five years the shipment of fruit from Jamaica has just doubled itself. Last year the total number of bananas grown and exported was in the neighborhood of eight million bunches. The largest areas of cultivation lie in the valleys and slopes along the seaboard, but there are also plenty of estates in the hilly districts, and in the 74 miles railway journey from Kingston to Port Antonio, bananas are everywhere to be seen. The route lies for many miles over a stiff mountain range, and on all sides there are small patches of bananas. Even in the crevices of rocks, healthy plants are growing and

thriving upon the rich wash mould to be found thereabouts. Upon the plains, too, on the southern side of the island, old abandoned cane lands have been transformed into luxuriant banana groves, yielding, by aid of irrigation, 300 bunches to the acre. There is a great variety of soil in Jamaica, good, bad and indifferent. In some districts little manuring is done, and in others a considerable amount is necessary. To supply this demand a great deal of stock is kept, which, combined with banana growing, seems to be a most profitable business for big and little man alike.

Asparagus Crop Ruined.

Telegrams from San Francisco say that the asparagus crop in the Sacramento River section, California, has been destroyed by recent floods. This is serious news to grocery trade interests all over the United States since the trade is entirely dependent upon the production of this section for its supplies of canned asparagus. The anticipated pack of 1904 has been entirely sold to the trade for delivery when packed, and the jobbers have in turn sold to the retail trade. It will be seen, therefore, that with a failure of the crop both jobber and retailer are in a peculiar position. The loss moreover to the packers will be heavy, as all preparations for the pack had been completed.

Fruit Auction.

The Ottawa Fruit and Produce Company held another auction sale of oranges on March 31, bringing the price to about $2.30 a case. Up to the present time the Ottawa Fruit and Produce Company have been holding on an average two auctions each week. Their intention from now on is to arrange for one every day.

The California association have taken up this manner of selling oranges. They have also fixed the price for fruit jobbers so that they are at liberty to lower their price. At present they are selling slightly under the Ottawa Fruit and Produce Company.

Co-Operative Fruit Growing.

Mr. W. A. MacKinnon, chief of the Fruit Division of the Department of Agriculture, Ottawa, was a visitor to the Toronto office of The Grocer this week. Mr. MacKinnon expresses satisfaction over the recent action taken by the fruit growers of Western Ontario in forming co-operative associations. Although some harm may come from ill-advised effort or over-hasty action, as is almost inevitable with new organizations, the scheme cannot but result ultimately to the benefit of the fruit industry in Canada. Even if these virgin associations should go smash, Mr. MacKinnon thinks a great deal of good will have been done in pointing out the necessity of organized effort on the part of Canadian fruit growers in the marketing and export of fruit products.

EGYPTIAN ONIONS.

First of season ; hard and well cured ; will keep well ; no sprouting ; in sacks of 112 lbs.

FLORIDA TOMATOES.

Full car load received. Fancy, hard, ripe stock, in 6-basket crates. Our prices on both the above lines will interest you.

SEND FOR PRICE LIST.

WHITE & CO., Wholesale Fruit and Produce

64 FRONT ST. EAST, TORONTO.

PHONE Main 4106.
Private Branch Exchange connecting all departments.

When You Want

EXTRA FANCY ORANGES, EXTRA FANCY LEMONS, EXTRA FANCY BANANAS, EXTRA FANCY SPANISH ONIONS,

or anything in our line, write or phone us. Prices and Quality Always Right.

Hugh Walker & Son, Wholesale Fruits, **Guelph, Ont.**

The Canadian Vinegar Company

HIGH-GRADE VINEGARS

Under Excise Supervision
Reputed the best on the market.

Factory and Office: 35a, 35c, 37 St. Antoine Street, MONTREAL.

Dried Fruit

cleaned and renovated by the latest improved machinery and appliances.

GUARANTEED TO GIVE SATISFACTION.

J. T. ADAMSON & CO.
27 St. Sacrament Street,
MONTREAL.
Tel. Main 778.

Fruit Cargoes for Montreal.

Several large consignments of oranges, lemons, etc., are reported to be loading at Mediterranean ports for Montreal.

Fruit Shippers Win.

The Railway Commission has given favorable judgment on the application of the Niagara, St. Catharines and Toronto Railway Co., to form a junction with the Grand Trunk Allanburg branch line at Stamford. The principal reason assigned for granting the application is that the interests of shippers of small fruits in the district require it.

Apple Business in Nova Scotia.

According to present estimates there are about 20,000 barrels for shipment to England to come down from the Annapolis Valley yet, which makes the total shipment this year about 400,000 barrels, nearly all of which amount has been forwarded via Halifax. Taking home market figures into consideration, more than a half million barrels of merchantable apples were harvested in the Annapolis Valley last Autumn, which averaged $2.75 a barrel. The outlook for this year is excellent. The snow, which came on early in the Winter, remained, protecting the roots, and as a result trees are already beginning to put forth strong, hardy buds.

Notes.

Horticultural plantings for the coming season in Nova Scotia promise to be the largest of any single year in the history of the province.

Results of experiments in grape culture at the Central Farm, Ottawa, show that no less than twenty-five varieties will grow and ripen in the Ottawa Valley.

H. Walker & Sons, wholesale fruit dealers, Guelph, have purchased a prominent site on MacDonnell street, on which they propose to erect one of the finest fruit warehouses in Canada.

TRADING STAMPS DOOMED.

THE Montreal Grocers' Association have decided to fight trading stamps. This decision was arrived at at a well attended meeting of the association held at Monument National, Wednesday, April 6. The president, N. Chartrand, presided. Many other important matters were discussed, including the decision to make early closing day for grocers the same as for other merchants, namely, Thursday, instead of Wednesday. The question of peddlers' licenses was again spoken of as a nuisance and it took the form of a resolution.

It was moved by the president and unanimoully carried that the city council be asked officially to use all their influence with the Quebec Legislature to make an amendment to the city charter to the effect that power would be given to abolish the peddling privileges in Montreal. A copy of this resolution was forwarded to the city council and also to Mr. Lomer Gouin, representative of the association in the local legislature.

When the matter of trading stamps came up some strong speeches were made. There were present four grocers who are aldermen—Turner, Ricard, Lapointe and Paquin. There are three other grocers who are aldermen but they were absent, so that the association will have solid representation at the city hall. Alderman Lapointe and his three confreres spoke earnestly about the trading stamp situation. Their opinion was that the Traders' Advertising Co. must abide by the law and that the city council should stop the stamp business on the first of May. They were not afraid of the Traders' Advertising Co., even though Mr. Wilder, who owned the said company, declared in his frequent advertisements that he would carry the fight to the Privy Council if necessary. One thing sure was that the stamps must be stopped, and when they were stopped Mr. Wilder, or any other company, could fight as long as they liked. Action would be taken to have the city by-law adjusted to suit the very case in point, and if it was not done in time for May 1st it would not be the fault of the association.

The man who does not pay for his groceries was discussed too, and the secretary, Mr. Beaudry, announced that he had already secured a valuable list of dead beats by his own efforts quite independent of the association. This could easily form the basis of a collection and information bureau as an accessory to the association. A resolution was passed endorsing the secretary's action and the establishment of such a bureau, and members were urged to patronize it. In his information there were 6,000 names of undesirable customers so that the value of such a bureau must be apparent.

The subject of federation of associations was explained by the secretary and three delegates were named, as follows: President Chartrand, the secretary and treasurer, whose duty it would be to confer with deputations of representatives of the different associations, and arrange for some action at a meeting called for April 13.

WORLD'S TEA PRODUCTION.

China is the heaviest tea producer, the annual crop being estimated at from 2,000,000,000 to 2,500,000,000 pounds. Java's annual crop averages about 9,000,000 lbs.; British India, about 190,000,000 lbs.; Japan, about 63,000,000 lbs., and Formosa, about 24,000,000 lbs. Other tea producers are Brazil, Natal, Fiji, Jamaica and a few smaller ones making a total of say 8,000,000 lbs. The grand total is about 2,294,000,000 lbs. About 9,000 lbs. were experimentally produced in 1902 in the United States.

NEW HENNERY.

A new industry known as the Canada Poultry and Produce Company is shortly to be started in Stratford, to raise and fatten poultry for the English market.

Stock of fowls will be composed entirely of thoroughbred barred Plymouth Rocks. When all the buildings are completed the capacity will be 800 laying hens in the breeding pens and 6,000 in the fattening crates, and it is estimated that from 150 to 200 will be killed every day for shipping. The intention, of course, is to raise all these fowls on the premises, but for the first year, at least, the company will have to depend largely on what they can purchase from farmers and fatten, as the buildings can hardly be finished before hatching time is over.

PETERBORO' SUGAR FACTORY.

The Globe is authority for the statement that D. A. Gordon, president of the Wallaceburg Sugar Company, has made overtures to the municipal council of Peterboro' which will probably result in the completion of Peterboro's sugar-beet factory. Mr. Gordon offers to invest $100,000 in the concern if the town will guarantee the company's bonds to the extent of an additional $100,000. In the event of the proposition receiving general support $350,000 will be expended in completing and equipping the plant. Machinery costing $156,000 is to be purchased in Holland and shipped to the factory in Peterboro'.

LABOR-SAVING MACHINERY IN THE STORE.

THE store has long since received the attention of ingenious inventors, old, shopsoiled and damaged ways of bookkeeping and of caring for cash have been discarded by progressive merchants for accurate, infallible machines and systems. The perfect protection afforded store transactions by the use of cash registers has been one way by which many a grocer has turned loss into profit and achieved success, where before bankruptcy stared him in the face.

Naturally the question following such a statement is: How will a cash register help profits? The reason the register increases profits is because it gives the merchant positive information about every one of the transactions which has taken place in his store, which information must be had if the merchant is to have perfect control over the life blood of his business—that is, the money he receives for his goods. Only one way can this information be accurately gained, and that is by using a cash register. With a register every penny handled in the store is recorded. Cash and credit sales, money received on account or paid out, or change made, are all recorded honestly and faithfully and infallibly. Losses and mistakes simply cannot occur.

Leaving out of the question all the other advantages of a register, a machine will pay for itself within a short time with the customers it keeps.

No merchant has carried on business for any length of time without having a dispute with customers over payments on accounts or settlements. Sometimes the customer pays an account and on leaving the store gives an order with the request to have it charged. When settlement is made next time he remembers the date of last settlement and insists the account was paid up to date. At other times the clerk in his hurry has overcharged or even forgot to charge. One way the merchant loses a customer, the other he loses profit — money losses in both cases. Dozens of ways there are of causing disputes with customers, but the cash register is the only way of avoiding them. With the register the customer leaves the store satisfied that whatever transaction may have occurred, all is correct. The proprietor has the same feeling of safety, knowing that every cent of his hard-earned money is secure. A register saves money and therefore makes money; it saves time; it makes clerks and proprietor more careful; it pleases customers; it reduces bookkeeping; it gives a systematic protection to a merchant's business.

Flett's

Pickle Profit

is sure when you handle

Flett's Pickles

Not only the Profit in a first sale, but the Profit on a regular customer.

ROSE & LAFLAMME

Agents, MONTREAL.

MHS

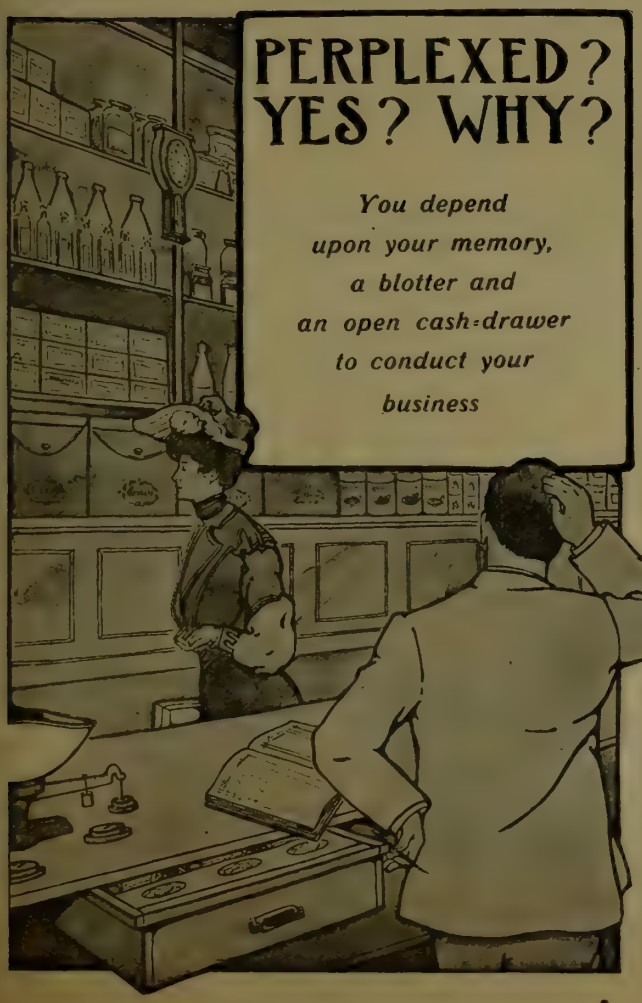
Nonpareil Jellies.

ARE IN FAVOR WITH THE HOUSEKEEPER

BECAUSE
OF THEIR
STRONG "NATURAL FRUIT FLAVOR"
AND
CONVENIENCE
IN PREPARATION.

CAN BE HAD FROM YOUR WHOLESALER.

ROSE & LAFLAMME,
Agents,
MONTREAL.



PERPLEXED? YES? WHY?

You depend upon your memory, a blotter and an open cash-drawer to conduct your business

DON'T WORRY

Buy a Cash Register and Save Your Energy to Sell Goods

A 1904 model "National" will do your bookkeeping.

It takes care of

1. CASH SALES
2. CREDIT SALES
3. CASH RECEIVED ON ACCOUNT
4. CASH PAID OUT
5. MONEY CHANGED

"Machinery makes no mistakes"

A few moments of your time talking to an N. C. R. representative will be a good investment. It will cost you nothing and puts you under no obligation to buy. Send the coupon today.

National Cash Register Co.
Dayton, Ohio

Agencies in All Principal Cities

CUT OFF HERE AND MAIL TODAY

N.C.R. Co.
Dayton, O.
Please have one of your agents call when next in my vicinity. I want to know more about your 1904 models. Saw your ad in CANADIAN GROCER.

Name _____

Address _____

FLOUR AND CEREAL FOODS

Care in Selection of Seeds.

MOST potent among the influences which within the past few years have conspired to elevate the standard of Canadian agriculture and still more firmly entrench the farmers of Canada in their present proud position, is the care and judgment which they to-day exercise in the selection of seed grains.

Mr. Rennie, seedsman, of Toronto, has lent additional confirmation to this statement when he says that only the very best varieties are now regarded as suitable for sowing, a manifest change from a few years ago when farmers were in the habit of marketing their best samples of grain, and retaining inferior stock for the production of the next year's crop. The desire, moreover, for new and improved varieties is widespread and general. With each recurring season, some new variety of grain, or seeds, is launched upon the market, possessing in some way some merit peculiarly its own, some distinctive advantage over present types. The experimental stations established by the several provincial and the Dominion Government have done much in the way of elevating the standard of Canadian grain, and this, coupled with the testing grounds which are inseparable from every large seed warehouse, have proved a source of revenue to producer and consumer alike. Subjected to the most critical and exacting tests, no new variety is placed on the market until its true merit and worth have been amply demonstrated, failing which it is discarded as unworthy of perpetuation. And the history of one well established house is that of all.

The eternal vigilance of the powers that be is further emphasized by the steps recently taken towards the extermination of the weed pest, which has become a serious obstacle to successful grain production in Canada.

New Milling Company Organized.

A new concern under the name of the Keewatin Milling Company, has just been started with a capital of $2,000,000. The large proportion of the stock is being subscribed by Ottawa capitalists. The company will immediately begin the construction of a large mill at the Lake of the Woods, with a capacity of 3,000 barrels of flour a day.

The American Rice Miller's Problem.

THE last half dozen years have witnessed an extraordinary development of the rice industry in the United States. The rice mill has undergone a practical revolution, not only in character, but in being transferred to the rice fields. Under this stimulus of having the mill at home instead of at the ports, the rice area and production have expanded, and with improved methods of cultivation, the rice crop has now reached half a billion pounds.

Unless some increase of consumption comes, however, the rice mills and the rice industry will soon have reached their limit, since the relative consumption of rice in the United States is not large. The trouble is in the retail price of rice. It leaves the mills at a price of from 3½ to 4 cents per pound. By the time it reaches the consumer it costs 8 and 10 cents, and sometimes even 12 cents per pound. This acts as a bar to any large increase in consumption or the much further extension of the industry. Probably under the most favorable auspices rice will never supplant wheat flour to any appreciable extent; but rice millers and jobbers will have to find ways and means of getting rice to the consumer at a more reasonable cost if it is to become more than an article of occasional consumption.

Australian Wheat Exports for 1904.

IT is now possible to form a pretty close idea of the probable export business in Australian wheat during the present season. After making necessary allowances for injury done by the wet weather during harvest, the Victorian yield may be reckoned at about 25,000,000 bushels, the South Australian at about 14,000,000 bushels, and New South Wales at approximately 20,000,000 bushels, or a total for the three states, in round numbers, of about 59,000,000 to 60,000,000 bushels. After providing for local requirements for food and seed, this would allow close upon 1,000,000 tons to be exported to Europe, South Africa, and other over-sea destinations, if the whole quantity were disposed of by the farmers. This, however, is not likely to be the case, especially in Victoria; and probably an export of about 750,000 tons from Australia may be expected by the close of the season, the business being spread over a considerable time. The shipping engagements for South Australia are fully adequate to the requirements of that state, where the export trade is being conducted with rapidity and ease. Further chartering will be required for Victoria and New South Wales, but this will be accomplished from time to time during the season as opportunities arise.

Monthly reports of the Australian grain and produce markets emphasize the fact that only a little over 4½ million bushels of Australian wheat and flour has been exported during the current season, at which rate the estimated surplus, which is variously set down at 45 to 49 million bushels, will not be shipped for 12 months. So far New South Wales has not shipped 10 per cent. of her 18 millions surplus, the greater part of the shipments having been made from South Australia.

Big Industry for British Columbia.

ACCORDING to a Western exchange it is probable that preparations will shortly be in progress for the erection of an immense mill by the Frontenac Cereal Co., Kingston, either in Vancouver or Victoria, involving the expenditure of between $250,000 and $500,000, and when completed to provide employment for at least 150 men.

The cereal business throughout the Dominion of Canada has expanded to such an extent that this firm consider it advisable to take steps towards the establishment of a plant in Western Canada, whence the manufactured article can be distributed to all parts of Western Canada at a much cheaper rate than from Ontario. The main inducement, however, to opening a factory in the West is the improved shipping facilities provided for the transportation of cereals to Australia and the Orient, where the demand for Canadian cereals is constantly growing.

TELEPHONE { MAIN 1257 " 4675

Wm. McCann Milling Co.

MILLERS
AND GRAIN DEALERS

192 King Street East
TORONTO.

FLOUR FEED CEREALS

Place a Trial Order with Us for a Full Line of Our Goods.
QUALITY UNEXCELLED. SATISFACTION GUARANTEED.

Ontario Winter Patents,
Manitoba Blends,
Pure Manitoba.

Rolled Oats (Standard and Granulated)
" Barley, Oatmeal,
" Wheat, Pot and Pearl Barley
Wheatlet, Farina, Split Peas.

"Matchless" Feed.

THE G. CARTER, SON & CO., Limited,
ST. MARYS, ONTARIO.

New Crop Maple Syrup and Sugar

Prompt delivery guaranteed for **FOREST BRAND.** Freight prepaid in reasonable lots. Sugar in pound and half-pound blocks. Syrup in tins, bottles and wood.

We feel quite sure the quality will please you.

The F. J. Castle Co., Limited, WHOLESALE GROCERS.
OTTAWA, ——— CANADA.

"MADE IN CANADA."

In 60 Seconds

we can give you the main reasons why it will pay you to stock Sovereign Lime Juice.

It is 50 per cent. cheaper than imported brands of equal quality: by refining and bottling in Halifax we avoid the duty.

It is absolutely pure and always un form.

It retains its bright natural color.

It has the full flavor of the ripe fruit juice, only two teaspoonfuls are required to each glassful.

It is stocked by the principal jobbers from Halifax to Vancouver, ensuring you prompt delivery.

And as we guarantee every bottle you cannot lose.

If you are a man of decision it will take you but 30 seconds longer to send a sample order to your jobber for the above facts are convincing.

Sovereign Lime Juice

is refined and bottled by

SIMSON BROS. CO., LIMITED,
HALIFAX, N. S.

GREIG'S

WHITE SWAN

Barley Crisps

Thin, flaky and light—the very choicest form in which Barley can be offered.

Can be used for a great variety of tasty dishes.

Makes an ideal food for infants and persons of weak digestion.

Put up in attractive packages,
3 dozen in a case.

THIS LINE IS A WINNER.

The ROBERT GREIG CO., Limited
WHITE SWAN MILLS,
TORONTO

French Wheat Doomed.

ACCORDING to a contemporary the French wheat farmer has been guilty of following false gods in latter years in as far as he has been substituting big yielding foreign varieties of wheat for the strong native wheats.

Investigations of the last few years show that there has been a perpetual diminution in the gluten content of the wheat grown in France, for instance, from 10.10 per cent. of gluten in 1891, the flour showed a reduction to 7.80 per cent. gluten in 1895. It has been demonstrated that this decline in the gluten of flour did not arise from the substitution of the modern for the old system of milling, as some had claimed. However, although more modern and more rational methods of analysis have been adopted now for some years amongst millers, yet farmers remain as they were, with the result that the milling value of the wheat grown in France has continued to deteriorate to such an extent that wheat whose flour contains only 6 to 7 per cent. of gluten continues to be offered to millers, who, of course, cannot pay for this wheat the price which richer wheats, such as are necessary to supply bakers with the flour they require, would command.

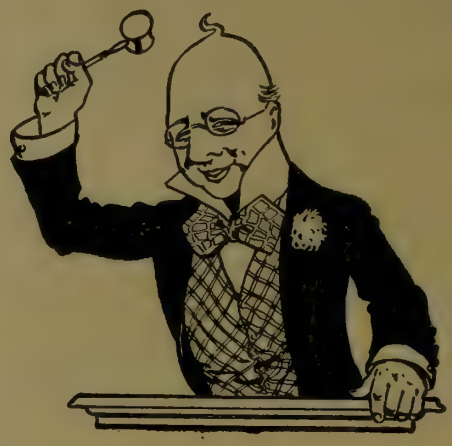
A Government report published recently clearly shows this deterioration of home grown wheat in France. The report shows that of 29 varieties, commonly sown in the North of France, only 11 can be reported "good" wheats, 5 are "doubtful," and 13 distinctly "bad," the flour made from them containing only 6 to 7 per cent. of gluten. The critical condition to which a continuation of such a state of things must soon bring farmers is well recognized, and the French Agricultural Society has joined the Association of French Millers for the purpose of electing a committee to study the whole question and suggest remedies.

Holland Will Not Tax Flour.

After public and parliamentary discussion for nearly a year, the Dutch Government have finally decided not to take flour from the free list. The proposition of the Dutch protectionists was to put an import tax on flour, equal to about 30 cents per 220.46 pounds, and directed principally against the United States, which imposes a heavy tax on bulbs imported from Holland.

Cereal Notes.

J. H. Goodrich, miller, Colborne, is selling out and going West.



Only One Week More!!

Remember, the last and final "FREE DEAL" on

"FORCE"

Expires May 1st.

You must order before that date, to take advantage of the special offer.

No more "deals" will ever be offered on "Force." Its price will be maintained as fixed as government bonds.

If you order of your jobber BEFORE MAY 1ST, he will allow you 5 free packages in 2 cases, or 18 free packages in 5 cases.

After that no special discount.

THE "FORCE" FOOD CO.

SHREDDED
WHOLE WHEAT

BISCUIT AND TRISCUIT

SCIENTIFICALLY-PREPARED FOOD
MADE OF THE WHOLE WHEAT.

Shredded Whole Wheat Biscuit—A standard all-day cereal served with milk, cream, or in combination with fruits, preserves or vegetables.

Triscuit—The New Cracker. Served with soups as a crouton, or as a successor to crackers when served with cheese.

For information and prices address...

THE NATURAL FOOD COMPANY,
32 Church St., TORONTO, ONT.

NOTE.—Tell your customers that heating the BISCUIT and TRISCUIT in a warm oven before serving will renew their crispness.

BRANTFORD PREPARED CORN STARCH

makes many delightful, wholesome dishes, that are greatly appreciated by the little folks as well as the grown-ups.

Most of your customers know Brantford Corn Starch and want it often—let the rest of your customers try it and they will want it too.

All this means more business for you.

THE BRANTFORD STARCH WORKS, LIMITED.
BRANTFORD, CANADA.

Sell for to-morrow

Every grocer who has had an experience of more than eight or nine years has seen the rise and fall of a good many noisily-heralded "specialties" in food products. It takes genuine worth to prolong the life and increase the volume of sales of any such thing.

SWISS FOOD

has lived and flourished for 10 years. Its sales to-day are many times greater than in the first years of its introduction.

SWISS FOOD is a wheat cereal that is served hot. It is handsomely packaged—a big package. It is economical to use and profitable to handle.

P. McIntosh & Son,
Millers and Manufacturers,
TORONTO.

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR RETAIL MERCHANTS.

Tobacco Trade in The Grocery Store.

PRACTICALLY every grocer in the country sells tobacco; few, however, give the tobacco trade the care and attention it deserves. It goes without saying that most men are as particular over tobacco as women are over tea, in view of which fact it pays the grocer to give them equal care in selection and arrangement. In most small country stores a various assortment of pipes, cigars, and tobacco is kept, but in many instances this branch of trade is utterly neglected.

Is your tobacco trade flourishing? If not, take a turn round, and find out the reason. A nice show may be made with a very small stock of useful-shaped pipes, cut tobacco in tins, plug tobacco in jars, and cigars, cigarettes, &c. Any grocer who uses his eyes will soon learn what styles of pipes are most favored in his district, and though a big stock is not necessary, a good assortment is. In tobacco, find out what lines will suit your customers' taste, and buy sparingly.

Plug tobacco should always be kept in jars or caddies. The promiscuous heaps amongst which assistants frequently have to search before finding the required brand are not likely to help trade. Each brand of tobacco should have its own special receptacle, and be plainly marked, and—especially during Summer—it will be found advisable to remove all tobacco stocks to a cool place every night. At all events, see that it is properly covered before the shop is dusted.

The cigar trade can quickly be fostered by judicious buying. Find out a good flavored cigar, and recommend it to your customers. Stock only in small quantities, but make a point of always keeping one particular flavor. By this means you should soon find a regular growing demand for your own particular cigar.

Summary of Philippine Commerce.

THE latest summary of commerce of the Philippine Islands shows that there was a decrease of $6,619,355 in the exports of tobacco, cigars and cigarettes from the Philippines during the year 1903, as compared with the exports of the year 1902. The exports for 1902 amounted to $2,501,367, while in the year 1903, they amounted to $1,882,012. This decrease is ascribed to the increase of duties on tobacco in Australia, Java and Japan.

In advocating the reduction of duties on tobacco entering the United States to 25 per cent. of the Dingley rate, a prominent American says:

"I cannot too strongly urge the necessity for the reduction of the Dingley tariff in its application to goods imported from the Philippine Islands to 25 per cent. of the rates therein imposed. I am confident that neither in the sugar market nor in the tobacco market will the effect of the amount to be reduced be materially injurious to any interest in the United States, while at the same time it will be of the greatest importance to the prosperity of the islands."

During October, 1903, only 134 pounds of leaf tobacco were imported into the Philippines, valued at $23, while the imports of leaf into the islands in October, 1902, were 1,516 pounds, valued at $203. For the ten months in October, 1903, the imports of leaf tobacco amounted to 15,420 pounds, valued at $3,248. In the ten months of 1902 the imports were 8,471 pounds, valued at $1,923.

Of unmanufactured tobacco the islands received 887 pounds, valued at $123, in the ten months ending October, 1903. In the ten months of 1903 the imports of cigars valued $876, as compared with an importation in 1902 valued at $2,896. In October, 1903, the imports of cigarettes into the islands valued $801, and

Old Chum

CUT PLUG
SMOKING
TOBACCO

satisfies the most exacting customers.

Sold By All Leading Wholesale Houses

CURRENCY

Plug Chewing Tobacco

is a

Quick Seller.

Handled by all Leading Wholesale Houses.

You Own Your Own Money.

Its investment is worth thinking about.
Invest it in your business if you are wise.
Invest it in lines that are salable, and profitable.
Do not forget the profits. Profits help you retire the earlier.

We know you can make money—and profits—selling cigars. But see that you buy cigars of quality. Poor cigars are certain to hurt your business. We suggest with all assurance **PEBBLE**, a 5-center, and **PHARAOH**, a 10-center. We send 1,000, express paid, assorted as desired, and if at the end of three months you have any unsold stock and want your money back, we give you invoice price for the stock on hand. Do it—now.

J. BRUCE PAYNE, Limited, Mfrs, = Granby, Que.

Army Men Smoke

—and they have just enough time on their hands to be cranky over their Tobacco.

They Smoke T & B

AND YOU, GROCERS, should sell T. & B.—the 10-cent. size is popular—always—if your tobacco trade is to grow.

The GEO. E. TUCKETT & SON CO., Limited
HAMILTON.

Sell all you can—

at a profit, of course, if you would prosper.

Our offer to send 6-doz. pipes, assorted, worth from 25c. to $1.00 each, retail, for $13.00, expressage paid, is still good. Return at our expense if not satisfied.

W. B. REID & CO.

Wholesale Tobacconists,

TORONTO.

The Erie Tobacco Company

WINDSOR, ONTARIO.

A Fast Seller

RONTO

SMOKING MIXTURE

Packages and Tins.

T. J. Horrocks,

176 King St. East,

TORONTO.

The Chamberlain Cigar

The **best value** in Canada! Sold the **world** over! It will help your **trade tremendously!** Order a sample lot to-day!

SAVE THE BANDS AND RETURN THEM TO

J. M. FORTIER, Limited

MONTREAL.

MANUFACTURERS OF

Cigarettes and Cut Tobaccos

TONKA

½-lb. Tins.

1/5-lb. Cotton Bags.

1/10-lb. Packages.

SOMETHING GOOD

McALPIN CONSUMERS TOBACCO CO., Limited,

TORONTO.

in the ten months ending October they valued $5,644.

The exports of unmanfactured tobacco from the Philippines in October, 1903, amounted to 1,661,217 pounds, valued at $79,482, which is a considerable falling off from the exports in October, 1902, when they amounted to 4,362,227, valued at $190,375. For the ten months ending October, 1903, the exports of unmanufactured tobacco amounted to 13,203,830 pounds, valued at $558,844. The Philippines exported to foreign countries in October, 1903, cigars to the value of $28,972, a decrease as compared with a valuation of exports of $107,896 of cigars in October 1902. For the ten months ending October, 1903, cigars valued at $793,002 were exported. The exportation of cigarettes in October, 1903, valued at $1,331, and for the ten months the exports valued $19,912.

Too Much Stock.

In January, 1904, the W. H. Steele Company, 40 Scott street, Toronto, received large shipments of cigars and pipes, at rock bottom prices, which they are now reducing further for the benefit of retailers. As this stock is being offered in large or small quantities merchants will find it to their advantage to purchase now for the Summer trade.

Cuba's Tobacco Export.

According to statistics from Havana the total exports from Cuba in 1903 were over 300,000 bales of tobacco, valued at more than $12,000,000, while almost 209,000,000 cigars were shipped from the island which, at an average value of $60 a thousand would yield a little more than $12,500,000. The United States took considerably more than half of the tobacco in bales, but less than 46,000,000 cigars, or about half what was sold to England.

Cigar Collector.

A new craze has taken hold of Paris. A well-known nobleman has started the craze of collecting cigars belonging to famous persons.

His collection, which is far ahead of all others, counts 300 cigars as smoked by emperors, kings and other famous persons, all numbered and labeled. Side by side you see the favorite cigars of Kaiser Wilhelm and King Edward, the trabuco of Emperor Francis Joseph and the large paper chargette, with the Russian coat-of-arms, affected by the Czar.

No. 6 is the cigar of Gen. Mercier, of Dreyfus fame; No. 7, the favorite cigar of Sir Wilfrid Laurier. No. 35 was given by the King of Portugal to the British Ambassador, while No. 37, belonging to the dollar class, comes from the box of Sir Thomas Lipton.

West Tampa's Fire.

A disastrous fire swept West Tampa on April 4, resulting in losses which will exceed $300,000. Several tobacco and cigar factories were burned down, or badly damaged, among them being the large factories of Santaella & Company, Sam Caro & Company, J. M. Martinez and T. Sanchez. The Santaella tobacco firm alone lost $125,000 worth of tobacco, besides large stocks of fine cigars.

Tobacco Growing in Victoria, Australia.

The experimental tobacco-growing carried out by the Victorian Government at Edi Farm is proving very successful. Samples of the tobacco grown at the farm have been submitted to several Melbourne tobacco manufacturers, who have expressed high approval of the quality. The manager of the States Tobacco Company, reporting on the samples, says, "They are the best samples of Australian-grown cigar leaf we have ever had submitted to us, and we ourselves would be prepared to purchase immediately a large quantity of such leaf at a price which we believe would be profitable to the producer."

Output of Tobacco in the United States.

THE internal revenue stamp returns for the month of February make a better showing than was expected they would from the general trend of the trade. For the record shows increases in every line except in the output of cigars in which the decrease amounted to 18,117,860 in a total output of 466,510,913 against a total output of 484,628,773 in February of last year. In little cigars there was an increase of 13,004,500 in a total output, 58,789,000 against a total output of 45,784,500 during the same period of last year. In cigarettes the increase amounted to 30,107,436 in a total output of 237,762,989 against a total output of 207,655,553 in February, 1903. The increase in manufactured tobacco amounted to 4,263,962 pounds in a total production of 24,842,737 pounds against a total production of 20,578,775 pounds in February, 1903, and in snuff there was an increase of 143,776 pounds in a total production of 1,837,588 pounds against a total production of 1,693,812 pounds in February, 1903.

GROCERS!

We Want Money

and to raise $30,000.00 we offer some great snaps in Cigars and Pipes — brands well bought and can sell cheap.

Call and examine or see travellers' samples.

THE W. H. STEELE CO, LIMITED
Importers and Wholesale Tobacconists.
40 Scott St., - - TORONTO
'Phone, Main 1987.

Should be in the mouth of every smoker. What? a

McDougall Scotch Clay Pipe

Be sure and ask for it, and see that you get it.

D. McDougall & Co., Glasgow. Scotland.

Morgan's Cigars.

J. Pierpont Morgan has his cigars made specially for him in Havana. Each has a red label with gold lettering and the magic initials "J. P. M." Sometimes after board meetings in various enterprises these labels are found on the floor, and there is a great scramble for them, as they are regarded as mascots, especially in the different Wall street offices, although not quite to the same extent as they formerly were. Mr. Morgan's cigars are very large, and the label is wide enough to make, if it were metal instead of paper, a ring for the finger of any ordinary man—a little loose for the fifth finger and a little tight for the thumb.

Hadn't Time to Take Money.

"I have a little bill here," began the caller as he entered the market, "that I——"

"Haven't time to attend to it now," interrupted the man with the apron. "I'm simply rushed to death. Come in again."

"But," continued the party of the first part, "I want to pay this bill."

"Oh—er—come right in and wait a second," said the busy man with a cleaver. "Here, try those imported cigars—and stick a couple of 'em in your pocket."

Tobacco Notes.

T. J. Horrocks, Toronto, reports a big demand from the grocery trade for his Ronto smoking mixture. It must be giving good satisfaction.

DEPARTMENT OF ADVERTISING SUGGESTION AND CRITICISM

Edited by John C. Kirkwood, TORONTO.

NOTE—Herein are discussed the principles and practice of advertising. Subscribers are invited to send Mr. Kirkwood specimens of their newspaper and other advertising, for the purpose of review in this department. Address care of Department of Advertising, THE CANADIAN GROCER.

A TENDENCY OF THE TIMES.

IN modern business evolution there is a tendency on the part of the public to trade with the larger markets rather than with small ones. The village store which once sufficed for the needs of the buyer no longer flourishes as in the olden days. The county seat is likewise losing some of its prestige as a trading centre, especially so if there be within twenty, thirty or forty miles a city mart. This encroaching of the city upon the business of the local merchant is becoming year by year more pronounced, and the protest by those adversely affected is growing in volume.

There are several reasons for this condition of things, but the two principal ones are transportation facilities and advertising. Passenger, freight and express service has improved remarkably in recent years; places that once seemed remote are now comparatively near at hand. It is not an unheard of thing for a farmer to send his pork, for example, direct to some big city dealer, thereby getting a better price after every charge has been met than if he sold to a local dealer at local market prices. Similarly many farmers send to the city dealer for their field seeds, willingly paying freight charges in preference to giving the order to a smaller dealer at or near home. Farm produce of all sorts is being shipped by the farmer to the city, and goods of all descriptions are being shipped from the city to the farmer. The local merchant who may think this trade is his by right is being passed over to his certain and severe hurt.

Closely related to better transportation facilities in connection with the diversion of rural or inland trade is the growth of advertising. Newspapers and periodicals are being read more than ever, and the advertising therein contained is being depended upon to no small extent by all classes of people as a guide to buying. "Far away fields are green." Perhaps it is something of this conviction that tempts buyers to get their merchandise from afar. There are other influences, however, at work persuading them to send their money to big city stores, whose advertisements are filled to overflowing with "bargains" or offerings that create and intensify desire to the yielding point. The daily paper is replacing the humbler weekly among the well-to-do, and these dailies carry six times a week into their homes the alluring announcements of city tradesmen. It is not to be wondered at that trade responds to these repeated appeals, to the profit of the remote merchant and the loss of the merchant at home.

Why Not Trade Near Home?

A GREETING

To our Friends and Customers:

We are here to stay. We are here to make a success. We like the country and the people. We like our business and strive to increase it by all honorable means.

OUR CREED:

The Best Goods and the Lowest Prices are what Count

We believe in selling only such goods as give entire satisfaction.
We believe what we say and say what we think.
We want you to believe what we say and that when we say it, IT'S SO.
We believe in giving One Dollar's worth for $1.00.
We are convinced that your interests and our own are closely allied. If we show you it is to your advantage to trade with us, you will give us your patronage.
We fully expect fairness and think you will admit: If our goods and prices are equal with those of other reliable merchants, it is just and right to patronize home enterprise.
We trust that this appeal will bring response and that business may open between us which may continue long, pleasantly and profitable. Careful thinking, wise decisions, prompt acts will win every time.

WHAT WE CLAIM.

We have devoted much time studying how to satisfy the wants of our customers, and now with our facilities we are able to meet any would-be competitor's prices who undertakes to undersell us.
We claim that $1,000 of our money will buy as many goods as $1,000 of our competitor's.
We have light expenses, no electric light, no water privileges, no city taxes. We can and do buy cheap and sell cheap.
We carry as large and as well assorted a stock of standard goods as there is in the country and sell lower than ever before. Our stock consists of General Merchandise of all kinds.

I. G. DIETRICH,
St. Agatha, Ont.

It has been said that one must fight the devil with fire. In regard to the matter in hand to offset the growing advantage of city tradesmen there must be counter advertising,—a persistent, powerful campaign. The very existence of the local tradesman depends upon his resolute and unremitting efforts to establish an acquaintance with his store and wares, and a conviction that the advantages supposed to be obtained through trading in the city are more fanciful than real. Loud talk won't win the fight; neither will grumbling or complaint. What attracted the customer to go abroad was the concise, priced, temptingly stated advertisement of the city dealer. The way to recover a wayward customer is just such concise, priced, temptingly stated advertising on the part of the local dealer. To go into the battle with the city merchant for the home trade the local dealer will have to use his local newspaper and special circulars. If he honestly believes the people of his community can trade at home to their distinct advantage, and at his store rather than at the stores of other merchants, he must let the public know it. The burden of teaching the public rests upon the merchant. It costs money to carry on this work of education and persuasion, but it surely costs every merchant more money in business shrinkage to neglect or refuse to meet this pressing obligation.

Doubtless it is such a condition of affairs as has been herewith outlined that led I. G. Dietrich of St. Agatha, Ont., to make the statements found in his advertisement,—an advertisement, by the way, to be commended for its hearty, straightforward, convincing quality. One is safe in saying this advertiser will compel trade even though, judging from his advertisement, he is a new man in the section of country from which he hopes to draw his trade.

Notes.

W. E. M.—Your advertisement, for the space used, is really a striking one, well displayed and brief. It is faulty, however, in one particular. You are trying to scare people into buying. Fear is a powerful motive, I grant you, but in soliciting favor, in endeavoring to sell goods, I do not advise the use of "scare" advertising. You certainly know how to write, and how to have your advertisement set up, but a more agreeable argument will prove acceptable to most people.

We're spending thousands of dollars educating people to ask for **COW BRAND SODA.** We shall keep at it till even the simplest person understands the advantage of buying in package form.

Part of our plan in trade is to make business easy and safe for the grocer. Our guarantee goes with every sale. You run no risk at all.

JOHN DWIGHT & CO., Manufacturers

TORONTO.

O Yes!

Know all men by these presents that **Batty's Nabob Sauce** has never been surpassed.

We received the Gold Medal in 1851. We received the Gold Medal in 1903, and we were not idle all the time in between.

No store is complete without it.

In witness thereof we have affixed our name :

ESTABLISHED 1824.

Batty & CO.

LIMITED

Sauce and Pickle Specialists,

LONDON, S.E.

Current Market Quotations for Proprietary Articles

April 14, 1904.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

ook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes	$4 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 3 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ½ " "	14 00

W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case	$2 00
2-lb. tins, 3 " "	1 25
tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4 doz.	10c.	$0 85
3 doz.	4-oz.	1 20
3 doz.	6-oz.	1 75
1 doz.	12-oz.	3 50
2 doz.	12-oz.	3 45
3 doz.	12-oz.	3 40
2 doz.	16-oz.	4 45
3 doz.	16-oz.	4 35
1 doz.	2½lb.	10 40
1 doz.	5lb.	19 50

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
1 "	4-oz.	0 60
4 "	6 "	0 75
1 "	8 "	0 95
1 "	12 "	1 40
1 "	12 "	1 45
1 "	16 "	1 65
1 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

JERSEY CREAM BAKING POWDER.

ze, 5 doz. in case			$0 40
" 4 " "			0 75
" 3 " "			1 25
" 2 " "			2 25

OCEAN MILLS.

	Per doz.
Ocean Baking Powder, ½ lb., 4 doz.	$ 45
Ocean Baking Powder, ½ lb. 5 doz.	90
Ocean Baking Powder, 1 lb., 3 doz.	1 25
Ocean Borax, ½-lb. packages, 4 doz.	40
Ocean Cornstarch, 40 pks. in a case	78

Freight paid, 5 p.c. 30 days.

ROYAL BAKING POWDER CO.

Sizes.	Per Doz.
Royal—Dime	$ 1 00
" ½ lb.	1 60
" 6 oz.	2 25
" ½ lb.	2 90
" 12 oz	4 50
" 1 lb.	5 75
" 3 lb.	15 50
" 5 lb.	25 50

Sizes.	Per Doz.
Cleveland's—Dime	$ 1 00
" ½ lb.	1 50
" 6 oz.	2 20
" ½ lb.	2 80
" 12 oz.	4 25
" 1 lb.	5 50
" 3 lb.	15 00
" 5 lb.	25 00

"VIENNA" BAKING POWDER.

	Per doz.
1-lb tins, 4 doz in box	$2 25
½-lb tins, 4 doz in box	1 25
¼-lb tins, 4 doz in box	75

BEE BAKING POWDER.

1-lb. tins, cases 4 doz, per doz	$2 25

EAGLE BAKING POWDER

	Per doz.
Cases of 48-5c. tins	$0 45
" 48-10c. tins	0 75
" 24-25c. tins	2 25
" 48-25c. tins	2 25

Blacking.

HENRI JONAS & CO..

Jonas'	Per gross	$9 00
Froments	"	7 50
Military dressing	"	24 00

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ¼ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes, according to size	0 02 0 10

J. M. DOUGLAS & CO.—Laundry Blues.

"Blueol"—10-lb. boxes containing 50 pkgs., 4 squares each ..... per lb. 15c

"Sapphire"—14-lb. boxes, ½-lb. pkgs. per lb 12½

"Union"—14-lb. boxes, assorted, 1 & ½-lb. pkgs. per lb. 10

Black Lead.

Reckitt's, per box $1 15

Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz.; or ¼ gross, 4 oz.

JAMES' DOME BLACK LEAD.

	Per gross
6a size	$2 40
2a size	2 50

Borax.

"Bee" brand, 5 oz., cases, 40 pkgs.			1 40
" " 10 oz., cases, 48	"		3 25
" " 16 oz., cases, 48	"		4 25

EAGLE BORAX.

	Per doz.
Cases of 5-doz. 5c. packages	$0 40
" 5-doz. 10c. "	0 85

Brooms.

UNITED FACTORIES, LIMITED.

	doz. net.
Boeckh's Bamboo Handles, A, 4 strings	$4 70
" " " B, 4 "	4 40
" " " C, 3 strings	4 10
" " " D, 3 "	3 85
" " " F, 3 "	3 55
" " " G, 3 "	3 20
" " " I, 3 "	2 85

Canned Goods.

HENRI JONAS & CO.

Mushrooms, Rionel		$15 50
" 1st choice Dutheil		18 50
" " Lenoir		19 50
" extra Lenoir		22 00
Per case, 100 tins.		
French Peas, Delory's—		
Moyen's No. 2		$9 00
" No. 1		10 50
½ Fins		12 50
Fins		14 00
Tres fins		15 00
Extra fins		16 50
Sur extra fins		18 00
French Sardines—		
½ Rolland	9 50	10 00
½ Delory		10 50
¼ Club Alpins		2

FRED. MAGEE

	Per do
Smelts in spices, in ½-lb round tins	0 90 $1 00
" mustard, in ½-lb oval "	0 95 $1 05
" Tomato, in ½-lb. " "	0 95 $1 00

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag	0 18½
Quaker Oats, 2-lb. pkgs., per case	3 00
Tillson's Oats, 2-lb. pkgs., per case	00

As near to the "home-made" as possible is the aim of

SOUTHWELL'S JAMS.

They are in demand at this time of year when stocks in the cellar are low. Good profits and pleased customers.

Price List, etc., for the asking.

FRANK MAGOR & CO.,

DOMINION AGENTS. 403 St. Paul St., MONTREAL.

Dutch Chemical Works
AMSTERDAM.

EXCEPTIONAL VALUE FOR THE GROCERY TRADE

SPECIAL OFFERS
Recommend Themselves.

WE OFFER OUR MAGNIFICIENT

"Butterfly Brands"

	¼-lb.	½-lb.	1-lb.
COFFEE and CHICORY per doz. tins	2/3	4/-	7/-
PURE DUTCH COCOA per doz. tins	4/3	8/-	15/-

Goods delivered, freight paid, to any Canadian port, duty not included. TERMS: Cash with order.

The COFFEE and CHICORY is packed in cases of one cwt., while the COCOA is supplied in cases of 56 lbs.

SAMPLES FREE ON APPLICATION.

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Hygienic, 1-lb. tins ..... per doz.	$6 75
" ½-lb. tins ..... "	3 50
" ¼-lb. tins ..... "	2 00
" fancy tins..... "	0 85
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50
Perfection, ½-lb. tins, per doz.....	2 40
Cocoa Essence, sweet, ½-lb. tins, per doz.	

Chocolate—	per lb
Queen's Dessert, ¼'s and ½'s.....	$0 40
" 6's.....	0 42
Mexican Vanilla, ¼'s and ½'s.....	0 35
Royal Navy Rock, " "	0 30
Diamond, " "	0 25
" 8's	0 28

FRY'S.

Chocolate—	per lb
Caraccas, ¼'s, 6-lb. boxes.....	$0 42
Vanilla, ¼'s	0 42
"Gold Medal," sweet, ½'s, 6-lb. boxes	0 29
Pure, unsweetened, ½'s, 6-lb. boxes	0 42
Fry's "Diamond," ¼'s, 14-lb. boxes	0 24
Fry's "Monogram," ½'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ¼'s, 1 doz. in box	2 40
" ½'s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ¼'s, 14-lb. boxes	....
" ½'s, 12-lb. boxes	....
pp Cocoa, case of 14 lb., per lb.....	0 35
S quantities.....	0 37½

BENSDORF'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

lb tins, 4½ doz. to case.....per doz.,	$ 90
" " 4 " " .... "	2 40
" " 2 " " .... "	4 75
" " 1 " " .... "	9.00

JOHN P. MOTT & CO.'S.

R. J. McIndoe, Agent, Toronto.

	Per lb
Mott's Brome.....	$0 30
Mott's Prepared Cocoa, ¼s and ½-boxes	0 28
Mott's Breakfast Cocoa, ¼s in boxes	0 40
Mott's No. 1 Chocolate.....	0 30
Mott's Breakfast Chocolate.....	0 28
Mott's Caracas Chocolate.....	0 40
Mott's Diamond Chocolate.....	0 23
Mott's Navy Chocolate, ½s in boxes.	0 27
Mott's Cocoa Nibbs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross.....	1 00
Mott's Confectionery Chocolate	0 21 0 32
Mott's Sweet Chocolate Liquors	0 20 0 36

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 38
Vanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes.....	0 27
Breakfast cocoa, ¼, ½, 1 and 5-lb tins	0 43
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 35
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5's, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 56

LOWNEY'S.

Breakfast cocoa—	
6-lb. boxes, 12 boxes in case, 1-5-lb. tins.	45c.
6-lb. boxes, 12 boxes in case, ½-lb. tins.	42c.
6-lb. boxes, 12 boxes in case, ½-lb. tins.	42c.
Sweet chocolate powder—"Always Ready." 6-lb. boxes, 12 boxes in case, ½-lb tins.	32c.
Premium chocolate—	
6-lb bxs., 12 bxs. in case, ½-lb. pkgs.	34c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs.	34c.
6-lb. bxs., 12 bxs. in cose, ½-lb. pkgs.	36c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs.	36c.
Medallion sweet chocolate—	
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	48c.
Milk chocolate—	
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	40c.
Tid-Bit chocolate—	
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	25c.
Vanilla sweet chocolate—	
3-lb. bxs. 24 bxs., in case, ½-lb. pkgs.	32c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	32c.
Diamond sweet chocolate—	
6-lb. boxes, 12 bxs. in case, ½-lb. pkgs.	19c.

Condensed Milk.

Anchor" brand, cases 4 doz., per case	$5 00
" evap. cream, cp. 4d. "	4 65

Borden's Condensed Milk Co.

Eagle" brand....	$1 50
Gold Seal" brand	1 30
Peerless" brand evaporated cream..	1 20

"Reindeer" Brand
Case (4 doz $5.60

Coffee.

"Bee" brand, 1 lb. tins, cases, 30 tins	9 00
" " 2 lb. tins, cases, 15 tins	8 70

THE EBY, BLAIN CO., LIMITED.

In bulk—	Per lb.
Club House.....	0 32
Royal Java.....	0 31
Royal Java and Mocha	0 31
Nectar	0 30
Empress.....	0 28
Duchess.....	0 26
Ambrosia.....	0 25
Fancy Bourbon.....	0 20
High Grade package goods—	
Gold Medal, 2-lb. tins.....	0 30
Gold Medal, 1-lb. tins.....	0 31
Kin Hee, 1-lb. tins.....	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars.....	0 30
English Breakfast, ground only 1-lb. tins.....	0 18

JAMES TURNER & CO.

	Per lb.
Mecca.....	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio.....	0 12½

E. D. MARCEAU, Montreal.

	Per lb.
"Old Crow" Java.....	$0 25
" Mocha.....	0 25
"Condor" Java	0 30
" Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha.....	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case.....	0 20
Madam Huot's coffee, 1-lb. tins.....	0 31
" " 2-lb. tins.....	0 30
100 lb. delivered in Ontario and Quebec.	
Rio No. 1.....	0 15
Condor I. 40-lb. boxes	45c.
" II. 40-lb. boxes	42½c.
" III. 80-lb. boxes.....	37½c.
" IV. 80-lb. boxes.....	35c.

WILLISON'S TURKEY COFFEE.

	Per lb.
1-lb tins, 48-lb cases.....	30

S. H. & A. S. EWING'S.

	Per lb
Mocha and Java coffee, in 1-lb tins, 30-lb cases.....	32
Mocha and Java coffee, in 2-lb tins, 30-lb cases.....	29

Cheese.

Imperial—Large size jars....per doz.	$8 25
Medium size jars ..... "	4 50
Small size jars..... "	2 40
Individual size jars ..... "	1 00
Imperial holder—Large size "	18 00
Medium size ..... "	15 00
Small size ..... "	12 00
Roquefort—Large size ..... "	2 40
Small size..... "	1 40

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co. Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unbered.	Covers and Coupons numbered.
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c

Allison's Coupon Pass Book.

$1 00 to 3 00 books	3 cents each
5 00 books	4 "
10 00 "	5½ "
15 00 "	6½ "
20 00 "	7½ "
25 00 "	8 "
50 00 "	12 "

Cane's Clothes Pins.

UNITED FACTORIES, LIMITED.

Clothes pins (full count), 5 gross in case, per case.....	$0 62

"Crown" brand

TABLE SYRUP

costs you little money,
makes you lots of money,—
your customers get value,
you get and hold their trade.

Always Ready and Promptly Shipped:

2-lb. tins—cases 2 doz.
5 " " " 1 "
10 " " " ½ "
20 " " " ¼ "

Also in Brls., ½-Brls, **Kegs and Pails.**

Freight paid on 5 cases and over to all railway stations East of North Bay.

MANUFACTURED ONLY BY

Look for the "Crown" on the package.

EDWARDSBURG STARCH CO'Y, Limited

ESTABLISHED 1858

83 Front St. East, TORONTO, ONT.
Works: CARDINAL, ONT.
164 St. James St., MONTREAL, P.Q.

4 doz. packages (12 to a case)..... 0 75
6 doz. packages (12 to a case)..... 0 95

Cleaner.

		Per doz.
4-oz. cans		$ 0.90
6-oz.	"	1.35
10-oz.	"	1.85
Quart	"	3.75
Gallon	"	10.00

Wholesale Agents.
The Davidson & Hay, Limited, Toronto.

Extracts.

HENRI JONAS & CO.

	Per gross.
-oz. London extracts	$ 6 00
2-oz. " " (no corkscrews)	5 50
2-oz. " "	9 00
2-oz. Spruce essence	6 00
2-oz. " "	9 00
2-oz. Anchor extracts	12 00
4-oz. " "	21 00
1-oz. " "	36 00
1-lb. " "	70 00
1-oz. flat "	9 00
2-oz. flat bottle extracts	18 00
2-oz. square bottle "	21 00
4-oz. " " (corked)	36 00
8-oz. " " "	72 00

		Per doz.
8-oz.	" glass stop extracts	$3 50
8-oz.	" " "	7 00
2½-oz. round quint essence extracts		2 00
4-oz. jockey decanters	"	3 50

Food.

	Per doz
Robinson's patent barley ½-lb. tins	$1 25
" " " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " " 1-lb. tins	2 25

Ge'atine.

	Per gross.
Knox's No. 1 sparkling	$15 00

	Per doz.
" " " 6 doz., at	$ 1 30
" No. 3 acidulated, at	$ 1 50

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant " "	1 85
Other jams	$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.

Pure Fruit Jams—

1-lb. glass jars, 2 doz. in case, per doz.	$0 95
2½-lb. tin pail, 2 doz. in crate, per lb.	0 06½
5 and 7-lb. tin pails, 8 and 9 pails to crate, per lb.	0 06
7, 14 and 30-lb. wood pails, "	0 06
Pure Fruit Jellies—	
1-lb. glass jars, 2 doz. in case, per doz.	0 95
7, 14 and 30-lb. wood pails, ...per lb.	0 06
Home Made Jams—	
1-lb. glass jars (16-oz. gem.) 1 doz. in case, per doz.	1 50
5 and 7-lb. tin pails, per lb.	0 09
7, 14 and 30-lb. wood pails.... "	0 09

BRAND & CO.

Brand's calf's foot	$3 50
Real turtle jelly	7 75

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper....per lb.	$0 40
Fancy boxes (36 or 50 sticks)....per box	1 25
"Ringed" 5-lb. boxes.....per lb.	0 40
"Acme" pellets, 5-lb. cans....per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans....per can	2 00
Licorice lozenges, 5-lb. glass jars....	1 75
" " 20 5-lb. cans.....	1 50
"Purity" licorice 10 sticks	1 45
" " 100 sticks.....	0 73
Dulce large cent sticks, 100 in box...	....

Lye (Concentrated).

GILLETT'S PERFUMED.

	Per case.
1 case of 4 doz.	$ 3 60
3 cases "	3 50
5 cases or more	3 40

Matches.

UNITED FACTORIES, LIMITED.

	Per case.
Surelight (Parlor)	$3 50
Flashlight (Parlor)	5.75
Kodak (Sulphur)	3 80

Mince Meat.

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., ¼-lb. tins.....per doz.	$ 1 40
" ½-lb. tins "	2 50
1-lb. tins "	5 00

Durham 4-lb. jar.....per jar.	0 75
" 1-lb. jar..... "	0 25
F. D., ½-lb. tins .....per doz.	0 85
" ¼-lb. tins..... "	1 45

HENRI JONAS & CO.

	Per gross.
Pony size	$ 7 50
Imperial, medium	9 00
Imperial, large	12 00
Tumblers	12 00
Mugs	13 20
Pint jars	18 00
Quart jars	4

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—	
¼-lb. tins.....per lb.	$ 0
½-lb. tins..... "	0 35
1-lb. tins..... "	0 32½
4-lb. jars.....per jar	1 20
1-lb. jars..... "	0 35
Old Crow," 12-lb. boxes—	
¼-lb. tins.....per lb.	0 25
½-lb. tins..... "	0 23
1-lb. tins..... "	0 22½
4-lb. jars.....per jar	0 70
1-lb. jars..... "	0 25

Olive Oil.

	Per case
Barton & Guestier's quarts	$ 8 00
" " pints	9 00

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand 1-lb. glass	$1 50
" " quart gem jars	3 40

T. UPTON & CO.

1-lb. glass jars, 2 doz. case....per doz.	$ 0 95
Home-made, in 1-lb. glass jars "	1 50
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 06

ALEMES BROS.

Pure fruit stock—	
10-oz. glass jars, 2 doz. case...per doz.	$1 00
16-oz. glass jars, 2 doz. case "	1 50
Quart gems, 1 doz. case "	2 25
In 5-lb. tins..... per lb.	09

Pickles.

STEPHENS'.

A. P. Tippett & Co', Agents.

Cement stoppers (pints).....per doz.	$ 2 30
Corked "	1 90

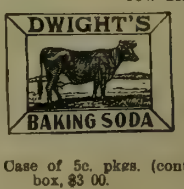
Sauces.

BRAND & CO.

Worcester	$1 85
Tomato catsup	2 60
Mayfair relish	2 60
Indian chutney	1 75
Mango "	2 25
A 1	1 70 2 60 3 15

Soda.

COW BRAND.



Case of 1-lb. containing 60 pkgs., per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. (containing 96 pegs.), per box, $3 00.

EMPIRE

"EMPIRE" BRAND.

Brunner, Mond & Co.

Case 120 ½-lb. pkts. (60 lb.), per case, $2 70.

Case 96 10-oz. pkts. (60 lb. case, $2 80.

"MAGIC" BRAND.

	Per case.
No. 1, cases, 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " { 30 1-lb. " / 60 ½-lb. " }	2 75

No. 5 Magic soda—cases 100—10-oz. pkgs.

1 case	2 85
5 cases	2 75

"BEE" BRAND.

	Per case
"Bee" brand, 8 oz., cases, 120 pkgs.	
" " 10 oz., cases, 96 pkgs.	
" " 16 oz., cases, 60 pkgs.	$2 75

Soap and Soap Powders.

A. P. TIPPET & CO., Agents.

Maypole soap, colors.....per gross	$10 20
" black..... "	15 30
Oriole soap..... "	10 20
Gloriola soap..... "	12 00
Straw hat polish..... "	10 80

Two Lines That Lead.

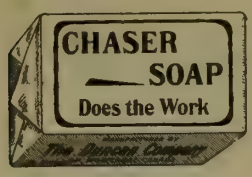
A Vinegar with Advantages.

You want a brand absolutely pure. One which will keep a long time without deteriorating. One known for its delicate aroma and its excellent flavour. **Hill, Evans & Co.** (Worcester, Eng.), produce **the** one. A Malt Vinegar which is unapproached by any other for these essential properties. A Vinegar you may always rely upon.

Quinine Wine with a Reputation.

Robert Waters' Quinine Wine enjoys a 50-year reputation as the finest tonic known.

Export Agents—ROBT. CROOKS & CO., Botolph House, Eastcheap London, England.



CHASER SOAP.

1 case	$2 40
5 cases	2 30
10 cases	2 20
20 cases	2 10

5 per cent. 10 days or 60 days acceptance.
Babbitt's "1776" 100 6-oz. pkgs $3.50 per bx. 5 boxes, freight paid and a half box free.
Babbitt's "Best" soap, 100 bars, $4 10 per bx.
" Potash or Lye, bxs.,ea.2 dz.,$2 per bx.
WM. H. DUNN, AGENT.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. cartons	$ 0 06
No. 1 " " 3-lb. "	0 06
Canada laundry	0 05
Silver gloss, 6-lb. draw-lid boxes.	0 07½
Silver gloss, 6-lb. tin canisters.	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05½
Benson's enamel....per box 1 25 to	2 50
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 06¾
Canada Pure Corn	0 05½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps	0 08½
"Bee" brand, cases, 4 packages	5 00

BRANTFORD STARCH WORKS, LIMITED Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 05
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 06
Barrels, 200 lb.	0 05½
Kegs, 100 lb.	0 05½
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 45 cartons, per case	40
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 05½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 06¾
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.	0 06¾

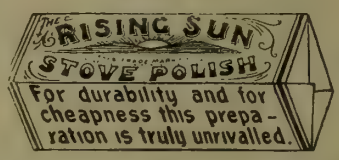
ST. LAWRENCE STARCH CO., LIMITED. Ontario and Quebec.

Culinary Starches—	
St. Lawrence corn starch, 40 lb	0 06¾
Durham corn starch, 40 lb	0 05½
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 06
" 3-lb. cartons, 36 lb.	0 06
" 200-lb. bbl.	0 05½
" 100-lb. kegs	0 05½
Canada Laundry, 40 to 46 lb.	0 05
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps,100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 06½

OCEAN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$8 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00

WM. H. DUNN, AGENT.

	pr. dz.
Enameline No. 4, bxs.,ea. 3 dz.	0 38
Enameline No. 6, bxs.,ea. 3 dz.	0 65
Enameline liquid, bxs,ea. 3 doz.	0 75
Blackene, 5-lb. cans, per lb.	0 10

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

	Per case.
Enamelled tins, 2 doz. in case	$2 40
Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 90
5 " 1 " "	2 35
10 " ½ " "	2 25
20 " ¼ " "	2 10

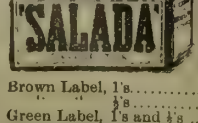
(10 and 20 lb. tins have wire handles.)

"BEAVER" BRAND.

	Per case.
1 gal. tins, square, 6 in case	$4 40
½ gal. tins, round, 12 in case	4 50
¼ gal. tins, round, 24 in case	4 60

SMALL'S BRAND Standard.

	Per case.
1 gal. tins, square, 6 in case	$4 70
½ gal. tins, round, 12 in case	4 90
¼ gal. tins, round, 24 in case	5 30



Teas.

SALADA CEYLON.

	Wholesale.	Retail.
Brown Label, 1's	$0 20	$0 25
" ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60

Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c	$0 19
" ½-lb., " "	0 20
Blue Label, retail at 30c	0 22
Green Label. " 40c	0 28
Red Label, " 50c	0 35
Orange Label, " 60c	0 42
Gold Label, " 80c	0 55

Cases, each 60 1-lb.	$0 35
" " 60 ½-lb.	0 35
" " 30 1-lb.	
" " 120 ½-lb.	0 36

LUDELLA CEYLON, 1's AND ½'S PKGS.

Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

"CROWN" BRAND.

	Wholesale.	Retail.
Red Label, 1-lb. and ½s	$ 0 35	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½s	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—	
"Condor" III 80-lb. boxes	$0 37
EMD AAA Japan, 40 lb " at	0 37½
" AA " 40 "	0 35
Blue Jay, basket fired Japan, 70 lbs.	0 30
"Condor" IV 80-lb. "	0 43
" V 80-lb. "	0 30
" XXXX 80-lb. boxes	0 25
" XXXX 30-lb. "	0 26
" XXX 80-lb. "	0 22½
" XXX 30-lb. "	0 23½
" XX 80-lb. "	0 20
" XX 30-lb. "	0 21
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 28½

Black Teas—"Nectar" in lead packets	
Green Label	retails 0 26 at 0 20
Chocolate Label	" 0 35 at 0 25
Blue Label	" 0 50 at 0 36
Maroon Label	" 0 60 at 0 45
Fancy tins—Chocolate, 1-lb	0 32½
" " —Blue, 1-lb	0 42½
" " Maroon, 1-lb	0 50
" " —Maroon, 1-lb	1 50

"Condor" Ceylon black tea in lead packets	
Green Label, ⅛s, ¼s and 1s, 60-lb. cases	retail 0 25 at 0 20
Grey Label, ⅛s, ¼s and 1s, 60-lb. cases	retail 0 30 at 0 23
Yellow Label, ⅛s and 1s, 60-lb. cases	retail 0 35 at 0 26
Blue Label, ⅛s, ¼s, ½s and 1s, 50-lb. cases	retail 0 40 at 0 30
Red Label, ⅛s, ¼s and 1s, 50-lb. cases	retail 0 50 at 0 34
White Label, ⅛s, ¼s and 1s, 50-lb. cases	retail 0 60 at 0 40

Black Teas—"Old Crow" blend—	
Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1	per lb. 0 35
No. 2	" 0 30
No. 3	" 0 25
No. 4	" 0 20
No. 5	" 0 17½

LIPTON'S TEA (in packages).

	Color of Label.	1 lbs & ½ lbs. per lb.	¼ lbs. per lb.	Sold for per lb.
Ceylon-India, Ex. ch'st	A Yellow	45	47	70
" " "	B Red	40	42	60
" No. 1	C Pink	35	37	50
" 2	C Orange	28		40
" 3	C L. Blue	22		30
" 4	C L. Green	20		

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 3½s, 5s. and 10s.	$0 39
" Amber, 8s. and 3s.	0 60
Chewing—Stag, bars, 10½oz.	0 43
" Bobs, 5½s. and 11s	0 44
" " 10½ oz. bars, 6s.	0 44
" Currency, 12 oz. bars, 12s.	0 47
" " 6½s. and 12's.	0 47
" Old Fox, narrow, 12s.	0 47
" Snowshoe, 14½oz b'rs,sp'c'd 6½	0 51
" Pay Roll, 7s and 6½s.	0 52
" Fair Play, 8s. and 13s.	0 53

Vinegars.

E. D. MARCEAU, Montreal.

	Per gal.
EMD, pure distilled, highest quality	$0 30
Condor, pure distilled	0 25
Old Crow	0 20

Special prices to buyers of large quantities

GRIMBLE'S MALT.

Bulk, ¼-casks, 25 gals	$5 45	$10 95
" casks, 60 "	10 25	22 40
Bottles, cases, 3 doz.	3 25	4 40

Washing Powder.

FAIRBANK'S GOLD DUST.

Five cases assorted—	
24 25c. packages	$4 65
100 10c. "	7 90
100 5c. "	3 90

Freight prepaid.

Cane's Woodenware.

UNITED FACTORIES, LIMITED.

	Per doz
Washboards, Victor	$1 35
" Crown	1 45
" Improved Globe	1 60
" Standard Globe	1 70
" Original Solid Globe	2 00
" Superior Sld. Bk. Globe.	2 15
" Jubilee	2 10
" Pony	0 95
Diamond King (glass)	3 10
Tubs, No. 0	10 50
" " 1	8 50
" " 2	7 50
" " 3	6 50
Pails, No. 1, 2 hoops	1 75
" "	1 90

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case	$1 00
Gillett's cream yeast, 3 doz.	1 00
Jersey cream yeast cake, 3 doz. 5c.	1 00
Victoria " " 3 doz. 5c.	1 00
" " " 3 doz. 10c.	1 00

JUST WHAT YOU WANT

TIME AND LABOR SAVER

The "ENTERPRISE" ELECTRIC

RAPID GRINDING AND PULVERIZING **Mill**

Will be furnished for Direct or Alternating Current to suit all conditions

25 to 50 lbs. of Coffee

CAN BE GROUND FOR **ONE CENT**

One Grocer says: It has almost doubled our Coffee Trade, I consider it a Good Investment and Advertisement.

DESCRIPTIVE CATALOGUE ALSO TESTIMONIAL PAMPHLET MAILED FREE

The Enterprise Mfg. Co. of Pa., PHILADELPHIA, PA. U. S. A.

GRANULATOR PULVERIZER

No. 08712

Height 51 inches; Width 32 inches;
Length 25 inches; Weight 320 pounds

PRICE ON APPLICATION

Grinding Capacity
Granulating, 2 pounds per minute
Pulverizing, ½ pound per minute

Capacity of Iron Hoppers, 6 lbs. of Coffee
Capacity of Nickel-Plated Hoppers, 7½ lbs. "

COX'S GELATINE

ALWAYS TRUSTWORTHY

Established 1725.

Agents for Canada:
C. E. COLSON & SON, Montreal.
D. MASSON & CO., Montreal.
ARTHUR P. TIPPET & CO., Toronto, St. John, N.B., and Montreal.

THE PEOPLE OF

JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.

BASKETS

We make them in all shapes and sizes. We have

Patent Strawboard Berry Box
Grain and Root Baskets,
Clothes Baskets,
Butcher Baskets,

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE . . .

Oakville Basket Co.

Oakville, Ont.

You are Interested in Something.

Why not get the best items that are printed on the subject.

We read and clip thousands of newspapers every week — therefore we can equip you **speedily** and **economically** for a debate, speech, lecture, essay or anything else requiring up-to-date information and more of it than your competitors are likely to get.

Terms—100 Clippings,	$ 5.00
200 "	12.00
500 "	22.00
1,000 "	40.00

Send for our Booklet which fully explains the scope of the clipping industry.

We have also lists of firms in every branch of trade in the Dominion, the professions, club members, society, etc., and we are prepared to address and mail circulars or letters to these at any time.

CANADIAN PRESS CLIPPING BUREAU,

232 McGill Street, MONTREAL, QUE. Telephone Main 1255.

10 Front St. E., Toronto. Telephone Main 2701.

Is Honest Goods and just the Thing on Which to Make or Extend a Business.

McLAREN'S

COOK'S FRIEND BAKING POWDER.

The Best Grocers make a point of Keeping it always in Stock.

RETURNED
APR 16 1904

Rock Ware

TEAPOTS,
NAPPIES,
PIE PLATES,
BAKERS' JUGS,
BOWLS,
LIP BOWLS,
SPITTOONS,
BED PANS.

BEST QUALITY.

White-Lined WARE

JUGS,
NAPPIES,
BOWLS,
PUD. BOWLS,
LIP BOWLS,
SCOLLOPS.

Cane Ware

BAKERS' NAPPIES,
BOWLS,
LIP BOWLS,
PIE PLATES,
BED PANS,
CHAMBERS,
JELLY MOULDS,

LOWEST PRICES.

WRITE FOR EITHER FACTORY OR STOCK PRICES.

GOWANS, KENT & CO.,

TORONTO and WINNIPEG.

16 Front street East. Main street.

"Perfectly clean from our kitchen to your customer's."

There are some grocers who do not sell

Wethey's Mince Meat

It is to them we address our advertising, for we know they are making a mistake. Reports from grocers who handle it prove this. It is a good article, well-known, well-liked, and gives you a good profit.

Don't you think you should sell Wethey's Mince Meat?

J. H. Wethey, Limited

ST. CATHARINES, ONT.

Crosse & Blackwell's

Celebrated Candied and Drained Peels.

ORANGE, LEMON, CITRON and MIXED (O. L. & C.)

7-lb. Tins, 7-lb. Wood Boxes and 1-lb. Cartoons.

SPECIALLY LOW NEW SEASON PRICES.

C. E. COLSON & SON, AGENTS, MONTREAL

LIPTON'S TEAS

HAVE THE LARGEST SALE IN THE WORLD.

Over 93,000,000 Packets were sold during 1903.

SOLD ONLY IN AIR-TIGHT CANS, NEVER IN LEAD PACKETS.

LIPTON'S TEAS are far more popular in Canada than any other teas carried by the grocer. The only teas in Canada offered to the grocer direct from the tea gardens—packed by the grower.

AGENTS IN MONTREAL—**Laporte, Martin & Cie., and all wholesale grocers.**

AGENTS IN TORONTO—**Canada Grocers, Limited, and all wholesale grocers**

THOMAS J. LIPTON, 39 Pearl Street, New York City.

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 27.

VOL. XVIII. MONTREAL AND TORONTO, APRIL 22, 1904. NO. 17.

THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, General and Allied Trades in Canada.

PUBLISHED EVERY FRIDAY

CIRCULATES IN EVERY PROVINCE

A few reasons why Grocers should handle

ROBINSON'S PATENT BARLEY.

It pays a good profit.
It can be sold at a reasonable price.
It always does what is claimed for it.
It pleases your customer.
It brings new customers.
It has 70 years' reputation behind it.

SAMPLE AND BOOKLET SENT FREE.

FRANK MAGOR & CO., 403 ST. PAUL ST., MONTREAL
DOMINION AGENTS

A TRIAL

The worth of anything cannot be known until it is tested. **High Tea** is a biscuit that has been given a trial by thousands of merchants throughout the country, and it has stood it well, as its large sale indicates. Have you yet given it a trial ?

CHRISTIE, BROWN & CO., Limited

TORONTO and MONTREAL

ADOLPHE E. SMYLIE President | HENRY ROWLEY Vice-Pres't | H. W. PETHERBRIDGE Sec'y and Treasurer

NATIONAL LICORICE CO.

Successors to
YOUNG & SMYLIE
BROOKLYN, N. Y.
S. V. & F. P. SCUDDER
BROOKLYN, N. Y.
MELLOR & RITTENHOUSE CO.
CAMDEN, N. J.
H. W. PETHERBRIDGE
BROOKLYN, N. Y.
DOMINION LICORICE & NOVELTY CO.
TORONTO, CAN.

Y. & S., SCUDDER, and M. & R. Brands of PURE STICK LICORICE, Acme Licorice Pellets, M. & R. Wafers in bags, Licorice Lozenges, and a full line of Licorice Specialties, including the celebrated soft licorice lines sold under the Company's brands as follows: THE FLEXIBLE LICORICE, THE PLIABLE LICORICE, THE ELASTIC LICORICE.

OFFICE—106 JOHN ST.
106-116 John St., 227-237 Plymouth St., } Brooklyn, N.Y.
Illustrated Catalogue on request.

The Auer Gas Lamp.

"TURNS NIGHT-TIME INTO DAY-TIME."

New Styles. Lower Prices.

Are you interested in a lamp which gives 100 candle power?

Are you interested in lighting your store brilliantly? You know it draws trade?

Are you interested in saving half of your bill for coal oil?

Are you interested in having the agency for a lamp which does this?

No. 28
100 Candle Power.

Then write for our Catalogue and Discounts.

EVERY LAMP GUARANTEED.

AUER LIGHT CO., 1682 NOTRE DAME ST., MONTREAL.

PURE CANE SUGAR

is the name of a class and does not mean sugar made from cane. Chemical analysis shows that Canadian beets produce pure cane sugar.

Crystal Granulated

is the equal of any on the market and it is a strictly Canadian product.

The Wallaceburg Sugar Company

LIMITED

WALLACEBURG, ONT.

Instant Powdered

This is put up in packets making one quart of rich **Gelatine.**

It dissolves **instantly** in hot water.

The Standard Gelatine of the World.

ARTHUR P. TIPPET & CO.,
General Agents.

Montreal and
Toronto.

FISH —

THE HEALTH-FUL DIET.

THE BEST FLAVORED FISH IN THE WORLD ARE CAUGHT IN WATERS ADJACENT TO NOVA SCOTIA and are put up as

"HALIFAX," "ACADIA" AND "BLUENOSE" BRANDS

OF PREPARED CODFISH.

THESE ARE **EASY** LINES TO PUSH AND **PROFITABLE** TO SELL.

Put up by

BLACK BROS. & CO., Limited, Halifax.

A. H. BRITTAIN & CO.

Representatives in Quebec and Ontario, Board of Trade Building, **MONTREAL.**

Messrs. Grimble & Co.

LIMITED

Specially request the trade to consider quality when placing their orders for

VINEGARS

NOTE OUR GRADES.—Orleans No. 16, and Nos. 16, 18 and 24 malt, concentrated and distilled.

All inquiries addressed to their Canadian agent, Mr. I. S. Wotherspoon, 204 Board of Trade Building, Montreal, will receive prompt attention.

I. S. WOTHERSPOON,

204 Board of Trade Building,

MONTREAL, P. Q.

"Sterling" Brand Pickles, Favorite with Grocer and Consumer.

There's reason for this double favor. With the grocer they sell well, and please. They please the consumer, because they are really a first-class pickle. They win on their merits.

—"Sterling" is a name to conjure with,
—placed on pickles, relishes, marmalades or
—jams.

The **T. A. LYTLE COMPANY, Limited**

124-128 Richmond St. West, TORONTO.

GUARANTEED UNIFORMITY—Every grocer who handles coffee knows the value of getting it uniform; a careful system of registering orders assures your coffee being always the same, if you handle

S. H. & A. S. EWING'S
High-Grade COFFEES

You are not experimenting when you place your order with a firm whose reputation for high-grade goods (both Coffee and Spices) has stood over half a century. Order now.

THEY EARN THEIR COST

while you pay for them.

SOLD ON EASY MONTHLY PAYMENTS.

The Computing Scale Co. of Canada, Limited

164 King Street West, Toronto, Canada.

Manufacturers of...

DAYTON COMPUTING SCALES.
MONEY-WEIGHT SCALES.

SOCKEYE SALMON

"Sovereign" and "Lynx" Brands

ARE THE CHOICEST IN THE MARKET.

EVERY TIN GUARANTEED.

TO BE HAD OF ALL GROCERS.

YOU WILL DO

yourself good by handling

REINDEER BRAND

condensed milk. Unquestionably the best on the market.

W. G. A. LAMBE & CO., Agents.

it is an easy matter to talk about the **qualities** of

JAPAN TEAS

to your customers, because their absolute **purity, cleanliness, healthfulness** and **invigorating** qualities have been known and admitted for centuries.

Experience has taught Tea Experts that **JAPAN** Teas cannot be improved upon—they alone stand out as **perfect, safe-drinking** teas.

Grocers

The teas of **Japan** are the teas that make your trade safe, sure, steady and profitable.

CORKS——

—We have special job lots of Grocery Corks, all sizes and shapes. —Will be pleased to submit samples and prices suitable for grocery —trade. You are often asked for corks, why send your customers to —the drug stores when you can supply them?

S. H. EWING & SONS Toronto Branch, 29 Front St. West

96 KING ST., MONTREAL. **TELEPHONE MAIN 2059**

Telephone Bell Main 65.
" Merchants 522.

Telephone orders receive prompt attention.

We have recently taken up the manufacture and sale of the

Templeton Cheese Knife

It is the greatest device for merchants retailing cheese. "Soon pays for itself," the testimony of everyone who has used the machine for the past year.

KEEPS CHEESE FRESH
SAVES FROM WASTE

EASY TO OPERATE
PLEASES EVERY CUSTOMER

Sold on easy terms. Write us for particulars.

The Computing Scale Co. of Canada, Limited, - 164 King St. West, Toronto

"IMPERIAL BRAND" MAPLE SYRUP

is sold by grocers who are wise in knowing a good thing.—Do you?

ROSE & LAFLAMME,
Agents,
MONTREAL.

"The best business man is the one who learns wisdom from his own mistakes."

If you have made the mistake of not keeping

Paterson's Camp Coffee Essence

Learn wisdom—and learn it as soon as possible—you may have a call for Paterson's any time, as it is a fast seller, and then it looks so bad to be "just out."

ROSE & LAFLAMME, MONTREAL,
AGENTS.

Ceylon Tea

BLACK AND GREEN

is PERFECTION in Tea.

It has a "natural bouquet" peculiar to itself, and unapproached by any other tea, and the "vital essence" of the leaf is preserved in all its purity and flavor.

Why handle other teas when **Ceylon Tea, Black and Green,** stands easily "first"?

Why indeed ! ! !

TEA.

AGENTS REQUIRED in Canada and United States to sell and obtain wholesale orders for **Ceylon Black and Green Teas** on commission. Apply,

"COMMISSIONER,"
CANADIAN GROCER,
109 Fleet Street E.C. London, Eng.

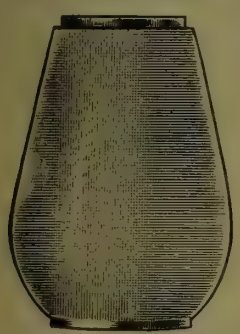
Use Live Bait.

R-O-Y-A-L
S-A-L-A-D D-R-E-S-S-I-N-G

Catches Trade
and Holds all it catches.
Let your customers know you recommend the BEST.
It will make you money.
ROYAL SALAD DRESSING is making new friends every day.

The Horton-Cato Mfg. Co.,
DETROIT, MICH., - WINDSOR, ONT.

ARE YOU USING OUR



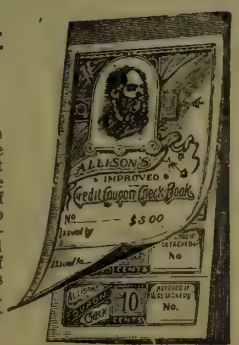
Cold Blast or Jubilee Globes

Aetna or Quaker Flint Chimneys?

Give them a Trial.

THE SYDENHAM GLASS CO.
OF WALLACEBURG, LIMITED.

A Two Cent Mistake



Don't amount to much in any business, but the striking point is that a clerk is just as liable to make a mistake of $2.00 as he is of two cents, and a few mistakes like this would pay for enough of Allison's Coupon Books to last a year or more. With these books mistakes are impossible.

IF A MAN WANTS CREDIT

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. **NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING.** There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.
C. O. BEAUCHEMIN & FILS, MONTREAL.
ALLISON COUPON CO., Manufacturers, Indianapolis, Indiana.

DON'T SELL

useless stuff. Who wants, when buying Canned Tomatoes, Fibre, Skin and Seeds? We remove these. A can of our Tomato Pulp is equal to 3 cans ordinary tomatoes. Price, $1.00 doz., F.O.B. Burlington.

Send an order.

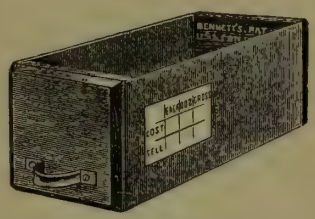
The Burlington Canning Co.
Limited
BURLINGTON, ONT.

...THE...

Bennett Manufacturing Co.

Bennett's Patent Shelf Box and Cabinets for Hardware, Grocery, Seed and Drug Trades, etc.

Owing to the steady and rapid growth of ourbusiness new quarters were needed.



Address all communications to our New Factory:

Pickering, Ontario

Every Housewife...

knows the advantages o a good broom. It's the foundation of a clean home. We want you to know our brooms. They are good brooms. Drop us a line and our traveller will call.

The Waterloo Broom and Brush Co.,
WATERLOO, ONT.

Want Ads.

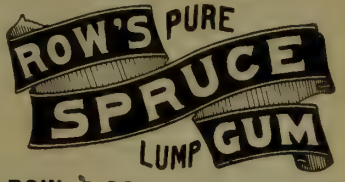
In this paper cost 2 cents per word first insertion, 1 cent per word subsequent insertions. Contractions count as one word, but five figures (such as $1,000) may pass as one word. Cash remittance to cover cost **must in all cases** accompany orders, otherwise we cannot insert the advertisement. When replies come in our care 5 cents additional must be included for forwarding same. Many large business deals have been brought about through advertisements of 20 or 30 words. Clerks can be secured, articles sold and exchanged, at small expenditure.

MacLEAN PUBLISHING CO., Limited
Montreal and Toronto.

The Canadian Vinegar Company

HIGH-GRADE VINEGARS

Under Excise Supervision
Reputed the best on the market.
Factory and Office: 35a, 35c, 37 St. Antoine Street,
MONTREAL.



ROW'S GUM in Lumps, 5c. Pkgs., in 1c. Stick, in 5c. Bars.

ROW & CO., Morristown, N.Y., and Brockville, Ont

"ACME" TABLE SALT

Ask your wholesale grocer for it. Put up in 24 3-lb. cartoons in a case, and in 50-lb. box.

TORONTO SALT WORKS, Toronto, Ont

IF FLIES CARRY DISEASE

AS YOUR CUSTOMERS WELL KNOW

WILL IT NOT offend your patrons if you offer them fly-blown and fly-specked goods?

WILL IT NOT be good policy on your part to spread out a few sheets of **Tanglefoot** in your store and shop windows to show that you are anxious to please your trade with clean, wholesome goods?

WILL IT NOT make you many profitable sales to keep **Tanglefoot** constantly at work within sight of every person who enters your store?

MAPLE LEAF

Your goods are A1 quality.—J. H. Anderson, Produce Co'y., Winnipeg, Man.

Your goods are all right.—J. A. Mathewson & Co., Montreal.

Small's Maple Cream bids fair to become world famous—Ottawa Evening Journal.

Small's brand has captured all Gold and Silver Medals offered in Canada, with highest awards at Paris, Glasgow and Cork. With due appreciation of the many brands we believe Small's is market standard. Life long experience is ours. Results are: Quality, tasty packages, free from preservative acids, perfect keeping for all time, netting dealer fair profits and pleased customers. Guarantee on every package.

MAY BE HAD THROUGH ALL WHOLESALE GROCERS.
PUT UP BY

CANADA MAPLE EXCHANGE
DUNHAM, QUE. Head Office: MONTREAL.
SEND FOR PRICE LIST.

AURORA CORN SYRUP

A Pure Golden Syrup Made from Golden Grain. A Great Spread for Daily Bread.

Better in flavor and purity than any other.
Good for everybody. A pleasaant surprise to all.

2-lb. tins, cases, each 24 tins, $1.90 per case.
5 " " " 12 " 2.35 "
10 " " " 6 " 2.25 "
20 " " " 3 " 2.10 "

Freight paid on 5-case lots. Price subject to change without notice.

Ask our travellers about our Pure Maple Syrup.

W. H. GILLARD & CO., Wholesale Grocers, - HAMILTON.

Branch CANADA GROCERS LIMITED.

WOOD'S BOSTON COFFEES
THOMAS WOOD & CO.
IMPORTERS AND ROASTERS
BOSTON, MASS.
PURITY, UNIFORMITY AND EXCELLENCE GUARANTEED.

YOU ARE A BUSY MAN.

Your customers are many; your time is fully occupied.

You have none to spare for long stories.

But, you must buy goods, and perhaps buy them on the same principle of "hustle."

You must hit your mark every time, without bother, and that is precisely what you do with **WOOD'S COFFEES.**

All the hustling to insure pure, honest, high-class goods has been done for you.

Canadian Factory and Salesroom,

No. 428 St. Paul St., MONTREAL.

WOOD'S BOSTON COFFEES
THOMAS WOOD & CO.
IMPORTERS AND ROASTERS
BOSTON, MASS.
PURITY, UNIFORMITY AND EXCELLENCE GUARANTEED.

It Will Pay You to Handle It.

We beg to call the attention tion of all Retailers and General Storekeepers to the important advantages of **"BLUEOL"** has over **all other Washing Blues,** viz. :

1st.—It yields a **greater profit because** in a 10-lb. box there are **50** 4-square packages as compared to **40** in a 10-lb. box of other makes. (A square of "Blueol," though lighter in weight, **is as strong, if not stronger,** in working qualities than any other.) 10 lbs. of "Blueol" will not cost you any more than 10 lbs. of any other, and you have the great advantage of getting 10—4 square packages extra—**PRACTICALLY FOR NOTHING.**

2nd.—There is no finer Laundry or Washing Blue made.

3rd.—It will positively not streak or spot the clothes.

Are there any reasons why you should not handle it?

Ask your dealer for it, and if he will not supply you write direct to—

J. M. DOUGLAS & CO., (Established 1857) Manufacturers, **MONTREAL, CANADA.**

—and give us his name.

SEE PARTICULARS OF OUR GUESSING CONTEST.

For over 60 years

COMMERCIAL PIRATES

have endeavored to imitate the Famous

LEA & PERRINS' SAUCE

The Original and Only Genuine Worcestershire

but the best they can do is to get as near imitating the general "get-up" of the bottle as possible, without infringing upon **LEA & PERRINS'** rights. The unique flavor and exceed ngly pleasant taste has beaten them all, and it stands to-day as it did over 60 years ago, "The Sauce that has absolutely no equal." If you don't use it, you are missing one of the joys that can be had for the asking and a trifling cash outlay. The best grocers are never without it, whether wholesale or retail.

J.M. DOUGLAS & CO., MONTREAL

CANADIAN AGENTS.

TEA AND ITS CULTIVATION*

(Continued from last issue.)

Japan Tea.

THE principal Japan tea might be described as an unfermented natural-leaf tea. It has found favor chiefly in the American market, very little being used in England. The process of manufacture resembles in many respects the process of the manufacture of green tea in China. The tea is picked by the farmers, the pickings corresponding very closely with the pickings in China. The tea is brought down from the farm promptly after picking to the godowns or factories at the shipping ports. It is then fired in metal pans over a slow charcoal fire, being rolled constantly by hand during the firing process. The tea is then carefully sifted, the dust and fannings being sifted out and packed in the usual Japan-matted chests.

No nation has shown a more progressive spirit during the past 10 years than Japan, and as might be expected numerous changes are taking place in her methods of handling and dealing with tea. Some of the factories have introduced modern machinery, following in design that used in India and Ceylon, and it is not unreasonable to expect some improvement in the quality of their product. The opinion is entertained by some that the quality and characteristics of Japan tea are due so largely to the character of the soil and climate, that change in the method of manufacture can make no substantial difference in the quality of their tea. The Japanese have heretofore been adepts in the art of coloring and facing their tea, soapstone and China clay being used to give the greyish color, and indigo being used to give it a bluish cast.

As indicating the relative consumption of Japan tea in tea consuming countries, the exports of Japan to the United States for 1903 amounted to 38,626,368 pounds, and to Canada 5,598,123 pounds. The best Japan teas are mostly exported from Yokohama. The other two ports are Kobe and Nagasaki, stocks from the latter being considered inferior.

India and Ceylon Tea.

The existence of the indigenous tea plant in India was discovered by Major R. Bruce, and some years later, in 1826, some of the plants and seeds were brought down by his brother, C. H. Bruce. At the time they appear to have attracted very little notice. Five years later they were re-discovered. This was the starting point for the great Indian tea industry. As the result of an enquiry by a Government committee, an experimental garden was started by the Government at Lakimpore, which was shortly afterwards transferred to Jaipore. In 1840 this was transferred to the Assam Tea Estates, and inside of ten years many gardens had been started in Assam, from which the cultivation rapidly spread to other parts of India, Keemaon, Durrung, Cachar, Darjeeling, Dooars, Neilgherry, Chittagong and more recently to Chotu, Napore, Travancore and Ceylon.

The Indian product at once got in favor in the English market. Experts praised it and good prices were obtained. There was then a rush to form new companies and to open new gardens. In many cases patches of waste land were roughly cleared, planted with tea seed and sold as established tea estates. Ignorant men put in as managers were anxious to show large output, and thus large quantities of poor stuff were shipped and a disastrous fall in prices occured. A collapse naturally followed, and the years 1865, 1866 and 1867, saw widespread ruin among Indian tea concerns. The disaster was retrieved after some bitter experiences. Tea growing and tea manufacture in India has become both a science and a fine art and in the hands of men of experience and resource the methods both of cultivation and manufacture have steadily improved, until now the methods in use are the most advanced that can be suggested or devised and one might almost say that there is no product grown in the ground which has more time devoted to its care and cultivation than tea in India and Ceylon.

The increase in consumption in India and Ceylon tea has been enormous. From 2,500,000 or about 2 1-2 per cent. of the total consumption in 1864, it increased to 90,600,000 or 49 per cent. of the total consumption in 1888 and in 1903 the production was 354,688,547 pounds.

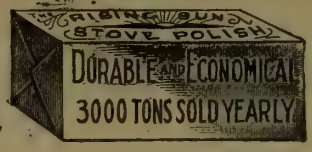
In India the indigenous Indian plant which is a comparatively large plant and produces large and frequent flushes, as well as the China plant are grown. There have been so many crossed and hybrids that nowadays a pure plant of either species is rarely seen in cultivation.

The picking is in some respect equivalent to a pruning of the shrub. Only the young leaves from fresh shoots are of use for the purpose, and in fine picking only about two leaves and buds are taken. Coarse picking would take three leaves and a bud. The smallest and youngest leaf, that is the bud or budding leaf, make Orange Pekoe; the next size, Pekoe; the next, Pekoe Souchong or Souchong. The leaves are not kept separate at the time of picking but are all manufactured together and after-estate. At that time the leaves so far picked are carefully weighed and turned in. The afternoon picking lasts until about four or five o'clock, when the tea is again turned in.

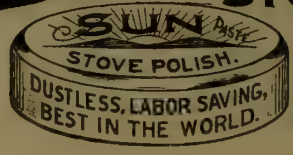
The next thing to be done is to spread it out in the withering shed on shelves about four feet deep with Hessian or wire netting for a bottom, so that the air can pass freely all about the leaf. This process of withering is carefully watched and when complete the leaf becomes soft and flexible like a kid glove. It may take eighteen hours to three days according to the weather, to complete this process. When completely withered the leaves are of a brown color like an ordinary withered leaf. Withering is a very important part of the manufacture. If carefully done it makes a perfect tea. If the leaf is insufficiently withered it breaks up in the rolling machine and makes a bad looking tea. Sometimes in order to get a very tight roll it has to be over withered. Whether

* An address delivered by Mr. R. McKay, manager of the Blue Ribbon Tea Company, Toronto, at the meeting of the Toronto Retail Grocers' Association, April 11, 1904.

RISING SUN STOVE POLISH IN CAKES
WELL KNOWN AND RELIABLE



SUN PASTE STOVE POLISH IN TINS
GUARANTEED TO THE TRADE



Our packages are larger and more attractive in style than any others.
The quality of our goods is superior to anything else on the market.
MORSE BROS., Proprietors, Canton, Mass.
For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

done for this purpose or allowed to happen it spoils the cup quality.

When the withering process is finished the tea is put into a rolling machine, the effective part of which is composed of two rolling disks. The tea is fed into the middle and after the rolling process is complete falls into a receptacle at the bottom. The object of the rolling is to break all the minute cells in the leaf, which contain the sap. It is very essential to the making of good tea that you get good rolling, neither too much nor too little.

Rolling.

If you do not get an even rolling you do not get an even fomentation, and it is consequently an inferior quality of tea when it is drawn. The effect of even rolling is not only to break all the cells, but to crush the juice right out of the leaf. The effect of insufficient rolling is that all the cells are not broken, complete fomentation does not take place, and when the leaf is infused all the desirable properties are not extracted, and the tea is not so good.

Fomentation.

After the leaf is rolled it is taken out of the receptable at the bottom of the rolling machine and spread out on a floor specially constructed for the purpose, usually of cement, and about six inches deep, the depth being according to the weather. The tea is allowed to foment, this process taking from two and a half to six hours, according to the weather and temperature, but three and a half hours being the most usual time. If the tea is under-fomented it is usually a greenish looking leaf, and a light pungent liquor when drawn, but not a good tea to keep. The effect of over-fomentation is that you get a dark looking tea with a black infusion. A properly fomented tea from a good garden should have a bright copper-colored infusion, and be all of one color, free from bits of dark green. The more even the fomentation, the better the tea is, and the better it is likely to keep.

After fomentation is complete, the tea being still moist, it is run again through the rolling machine, the purpose being to give it the final twist, the first roll being chiefly to break up the cells. The next process is the firing. A firing machine consists chiefly of trays one above the other, heated by hot air pipes underneath, the trays being composed of fine wire netting. A draught of air is drawn up through the trays and through the tea, by means of a revolving fan on top, which has the effect of not only distributing the heat evenly through the tea, but of carrying off all steam and moisture given off by the leaf, wards sorted. The picking is carried on steadily every day, the whole season through. On a well managed estate the ground is divided into sections and each section picked in rotation, day after day, so as to insure close and careful picking of the whole at regular intervals.

No old leaves are plucked, the purpose being to keep a strong, vigorous shrub, capable of producing rapid succession of flushes, that is young tender shoots. The manner of the picking in order to keep the plant in good condition and produce a crop high in quality, is one of the most important matters in connection with the management of the estate, and receives the most anxious care and attention from the manager.

Those engaged in picking stop work at noon for half an hour, for a meal, usually of rice, which is taken on the and leaving it completely dry at the end of the process. Speaking generally the more slowly the tea is fired, the better. If fired too quickly, the outside gets properly fired, but the inside does not, and the tea is likely to sweat, the result being a sour, weathery tea.

Sifting Tea.

The tea is then sifted through a sifting machine, consisting of a series of sieves, one above the other, and so graded as to size that the bold Souchong stays on top, Pekoe No. 2 coming next, then Pekoe, Orange Pekoe, Broken Pekoe, the Broken Orange Pekoe, Fannings and finally Dust. The Bold Souchong leaf is put through a cutting machine which necessitates its being again sifted. To take the Fannings and Dust out of the tea, each grade is put into an air-tight bin, and kept until sufficient tea has accumulated to make an invoice. Each grade is then emptied out on the bulking floor separately, and shovelled over with large wooden spades, in order to make the quality perfectly even. It is next run through the firing machine again, but only for a short time to take out any moisture that may have accumulated from the air. Finally it is packed by means of specially designed packing machines, which spray the tea from above into the chest standing on a very rapidly vibrating platform. As soon as a chest is filled a coolie removes it, and another solders the lid carefully; a third hammers down the top of the chest and it is ready for market.

Ceylon Green.

The process of treating Ceylon or Indian green is practically the same as the above with the process of fomentation eliminated. The omission of fomentation leaves the tea a dark green color; another slight variation of the process is that instead of the final fir-

FIGS

WHILE THEY LAST

Mats, **Comadra 1902** (5 mats or over)	1c.
Bags, **60-lb. Tokat** (5 bags or over)	2c.
Boxes, **Jewel of Asia** (10 bricks per box), (5 boxes or over)	7c. brick
Boxes (5 lb) **Smyrna Blossoms** (5 boxes or over)	7c. lb.
Baskets, **Defender**	15c. each

PEACHES

Yuma, 25-lb. boxes	7½c.
5 boxes	7¼c.

LUCAS, STEELE & BRISTOL, Wholesale Grocers, **Hamilton.**

THE ORIGINAL QUICK SHIPPERS.

We take pride in the fact that we are noted for our quick shipping. We give special attention to the filling of letter orders, all goods leaving our warehouse same day as letter is received.

Give us a trial order and be convinced.

Mecca Coffee is a good line to handle, as are also our other brands of Coffee---**Damascus, Cairo, Sirdar, Old Dutch, Rio.**

James Turner & Co.

Wholesale Grocers

Branch, Canada Grocers, Limited. **HAMILTON, ONT.**

Save Money by Writing for our Samples

Ceylon and **Indian** Greens, at **12**c. to **18½**c.—Special value. Try a sample lot.
Special values now in **Japans**, all grades, from 15c. to 35c
Also Japan Siftings and Fannings, from 5c. up to 10c.
We carry a full range of all other kinds and our prices will prove attractive.
Pleased to send you samples. Say what grade and price you want.

Teas and Coffees

James Rutherford & Co.

DIRECT IMPORTERS

27 St. Sacrament St. MONTREAL.

TEAS

We are offering exceptional value in all grades of Tea—

INDIA **HYSON**

CEYLON **JAPAN**

Our lines of Green Ceylon (Japan Style) surpass anything hitherto offered.
Communicate with us or see our travellers before buying. It will pay you.

THOS. KINNEAR & CO., Wholesale Grocers, **49 Front St. E., Toronto**

MacLaren's

IMPERIAL ROQUEFORT CANADA CREAM

Goods such as these will never be "dead" stock. Your customers know them for the best brands of cheese on the market.

Don't run out of them

WE help you to sell them by keeping them always before the public. **YOU** can recommend them with confidence to your trade.

A. F. MacLAREN IMPERIAL CHEESE CO. LIMITED,
TORONTO, ONT.

ing which takes place with the black tea, the Ceylon green tea is put into a large octagon shaped cylinder with a hollow copper axle heated to a certain temperature. This cylinder slowly revolves around the axle which drives off the moisture and leaves the tea dry, warm and ready for packing. This process obviates the necessity for the use of any coloring matter, and produces an absolutely pure green tea. The various teas produced by this process are Young Hyson, Hyson No. 1, Hyson No. 2, Fannings and Dust.

The development of Ceylon as a tea producing country has been almost sensational. It was known long ago that tea grew wild on the island, but it was not until the leaf disease in the coffee plant had caused ruin to the coffee planters, that tea growing was taken up. It was at once found that the island teas were of the very highest quality and that the gardens were prolific far beyond those of any other country. It is well known that Ceylon teas are, as a rule, matchless for fullness of body and richness of flavor. The Indian teas are stronger and more astringent, but have not the soft, rich flavor of the Ceylon.

MOLASSES PRICES DOWN.

OLD blended molasses have had a shock. It was prophesied by The Grocer some time ago that there was plenty of old time stock in the market, and some holders have parted with their molasses in round lots for as low as 22 cents. This, of course, is not applicable to genuine old Barbados. Several lots of the blended variety have been sold for 22 cents at outside points and some in the city. It was stated by a dealer that the drop from 25 cents to 22 was the only way to get rid of the class of molasses referred to. A recent report from the Indies states that the market there is a quarter of a cent stronger.

Business Changes

ONTARIO.

C. E. HALL, general merchant, New Castle, has sold out to J. E. Coulson and removed to Wiarton.

M. Faulkner, grocer, Ottawa, has sold out to W. Gratton.

G. J. Millar, grocer, Ottawa, has sold out to H. Brouse.

H. W. Echlin, general merchant, Keewatin, has been incorporated.

They are all winners.

W. B. Armstrong, grocer, Perth, has sold out to C. A. Farmer.

J. Scandrett, grocer, London, has advertised his business for sale.

Gratton & Freres, grocers, Ottawa, have been succeeded by J. D. Gratton.

C. E. Graves, general merchant, Tillsonburg, has sold out to W. B. Hogarth.

The stock of the O'Neil Supply Co., general merchants, Elora, has been advertised for sale by auction.

A. Duncan & Co., general merchants, Wyoming, have dissolved partnership; W. Duncan is continuing the business.

E. A. Gauthier & Co., general merchants, Plantagenet Springs, has assigned to D. M. Viau, Plantagenet; a meeting of creditors is announced for the 25th of April.

QUEBEC.

A. Deschamps, grocer, Montreal, has registered.

Pouliet & Delage, grocers, Quebec, have registered.

Watier & Watier, grocers, Montreal, have registered.

M. Turcotte & Cie., grocers, etc., St. Eulalie, have registered.

Baril & Tourigny, general merchants, Gentilly, have registered.

H. Cadorette & Cie., grocers, St. Hyacinthe, have registered.

M. A. Gauvreau, general merchant, St. Raymond, has compromised.

The assignment of C. St. Onge, grocer, Montreal, has been demanded.

H. Girard & Co., cigar dealers, Montreal, have sold out to J. Millar.

E. E. St. Jean & Co., grocers, Hull, are preparing a statement of affairs.

H. A. Sirois, manufacturer of self-raising flour, Montreal, has assigned.

J. A. Renault, general merchant, St. Ephrem De Tring, has compromised.

The British America Fish Corporation, Montreal, has been incorporated.

The assets of H. Drouin, general merchant, Beauce Junction, have been sold.

The stock of Carrier & Co., general merchants, Garthby, was sold on April 20.

C. R. Jenkins, general merchant, Smith's Mills, is offering his business for sale.

Cousineau & Freres, general merchants, St. Lazare De Vaudreuil, have registered.

The stock of H. Pepin, general merchant, Stanfold, has been sold at 52c on the dollar.

The stock of T. E. Levesque, general merchant, St. Gedeon, has been sold at 55c on the dollar.

The assets of J. Savoie, general merchant, St. Jean L'Evangeliste, are to be sold on April 27.

The assets of T. Fournier, general merchant, Cedar Hall, have been sold at 76c on the dollar.

C. St. Onge, grocer, Montreal, has assigned; a meeting of creditors was held on the 20th of April.

The assets of Lecker Bros., general merchants, New Carlisle, have been advertised to be sold on April 27.

NEW BRUNSWICK.

Allan, Fox & Co., general merchants, Canterbury, have sold out to C. E. Sharp.

The smoke and fish house of McLaughlin Bros., grocers and fish dealers,

Evaporated Peaches

in bags.

Apricots

in boxes.

SPECIAL PRICES.

THE

Davidson & Hay,

LIMITED,

Wholesale Grocers,

TORONTO.

Grand Manan, has been destroyed by fire.

J. A. Humble, general merchant, Stanley, has sustained a loss by fire; loss covered by insurance.

NOVA SCOTIA.

C. C. Nickerson, lobster packer, Shelbourne Co., has assigned to G. A. Black.

MANITOBA AND N.W.T.

A. E. Sibbald, general merchant, Halbrite, has sold out to P. D. Hines.

E. A. Holmes, general merchant, Star, has been succeeded by Holmes & Walker.

R. C. Hetherington, confectioner, Souris, has sold out to M. Hetherington.

M. W. DeGagne, general merchant, Mariapolis, has assigned to C. H. Newton.

C. A. Waggoner, general merchant, Aikenside, has sold out to J. A. Mitchell.

Westaway & Skelton, general merchants, Battleford, have assigned to H T. Cherry.

W. Mitchell, general merchant, Birson, has been succeeded by J. M. and W. Mitchell.

BRITISH COLUMBIA.

W. D. Kipp, cigar dealer, Chilliwack, has sold out to A. Chadsey.

Mowat & Wallace, grocers, Victoria, have registered dissolution of partnership.

The assets of the estate of Peter Herman & Co., general merchants, Port Essington, have been sold to the Skeena River Commercial Co.

THE PROFITABLE HEN.

THE past year has served to confirm the opinion that the hen on the farm is a paying branch of the farmers' occupations, says a local exchange. Time was, when the chicken was regarded as a sideline to provide pin-money for the farmer's wife and his daughters. Eggs available principally during the Spring season were disposed of to the huckster at from 8 to 10 cents a dozen, and the surplus stock of fowl found a market with a like individual in the early fall at from 30 to 40 cents a pair. Exportation of eggs and fowl in recent years has left the home market unglutted, with a consequent enhancement in prices. Chickens are no longer dealt in by the flock at so much per head, but are now treated as other commodities, and a basis of value at so much per pound has been established. With the care bestowed upon other sections of the mixed farm, it is now asserted that the hennery is equally, if not more, rumunerative than some others. Thrifty hens are computed to return at least one dollar each clear profit a year, and an up-to-date henhouse with ordinary care will be found a valuable adjunct to the farm.

A MUSICAL GROCERY.

It is announced that a musical grocery store is about to be started at Crookston, Minn. No explanation of what this means is given beyond the statement that the patrons of the store may have free music lessons for their children. The kerosene oil will now be measured to the famous march air of "Squeeze Me Tighter, John." The potatos may be shoveled into the measure while the orchestra plays "I Have Eyes for None But You." The ham and ham bone will be sold to the tune of "Coon, Coon, Coon." The vinegar will trickle through the faucet while the choir sing "Life Would Be Sweet Without You," and the bills will be collected while the collector plays "I Have Come to Shake You Down."

GROWING TEA IN JAMAICA.

ADVICES from Jamaica say: The culture of tea seems destined to become an important industry in the island. The experimental stage was passed last year, when 5,000 pounds was the crop; this year 15,000 pounds were produced, and it is confidently predicted by those engaged in the business that inside of five years an annual production of 250,000 pounds will be attained. Each year in December the plant is cut off about eight inches above the ground, and as it throws out its bud and leaf bearing shoots the buds are nipped off every two or three weeks through the year, and the curling, fermenting and curing processes contribute to the making of the marketable product. That it meets the requisite standard of quality would seem to have been fully demonstrated for the expansion of facilities on a large scale is in progress.

LESS THAN ASSIGNEE'S FEES.

In connection with a statement of receipts and disbursements on account of the Home Cake Company, insolvent, issued by H. McMillan, assignee, The Grocer notes that a dividend of 3 1-2 per cent. has been declared on claims amounting in all to $4,563.04 and that the amount available for the payment of dividends to creditors, $159.70, is less than the assignee's fees, which total $186.26.

Association News.

Federation of Associations.

ANOTHER step has been taken in regard to the federation of trade associations in Montreal. As announced in The Grocer some time ago the initiatory steps were taken by the Retail Grocers' Association. On Wednesday, April 13, a meeting was held in the Monument National, at which delegates appointed at previous meetings of the various associations came together. The following representatives were present: Grocers—Messrs. N. Chartrand, J. A. Beaudry and A. Bastien. Butchers—Messrs. J. Lamoureux and J. Paré. Boots and Shoes—Messrs. J. G. Watson and Adelstein. Dry Goods—Messrs. J. O. Garneau, A. Giroux and T. Oakes.

By unanimous consent Mr. Chartrand was elected to take the chair. A general discussion as to the possibilities of a federation took place in which the various delegates took part. It was the general opinion that a federation would be desirable, provided that the respective constitutions did not clash in any way. Finally the following resolution was adopted: "That the delegates in session assembled are of the opinion that federation of the different associations is desirable and that a committee composed of the delegates as well as the officers of management of each association reassemble on a date to be fixed by the secretary for the purpose of evolving suitable regulations and constitution for the federation, the whole to be submitted and approved by the respective associations represented."

"REFERENCE TO CANADIAN GROCER."

WRITING from Winnipeg under date of April 15, 1904, J. J. Philp, the Dominion Fruit Inspector, has the following reference to Canadian Grocer:

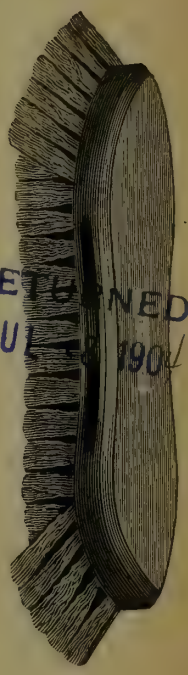
"I wrote you on September 22nd, 1902, as follows: 'Enclosed herewith please find amount of my subscription to end of year. I took it for six months on trial, but find that there is more news concerning the fruit crop and fruit trade generally than I can get from any other publication that comes under my notice. Since that time I think you have improved respecting the fruit reports, and the only improvement I can suggest is to urge upon everyone interested the necessity of more care in packing.'"

RETURNED JUL .8 1904

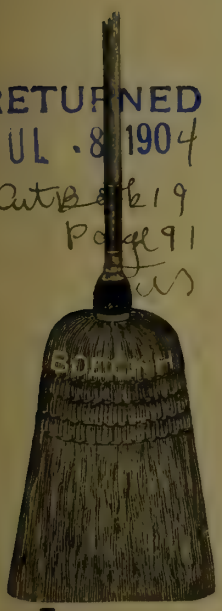
Household Appliances for Spring Cleaning

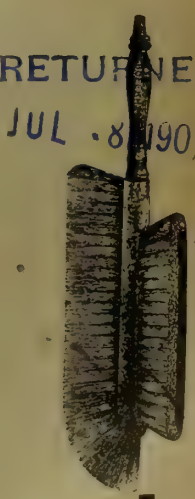
should be prominently displayed at this time of the year. The merchant's idea of the housekeeper's requirements is always appreciated. Remember that a good, rousing sale of Spring requisites stirs up enthusiasm, especially when you offer such desirable goods as

Boeckh's Standard Brushes and Brooms, Bryan's London Brushes and Cane's Newmarket Woodenware



We manufacture Painters', Toilet, Household and Horse Brushes, Bamboo-Handled House Brooms, Plain Corn Brooms, Stable Brooms, Tubs, Pails, Washboards, Clothes Pins, Baskets, Matches, etc.

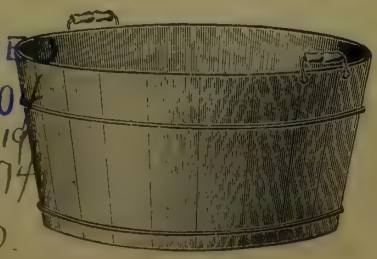




If you have not yet received our Illustrated 1904 Catalogue and Price List, send us your name and address.

United Factories, Limited

Head Office, TORONTO.



Operating—

Boeckh's Toronto Factories,
Bryan's London Factories,
Cane's Newmarket Factories.

Branch Offices—

1 and 3 De Bresoles St., Montreal,
71 Dundas St., London.

DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

Butter Making Experiments.

THREE lots of butter made the previous week from the same vat of milk were recently tested at the Ontario Agricultural College, Guelph. One of these lots was made from unpasteurized milk, the other from pasteurized ripened cream and the other from cream the whole milk of which was pasteurized before separating. The class were almost unanimous in pronouncing the sample made from the pasteurized milk cream as being the finest flavor. This is another illustration of the value of making pasteurized butter, especially in Winter, when it is more difficult to get a fine flavor in butter.

There is said to be "nothing new under the sun," but a few tests of making butter by pasteurizing cream, cooling to churning temperature, adding a pure culture and churning immediately after separating would lead one to believe that under certain conditions, and possibly under all conditions, this method may be considered an essentially new and favorable method of making butter. It would save all the labor and expense of cream ripening, the danger from developing bad flavors while ripening, extensive vat and cooling apparatus, as well as a great deal of worry on the part of the buttermaker, if this plan be feasible. It certainly seems worthy a trial.

Cheese Outlook.

SEVERAL cheese factories in Oxford County have already started operations for the season, according to the Woodstock Review, and within the next two weeks it is expected that practically every factory will be manufacturing cheese. Many have been making butter duing the past Winter. The product brought a price above the average, and patrons are well pleased with the result.

The idea of factory butter-making is gaining steadily in popularity on account of its lessening work on the farm, and also because the farmer is enabled to have the sweet milk returned for feeding purposes. It is not unlikely that within the next few years butter making in factories will be as general as cheese-making in the Summer season.

Prospects for a heavy output of cheese the coming season are bright. Dairy stock has increased and is in good condition, and in addition, the meadows and pastures are in excellent shape. A number of sales of cheese have already been made this Spring. The prevailing price has been 9 cents. Some lots sold at 8 3-4 cents and the latter figure promises to be general. The prospects for fancy prices early in the season are not bright. In fact salesmen do not look for anything better than 9 cents for several weeks at least.

Close Season in Tomatoes.

THE canned tomato pack of California for 1903, is estimated at 835,394 cases of 2 1-2 and 3 pounds and 122,901 cases of gallons. Despite the large fruit pack, the market absorbed the goods so readily that the clean up both from packers' and dealers' hands this season will be the closest in the history of the business in California since it has assumed its present proportions. There are some few tomatoes still on hand, but probably not more than will go out between now and the new pack at reasonably steady figures. The pack of asparagus in 1903 was 256,220 cases. The demand for this vegetable is so great that packers are sold out before the asparagus is ready for shipment.

Meat Preservation.

Public tests have been recently held in Germany of a new process of meat preservation which it is claimed will revolutionize the packing industry and go far towards solving the problem of supply for armies in the field.

The process is said to be no more expensive than the simple process of dry-salting. It obviates, however, the costly necessity of refrigerating, while from a hygienic point of view it is pronounced by conservative German experts to be absolutely harmless.

Value of Refrigerators.

"IT'S only a small child yet," said a C.P.R. official referring to the refrigerator car service which their company has been running and intends to enlarge. As the West develops the need for a service for butter, eggs and cheese will be better appreciated. Especially when the output of these commodities reaches such a mark as will ensure a steady demand for these lines in the eastern and British Columbia markets will the value of an enlarged refrigerator service be better understood. At present the demand is not regular and exists only at certain seasons while at other times a return service from the east is not necessary. As the country develops the return service can be used for bringing fruits west and thus a splendid reciprocity be brought about. Mr. G. E. Graham chief inspector of the weighing and refrigerator service is at present in the West on a tour of inspection.

Firms Amalgamate.

AN important amalgamation of two large houses for years engaged in the dairy produce business took place in Montreal last week and should be one of the strongest concerns in that city. The union comprised the business carried on formerly by Mr. P. W. McLagan and that of Messrs. Lovell & Christmas, Limited. The business will be carried on in future under the firm name of Lovell & Christmas and Mr. McLagan assumes the position of managing director jointly with Mr. R. M. Ballantyne.

U. S. Packers Exploiting Canada.

A representative of one of the largest Chicago packing houses is reported to be making large purchases of cattle in Western Canada, to supply the demand created by large orders from the Japanese and Russian Governments. This particular firm are under contract to deliver 2,000,000 pounds of tinned beef to the Japanese army by June 1.

Telegraphic Address, "DOMINO," Charlottetown.

The Dominion Packing Company, LIMITED.

Codes Used A.B.C. LIEBERS PRIVATE.

Charlottetown, P.E.I. Canada

NOW IS THE TIME TO BUY

BARRELLED MEATS

FOR SPRING OR IMMEDIATE DELIVERY.

We can fill your requirements promptly from our warehouses in Halifax, Sydney, Pictou or Charlottetown.

Special prices for quantities.

Write us for quotations.

PORK

HEAVY MESS,
LIGHT MESS,
PRIME MESS,
SHORT CUT BACKS,
FANCY CLEAR,
BEAN,
RUMP,
EXTRA FAMILY,
LUMBERMEN'S PRIME,
" SHORT CUT,
HOCKS AND JOWLS.

BEEF

EXTRA PLATE,
PLATE,
FAMILY PLATE,
EXTRA MESS,
MESS,
ROLLED BONELESS.

THE DOMINION PACKING COMPANY, Limited.

BOLOGNAS

We want you to compare the quality of the Beef Bolognas made and sold by us with any other on the market. We use good fresh beef, pure spices, and put them up with the greatest care. The price we ask for Bolognas may be higher, but the quality is there.

F. W. FEARMAN COMPANY, LIMITED,
HAMILTON, ONT.

WE ARE HAVING GREAT DEMAND FOR OUR

Sugar Cured Hams
Breakfast Bacon
Roll Bacon

The best quality obtainable is what your trade requires.

Our goods possess that full mild flavor that is so appetizing and pleasing to your customers. By handling our meats you will hold your trade.

The Park, Blackwell Co., LIMITED
PORK AND BEEF PACKERS,
TORONTO, ONT.

LONG CLEAR BACON

Bright, new cured small sides, particularly suitable for cutting out over your counter.

SPECIAL PRICES

for immediate shipment.

The George Matthews Co., Limited

Peterborough Hull Brantford

Your customers' interests are your own—sell them the best goods.

The hold that **Magic Baking Powder** has taken on the public is simply **marvelous,** an increase of nearly **200** per cent. last year; this in the face of the large number of baking powders on the market proves clearly that

Magic BAKING POWDER is the popular Canadian Powder.

"The Light of the Kitchen."

FOR SALE BY ALL JOBBERS.

Do you handle it? If not, order trial lot.

E. W. GILLETT COMPANY LIMITED

London, Eng. **TORONTO, ONT.** Chicago, Ill.

We are buyers of

Poultry, Butter AND Eggs.

The best facilities for handling consignments. Up-to-date Cold Storage.

The J. A. McLean Produce Co., Limited

73-75-77 Colborne Street

Telephone Main 2491. Toronto.

PROVISION AND DAIRY MARKETS.

Toronto.

Provisions — The provision market continues steady. The demand in light smoked meats is improving. Prices of live hogs have advanced largely on account of the firming of the bacon market in England although few are selling on the street and more are arriving by rail. The range of prices in heavy mess pork is 50c less than last week, short cut being 50c easier. There has been an advance of 1-4c all round in lard. Lamb is 1c easier than at last quotations. We quote the following prices:

Long clear bacon, per lb	$ 0 08½	$0 08½
Smoked breakfast bacon, per lb	0 12½	0 13
Roll bacon, per lb	0 09½	0 10
Small hams, per lb	0 12½	0 13½
Medium hams, per lb	0 12½	0 13
Large hams, per lb	0 11½	0 12
Shoulder hams, per lb	0 09	0 09½
Backs, per lb	0 13½	0 14
Heavy mess pork, per bbl	16 50	17 00
Short cut, per bbl	18 00	18 50
Shoulder mess pork, per bbl	14 50	15 00
Lard, tierces, per lb	0 07¾	0 08
" tubs "	0 08	0 08¼
" pails "	0 08¼	0 08½
" compounds, per lb	0 07½	0 07¾
Dressed hogs, light weights, per 100 lb	6 00	6 25
" heavy "	5 50	5 75
Plate beef, per 200-lb. bbl	...	11 00
Beef, hind quarters	6 50	8 75
" front quarters	4 50	5 50
" choice carcases	6 50	7 25
" medium	5 50	6 50
" common	5 50	5 75
Mutton	7 00	9 00
Lamb	11 00	12 00
Veal	6 00	8 50

Butter—The butter market is very active this week, with supplies rapidly increasing, particularly those of pound rolls. Stale stuff is pretty well out of the market now and stocks arriving show improved quality. The demand is good and as yet the local market is not over supplied. Dairy tubs are practically out of the market. Dairy rolls are 1c easier and dairy prints from 1 to 2c below last week's quotations. We quote the following prices:

	Per lb.	
Creamery prints	0 21	0 22
" solids, fresh	0 19	0 20
Dairy rolls, large	0 14	0 15
" prints	0 15	0 16
" in tubs, best	0 15	0 16
Under qualities	0 12	0 14

Cheese—The cheese market continues quiet with no changes in last week's quotations to record. There has been very little new cheese on the market as yet, small quantities, however, selling at 8 1-4 to 8 1-2c at the factories. Our quotations are as follows:

	Per lb.	
Cheese, large	0 10½	0 11
" twins	0 11	0 11¼

Montreal.

Provisions—The demand for lard remained strong all over and as the supplies increased there was a drop in pure lard of a quarter of a cent. In one day there were over 1,000 packages of lard received in the city. Trade in hams and bacon is improving and the demand is first rate. Fresh killed abattoir dressed hogs remained in steady demand and brought $7.25 per 100. We quote:

Canadian short cut mess pork	$17 50	$18 00
American short cut clear	16 50	17 00
American fat back	....	17 50
Bacon, per lb	0 12½	0 13¼
Hams	0 11	0 13
Extra plate beef, per bbl	11 50	12 00
Lard—"Boar's Head" brand, tierce basis	....	0 07¾
Carloads, less	....	0 00¼
20-lb. tin pails, tierce basis	....	
Half-bbls., over tierce	....	0 00½
60-lb. tubs, "	....	0 00¾
20-lb. wood pails "	....	0 00¼
10-lb. tins, "	....	0 00½
5-lb. tins, "	....	0 00¾
3-lb. tins, "	....	0 01

Wood net, tin gross weight—

	Wood.	Tin.
Pure lard, pails	....	1 77½
" tubs	....	0 08½
" cases (6 10-lb. tins)	....	0 09½
" cases (12 5-lb. tins)	....	0 09½
" cases (24 3-lb. tins)	....	0 09½

Butter—The butter market remains in a bad state. The price was much easier to-day owing to increased receipts. Some quantities of fodder butter are being made now and it has to be handled quickly as it is hard to keep. Western rolls are in small demand but little trade is doing. The noticeable feature of the market is that no exporting is being done to the Old Country. We quote:

Fancy creamery	0 19	0 20
Summer goods	0 18	0 19
Dairy rolls	0 15	0 16
" tubs	0 15	0 16
Finest Fall made	....	0 21
" fresh prints	0 21	0 22

Cheese—Cheese is tame and there is nothing doing. At country points the prevailing bid was 8 cents, which is equivalent to 8 1-2 to 8 3-8c here.

St. John, N.B.

Provisions—Barreled pork is dull and rather lower. Beef, while in light demand is unchanged. Pure lard is a large stock. The market, though a little higher than some weeks ago is rather dull. Rolls and hams are slightly lower with improved sale. In fresh meats beef is quite plentiful and low. Veal of good quality is freely offered. It is too early for lamb. Mutton is dull. There is fair sale for pork.

Mess pork, per bbl	$18 00	$19 00
Clear pork "	....	20 00
Plate beef "	13 00	14 00
Mess beef "	10 00	12 00
Domestic beef, per lb	0 05½	0 07
Western beef "	0 08	0 08½
Mutton "	0 07	0 07½
Veal "	0 05	0 09
Lamb "	....	....
Pork "	0 06½	0 07
Hams "	0 12	0 14
Rolls "	0 10	0 11
Lard, pure, tubs "	0 09	0 09½
" " pails "	0 09½	0 09½
Refined lard, tubs	0 08½	0 08¾
" " pails	0 08½	0 09

Butter—Quite a little Western Canadian creamery is still being received. Prices remain unchanged. Stock of any grade is not large.

Creamery butter	0 21	0 22
Best dairy butter	0 18	0 20
Good dairy tubs	0 16	0 18
Fair "	0 14	0 15

Eggs—Stock is coming to hand more freely and prices are lower.

Eggs, henmery	0 25	0 28
" case stock	0 23	0 24

Cheese—The stock is light, a few new cheese have been seen. Market seems easier.

Cheese, per lb	0 12½	0 13

Plenty of Lima Beans.

A telegram from California states that the outlook is now favorable for a crop

WANTED.

We are open to buy Chickens, Fowl and Ducks, best quality only. Also Eggs and Creamery Butter, 2-lb. prints and solids, finest quality. Quote prices f.o.b. or delivered here.

JOHN HOPKINS,
Mnfr. of Pork and Beef Products, ST. JOHN, N.B.

NAPOLI MACARONI

is becoming more and more the recognized **good** Macaroni sold in this country.

Quality.
Cleanliness.
Price.
Appearance.

Send for Samples.

NAPOLI MACARONI CO.,
Hayter and Terraulay Sts.,
TORONTO, CANADA

REFRIGERATORS Useful to every one. 40 different styles. Silver medal, Quebec, 1901. Diplomas: Toronto, Ottawa, Montreal

C. P. FABIEN,
Merchant and Manufacturer.
3167 to 71 N. Dame St., Montreal, Can.
Write for Illustrated Catalogue.

Egg Cases

—AND—

Woodboard Fillers

BOTTOM PRICES.

WALTER WOODS & CO.
Hamilton and Winnipeg.

of lima beans of about 400,000 bags. Last year the output in Vendera County was 700,000 bags.

Starch Machinery For Russia.

Twelve new factories for potato starch are in course of erection in the Warsaw district, as a result of the large crops of potatoes in that section of Russia. About 90 potato starch factories are already in operation. There is a large demand for machinery for the manufacture of this starch, and there is a decided tendency to give preference to all foreign machinery other than German.

Largest Frog-Leg Market.

In two adjoining American cities is located the largest frog-leg market in the world, namely, St. Paul and Minneapolis. The total receipts last year from the frog catchers of the State of Minnesota exceeded 500,000 dozen, requiring the slaughter of no less than 5,000,000 frogs. Five years ago no frogs were shipped out of Minnesota. Now the business amounts to upwards of $100,000 a year.

Aluminum in German Sausage.

Somewhat of a stir was caused recently in the Government Bureau of Chemistry, Washington, U. S., when a chemist in the course of his analytic work on imported foods discovered aluminum salts in two distinct samples of imported German sausage, which salts are highly deleterious to the human stomach. The aluminum salts were apparently used by the German manufacturers as a preservative. Since it is within the power of the Government to object to the importation of German sausages containing such preservatives, the result of the official investigations now being pursued will be awaited with interest.

Provision Notes.

One of the largest meat stores in Ontario has recently been opened in Berlin by the Whyte Packing Company, of Stratford.

A public meeting of the citizens of Essex, Ont., was held last week to discuss the advisability of starting a canning factory.

R. V. Winch, the well-known British Columbia canner, is reported to have purchased the cannery at Skeena, B. C., river recently, owned by P. Herman.

The plants of the Pakenham Pork Packing Company at Stouffville have just been sold to Puddy Brothers, butchers, Toronto, in accordance with the winding-up order. The plants are valued at $18,000.

GROCERS!

OUR entire plant (Building and Machinery) was totally consumed in the awful conflagration which swept part of Toronto on Tuesday night, April 19th, and we must therefore ask your indulgence for a few weeks. Fortunately, we have a duplicate set of machinery stored safely in another building, and this will enable us to turn out goods within a reasonable time. Every Wholesale Grocer in the Dominion has a stock of

Royal Yeast,
Gillett's Lye,
Magic Baking Powder,
ETC.

so we are hoping, by the careful use of the goods now in their hands, that no one will be inconvenienced.

"Gillett's Goods are the Best," and will be more popular than ever.

E. W. Gillett Company Limited

TORONTO, ONT.

Has stood the test of every climate.

HIGHEST AWARD

Wherever demonstrated, including the following Dominion, State, and International Exhibitions

Industrial Exhibition	Toronto, Canada	-	1903
Provincial Exhibition	Halifax, N. S.	-	1903
Provincial Exhibition	Victoria, B. C.	-	1902
Pan-American Exposition	Buffalo, N. Y.,	-	1901
Paris Exposition	Paris, France	-	1900
Trans. Miss. Exhibition	Omaha, Neb.	-	1898
World's Fair	Chicago, Ill.	-	1893

The products of THE ST. CHARLES CONDENSING CO. are famous the world over for HIGH QUALITY, ABSOLUTE PURITY, and ADAPTABILITY for all the purposes of fresh milk.

Home Office and Address:

Correspondence and trade orders solicited.

St. CHARLES, ILL., U.S.A. **FACTORIES: Ingersoll, Ontario, Canada, St. Charles, and Chenning, Ill.**

YOU MUST NEED

CANNED FRUITS

and the finest pack is the "**TARTAN Brand,**" a delicious flavor and high standard quality, just like home preserves and put down.

OUR LIST—*Peaches, Pears, Plums, Grapes; Strawberries, Raspberries, Red Currants, Black Currants, Lawton Berries, Cherries, 2s, 3s, and Gallon Tins.*

Send us a sample order and you will never be without these goods.

BALFOUR & COMPANY, Branch Canada Grocers, Limited, WHOLESALE GROCERS, **HAMILTON.**

"MADE IN CANADA."

In 60 Seconds

we can give you the main reasons why it will pay you to stock Sovereign Lime Juice.

It is 50 per cent. cheaper than imported brands of equal quality: by refining and bottling in Halifax we avoid the duty.

It is absolutely pure and always uniform.

It retains its bright natural color.

It has the full flavor of the ripe fruit juice, only two teaspoonfuls are required to each glassful.

It is stocked by the principal jobbers from Halifax to Vancouver, ensuring you prompt delivery.

And as we guarantee every bottle you cannot lose.

If you are a man of decision it will take you but 30 seconds longer to send a sample order to your jobber for the above facts are convincing.

Sovereign Lime Juice

is refined and bottled by

SIMSON BROS. CO., LIMITED,
HALIFAX, N. S.

FIVE GALLONS FOR 25 CENTS
A HEALTHY AND DELICIOUS BEVERAGE
25c HIRES' IMPROVED 25c
ROOT BEER!
IN LIQUID. NO BOILING OR STRAINING. EASILY MADE
THIS PACKAGE MAKES FIVE GALLONS

THE GREATEST SUMMER BEVERAGE OF THE DAY...

Cases 6 doz. at **$24.00** gross

Order Through Your Jobber.

COCOANUT

"WHITE DOVE" brand, the finest, whitest, purest and best shredded cocoanut on the market; the handsomest lithographed packages ever offered to the trade.

Assorted cases, ¼, ½ and 1-lbs.

No retailer should be without this. Write for sample and prices—it will pay you.

W. P. Downey

26 St. Peter Street, - - MONTREAL.

Keep your eye open for

Mrs. Dooley's

LAUNDRY SOAP

— a better Soap than has been.

Better for the customer.
10 per cent. more for the grocer.

THE
Metropolitan Soap Co.
LIMITED
TORONTO.

35c. worth for 25c.

Those 15-cent packages of breakfast cereals have appeared to a good many—both users and grocers—too dear. Whether or not this is so we pass no opinion. But we are putting up a package of

Orange Meat

which holds considerably more than twice as much than does our 15c. package. This new package retails for 25c. The customer saves 10c. at least, and the grocer makes an even 25 per cent.—a better profit than package cereals have paid heretofore.

Cases hold 20 packages.
Price per case $4.00.
Freight paid on 5-case lots.
Order from your jobber.

THE FRONTENAC CEREAL CO.,
Limited
43 Scott St., Toronto.

CANE SUGAR vs. BEET SUGAR.

THE following dissertation on the respective merits of cane and beet sugars appearing in the Louisiana Planter, is of particular interest in view of the attention being given in Canada at the present time to the fostering of the beet sugar industry.

The friends of cane sugar claimed in the early days of the beet sugar industry that beet sugars were repulsive, ill-flavored and ill-looking, and entirely inferior to cane sugars. As soon as it was found that pure white sugar could be made in any good beet sugar factory directly from sugar beets, and that such sugar would analyse 100 per cent. pure "cane" sugar from a technical point of view, then other arguments were advanced by cane sugar producers to the effect that while cane sugars and beet sugars were chemically the same, their sweetening power was something so elusive as not to yield to chemical analysis. They advanced the peculiar argument that there was no scientific test by which to determine the relative sweetness of cane sugar as compared with beet sugar, or vice versa, excepting the human test of taste, and thus far there was no measure that could be applied to that, all presumptive evidence being to the effect that beet sugars were inferior in actual sweetening powers to the cane sugar, all other things being equal.

This left the question outside chemical analysis, and made the human taste sole arbiter.

As a matter of fact no really scientific effort has been made to determine whether or not there is any intrinsic difference in the sweetening powers of the two sugars. At the same time it is suspected that the intrusion of this wonderful beet root into the sugar world has aroused the jealousy of cane sugar producers everywhere. Surely, however, unless some definite determination can be had, the intangible charge of less sweetening power ought no longer to be pressed against beet sugars.

It is well known that the use of salt in seasoning food is for the purpose of exciting the gastatory nerves, and cane sugar, especially all kinds of cane sugar short of those absolutely pure, carry with them a certain proportion of the salts of the soil on which the canes were grown, from which the sugars were originally produced. These salts of the soil are generally found in the very thin film of moisture or molasses enveloping the sugar crystals. Any salinity of a brown or yellow sugar, hence, necessarily accentuates the flavor of the sugar, and this has led to the common belief prevailing among sugar consumers that brown or yellow sugars are sweeter than absolutely pure white sugars. Such sugars have been spoken of as having a pleasgnt, or delightful and agreeable flavor. Pure sugar in reality is neutral in its flavor, and conveys no taste, except that of absolute sweetness, and, hence, any perceptible flavor comes from some other element in the sugar, necessarily an element not sugar. The repulsive or disagreeable flavor of beet sugar in its history was due to the same cause, the enveloping film of molasses or moisture on the crystals that, on the other hand, gives the pleasant and agreeable flavor to the present brown or yellow crystals of cane sugar.

IMPORTANT WINNIPEG AGENCY.

PRICE, CHAMBERS & CO., who are the successors to Cameron, Gordon & Co., Winnipeg, have inaugurated their commercial career by obtaining the agency in Manitoba and the Northwest Territories for the many and varied goods manufactured by G. F. Sutton, Sons & Co., the well-known French and Italian warehousemen and manufacturing chemists of London, England, where their goods have a very large sale, and an excellent reputation. It is only a matter of a few weeks before their goods will be well known to Westerners, as the opening orders in Winnipeg far exceeded the most sanguine expectations of Sutton's export manager, M. Niermeyer, who has been making a commercial tour through Canada in the interests of his firm. Mr. Niermeyer left Winnipeg recently after having appointed Price, Chambers & Co. as representatives for the above named territory.

The goods manufactured by this firm are essences, sauces, relishes, dried herbs, curry powders, compound cream of ammonia, etc., etc., the quality of the goods and the neatness of the packages are sufficient to guarantee a ready sale for them in the West.

ABATTOIR FOR WINNIPEG.

Plans have been drawn up by W. R. Perrin, of W. R. Perrin & Co., architects, Toronto, for the erection of the Gallagher, Holman & La France Company's large abattoir at Winnipeg. The site chosen for this proposed building will be the corner of Logan avenue and Brighton street. No expense will be spared in making it one of the most modern and up-to-date abattoirs in Canada and with a frontage of nearly 200 feet on Brighton street it will, when finished, present a splendid appearance.

Increased Sales and Profits

RETURNED APR 26 1904

GO HAND-IN-HAND TO THE MERCHANTS HANDLING

"WHEAT-OS"

THE IDEAL BREAKFAST FOOD.——

PUT UP IN

2-lb. Cartons, to retail at 10 cents.
6-lb. cotton bags, to retail at 25 cents.

SPECIAL——

FREIGHT PREPAID
ON
5-SACK LOTS.
SACKS Contain 16-6 lb. BAGS.

A FEW POINTS——

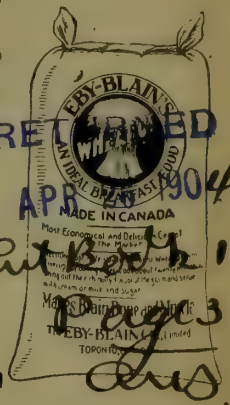
MADE FROM THE FINEST WHEAT—It contains all the phosphates of the whole wheat berry.

IT IS A FOOD—Neither fad nor fake—that gives the consumer actual value.

SOLD AT A POPULAR PRICE—Within the reach of all and pays the dealer a handsome profit.

NO LOSS—IN WEIGHT OR TIME tying up parcels. It is put up in clean, attractive packages.

TRY A SACK WITH YOUR NEXT ORDER
——IT WILL PAY YOU.——



RETURNED APR 26 1904

THE EBY, BLAIN CO., LIMITED.

Sole Wholesale Distributors, TORONTO.

Cut Book, 18 Pages 31 Lns

A TRIP TO THE WEST INDIES.

A CALLER at the Montreal offices of The Grocer last week was Mr. A. B. Hardwicke, the Canadian representative of Pearline. Mr. Hardwicke was on his way home to Toronto from a trip to the West Indies and British Guiana, having left Halifax February 22nd, in company with Mrs. Hardwicke. A most enjoyable and beneficial holiday was spent and Mr. Hardwicke, whose health had not been of the best for some months, returns very much improved in health. The island touched at and visited were, Bermuda, St. Kitts, Antigua, Dominica, Montserratt, St. Lucia, Barbadoes, St. Vincent, Grenada, Tabago, Trinidad, and Demerara on the mainland.

As regards trade impressions Mr. Hardwicke's experiences were similar to those of other Canadian tourists who have visited the Indies—the people are ready and prepared to do business with Canada, but the impression is left on the minds of the merchants that Canadians do not consider their trade valuable enough to encourage it properly. There is not that persistency to drum up the trade that is in evidence with United States manufacturers and merchants. Canadian attempts to get the trade are of a very desultory character, and trips made every two or three years are of no value for building up lasting and profitable trade. The idea of a combination of Canadian manufacturers having a permanent sample room at some important point like Georgetown or Port of Spain has been suggested and the idea is a very practical one. The expense of maintaining the department would be divided and bear but lightly on each individual exhibitor. Trips to the islands by this local representative could be made periodically and regularly and so a good hold could be obtained on the market. As it is now, the expense of the trip is heavy and at times the profits on certain lines will not bear making more frequent journeys.

A good deal of the trade is for cheap goods and these naturally will not stand big profits, but if it pays England and the United States to look after the trade it ought to be equally as valuable to Canadian manufacturers. The best islands are Bermuda, Trinidad and Barbadoes. There is a good trade to be done in furniture, woodenware, umbrellas, flour, butter, soap, etc.

"I noticed a peculiar taste for mottled soap on part of the natives, the old style that prevailed in our Canadian market some years ago, and it is difficult to sell any other soap to the natives. They seem to have a liking for the fancy kind. Among the white population there is, of course, the same variety of choice in toilet and laundry soaps as prevails here. I must say my trip was a most enjoyable one and many interesting facts were gathered."

After landing at Halifax on the 8th inst. Mr. and Mrs. Hardwicke paid a few days' visit to relatives in the Annapolis Valley.

CORRECTION.

In last week's issue of The Grocer, page 41, line 4 of Warren Bros. & Co.'s advertisement read "New style in linen bags 8-12s, now ready for shipment." This should have read "New style linen bags 14—7s, now ready for shipment." Warren Bros. & Co.'s new style wheatine contains 14 very attractive linen bags, net weight 7 lbs. each.

SPICES

We wish to call your attention to **NABOB SPICES.** We have given considerable attention and gone to no little expense to produce a line of Spices that can be sold at a moderate price and yet meet all the requirements of those who want good Spices.

They are absolutely pure, of full strength, and have the natural aroma of the whole Spice, and are guaranteed to meet all food law requirements. A comparison with the Spices you are now handling will prove them to be equal, if not superior, to most manufacturers best brands.

We give you below two introductory offers as an inducement to those who have not already placed them in stock, and at the low prices that are figured you can hardly fail to take advantage of at least one of the offers :

SPECIAL OFFER NO. 1—

¼-lb. Cans, full weight.

2 doz. Nabob Black Pepper
2 doz. " Cinnamon
2 doz. " Allspice
2 doz. " Ginger
1 doz. " Cayenne
2 doz. " White Pepper
1 doz. " Mustard, free

12 doz.

Special Offer Price $9.29

SPECIAL OFFER NO. 2—

¼-lb. Cartons, full weight.

2 doz. Ginger
2 doz. Cinnamon
2 doz. Pepper
2 doz. Allspice
2 doz. Cloves
2 doz. Nabob Mustard, ¼ F. W. Cans

12 doz.

Special Offer Price $6.68

SAIGON CINNAMON, pure.

(Ground Fresh.)

Bbls.	per lb.	15c.
½ Bbls.	"	16c.
Drums	"	17c.

WHOLE SPICES.

Singapore, black,	per lb.	12½c.
Singapore, special,	"	12¼c.
Pepper Shells,	"	2½c.
Singapore, white,	"	20½c.
Penang,	"	20c.
Decorticated, No. 1	"	21c.
" Fancy	"	30c.

FRANCIS H. LEGGETT & COMPANY,

WEST BROADWAY, FRANKLIN and VARICK STREETS, and 132 to 138 KING STREET, NEW YORK.

Foreign Office—BORDEAUX, FRANCE.

"The Come-Back Habit"

A grocer will prosper as he pleases his customers and no more.

The buyer of your goods must contract the "come-back" habit.

When a good man calls for good coffee, give him Chase & Sanborn's High-Grade Coffee.

Chase & Sanborn

MONTREAL

The Importers

RETURNED
AUG 3 1904

More Profit.

Until May 1st. we will ship a Half-Box **Babbitt's Soap Powder** ("1776") **FREE** with each order of 5 cases of 100-6 oz. packages, and **Prepay Freight.**

5 boxes Babbitt's Soap Powder, at $3.50, - - - - $17.50
½ " " " " equal to 10 per cent. discount.
This makes cost to you $3\frac{2}{11}$ cents a package, or 19 cents for 6 packages. YOU CAN SELL 6 packages Babbitt's Soap Powder for 25 cents, and make over 32 per cent. profit.

Order from your jobber, or from the sole agent in Canada

WILLIAM H. DUNN

394-396 St. Paul Street, MONTREAL.

P.S.—Send for latest premium and panel catalogue.

MOLASSES

New Crop 1904 Barbados.

We have just landed a small lot of the above which is very choice No. 1 quality. We can offer it at a low price. Send for sample.

The Dominion Molasses Co.,

Limited

HALIFAX - - - - NOVA SCOTIA.

EASY

When it comes to fly felts, there's only one "kill-em-dead" kind—it's Smith's. **Made by Smith.** 15 years on the market without a complaint. We're fly felt specialists—and the only ones.

"We have handled your fly felts for several years and always found them give full satisfaction."
LAPORTE, MARTIN & Co.
Montreal, Feb. 27, '04.

CAUTION.—It's only good goods that are imitated; that's why ours are. If that Smith felt has not got SMITH BROS. on every package, it's the imitation. Do the right thing; send it back; get what you pay for.

Smith Bros., The Fly Felt Men.

Write Direct to us— the Manufacturers

FOR PRICES ON

Vinegars, bulk, 18 different lines, in all sizes, barrels. Two extra lines, BOTTLED White Wine and Malt. These are trade getters and holders.

Pickles, bulk, in 1-gal., 5-gal. and 10-gal. pails, and in barrels, all sizes. Six different lines BOTTLED goods. These pickles are extra cut and are grown exclusively for ourselves. The vinegar is our own and the very best.

Jams and Jellies, bulk, in 7, 14, 30-lb. pails, carefully covered and crated for shipment. Also 7-lb. stone crocks.

Bottled. Our factory is the largest, cleanliest and best equipped of its kind in Canada, and our Bottled Jams and Jellies are our special pride.

Marmalades, Fruit and sugar only. These goods are packed in a specially-shaped jar, the newest and best design of the kind. A high-priced English pattern that we will use exclusively.

Ketchups, Sauces. Bright looking goods that are quick sellers, 2 doz. to a case, 2 sizes of each line.

Spices. A full line of the highest quality.

It is the discounts which make the difference between profit and loss, you know this. A card will bring prices, discounts, freight rates, etc., also our new illustrated catalogue and price current, now on the press. **DO IT NOW.**

THE OZO CO., Limited
Montreal.

CLASSIFIED LIST OF ADVERTISEMENTS.

Ammonia.
Harvey, John G., Todmorden Ont.

Baking Powder.
Eagle Mnfg. Co., Montreal.
Gillett, E. W. Co., Toronto.
McLaren, W. D., Montreal.

Baskets.
Oakville Basket Co., Oakville, Ont.

Bird Seed.
Nicholson & Brock, Toronto.

Biscuits, Confectionery, Etc.
Browne & Wells, Toronto.
Canada Biscuit Co., Toronto.
Christie, Brown & Co., Toronto.
Imperial Biscuit Co., Guelph, Ont.
Lamont, Corliss & Co., Montreal.
McGregor-Harris Co., Toronto.
Mooney Biscuit & Candy Co., Stratford.
Mott & Co., John P., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.
Stewart, A. J., Toronto.

Blue and Black Lead.
Douglas, J. M. & Co., Montreal.
Oakey, John, & Sons, London, Eng.
Reckitt's—Gilmour Bros., Montreal.

Brooms, Brushes, Etc.
United Factories, Toronto.
Waterloo Broom and Brush Co., Waterloo, Ont.

Canned Goods.
Anglo-British Columbia Packing Co., Vancouver, B.C.
Balfour & Co., Hamilton, Ont.
Black Bros. & Co., Halifax, N.S.
Burlington Canning Co., Burlington, Ont.
Gardiner & Co., Vancouver, B.C.
Todd, J. H., & Son, Toronto.

Cash Registers.
National Cash Register Co., Dayton, O.

Cheese Cutter.
Computing Scale Co. of Canada, Toronto.

Chewing Gum.
Row & Co., Brockville, Ont.

Cigars, Tobaccos, Etc.
American Tobacco Co., Montreal.
Empire Tobacco Co., Montreal.
Erie Tobacco Co., Windsor, Ont.
Fortier, J. M., Montreal.
Horrocks, T. J., Toronto,
McAlpin Consumers Tobacco Co., Toronto.
McDougall, D., & Co., Glasgow, Scot.
Payne, J. Bruce, Granby, Que.
Reid, W. B. & Co., Toronto.
Steele, W. H., Co., Toronto.
Tuckett, Geo. E., & Son Co., Hamilton.

Cocoanut.
Downey, W. P., Montreal.
Greig, Robt., Co., Toronto.

Cocoas and Chocolates.
Cowan Co., Toronto.
Dutch Chemical Works, Amsterdam, Holland.
Epps, James, Co., London, Eng.
VanHouten's—J. L. Watt & Scott, Toronto

Coffee Essence.
Bromley's—W. G. Patrick & Co., Toronto.

Commission Merchants and Brokers.
Cameron, Gordon & Co., Winnipeg.
Clark, R. W., & Co., Victoria, B.C.
Dawson Commission Co., Toronto.
Dingle & Stewart, Winnipeg.
Dunn, Wm. H., Montreal and Toronto.
Hopkins, John, St. John, N.B.
Lambe, W. G. A., & Co., Toronto.
Nicholson & Bain, Winnipeg.
Nicholson, Bain & Johnston, Calgary.
Patrick, W. G., & Co., Toronto.
Rutherford, Marshall Co., Toronto.
Ryan, Wm., Co., Toronto.
Thomas, J. P., Quebec, P.Q.
Watt, J. L., & Scott, Toronto.
Wilson Commission Co., Brandon, Man.

Computing Scales.
Computing Scale Co. of Canada, Toronto.

Concentrated Lye.
Gillett, E. W., Co., Toronto.

Condensed Milk and Cream.
Borden's—Wm. H. Dunn, Montreal and Toronto.
St. Charles Condensing Co., Ingersoll.
Truro Condensed Milk & Canning Co., Truro, N.S.

Corks.
Ewing, S. H., & Sons, Montreal.

Crockery and Glassware.
Gowans, Kent & Co., Toronto.
Sydenham Glass Co., Wallaceburg, Ont.

Dairy Produce and Provisions
Clark, Wm., Montreal.
Dominion Packing Co., Charlottetown,
Fearman, F. W., Co., Hamilton.
Matthews, Geo. Co., Brantford.
Maclaren, A. F., Imperial Cheese Co., Toronto.
McLean, J. A., Produce Co., Toronto.
Park, Blackwell Co., Toronto.

Financial Institutions.
Bradstreet Co.

Fish.
Black Bros. & Co., Halifax.
Connors Bros., Ltd., Black Harbor, N.B.
James, F. T., Co., Toronto.
Johnson, C., Gardiner & Co., Vancouver.
Kinnear, T. & Co., Toronto.
Todd, J. H., & Son, Toronto.

Flours and Cereals.
Eby, Blain Co., Toronto.
Force Food Co., Buffalo, N.Y.
Frontenac Cereal Co., Toronto.
Greig, Robt., Toronto.
Keewatin Flour Mills Co.
McCann, Wm., & Co., Toronto.
McIntosh, P., & Son, Toronto.
Mackay, John, Bowmanville, Ont.
Napoli Macaroni Co., Toronto.

Fly Paper.
Smith Bros., Beachville, Ont.
Thum, O. & W., Co., Grand Rapids, Mich.

Fruits—Dried, Green, and Nuts.
Canada Brokerage Co., Toronto.
Davidson & Hay, Toronto.
Gibb, W. A., & Co., Hamilton.
Husband Bros. & Co., Toronto.
McWilliam & Everist, Toronto.
Tippet, A. P., & Co., Montreal.
Walker, Hugh, & Son, Guelph.
White & Co., Toronto.

Gelatine.
Canadian Gelatine Co., Toronto.
Cox, G. & J.

Grocers—Wholesale.
Balfour & Co., Hamilton.
Canada Brokerage Co., Toronto.
Davidson & Hay, Toronto.
Eby, Blain Co., Toronto.
Kinnear, T., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
"Ozo" Co., Montreal.
Turner, James, & Co., Hamilton.

Grocers' Grinding and Packing Machinery.
Adamson, J. T., & Co., Montreal.
Coles Mfg. Co., Philadelphia, Pa.
Eby, Blain Co., Toronto.

Hides.
Page, C. S., Hyde Park, Vt.

Infants' Foods.
Keen, Robinson & Co., London, Eng.

Interior Store Fixtures, Trucks, Etc.
Auer Light Co., Montreal.

Jams, Jellies, Etc.
"Nonpareil" Jellies Rose & Laflamme, Montreal.
"Ozo" Co., Montreal.
Upton's — A. F. MacLaren Imperial Cheese Co., Toronto.

Macaroni
Napoli Macaroni Co., Toronto.
Tippet, A. P., & Co., Montreal.

Mince Meat
Wethey, J. H., St. Catharines.

Pass Books, Etc.
Allison Coupon Co., Indianapolis, Ind.

Patent Solicitor.
Cullen, Orlan Clyde, Washington, D.C.

Peels.
Colson, C. E., & Son, Montreal.

Pickles, Sauces, Relishes, Etc.
American Coffee & Spice Co., Toronto.
Capstan Mfg. Co., Toronto.
Colson, C. E., & Son, Montreal.
Davidson & Hay, Toronto.
Douglas, J. M., & Co., Montreal.
Downey, W. P., Montreal.
Flett's—Rose & Laflamme, Montreal.
Horton-Cato Mfg. Co., Windsor, Ont.
Laing's, Dr.—W. G. Patrick & Co. Toronto.
Leggett, Francis H., & Co., New York.
Lytle, T. A., Co., Toronto.
"Ozo" Co., Montreal.
Patterson's—Rose & Laflamme, Montreal.

Polishes—Metal.
Oakey, John, & Sons, Montreal.

Polishes—Stove.
Morse Bros., Canton, Mass.
Prescott's.—W. H. Dunn, Montreal and Toronto.

Pottery.
Foster Pottery Co., Hamilton, Ont.

Poultry Food.
Greig, Robert, Co., Toronto.

Refrigerators.
Eureka Regrigerator Co., Toronto.
Fabien, C. P., Montreal.

Salt.
Canadian Salt Co., Windsor, Ont
Patrick, W. G., & Co., Toronto.
Toronto Salt Works, Toronto.

Shelf Boxes.
Bennett Mfg., Co., Pickering, Ont.

Soap.
Metropolitan Soap Co., Toronto.

Soap Powder.
Babbitt's. W. H. Dunn, Montreal and Toronto.

Sodas—All Kinds.
Winn & Holland, Montreal.

Starch.
Brantford Starch Works, Brantford.
Edwardsburg Starch Co., Cardinal, Ont.

Steel Shingles.
Metallic Roofing Co., Toronto.

Sugars, Syrups and Molasses.
Canada Brokerage Co., Toronto.
Canada Maple Exchange, Montreal.
Castle, F. J., Co., Ottawa.
Dominion Molasses Co., Halifax, N.S.
Edwardsburg Starch Co., Cardinal, Ont.
Tea Rose Drips — Rose & Laflamme, Montreal.
Wallaceburg Sugar Co., Wallaceburg, Ont.

Summer Beverages.
Downey, W. P., Montreal.
Evans & Sons, Montreal and Toronto.
Simson Bros. Co., Halifax.

Teas, Coffees, and Spices.
Balfour & Co., Hamilton.
Blue Ribbon Tea Co., Toronto.
Canada Brokerage Co., Toronto.
Ceylon Tea Traders' Ass'n.
Chase & Sanborn, Montreal.
"Commissioner" Tea, London, England.
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Kinnear, T., & Co., Toronto.
Leggett, Francis H. & Co., New York.
"Ozo" Co., Montreal.
Rutherford, Jas., & Co., Montreal.
Salada Tea Co., Montreal and Toronto.
Turner, James, & Co., Hamilton.
Wood, Thos., & Co., Montreal.

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Canadian Vinegar Co., Montreal.
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Hill, Evans & Co., Worcester, Eng.
"Ozo" Co., Montreal.

Warehousing.
Cameron, Gordon & Co., Winnipeg

Washing Compound.
Keen's—Frank Magor & Co., Montreal.

Woodenware.
United Factories, Toronto.
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"Where the Honey is

there are the bees."

You won't find the successful grocer trying to extract profits from second-class goods. He doesn't waste his time, energy and money for the purpose of building up his competitor's business. In the long run, quality wins where quantity fails—***quality is remembered long after price is forgotten.***

Windsor Salt is the Salt of highest quality and hence sold by grocers of high reputation. It is pure, white, dry, crystaline—it is the Salt that doesn't cake. "Where the honey is, there are the bees"—you can trust the high-class grocer ***to*** find out ***just where the honey is.***

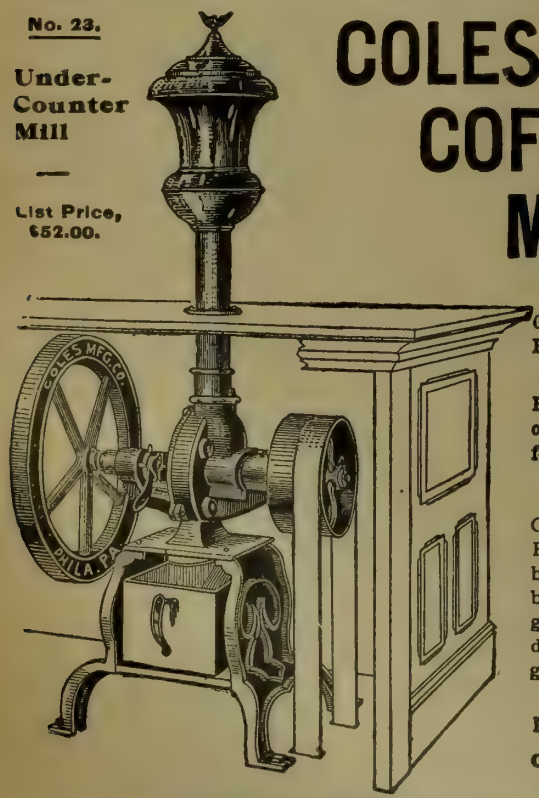
Windsor Salt

The Canadian Salt Co., Limited, Windsor, Ont.

No. 23.

Under-Counter Mill

List Price, $52.00.



COLES COFFEE MILLS

None better for Granulating or Pulverizing.

Our mills will Pulverize without heating Coffee.

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders.

A GREAT LABOR-SAVER.

Our Grinders wear longest.

Agents { TODHUNTER, MITCHELL & CO., Toronto
DEARBORN & CO., St. John, N.B.
FORBES BROS., Montreal.
GORMAN, ECKERT & CO., London, Ont

COLES MANUFACTURING CO. PHILADELPHIA

CATCH THE EYE.

Our principal object in putting up

Lily White Gloss Starch

in handsome drum packages is to catch your customer's eye. The attractiveness of the package gets the attention of the purchaser and the goodness of Lily White Gloss Starch secures their continued trade.

Drums—6 lbs. starch, 8 drums in a case, a pair of drum-sticks with each drum.
Trunks 6 lbs. starch, 8 trunks in a case.

THE BRANTFORD STARCH WORKS, LIMITED,

BRANTFORD, CANADA.

THE CANADIAN GROCER

President:
JOHN BAYNE MACLEAN,
Montreal.

The MacLean Publishing Co.
Limited

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, North-West Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

OFFICES.

MONTREAL - - - - 232 McGill Street. Telephone Main 1255.
TORONTO - - - 10 Front Street East. Telephone Main 2701.
WINNIPEG, MAN. - Room 308, McIntyre Block. Telephone 1846. L. P. Luxton.
LONDON, ENG. - - 88 Fleet Street, E.C. J. Meredith McKim.
MANCHESTER, ENG. - 92 Market Street. H. S. Ashburner.
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A MENACE IN THE WEST.

WITHIN the next few years the character of the Northwest Territories of Canada will be formed for generations to come. Even to-day, influences are at work which will have their bearing on the future of the country. The importance of taking the utmost care in our dealings with the embryo provinces of the West will be readily admitted by every true Canadian.

The country is there to be developed, and it cannot be gainsaid that Providence has given to the Canadian people the task of bringing its vast resources to light and developing them for the advantage of all mankind. The land must not remain a barren wilderness. Its inherent riches must be exploited and to accomplish this task population must be brought to the Canadian shores and settled upon the vast stretches of unoccupied territory.

With this task the immigration authorities of the Dominion are endeavoring to cope, and with a fair measure of success, so far as numbers go. Statistics show that each year, increasing thousands of immigrants have arrived from Great Britain, Europe and the United States, and have been settled on the Western plains. And yet their coming has been but as a drop in a bucket. Still the call goes forth for more and more. The immigration agents are responding nobly and, if we mistake not, 1904 will witness a phenomenal influx of settlers.

It has frequently been pointed out by opponents of the Government, that there exists a tendency on the part of officials to sacrifice quality for quantity and that they imagine their obligation ends when they have placed another settler, good, bad or indifferent, on Canadian soil. This was particularly emphasized when the colonies of Doukhobors and Gallicians were brought to this country and settled in the West. Opposition to the Government's action was most pronounced at that time.

Without commenting on the wisdom or folly of this particular action of the Government, we would like to speak in general terms on the lamentable lack of foresight which has been displayed by the authorities in another direction. It would appear as if the Government were working entirely for the present, as if their instructions were simply to bring in so many settlers like so many head of cattle and dump them into the West; as if their salaries were in direct proportion to the number of immigrants landed at Canadian ports. They have forgotten the all important thing that a day of reckoning will come for everything they have overlooked.

Possibly the most important feature of the case, which they have overlooked, relates to the method of settling the immigrants. Theq have apparently forgotten that the future weal of Canada depends directly on the proper assimilation of the heterogeneous mass of foreigners, who are annually entering the country. Only a lamentably small proportion of our immigrants are British subjects, inspired with those British ideals of justice and equity which have made Canada what she is to-day. The huge majority lack these traits and to such they must be taught. This can best be accomplished by direct contact. Otherwise the newcomers will offer a serious menace to future progress.

Let us ask, are these new settlers being placed in such a way that they will come into direct contact with sturdy British ideals or are they being herded in isolated colonies, in which their own beliefs and institutions will have an opportunity to flourish and multiply? Are they being placed in such a way that the process of assimilation will be as rapid as possible, or are they so situated that the process will take generations? We are compelled to say that the Government has displayed a serious lack of foresight in placing these colonies, and that in herding settlers of similar race and sympathies together, they have seriously hampered the process of assimilation.

It is an actual fact that in many districts in the Northwest a traveller can journey for miles without encountering a single Britisher, the country being completely occupied by Mennonites and other peoples of peculiar beliefs. This is a condition which should not exist in Canada and the policy which has produced it should no longer be permitted to hold sway. Let us make Canada a united whole, true to British institutions and British ideals, and that as rapidly as possible.

THE GROCERS SAFE.

IT is matter for congratulation that, although nearly every trade suffered serious loss in the great conflagration in Toronto on Tuesday, April 19, not one of the wholesale grocery houses was damaged. The paper supply houses were completely wiped out, and the large dry goods warehouses, with a single exception, suffered a like fate. The hardware men were also included in the ruin. Only among the grocers was there rejoicing and thanksgiving at the preservation of their interests.

But, while thankful for so safe an outcome, Toronto wholesale grocers unite in sympathy with their fellow merchants in their severe losses. They realize that though their own interests are safe for the time-being, much of their future prosperity will depend on the restoration of the properties which have been destroyed.

CANADA'S UNDERPAID JUDICIARY.

FROM time to time, out of as well as in Parliament, public attention is called to the meagre salaries paid in Canada to the judiciary, and the bad results which are the inevitable consequence of such misplaced economy.

Canada has become a great and wealthy nation, her industrial and commercial interests are expanding with exceptional rapidity. So matters litigated in our superior courts are often of great magnitude, involving very large sums of money. It is becoming more and more imperative, in the interest of Canadian industry and commerce, that they should have for their determination the best legal talent our country can produce.

No feature of British institutions has been more universally recognized than the importance of having, as the expounders of the law, those who in their day have been the most brilliant members of the British bar. This fact, more than any other, has induced that profound respect for the law which has always characterized the English nation.

Most of the British self-governing colonies have recognized how important it is that the highest legal excellence should be attracted to the bench, and have followed the English precedent as far as possible by making the salaries commensurate with the importance of the office. Consequently, we find that whereas in England the lord justices have salaries of $25,000, correspondingly adequate salaries have been provided by statute in most British colonies. For example: In Victoria, with a population of 1,200,000, the chief justice receives $17,000, and each of the puisne judges $15,000. In Queensland, with a population of only half a million, the chief justice receives $17,500, and each of the puisne judges $10,000. In Cape Colony, with a European population of 400,000, the salary of the chief justice is $15,000, the puisne judges $10,000. And even in little Tasmania, with a population of only 175,000, the chief justice receives $7,500, and each of the puisne judges $6,000, and most recently of all, in the new Commonwealth of Australia, the salaries of the supreme court judges were, at the last session of Parliament, fixed for the chief justice at $17,500 and the puisne judges $15,000. In Ireland, with a population considerably less than Canada's, the salaries are fixed as follows: Lord chancellor, $40,000; master of the rolls, $20,000; vice-chancellor, $20,000; land judge, $19,500; lord chief justice, $25,000; chief baron, $23,000; eight puisne judges, each $17,500. The lord chancellor may be eliminated as not offering any comparison, but the salaries of the other judges, and especially those of the puisne judges, are fair matters for comparison.

In Canada alone do we find this English precedent not followed, and the judiciary treated with the utmost parsimony. The average salary of our superior court judges is but little above $4,000, and the salary of the chief justice of the supreme court of Canada is only $8,000, and the puisne judges $7,000, a sum little more than that given to the corresponding judges in Tasmania, notwithstanding the fact that we have in Canada a population of nearly six millions, and a wealth per capita higher than many of the leading nations of the world.

When the salaries of the supreme court of Canada were fixed the standard adopted by the then prime minister, Hon. Alexander Mackenzie, and his minister of justice, was the salaries paid to the ministers of the crown. At first sight that looks eminently fair. But when it is remembered that these salaries of ministers were fixed at a time when the cost of living in Ottawa was certainly not two-thirds of what it is to-day, and further that the ministers receive $1,500 a year for sessional allowance in addition to their salaries, and enjoy with their families the privilege of travelling free over all the great railway lines of Canada, it will at once be seen how unfair to the judges the standard taken is. No one contends the ministers are overpaid. On the contrary, the opinion of all those whose opinion is worth anything is that they are under paid. Still they receive a good deal more than $2,000 per year beyond the salaries paid to the judges of the highest appeal court in Canada.

Here is a court, comparing smaller things with greater, ranking in Canada on a par with the supreme court of the United States and the appeal court of Great Britain in those countries, and from which is demanded a comprehensive knowledge of both the civil and the common law, who sit in appeal upon cases from the Yukon to Halifax, who by their judgments settle the judicial foundations on which the future of this great country will be raised up, and we pay them about between one-third and one-half of what men in similar positions in other parts of the empire with equal responsibilities or lesser ones receive.

Heretofore mere politicians have succeeded in defeating every proposition to remedy this wrong. A judge, to them, is a judge and no more, whether sitting in a county court or a superior court, settling disputes between their neighbors or sitting as the highest Canadian court of appeal and determining the meaning of the constitution of the country or matters involving millions in money and property to its Government or its people.

We do not desire to under-rate the importance of the duties discharged by the county or superior court judges. But we do maintain that if a general levelling up of the salaries of the judges cannot at present be attained, there can be no question that the time has arrived when at any rate the supreme court of Canada, the appellate tribunal to which cases are carried from the highest appellate courts of every province, should have paid to its judges salaries in some respects commensurate with the importance of the office, and which will avail to attract the best legal talent of our country.

We desire to express in the strongest terms at our command our view that the first step at any rate should at once be taken to remedy this evil, by a substantial increase being voted by parliament for the salaries of the judges of the supreme court of Canada. And we are convinced that in doing so we are voicing the sentiments of the business men of Canada generally.

The absurd answer which from time to time we find made to this state of affairs, and at the last session of Parliament we regret to say expounded by members on the floor of the House, is that there is no difficulty in getting judges at the present salaries. This is quite true, but the question is not can you get lawyers to fill the judicial positions, as to which there can be no doubt, but the important question is, can you get the best lawyers in Canada to go on the bench with the meagre salaries at present paid to the judiciary? We are convinced to the contrary.

It is indeed lamentable that politicians, merely desirous of the approval of the unthinking, should be permitted to obstruct the carrying out of a national duty by declaring that unless the complicated and difficult question of county court and superior court salaries be considered those of the higher courts must not be touched.

Such a position is unwarrantable, indefensible, and it is to be hoped that the

present House of Commons will have sufficient regard for the industrial and commercial interests of the Dominion to bear down such petty obstructions and to do justice to the judiciary, beginning where the need is most vital by dealing with the appeal courts, where injustice in the shape of inadequate salaries for the responsibilities and duties appertaining to the judges has too long prevailed.

No business man would allow such a relationship between himself and a valued, trusted employe. Why should the Dominion of Canada treat her most trusted and honored servants as no business man would his employe? The remedy is simple. Increase the salaries to an equitable figure.

This important subject is at present receiving more than ordinary attention from the more thoughtful business men of Canada. It is felt by them to be a matter of supreme importance, not only that the services of the best men should be obtained for our appeal courts, but that when secured they should be paid salaries commensurate with the dignity and responsibilities of their position, and which would ensure the devotion of all their time to the study and decision of the cases before them.

It is a matter of public notoriety that in some, at least, of our principal cities this is not so and that the members of the court have found themselves compelled to accept outside positions of emolument, acceptance of which, while perhaps not absolutely inconsistent with their position as judges, at least gives a great shock to the traditions which Canadians have inherited and maintained with respect to the judiciary. For our own part we have no hesitation in saying that a system which not only tolerates but in the cases of those judges who have large families compels a resort to these methods of eking out an insufficient income is an intolerable one.

DEPRESSED CHEESE SITUATION.

CANADIAN cheese merchants and dairymen have not escaped the general depression ruling the market at home and abroad at the present time. A glut in stocks is reported on both sides of the Atlantic. The nearness, moreover, of the new-make season, together with the ridiculous underestimation of stocks in the east and west has exaggerated the unhealthy condition of the market. Dealers have been dropping money right and left for the past two months, and many who formerly made trips to England have been compelled to cut them out this season, and trust to agents.

It is hoped for the sake of such losers that the new make of cheese may open low enough to enable them to clear out old stocks at a fair price. Present indications point to the possibility of the bulk of first productions being turned entirely into cheese, the volume of which promises to be away behind that of last year, the reason being the poor outlook in butter.

Shipments of cheese for the year 1903-4, covering the period from the opening of navigaion May 19, 1903, to April 14, 1904, show an increase over those of last year of 396,727 boxes, the figures for 1903 and 1904 being 2,498,132 and 2,894,859 boxes respectively. Shipments for the week ending April 14 are interesting; those from Portland, St. John, and New York being 572, 5,767 and 16,961 boxes, as against 1,014, 97 and 3,066 boxes respectively for the same week last year.

Butter shipments to the same date show a decided falling off, those of 1904 being 361,402 packages, while those of 1903 were 592,850 packages, a decrease of 231,448 packages.

JAPANESE FLOUR TRADE.

IT is quite businesslike on the part of Canada to seek new markets for her food stuffs of all descriptions. Just at present, two markets, in which there seem to be bright prospects for the development of a Canadian flour trade, are being brought to the attention of business men. These are the West Indies and Japan. Heretofore Canadian flour has not been sold to the extent it deserves in either market.

Owing to the war, the prospects in Japan have been more or less emphasized. Statistics show that in 1901 and in 1902 the United States supplied 97 per cent. of the flour imported into Japan. In 1903 the Japanese were preparing for war. They had an intuitive belief in the inevitable and they bought accordingly. The imports of flour reached 269,000,000 pounds, or three times the total imports in 1901.

Canada had only a small share in that amount. Yet, as Mr. McLean, the newly appointed commercial agent to Japan, said, last year Canada made a notable impression with her exhibits of flour at the Osaka exposition. What has been the result? Canadians have been stirred to a new interest and rightly so, for American millers are after the Japanese trade with great eagerness.

The New York Journal of Commerce the other day published a long interview with the Japanese Consul at New York pointing out the advantages of the Japanese market. He stated that the Japanese had been very successful in cultivating wheat and, now that the war would prevent them from working the farms, other countries would be looked to for supplies. In his remarks he said Canada was looking out for the market and kindly added that Americans who had previously supplied such a large percentage of the flour might be superseded.

Canadian millers will certainly be considered very much behind the times if they do not energetically set to work to co-operate with Mr. McLean in an endeavor to capture the flour trade of Japan.

There is another important aspect of the wheat situation in the Far East. Following the steady advance of Japan towards civilization, it is only sane and natural to believe that, when war shall have ceased, Japan will have become a wheat-eating nation. Rice will have declined in popularity and flour will have advanced. Then, too, the grade of flour used there now is not the highest. The change from the use of low-grade to high-grade flour will be a matter of evolution. To give an idea of how little wheat has been grown in Japan, let us quote from the official reports on commerce. These show that in 1902 there were cultivated 1,063,915 acres of wheat yielding about 15,370,000 bushels, or 14.4 bushels to the acre; rye, 1,592,145 acres, yielding 30,285,000 bushels, or 19 to the acre; barley, 1,600,199 bushels, yielding 34,045,000 bushels or 20 bushels to the acre.

MR. JULES COTE A BENEDICT.

Mr. Jules Cote, manager and secretary-treasurer of S. J. Major, wholesale grocer, Ottawa, having decided to say adieu to the lonely life of bachelordom, joined the ranks of the benedicts on Tuesday, April 19. Miss Catherine Gravel, eldest daughter of Mr. L. Gravel, of Rockliffe, near Ottawa, is the lucky lady, and The Canadian Grocer desires to extend to them its best wishes for a life full of joy and happiness. Mr. and Mrs. Cote's wedding journey will take in New York, Atlantic City, Washington and other southern points of interest.

Don't you find that when you once get customers started on the use of "Salada" Ceylon Tea they stay right with you . . .

(Showing no desire to budge.)

Pretty convincing proof of its goodness and worth.—Then, as you know,

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It is so thoroughly known among consumers that all grocers should give it prominence.

New Pack is in the hands of the wholesale trade.

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BRUNSWICK BRAND in **SARDINES** — Domestic, Goods in Oil, ¼s; Mustard, ¼s and ¾s; Tomato, ¼s. **HERRINGS,** in Tomato Sauce and Kippered. **CLAMS, SCALLOPS, CLAM CHOWDER, BONELESS CODFISH, FINNAN HADDIES, BONELESS FISH.**

—Sold by all the leading wholesale grocers in Canada. All goods guaranteed. If you have not tried them you have missed something nice; if you have, we know you are still using them.

—Information respecting our goods will be cheerfully given.

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Connors Bros., Limited,

PACKERS OF SEA FOODS,

BLACK'S HARBOUR, - N. B.

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

Toronto, April 21, 1904.

Groceries.

TRADE in groceries has been quieter than usual this week, doubtless owing to the backwardness of the season. One wholesale grocer says the outlook is unfavorable in the extreme, and the situation will become aggravated in proportion to the prolongation of the bad weather. Canned goods are active, particularly canned corn, peas and tomatoes. Sugar is decidedly weaker this week, and the market is quiet. Syrups and molasses are in active demand at firm prices. The tea market is quiet at firm prices, and Japan teas are gradually getting into smaller compass. The Rio coffee market is still largely in the hands of bulls, and increased supplies of milder coffees are reported. Peppers and cloves are reported easier. The demand for prunes continues brisk; advices from Smyrna say there has been an advance in raisins. Currants are also firmer.

CANNED GOODS.

The market in canned goods is firmer and fairly active this week. Stocks are moving freely, particularly corn, peas and tomatoes, which are becoming light in bulk. Prospects point to a further advance in canned fruits next week, probably owing to the fact that the condition of stocks demands it. We quote the following prices:

Apples, 3's	....	0 90
" gallons	....	2 20
Asparagus	....	3 50
Beets, 2's	....	0 90
Beets, 3's	....	1 00
Blackberries, 2's	1 50	1 70
Beans, 2's	0 90	1 10
Corn, 2's	....	1 20
Cherries, red, pitted, 2's	....	2 20
" white	....	2 40
Peas, 2's	0 97½	1 45
Pears, 2's	1 45	1 60
" 3's	1 90	2 10
Pineapples, 1½'s	1 50	1 60
" 2's	1 80	2 00
" 3's	2 25	2 40
Peaches, 2's	1 55	1 70
" 3's	2 45	2 60
Plums, green gages, 2's	1 10	1 40
" Lombard	1 00	1 30
" Damson, blue	0 95	1 25
Pumpkins, 3's	....	0 95
" gallon	....	2 50
Rhubarb, 3's	....	1 80
Raspberries, 2's	1 40	1 60
Strawberries, 2's	1 40	1 60
Succotash, 2's	....	1 00
Tomatoes, 3's	....	1 12
Lobster, talls	....	3 35
" 1-lb. flats	3 50	3 70
" ½-lb. flats	1 90	2 00
Mackerel	1 00	1 25
Salmon, sockeye, Fraser	1 65	1 75
" " Northern	1 65	1 75
" " Horseshoe	1 65	1 75
" Cohoes	....	1 15
Chums	0 95	1 00
Sardines, Sportsman ¼'s	....	0 15
" ½'s	....	0 23
" Portugese ¼'s	0 08	0 10
" P. & C., ¼'s	0 25	0 27
" P. & C., ½'s	0 35	0 38
" Domestic, ¼'s	0 03½	0 04
" " ½'s	0 09	0 11
" Mustard, ½ size, cases 50 tins, per 100	8 00	9 00
Haddies	....	1 00
Kippered herrings, domestic	....	1 00
" " imported	1 45	1 55
Herrings in tomato sauce, domestic	1 00	1 10
" " " imported	1 45	1 55

SUGAR

The weakness indicated in last week's report has developed during the week under review and shortly after going to press last week there was a sale of 4,000 bags of Cuban centrifugals on spot at 2 1-4c c. and f., which is equivalent to $3.59 duty paid for 96 per cent, test, thus establishing a decline of 1-32 on spot sugars. The concession in price was made in order to avoid putting sugar into store. Since there have been sales of further lots totalling about 30,000 bags of Cubans, at an additional decline of 1-16 duty paid, the cost is now equal to $3.54 or fully 1-8 below the recent highest point of the market. Apparently there is nothing in the general situation to warrant this decline which has been caused solely by the precipitancy of Cuban holders in shipping sugars to American markets beyond the absorptive capacity, especially in view of former heavy sales to U. S. refiners for present month's shipment, which are now coming to hand so freely that refiners find it necessary to order arrivals into store for their account. They are therefore indifferent buyers at the moment and sales could only be effected at a further decline. Sellers, however, are not disposed to force sales now, in view of refiners' indifference, and supplies of unsold sugar in port, will, it is understood, be ordered into store.

Refiners are still buyers of sugars for delivery and are offering 1 16 over present spot value for May shipment and are believed to have obtained a limited quantity, say 30,000 to 35,000 bags at 2 1-4c. As a rule, sellers are holding for 2 5-16c c. and f. for May shipment.

Receipts at U. S. Atlantic ports for week ending April 13 were 49,325 tons, with meltings increased for the week by about 3,000 tons, say to 39,000 tons, which is 9,000 tons in excess of the same week last year. Total stocks in all hands are estimated at 150,648 tons, or 61,704 tons less than for corresponding week last year. The present stock is the highest recorded for this year so far. There are signs that grinding in Cuba is now on the way, there being 169 central factories grinding, which is two less than at last advice; receipts at shipping ports for the latest week being only 30,000 tons.

Stocks in United States and Cuba together are 413,648 tons, or 149,223 tons less than last year. Combined stocks of Europe and America at latest uneven dates were 3,420,648 tons, which is 44,300 tons less than for corresponding week of 1903. As an indication of steadiness in the market we hear of the sale of a cargo of nearby Cuban centrifugals to speculators on basis of 2 3-16c c. and f., which is the price last paid, and the article is evidently considered a good purchase on current basis.

London reports are firmer with beet advanced 1 1-2d for the week, being 8s 6 3-4d basis f.o.b. Hamburg, which shows a recovery to recent highest quotations. On this basis cane sugars have a differential of 26c per 100 lbs in their favor in New York markets.

There are no changes to note in Canadian or American refined markets. In the latter, Arbuckle is still selling 15c per 100 lbs below competitors for prompt delivery, while his price for 30 days delayed shipments is only 5c per 100 lbs less. The demand for refined sugar is very light at the moment and little new business is heard of in Canadian markets. There are no indications for the immediate future, but the fact that Canadian refiners are paying prices for British West Indian raw sugars equivalent to full c. and f. parity of Cubans in New York may be taken as a sign of continued steadiness. Our quotations are as follows:

Paris lumps, in 50-lb. boxes	4 88
" in 100-lb. "	4 78
St. Lawrence granulated	4 23
Redpath's granulated	4 23
Acadia granulated	4 13
Berlin granulated	4 13
Domestic beet, granulated, 1902	3 98
Phoenix	4 13
Bright coffee	4 03
Bright yellow	3 98
No. 3 yellow	3 93
No. 2 "	3 73
No. 1 "	3 63

Granulated and yellow, 100-lb. bags, 10c. less than bbls.

SYRUPS AND MOLASSES.

A steady market in syrups and molasses is reported for the week at firm prices. Stocks of West India molasses which arrived recently on the local market are meeting with ready demand although this article cannot yet be said to be more than a novelty. Heavy stocks of New Orleans molasses remain on the market and must be disposed of before large sales of Porto Rico molasses can be expected. Our quotations are as follows:

Syrups—		
Dark	....	....
Medium	0 30	0 32
Bright	0 35	0 37
Corn syrup, bbl., per lb.	....	0 02½
" ½-bbls "	....	0 02¾
" kegs "	....	0 03
" 3 gal. pails, each	....	1 30
" 2 gal. " "	....	0 90
" 2-lb. tins (in 2 doz. case) per case	....	1 90
" 5-lb. " (in 1 ") "	....	2 35
" 10-lb. " (in ½ ") "	....	2 25
" 20-lb. " (in ¼ ") "	....	2 10
Molasses—		
New Orleans, medium	0 25	0 30
" " ½ bbls	0 27	0 32
" open kettle	0 45	0 50
Barbadoes	0 38	0 45
Porto Rico	0 38	0 42
Maple syrup—		
Imperial qts	....	0 27½
1-gal. cans	0 95	1 00
5-gal. cans, per gal	....	1 00
Barrels, per gal	....	0 75
5-gal. Imp. brand, per can	....	4 50
1-gal. " per case	....	5 10
½-gal. " "	....	5 60
Qts. " "	....	6 00

TEAS.

The tea market is somewhat quiet for the week with firm prices ruling. The demand for Ceylons and Indian blacks is in the lead while that for Ceylon greens has only been moderate. Japan teas are in small compass in Canada today, very little tea remaining in first hands, and stocks held by dealers generally light. The demand for Japans is not brisk. Notwithstanding this fact, the quantity available is so small in the country that higher prices are looked for before any low priced teas may be expected from Japan. Owing to war conditions in the East it is entirely problematical whether there will be any low priced tea during the season.

In Ceylon and Indian blacks buyers are numerous for low grades at prices of a month ago, but as there are no sellers on this basis, business may be said to be dull notwithstanding short supplies. Doubtless buyers will have to pay the market price on these grades as no tea is expected before June shipments from Ceylon and October shipments from Calcutta.

There is some demand for China Young Hyson teas for export to the United States and it is believed they are used for mixing with Japans in order to reduce the cost of the latter. There has also been some export to the United States of higher grades of gunpowders. We quote the following prices:

Congou—half-chests, Kaisow Moning	0 12	0 60
" caddies, Pakling	0 19	0 50
Indian—Darjeelings	0 35	0 55
Assam Pekoes	0 20	0 40
Pekoe Souchongs	0 17	0 25
Ceylon—Broken Pekoes	0 36	0 42
Pekoes	0 22	0 30
Pekoe Souchong	0 18	0 25
China Greens—Gunpowder, cases, extra firsts	0 42	0 50
" half-chests, ordinary firsts	0 22	0 28
Young Hyson, cases, sifted, extra firsts	0 42	0 50
" cases, small leaf, firsts	0 35	0 40
" half-chests, ordinary firsts	0 28	0 38
" " seconds		0 23
" " thirds	0 16	0 18
" " common		0 15
Pingsueys—Young Hyson, ½-chests, firsts	0 28	0 32
" " seconds	0 18	0 19
" half-boxes, firsts	0 28	0 32
Japan—½ chests, finests May pickings	0 38	0 40
Choice	0 33	0 37
Finest	0 30	0 32
Fine	0 27	0 30
Good medium	0 25	0 28
Medium	0 21	0 23
Good common		0 20
Common		0 19

COFFEES.

The coffee market continues very firm with comparatively free movement of milder grades of coffees, and reports of increased arrivals of the same at primary markets. The Rio market continues to become firmer, and the local demand is increasing slightly; prices for Rios are advancing in primary markets. Reports as to Rio crops in Brazil are conflicting and bears and bulls have caused prices to fluctuate at times from 35 to 40 points. Owing to the fact that dealers stocked heavily last September when prices were easy they have not been compelled to buy recently. With supplies gradually dwindling, however, it looks as if they would have to pay the increased price very soon. We quote the following prices:

	Per lb.
Green Rios, No. 7	0 08
" " No. 6	0 08½
" " No. 5	0 08½
" " No. 4	0 08½
" " No. 3	0 09 0 09½
" Mocha	0 21 0 25
" Java	0 22 0 35
" Santos	0 10 0 12
" Plantation Ceylon	0 26 0 35
" Porto Rico	0 22 0 25
" Guatemala	0 22 0 25
" Jamaica	0 15 0 20
" Maracaibo	0 16 0 23

RICE AND TAPIOCA.

There is no special feature of the rice and tapioca market to record this week, except a steady demand for both at firm prices. Our quotations are as follows :

	Per lb.		Per lb.
Rice, stand. B	0 03¾	Tapioca, staple	0 03¼ 0 03¾
Patna	0 05 0 05½	" double goat	0 04½
Japan	0 06 0 07	Carolina rice	0 10
ago	0 03½ 0 04		

SPICES.

A fair demand is reported for spices of all kinds at quotation prices. Cloves are somewhat easier than last week, and a slight decline in peppers is noted varying from ½ to ¼c per lb. We quote the following prices :

	Per lb.		Per lb.
Peppers, blk	0 18 0 19	Cloves, whole	0 25 0 35
" white	0 23 0 27	Cream of tartar	0 25 0 30
Ginger	0 18 0 25	Allspice	0 14 0 17

Foreign Dried Fruits.

The demand for dried fruits continues steady at firm prices with prunes still the special feature of the market. Since the improvement made in Oregon prunes, these have largely taken the place of the California variety. The demand for prunes is particularly brisk. Increased sales of currants are reported at advanced prices. Advices from Smyrna say that the rumors of the previous week regarding the coming crop of Sultana raisins have been confirmed. There is little doubt but that the damage from frost will amount to fully 15 per cent. of the crop, and in some districts it will be even greater. This fact has influenced buying to a considerable extent and together with an improvement in the demand abroad has caused an advance in prices on an average of 4s. per hundredweight above the level of a fortnight back. Dealers in Smyrna, following instructions from their clients in the interior are either asking substantial advances or withdrawing stocks from the market altogether for the present. Evaporated apples are quoted this week at 6½c per lb. We quote the following prices :

PRUNES.

	Per lb.		Per lb.
100-110s	0 04 0 04½	60-70s	0 06¾ 0 07
90-100s	0 05 0 05½	50-60s	0 07 0 07½
80-90s	0 05½ 0 05¾	40-50s	0 07¾ 0 08
70-80s	0 06 0 06½	30-40s	0 08¼ 0 08½

CANDIED PEELS.

	Per lb.		Per lb.
Lemon	0 10 0 12½	Citron	0 15 0 18
Orange	0 11 0 13		

FIGS.

	Per lb.		Per lb.
Tapnets	0 03¾	Elemes	0 09 0 20
Naturals	0 06½ 0 09½		

APRICOTS.

	Per lb.
Californian evaporated	0 12½ 0 15

PEACHES.

	Per lb.
Californian evaporated	0 08½ 0 12

CURRANTS.

	Per lb.		Per lb.
Fine Filiatras	0 04¾ up	Vostizzas	0 07 0 08
Patras	0 06 0 06½		

RAISINS.

	Per lb.
Valencia, fine off-stalk	0 06¼ 0 06½
" selected	0 07 0 07½
" selected layers	0 07½ 0 09
Sultana	0 06½ 0 10
Californian seeded, 12-oz	0 08½ 0 09
" " 1-lb. boxes	0 10½ 0 11
" unseeded, 2-crown	0 07½
" " 3-crown	0 08 0 08½
" " 4-crown	0 09 0 10

DATES.

	Per lb.		Per lb.
Hallowees	0 03¾ 0 04	Fards	0 08¼ 0 09
Sairs	0 03¼ 0 03½		

Country Produce.

APPLES.

Evaporated apples, per lb	0 06½

EGGS.

The egg market is brisk with supplies increasing steadily although dealers so far have not been apprehensive of a glut in the market. We quote the following prices :

Eggs, fresh laid, per doz	0 14

POULTRY.

Nothing new is reported in poultry for the week, the market being particularly quiet. Last week's quotations continue unchanged. We quote the following prices :

Chickens, live per lb	0 09 0 10
Old hens " "	0 05 0 06
Chickens, dressed, per lb	0 10 0 13
Old hens, " "	0 06 0 07
Turkeys, " "	0 14 0 15

MAPLE SUGAR AND SYRUP.

Trade in maple sugar is quiet. The season is reported to have been short and unsatisfactory, and very little genuine maple sugar is offering. We quote the following prices :

	Per lb.
Maple sugar, 30-lb. boxes	08
" syrup, wine gallon, per tin	0 75
" " imperial gal. per tin	0 90

BEANS.

The bean market continues featureless with trade quiet at last week's quotations. We quote the following prices :

Beans, mixed, per bush	1 40
" prime, "	1 50
" handpicked, per bush	1 65 1 75
" water-stained "	1 00
" Lima, per lb	0 05½ 0 06½

HONEY.

The honey market is slow and very little trade is reported. Our quotations are as follows :

Honey, extracted clover, per lb	0 06½ 0 07½
" sections, per doz	1 50 2 00

Fish.

The fish market remains quiet, dealers being mostly employed in sorting up what remains of last Winter's stocks. Fresh fish are expected in a couple of weeks. Our quotations are as follows :

Whitefish, frozen, per lb	0 09
Trout, frozen, per lb	0 09
Herrings, fresh, per lb	0 04½
British-Columbian salmon, frozen, per lb	0 12
Halibut, frozen, per lb	0 12
Perch, per lb	0 06
Mackerel, frozen, per lb	0 10
Haddock, per lb	0 06
Cod, per lb	0 08
Tullibees, per lb	0 06
Fresh-water herring, frozen, per lb	0 04½
Finnan haddies, per lb	0 09
Oysters, standard, per small pail	4 50
" selects " "	5 00

Green Fruits.

The green fruit trade has been somewhat quieter as a result of the recent cold spell and fruit dealers who looked for their usual week-end rush were disappointed. Supplies of California navel oranges have been plentiful and quality good, but they are beginning to give way to pineapples and bananas for

which there is an improved demand. Valencia oranges are quiet, very few fancies having been sold this week. Lemons are quieter and prices have dropped 25c. Grape fruit is practically out of the market although some fancy stock is offering at fancy prices. Receipts of pineapples have been heavy and stocks are extra fine. The price of pines is easier and the same remark applies to bananas. Florida tomatoes are in active demand at easier prices. Strawberries have advanced in price and are arriving freely to supply increased demand. We quote the following prices :

California navels, per box	2 75	3 50
Mexican oranges, per box	....	2 00
Seville oranges, bitter, per box	....	2 50
Bitter oranges, Palermo, boxes, per box	....	2 40
Messina lemons, new, 300's, per box	2 50	2 75
" " 360's, per box	2 25	2 50
Valencia oranges, 420 case	....	4 50
Valencias, large, per case	5 50	6 00
Bahama grape fruit, per box	5 50	6 00
Havana pineapples, per crate	3 75	4 00
Jamaica grape fruit, per box	....	7 50
Bananas, large bunches	1 75	2 25
Bananas, red, per bunch	....	2 50
Apples, per bbl	1 25	2 50
Almeria grapes, per keg	....	8 50
Florida tomatoes, per crate	2 50	3 00
Tomatoes, green house, per lb	0 25	0 30
Cranberries, Jersey, per bbl	....	5 50
" Budd's longkeepers	....	7 00
Limes, per box	....	1 20
Limes, in ½-straps	....	2 20
Strawberries, Louisiana, quarts	0 22	0 25
" Florida "	0 25	0 30
" " pints	0 12	0 15

Vegetables.

There is a good demand for vegetables this week with supplies of cabbage, beets, carrots, parsnips, and green stuff difficult to obtain. Cabbage is 25c firmer, and carrots 15c firmer. Potatoes are scarce and slightly firmer, although local prices have not been affected as yet. Onions are scarce and will continue so for a week. Valencias have advanced 50 to 75c. Supplies of Egyptian onions received on the local market have been undersized and not fully matured. Lettuce is quiet and easier in price. California celery has advanced 50c to $1.50 and is very hard to get. The last shipment of California celery is reported to have reached Toronto, so that very little more will be procurable. Bermuda potatoes have advanced 50c. Green peas have appeared on the market for the first time this season. Our quotations are as follows :

Cabbage, per doz	0 75	1 00
" red, per doz	0 50	1 00
Potatoes, per bag	1 00	1 10
Potatoes, per bag, car lots	0 85	0 90
Sweet potatoes, per bbl	....	5 50
Sweet potatoes, crates	....	2 50
Onions per peck	....	0 50
Onions white, per bag	2 25	2 50
Spanish onions, per crate	....	1 25
Spanish (Valencia) onions, large cases	....	4 00
Bunch lettuce, per doz. bunches	....	0 30
Radishes, per doz. bunches	....	0 50
Mushrooms, per lb.	....	0 75
Mint, per doz bunches	....	0 30
Parsley, " "	....	0 20
Sage, per doz	....	0 15
Savoury, per doz	....	0 15
Beets, per bag	....	1 00
Carrots, per bag	....	1 00
Parsnips, per bag	0 75	1 00
Artichokes, per bush	....	1 00
Yellow turnips, per bag	0 35	0 40
Leeks, per doz	....	0 40
California celery, large case	5 00	5 50
" " small case	....	2 60
Celery, per doz	0 75	1 00
Rhubarb, per doz	1 00	1 25
" per bundle	0 10	0 15
Green onions, per doz	....	0 20
Green house water cress, per doz	....	0 25
Green cucumbers, American per doz	1 75	2 00
" " Canadian, per doz	1 75	2 00
Asparagus, green house, per bunch	....	0 25
Florida spinach, per bbl	....	3 00
Florida spinach, per bush. hamper	....	1 25
Bermuda new potatoes, per bush	....	4 00
Green peas, per bush.	....	3 00

Seeds.

The seed market is brisk at quotation prices. Finer grades of all seeds are reported to be becoming scarce. We quote the following prices :

Red clover, per bush	5 75	6 35
Alsike "	4 75	5 75
Timothy, per "	1 15	1 75
" flail threshed	....	2 00

Grain, Flour and Breakfast Foods.

GRAIN.

The grain market is quiet this week. Manitoba wheat No. 1 hard is ½ to 2c easier, while oats have declined ½c. Prices are rather weak at the following quotations :

Manitoba wheat, No. 1 hard, per bush, Toronto	1 01½	1 02½
" " Northern No. 1 " "	1 00	1 01
" " " No. 2 " "	0 97	0 97½
Red, per bushel, on track Toronto	0 97	0 98
White " " "	0 97	0 98
Barley " " "	0 50	0 52
Oats " " "	0 35½	0 36½
Peas " " "	0 70	0 71
Buckwheat " " "	....	0 57
Rye, per bushel, " " "	0 64	0 65

FLOUR.

The flour market continues steady and quiet this week. The range of prices in Ontario wheat patents is 5c greater than last week, and prices are 10c easier. Straight roller is 10c easier. We quote the following prices :

Manitoba wheat patents, per bbl	5 00	5 15
Strong bakers "	4 75	4 90
Ontario wheat patents "	4 70	5 00
Straight roller "	4 40	4 50

BREAKFAST FOODS.

The market for breakfast foods continues brisk at firm prices. As farmers expect to begin seeding operations in a few days, local deliveries will in all probability be lighter, which will tend to make the market firmer. Everything, however, depends on supplies of grain in local elevators. Last week's prices continue unchanged. Our quotations are as follows :

Oatmeal, standard and granulated, carlots, on track, per bbl	5 05
Rolled oats, standard, carlots, per bbl., in bags	4 50
" " " " " in wood	4 75
" " " " for broken lots	4 90
Rolled wheat, per 100-lb. bbl	3 00
Cornmeal	3 50
Split peas	5 00
Pot barley, in bags	3 75
" in wood	4 00
Swiss food, per case	2 88
Aunt Sally's Pancake Flour, per case	3 00

Hides, Skins and Wool.

The market is quiet this week and prices firm. New season lambskins have advanced 5c since our last quotations. Deacons (dairies) have also gone up 5c each. We quote the following prices :

HIDES.

No. 1 green, per lb	0 07
" 2 " "	0 06
" 1 " steers, per lb	0 07½
" 2 " " "	0 06½
Cured, per lb	0 08

CALFSKINS.

Veal skins, No. 1, 6 to 12 lb. inclusive	0 09
" " 2 " " "	0 07
" " 1 15 to 20 lb "	0 08
" " 2 " "	0 06
Deacons (dairies), each	0 65
Sheep skins	1 00 1 15
Lamb skins	0 20

WOOL.

Unwashed wool, per lb	0 09	0 10
Fleece wool, new clip, per lb	0 15	0 16
Pulled wools, super, per lb	0 18	0 20
" " extra "	0 20	0 22

Special Announcement!
McGREGOR'S MARMALADE
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A staple article in all first-class grocery stores will in future be made by McGregor-Harris Co., Ltd., under the personal supervision of Mr. McGregor, the originator. For sale by all leading wholesale grocers and fruit merchants.
PRICES—Doolittle Quarts, $3.25; pound jars, $1.50; tumblers, $1.00 per doz. F.O.B. Toronto; Quaker Marmalade, $1.70 per doz.
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TORONTO.

QUEBEC MARKETS.

Groceries.

Montreal, April 21, 1904.

A VERY quiet week has passed in the grocery trade. Business in spices has been limited. Black pepper is dearer than it was last year at this time owing it is said to the smaller arrivals and the smallness of the stocks. Chillies for instance are more plentiful while the price is higher than it was last year. There is a large amount of Jamaica ginger in stock and the price is low with little demand. Sugar remains active with steady prices and fair demands. From the demand noticeable in the country it would appear that no heavy stocks were being carried by retailers and the policy of maintaining their holdings at a rather high level has been adopted. In the United States a sudden falling off has been noticed in the Cuban receipts and the value of raw sugar has been well maintained. Grocery crystallized seems to be very cheap and no doubt will attract some attention. Walnuts have become much easier and are selling at 18 and 19 cents. There is a continuous general demand for currants and dried fruits at the advanced price. Pickles are getting scarce and are dearer. Canned fruits are in splendid demand. The drop in molasses has been maintained, though steadiness now characterizes this market. In green fruit the activity in some lines has been noticeable. Grape fruit jumped from $7 to $9, with a good demand. Celery has advanced $1. Pineapples have dropped from 50 cents to a dollar a crate in New York. In tea there is a period of expectancy now awaiting some early news of the new crop of Japans. There has been little change in price, the general tone being firm. In coffee news comes from abroad that the drouth and unexpectedly hot weather in Sao Paulo has injured crops. It will be good for the Mexican coffee if the Costa Rica crop should continue to be short. The unusual arrivals of large quantities of Egyptian onions will tend to make the market easier. Canadian apples are decidedly firm and good Spies, extras, have brought $5 a bbl.

SUGAR.

A steady market has ruled all the week and plenty of offerings from the West Indies still maintain harmony between refiners and brokers. Some important arrivals have been reported at Halifax and as soon as navigation opens Montreal will be alive. We quote.

Granulated, bbls.	$4 15
" ½-bbls	4 25
" bags	4 02½
Paris lump, boxes and bbls	4 65
" " ½-boxes and 1½-bbls	4 75
Extra ground, bbls	4 50
" " 50-lb. boxes	4 70
" " 25-lb. boxes	4 80
Powdered, bbls	4 30
50-lb. boxes	4 50
Domino lumps, boxes and bbls	4 55
" " ½-boxes and ½-bbls	4 65
Phoenix	4 05
Bright coffee	3 95
" yellow	3 95
No. 3 yellow	3 85
No. 2 "	3 65
No. 1 " bbls	3 55
No. 1 " bags	3 45
Raw Trinidad	3 20
Trinidad crystals	3 30

SYRUPS AND MOLASSES.

The decline recorded last week is holding well. According to other reports it is likely to go further. There is a fair demand and the dealers seem to act as if there was abundance of stock in the country. We quote :

Barbadoes, in puncheons		0 27
" in barrels		0 29½
" in half-barrels		0 30½
New Orleans	0 22	0 35
Antigua		0 37
Porto Rico	0 45	0 48
Corn syrups, bbls		0 02½
" ½-bbls	0 02½	0 03
" ¼-bbls		0 03
" 38½-lb. pails		1 30
" 25-lb. pails		0 90
Bbls., per 100 lb		2 75
½-bbls. "		2 75
Kegs "		3 00
Cases, 2-lb. tins, 2 doz. per case		1 90
" 5-lb. " 1 doz. "		2 35
" 10-lb. " ½ doz. "		2 25
" 20-lb. " ¼ doz. "		2 10

COFFEE.

The market up to date has not changed but the big merchants are dubious as to future prices. Reports from Brazil show discouraging conditions, owing to the drouth and excessive heat. We quote :

Good cucutas	0 10	0 10½
Choice "	0 11½	0 12½
Jamaica coffee	0 10½	0 11
Java	0 18	0 22
Mocha	0 16	0 19
Rio	0 08	0 09

TEA.

The position of tea seems to have strengthened. Taking into account the demand, which is steady, the supply appears well within requirements, though the statistical position however would not indicate an easier market than last year. The arrivals of Ceylons seem to be lighter than last year and the demand is fair. From China the report comes that Russia still keeps up continuous demands and the local trade there has made some calls so that China tea shows a considerable increase with notable shrinkage in stocks. Stocks in the hands of the large dealers would indicate an exceptionally strong position, disclosing the likelihood of a further advance in all the lower descriptions. At any rate tea is worth watching now as the markets are peculiar. We quote :

Good to medium Japans	0 18	0 24
Fine to choice Japans	0 25	0 35
Ceylon greens	0 16	0 20
Indian greens	0 18	0 30
Japan style China congoes	0 10	0 10½
Pealeaf and Pinhead Gunpowders	0 23	0 40
Coarse to good Gunpowders	0 13	0 22
Ceylon blacks	0 14	0 30
Indian "	0 12	0 20

CANNED GOODS

Holders of canned goods are reserved and in salmon the interest remains unabated. Dealers short of stock are trying by some adroit methods to find sellers at prices quoted last week but without any marked success. For the retailer the market should be acceptable as he can buy without any likelihood of a decline for the next two months anyway. Canned fruits are in good demand but the California reports are discouraging. Canned pines have advanced owing to short crop. There has been no naming of prices except on a speculative basis. However, the report from the Niagara and Erie district is also discouraging for a circular to the trade states that field mice have ravaged the peach and other trees, also the cold and snow has killed buds, etc., so that short fruit crops may be looked for. The big wholesalers here look upon the circular as an usual thing and tactitly smile with a sort of a hint at the idea as a business dodge. The future will indicate who was right. We quote :

Tomatoes		1 15
Corn		1 15
Peas	0 87½	1 50
String beans	0 85	0 90
Strawberries, preserved	1 40	1 60
Succotash		1 00
Blueberries		1 10
Raspberries		1 40
Lawtenberries, 2s		1 50
Raspberries, black		1 35
Gooseberries		1 55
Pears, 2s	1 45	1 60
" 3s		2 10
Peaches, 2s	1 55	1 67
" 3s	2 40	2 60
Plums, Lombard 2s		1 30
" Green Gage, 2s		1 40
Cherries, red pitted, 2s		2 20
Baked beans, 3s		0 90
3-lb. apples		0 90
Gallon apples		2 20
2-lb sliced pineapples	2 00	2 10
Grated pineapples		2 40
Singapore whole pineapples		2 40
Pumpkins, per doz		0 95
Spinach		1 00
Sugar beets	0 90	1 40
Salmon, pink	0 90	1 00
" spring		1 40
" Rivers Inlet red sockeye		1 50
" Fraser River red sockeye	1 50	1 70
Lobsters, talls		3 45
" 1-lb. flats		4 00
" ½-lb. flats		2 25
Canadian Sardines, ¼s	3 65	4 00
California asparagus	4 50	5 00
Asparagustips	3 50	3 75

Foreign Dried Fruits.

With no marked change in prices the demand has been first rate. From the east it is learned that further damage has been sustained by the Smyrna Sultanas and experienced dealers believe that the yield will be of a restricted character. Valencia raisins are very likely to increase in price owing to the reports of stocks. Any grocer who has an all year round sale for these fruits should watch the market as an advance is likely. The low price of Sultanas might check the demand but the stock this year is light in comparison to last. We quote :

VALENCIA RAISINS.

New, finest off-stalk, per lb	0 06	0 06½
Selected, per lb		0 07
Layers "	0 07½	0 07½

FIGS.

Comadres, per tapnet	1 00	1 10
Elemes, per box, new		0 90

DATES.

Dates, Hallowees, per lb	0 03½	0 03¾

CALIFORNIAN EVAPORATED FRUITS.

Apricots, per lb		0 12½
Peaches "		0 09½
Pears "		0 12½

MALAGA RAISINS.

London Layers	1 75	1 90
"Connoisseur Clusters"		2 00
"Royal Buckingham Clusters," ½-boxes		1 00
"Excelsior Windsor Clusters"		4 25
" " ¼s		1 25

CALIFORNIAN RAISINS.

Loose muscatels, per lb	0 07½	0 08
" " seeded, in 1-lb. packages		0 10½
" " in 12-oz. packages		0 08

PRUNES.

	Per lb.	Per lb.
30-40s		0 09
40-50s		0 08
50-60s		0 07½
60-70s		0 06½
70-80s		0 06
80-90s		0 05½
90-100s		0 05
Oregon Prunes (Italian style) 40-50s		0 08
" " 50-60s		0 07½
Oregon prunes (French style), 60-70s		0 06½
" " 90-100s		0 04½
" " " 100-120s		0 04

CURRANTS.

Fine Filiatras, per lb. in cases	0 04½	0 05
" " cleaned	0 05	0 05½
" " in 1-lb. cartons	00 6	0 06½
Finest Vostizzas "	0 06½	0 07½
Amalias "		0 05½

SULTANA RAISINS.

Sultana raisins, per lb	0 06½	0 08
" 1-lb. carton		0 09
Shelled Walnuts	0 19	0 20

Green Fruits.

Strength and animation mark the fruit market. Grape fruit, which has been high enough at $7, with one swoop

rose to $9. Some dealers reported that special lines brought as high as $11. This is exceptional, of course. Then there seems to be a chase after high grade Canadian apples and some beautiful Spies brought as high as $5 a bbl. Celery jumped from $5.50 to $6.50. Sweet potatoes have advanced 50 cents. Cucumbers have dropped from $2 to $1.50, and spinach also hardened 25 cents. There has been a free demand for strawberries at 40 cents a quart. We quote :

Cranberries		8 00
Cocoanuts, per bag of 100		4 00
Canadian apples, in bbls	2 75	4 50
Pineapples, 24 to case		4 25
" 30 to case		4 00
Bananas	1 50	2 25
Valencias oranges 714's		4 00
" " 420's		3 75
Sweet potatoes, per bbl		6 50
Spanish onions, cases		3 50
French onions, 110-lb. cases		3 00
New Messina lemons 300's		2 75
" " " 360's		2 50
Florida oranges, per box	5 25	5 50
California navels	2 50	3 00
Florida tomatoes, per crate		3 00
California celery		6 50
Californian cauliflower, case		3 50
Florida grape fruit		9 00
Jamaica oranges		2 50
Jamaica grape fruit		6 50
Boston lettuce, per doz		1 25
Cucumbers, per doz		1 50
Spinach, bbl		3 25
Asparagus, doz. bunches		5 50
Radishes, per doz		45
Strawberries, qts		40
Chicago strawberries, small boxes		25
Peanuts, Bon Tons		12
" Sun brand		10½
" Diamond G brand		9½
" Coon brand		8

Fish.

There is still a lull in the fish market. Owing to the continued cold weather and the delay in the ice leaving the lakes and rivers, early fish are quite a luxury to-day. Even in halibut, consumers have had to fall back on the frozen stock, so little fresh being available. Haddies are scarce and it is almost impossible to keep up a regular supply. Prices remain about the same as last week in most lines. Live lobsters are coming in more freely and are selling at from 17 to 18 cents. Oysters have gone up a little, selects selling for $1.75 and standards at $1.50. The close season has set in from the 15th for pickerel and bass; for the former it will last until May 15, and for the latter until June. We quote :

Haddies	0 07½	0 08
Smoked herring, per box		0 16
Fresh haddock, per lb	0 04	0 04½
Pike, " round	0 05	0 05½
Halibut, frozen, per lb	0 09	0 10
Fresh halibut	0 12	0 14
Gaspe salmon, frozen, per lb		0 11
Frozen B.C. salmon, per lb	0 09	0 10
Fresh B. C. salmon	0 18	0 20
Fresh steak cod		0 06
Choice round trout	0 06½	0 07
No. 1 Labrador herring in 20-lb. pails	0 75	0 85
No. 1 Herring, Labrador, per bbl		5 00
" " " half bbl	2 75	3 00
No. 1 Holland herring, per half bbl		6 50
No. 1 Scotch herring, " "		6 50
" " per keg		0 95
Holland herring, per keg	0 65	0 75
No. 1 green codfish, new, per 200 lb		7 00
No. 2 green cod, bbls. 200		5 00
No. 1 large green codfish, new, per 200 lb		7 50
Green pollock, bbls. 200		4 00
Salt eels, bbls. 200 lb		0 6½
Salt mackerel, pail of 20 lbs		1 60
Boneless cod, 1 and 2-lb. blocks, per lb		0 06½
" fish, " " "		0 05
" " loose, in 25 lb. boxes		0 04½
Boneless fish, in crates 12 5-lb. boxes		0 05
Pure Georges cod, 40 lbs		0 7½
Skinless cod, cases 100 lb		4 75
B. C. salmon, choice red, per bbl		15 00
B. C. salmon, ½-bbl		8 00
Marshall's kippered herring, per doz		1 40
Canadian kippered, per doz		1 00
Canadian ¼ sardines, per 100	3 75	4 00
Canned cove oysters, No. 1 size, per doz		1 30
Canned cove oysters, No. 2 size, per doz		2 25
Shell oysters, No. 1 Malpecques	6 00	8 00
" " " common	3 00	4 00
Standard bulk oysters, per gal		1 50
Selects		1 75
Qualla salmon, frozen, cases	0 07	0 07

Country Produce.

EGGS.

Quite a surprise has dominated the egg market as it has refused to slump. Firmness was maintained and dealers were sometimes puzzled to understand the situation. For instance the arrivals on Monday amounted to about 630 cases, merely sufficient to fill regular requirements. The demand remained active at 15 to 15½ cents per dozen.

BEANS.

No new features have shown themselves in beans; in fact the same old prices rule. In a jobbing way some sales were effected of choice primes at $1.45 to $1.50. Primes also sold at $1.40 a bushel, while car lots of choice primes sold at $1.40 and primes at $1.35.

HONEY.

The tone of the honey market remains steady and prices are unchanged from last week. White clover is still scarce at 13½ and 14c. Extracted white clover was quoted at 8½ to 9c in ten lb. tins, and 7 to 7½c in 300 lb. kegs. Buckwheat still remains 6 and 7c.

POTATOES.

The market is still firm and a good demand has been recorded. Firmness all over is reported and 70 to 75 cents a bag was quoted ex track.

MAPLE PRODUCTS.

A steady trade has been done all week in maple products and the prices have risen slightly. Some of the stock coming in has not been as good as tne earlier deliveries. We quote :

Maple syrup, in wood, per lb	0 05½	0 06
Maple syrup, in large tins	0 80	0 85
Pure sugar, per lb	0 07	0 07½
Pure Beauce sugar, per lb	0 08½	0 09

Flour and Feed.

FLOUR.

Flour remains firm and the demand is still good. No doubt the prophecy of The Grocer that flour will go up in price will come true and the consensus of opinion among the big dealers is in concurrence with that idea. The manufacturers are all preparing for the advance and wheat of course in its natural value, that is in distinction to its speculative, will likely be in sympathy. We quote :

Manitoba spring wheat patents		5 40
" strong bakers'		5 10
Winter wheat patents	5 10	5 25
Straight rollers	4 85	5 00
Extra	3 80	3 90
Straight rollers, bags	2 30	2 35

FEED.

No change has been noted in the feed market. The demand is good with fair prices ruling. We quote :

Ontario bran, in bulk		19 00
" shorts		21 00
Manitoba bran, in bags	19 00	20 00
" shorts		21 00
Mouillie	26 00	28 00

OATMEAL.

A steady market has existed for oatmeal and demand has been active for all grades. We quote :

Fine oatmeal, bags		2 06
Standard oatmeal, bags		2 90
Granulated " "		2 90
Rolled oats, bags		2 55
" bbls		5 30

HIDES.

There has been no change in hides. We quote :

No. 1 beef hides	0 08	0 08½
No. 2 "	0 07	0 07½
No. 3 "	0 06	0 06½
Lambskins		0 75
No. 1 calfskins		0 11

NEW BRUNSWICK MARKETS.

Office of The Canadian Grocer,

St. John, N. B., April 18, 1904.

BUSINESS is quite good in spite of the late Spring. The river has only just opened up, being later than for several years. At the Winter port the active season is about done. several steamships having made their last trip. One encouraging feature of the increased export business done via St. John is that several of the lines are finding it to their advantage to continue their sailings to our port during the Summer.

The molasses situation, which has created so much interest here growing out of local conditions, is again a matter of particular interest. New Porto Rico is now arriving freely and the consumer is enjoying the benefit of the competition in the low prices. This is a very large importing point. Not only is general business good here but what is more encouraging is the large amount of building and re-building which is being done.

There has been quite a movement in potatoes during the past few weeks. American buyers, going through the province, have picked up a considerable quantity. Cream of tartar is again higher. In fish, the stock held is light and prices are high. Rice continues to be offered low. Large shipments have been received.

Oil.

In burning oil there has been no change in price and it is doubtful if the reported decline in the States has affected the market. Business is light. Linseeds are still offered low. Large shipments are being made on account of previous sales. Turpentine is high. Lubricating oils have considerable attention at this season. Fish oils are scarce.

Salt.

In Liverpool coarse salt there is quite a large stock held. Arrivals will be less frequent as the Winter port steamers cease sailing. This will lead to rather higher prices, as orders will be filled ex store in place of ex steamer. In Liverpool factory filled there is improved demand. The stock held is light. Canadian fine salt is having increased sale as the season advances. Shippers promise more prompt delivery than last year.

Canned Goods.

There is a steady trade. In vegetables quite a heavy stock is held. Corn with some is rather short. In fruits the market seems well supplied. Peaches are about the only short line. Blueberries are firmly held. Salmon remains unchanged though quite firm. There are a few lobsters. Meats begin to move more freely. Oysters are firm at rather higher prices. Domestic fish

are in light supply, haddies being very scarce.

Green Fruits.

The backward Spring causes rather dull business. Some four cars Western apples, chiefly Spies, have been received. In oranges prices are firmer. Lemons are still low. Bananas have been in rather light supply. Pineapples are offered but the sale is small. Tomatoes have little demand. In rhubard and strawberries some business is being done but total sales are not large.

Dried Fruits.

There is only a quiet business. In prunes dealers buy small sorting lots, chiefly small sized. Some evaporated peaches are offered at low prices. Apricots are high. Currants are unchanged. Dates are low. In evaporated apples market is higher and firm. Onions have free sale and prices keep quite firm. Burmuda onions are offered. There is said to be a large crop.

Sugar.

There is no change in price but the market is firm and dealers are holding full stocks and are expecting a nice profit.

Molasses.

Three cargoes of Porto Rico arrived this week for one of our importers. The molasses war, so called, is still on, though our local importer does not seem inclined to meet the present price quoted by the American firm with whom all the wholesale trade except one importer seem to be working. This American firm still carries a large stock of old goods, while Barbadoes is rather easier at the island and there is a large crop. The reports from Porto Rico advise that the crop is likely to be quite short.

Fish.

The supply of fresh fish is light. Gaspereaux were quite plentiful last week but the colder weather seems to stand them off. In halibut there is a fair supply. The high price of dry cod fish is still held. Smoked herring are in very light supply. Pickled herring are scarce and high. The outlook is for firm prices for some time.

Flour, Feed and Meal.

In flour the market is not so strong. During the past week Ontarios went off ten cents. Feed is scarce and high. Large quantities of New Brunswick hay continue to be shipped to Nova Scotia. Oatmeal is firm at the high price. Cornmeal is unchanged. Beans are rather easier. A fair stock is held. Seeds are moving slowly. The season is backward.

MANITOBA MARKETS.

Winnipeg, April 18, 1901.

BUSINESS for the past week has been good and jobbers report that they are well satisfied with the appearance of trade in general. It is reported that the rising of the South Saskatchewan River at Saskatoon has carried away two spans of the C. P. R. bridge on the main line. This will undoubtedly delay traffic to some extent west of Saskatoon. Throughout Southern Manitoba there is some anxiety over the prospects of a flood. The Red River for a time has been rising at the rate of 10 inches in 24 hours, but it is yet a long way from the flood danger line and at present it is nearly stationary.

Evaporated and Dried Fruits—All lines are firm with the exception of evaporated apples, which are very scarce and have gone up in price, being now quoted at 5½c to 6c a lb.

Corn syrups are a little higher owing to the advance in corn. The market quotes corn brand, 2 lb., at $2.40 a case; 5 lb. at $2.80; 10 lb. at $2.50, and 20 lb. at $2.45.

Sugar—The market is still firm, Montreal granulated being quoted at $4.90 in barrels and $4.70 in sacks, and yellows at $4.25.

Teas—The market is firm and prices on Japan teas and other lines practically remains unchanged.

Flour—The flour situation is unchanged. No. 1 patent is still quoted at $2.75.

Eggs—The market is a great deal easier and eggs are now jobbing at 20 cents.

Green Fruits—The market is firm and bananas are scarce and are quoted from $3 to $3.50 a bunch. Apples from $5.50 to $6. Box apples, 50 lb. cases, $2. Cucumbers, $2.25 per dozen. Tomatoes, 6 basket crates, $5, and onions, radishes and lettuce, 60 cents per doz. Oranges, $3.50 a case, and fancy brands $3.50 to $4.

Cured Meats—The market remains firm. Hams are quoted at 13¾c, shoulders 8¾c, picnic hams 9c, breakfast bellies, 13¾c, breakfast backs 11¼c, long spice rolls 11¼c, short rolls 10¾c, and long dry clear 9c.

Lard—The market remains firm with pure lard in 50 lbs. $5.20, 20 lb. pails $2.15, 10 lb. pails in cases $6.50, 3 lb. tins $6.65, and 5 lb. tins $6.60. Compound lard in 20 lb. pails $1.75.

CARTAGE OF FRUIT.

LOCAL fruit dealers are evincing considerable interest in a prospective fruit regulation for the Toronto market. The upshot of such a regulation will be that retailers will have to do their own carting from the fruit markets. At the present time wholesalers undertake the responsibility of delivering fruit to their city customers.

The principal object in view of wholesale fruit dealers in suggesting the new cartage regulation is to bring about an early morning market which has always been much sought after by wholesaler and retailer alike. Under present conditions such a market is impossible. The wholesalers claim that they cannot supply all or even the majority of their customers with supplies early in the day, when they have to guanantee the delivery of goods. They are not slow, however, to see the advantage of supplying their customers with crisp, fresh fruit and produce, so that it can be placed on show in ample time to catch the morning marketer, and the disadvantage in a retailer being obliged to wait for supplies until the day is well advanced.

Apparently wholesale fruit dealers will have nothing to gain if the new regulations come into force, beyond sharing in the results which will undoubtedly accrue from a general improvement in trade. They claim that they will have to double their staff in order to be able to meet the demands of trade during the early hours of the day, whereas at present a much smaller staff is quite able to manage a day's business which is spread over eight or nine hours instead of three or four.

Meetings have already been held by Toronto wholesale merchants with a view to arriving at a solution of the question, but so far no definite plan has been formulated. Certain retailers express themselves as not being willing to do their own carting. As we shall soon be in the middle of the fruit season, it is unlikely that the present Summer will witness any change in the regulations in force at present. It has been thought advisable, however, to have deputations from the retail and wholesale dealers meet and try to overcome some of the existing difficulties.

HINTS TO BUYERS.

Contributors are requested to send news only not puffs of goods they handle, or the arrival of standard goods that everyone has in stock, or that they are offering goods at close figures or that they have had an unusually large sale this season.

Dawson & Co., Toronto, have received a full car of Florida tomatoes direct from Southern Florida.

The Imperial Biscuit Co., Guelph, have an attractive proposition for a 10 cent Saturday candy special. A card would bring the price list.

Dawson & Co., Toronto, report the arrival of a car of Redland Beauty California navel oranges, also of a mixed car of California Beauty and Magnolia brands of navels, together with fifty half boxes of blood oranges, the latter of which are being offered at $2.

Lucas, Steele & Bristol, Hamilton, report good business in figs resulting from fig ad. two weeks ago. See ad. to-day.

McWilliam & Everist, Toronto, report the arrival of an extra fine shipment of pineapples.

If looking for bargain in peaches see Lucas, Steele & Bristol's advertisement.

THE WILSON COMMISSION CO, Limited
BRANDON, MAN.
Commission Brokers, Storage.
Correspondence Solicited.
If you have any snaps let us hear from you.

Grocerymen, the public meets you more than half way in your selling of

Blue Ribbon Ceylon Tea

The Red Label—40c., worth fifty.

JERSEY CREAM YEAST CAKE—THE ONLY YEAST WITH CREAM IN IT.

JERSEY CREAM YEAST CAKE—THE ONLY YEAST WITH CREAM IN IT.

OUR CAPACITY FOR THE MANUFACTURE OF THE CELEBRATED

Jersey Cream Yeast Cakes

is 500 boxes per day—
or 150,000 per year.

The sales in Canada amount to about **100,000** Boxes per year, so no one need suffer for the want of Yeast

JERSEY CREAM YEAST CAKES are without question the finest dry hop Yeast made in the world.

Buy, sell, use the only Yeast "on the Square"—Jersey Cream.

Hamilton Yeast Co., Hamilton, Ont.

JERSEY CREAM YEAST CAKE—THE ONLY YEAST WITH CREAM IN IT.

JERSEY CREAM YEAST CAKE—THE ONLY YEAST WITH CREAM IN IT.

PERSONAL MENTION.

Mr. Hopkins, senior member of the retail grocery firm of that name, St. John, is dead.

Baird & Peters, of St. John, N. B., landed three direct cargoes of Porto Rico molasses this week.

Anderson & Letteney, wholesale fish dealers, Digby, N.S., have dissolved partnership. Mr. H. Anderson will continue.

Mr. William Rankin of Halifax was introduced on 'Change, Montreal, by J. E. Hunsicker, one of the leading flour merchants.

Mr. S. A. McGaw, of Goderich, Ont., and Mr. Howard Holmes, London, Ont., were introduced on 'Change this week by Robert Meighen of the Lake of the Woods Milling Co.

Mr. W. H. Dunn, Montreal, has been appointed agent for Gillard & Co., London, for the Province of Quebec, and City of Ottawa. Mr. Dunn has a consignment of Gillard's Relish on the way.

A company to be known as Elliott, Marr & Co., Limited, has been incorporated under the Ontario Companies Act, to carry on the business of wholesale grocers at London. The share capital of the company is $100,000.

The Telfer Bros. & Co., wholesale grocers of Collingwood, Ont., have just asked for tenders for the erection of a five storey brick and stone warehouse on Lombard street in the City of Winnipeg, which will greatly add to the appearance of the wholesale district.

On 'Change this week the following were introduced: B. Swenerton, of Halifax, introduced by Mr. S. Cookson; Mr. Alex. Miller, of Pembroke, Ont., by J. E. Hunsicker; H. M. Weston, of Minneapolis, by Mr. John Corbett, of the C.P.R.

Mr. Chas. W. Gillett, only son of the late Mr. E. W. Gillett, was in Toronto last week, and while here was elected to succeed his father as president of E. W. Gillett Co., Limited, Mr. Gillett was accompanied by Mrs. Gillett and it is understood they enjoyed their visit to Toronto very much.

Mr. Frank Britton, representing Imperial Extract Co., (Shirriffs), Toronto, was a visitor to the trade in Montreal this week. Mr. Britton was on his way home from the Maritime Provinces, where he reports he had very successful trade. An interesting line he carried was a new style jar of shredded marmalade. The quality of the goods and the general appearance of the package should make it a profitable line for the trade to handle.

Mr. John Turnbull, general manager of the Nasmith Co., Limited, Toronto, was a caller at our Montreal office on Tuesday last. Mr. Turnbull is making a business trip to New York and Philadelphia. Interviewed as to business he stated that every department of works was running to its fullest capacity. "Permits have been taken out for our new factory on Sherbourne street, and when completed this building will permit of our doing full justice to the demands of the trade, as situated at present. While our capacity is very great we are very much handicapped."

BRANCHING OUT.

A representative of The Grocer while in Dundas this week was shown through the works of the Dominion Canister Co. by the secretary-treasurer, Mr. W. E. Woodruff, and witnessed with interest the various processes in the making of a canister. Mr. Woodruff reports that the season is opening very satisfactorily and with their increased capacity a good year's business is anticipated. The company are opening a branch in Victoria, B.C.

NEW CANNING COMPANY.

The Dominion Canning Company, Limited, has been incorporated at Toronto, with a share capital of $100,000 to carry on the business of manufacturing and of purchasing, selling and otherwise dealing in all kinds of canned goods. The provisional directors are P. A. Barry, W. H. Millman, W. J. L. McKay, A. D. Ellis, and J. Montgomery, all of Toronto.

LOBSTERS.

A novel method of shipping lobsters has been inaugurated with some little success by Maritime dealers. The difficulty of transporting live lobsters and the further inability of many prospective consumers to properly cook them, has occasioned the experiment of boiling them before shipping, carefully packed in ice. Results are reported as very satisfactory. It may interest retailers to know that lobsters should be boiled till red (about 20 minutes) in salt water.

FLOOD DANGER OVER.

All danger of a flood in Montreal is over now. The wharves are practically clear of ice and water, and the harbor is alive with tugs and small steamers which are busily engaged pushing ice out to the current of the main river where it may be carried down. No serious losses were sustained by the large commission houses whose cellars were threatened all last week.

FLAWS IN THE TREATY.

Before ratification a flaw has been found in the Anglo-French treaty. The Newfoundland herring fisheries are threatened provided the second clause in the treaty is enforced. This clause states that the British and French must cease fishing on October 20 each year. It simply means that the condition would be worse than before for the Newfoundland fishermen. For six months in the year there would be no fishing at all. It would prevent herring fishing in the Bay of Islands and Bonne Bay. These are vital issues enough but then there is the possibility of trouble with United States and Great Britain, as the American nation secured a right to fish there by a ratified treaty as far back as 1818. It is understood that the Newfoundland Government will not guarantee to ratify the treaty until these points are adjusted.

The paper and stationery houses suffered severely in the Toronto fire, Douglass & Ratcliffe alone escaping the general disaster.

BOUGHT A CREAMERY.

The insolvency of a large creamery in St. John's, Que., has led to the purchase of it Mr. A. J. Bryce, Montreal, at the cost of $12,000. Mr. Bryce is one of the best known and reputable produce merchants in Montreal and this creamery will no doubt profit by the change.

HAMILTON GROCERS MEET.

At the regular monthly meeting of the Hamilton Retail Grocers' Association last week, the sum of $100 was voted to the free department of the National Sanitarium Association, Gravenhurst, Ont. The members of the association were also addressed by Captain T. N. Lester on the subject of Fire Insurance.

PURE SPICES.

F. H. Leggett & Co., New York, invite attention to their announcement of pure Saigon cinnamon in bbls. and drums. They also make special prices on white and black whole pepper. Look up this firm's advertisement.

The Grocer extends sympathy to E. W. Gillett Company, Toronto, the only wholesale firm directly interested in the grocery trade whose plant was totally destroyed in the conflagration of April 19. Although the Gillett firm are badly crippled the announcement that they have a duplicate set of machinery in another building, and will be enabled to turn out goods within a reasonable time, is welcomed by their numerous friends.

DEPARTMENT OF ADVERTISING SUGGESTION AND CRITICISM

Edited by John C. Kirkwood, TORONTO.

NOTE—Herein are discussed the principles and practice of advertising. Subscribers are invited to send Mr. Kirkwood specimens of their newspaper and other advertising, for the purpose of review in this department. Address care of Department of Advertising, THE CANADIAN GROCRE.

WHERE CONDITIONS ARE A HANDICAP.

THE following letter voices a condition of affairs met with everywhere in Canada; namely, a merchant who is willing to do newspaper advertising, but who has no newspaper in which to advertise.

Maple, April 8, 1904.

Advertising Department,
Canadian Grocer.

Dear Sir,—I enclose copy of "dodger" for your criticism. I am aware that you do not approve very much of this class of advertising, but our business is done in a small village without the medium of any local newspaper; our nearest printer is four miles away and then he has only a limited assortment of type, etc, so that we are handicapped in getting proper display for even a "dodger."

BRIGHTEN UP!

Now is the time to brighten up your home. We have the stock to do it with and our prices are easy on your pocket.

Wall-papers — We have recently passed into stock the most up-to date assortment of Wall-papers that we have ever handled; prices from 3 cents to 15 cents per roll. We also have for your inspection, samples of high-grade Wall-papers, orders from which will be promptly filled by us.

Wall-colors — Sixteen shades to select from. One p'k'g will cover 500 square ft. and cost you 25c. The quality is "Sherwin Williams" quality; that's one of the reasons that it sells so easily.

Paints — Our paint trade for the past year was more than double that of any other year. We are aiming higher for 1904. If you have anything to paint from a flower pot to a house, it will pay you to use the "Sherwin Williams" paint. Full stock just received and we positively guarantee every can to give perfect satisfaction.

Specials — Aluminum Paint, for stoves and metal surfaces, 25c. tin. Furniture Varnish—cover up your scratched furniture, 10c. and 13c. tin. Furniture Polish make your furniture look new, 25c. per tin. Gold Paint, for brightening up gilt surfaces, 20c. per p'k'g. Paint Brushes from 5c. to 45c. each. White-wash Brushes from 20c. to $1.25 each.

Brighten Up. Do it now.

H. C. BAILEY,

MAPLE, April 8, 1904. **TELEPHONE STORE.**

There are in Canada to-day thousands of storekeepers in small villages and hamlets similarly situated as we are, and when we have not got a local paper, we find the "dodger" the next best medium of regularly reaching the homes of our customers.

We try to send them at least once a month, use good paper (when procurable) and whenever possible we mail it to "The Lady of the House."

Yours truly,
H. C. BAILEY.

This letter recalls another received two or three months ago from a firm of merchants in one of the territories of the Northwest, who stated that there was no local newspaper covering the section of country from which they drew trade. This firm sends out hand-written circular letters, reproduced by a neostyle mimeograph, or other duplicating device, using the mail service as a means of distribution.

In such communities, with such conditions the circular and "dodger" are certainly commendable. The object aimed at is likely to be secured—the securing of interested attention. This comes about because of the personal quality of the advertisement. In a large town or city, where the houses are deluged with circulars of all sorts, this form of advertising is weak, but in places where the distribution is comparatively rare, and where every merchant is likely to be known personally by almost everybody reading the circular or handbill, the effect is of quite another sort. The "story" is read by a larger percentage of the community, is read leisurely, attentively, and with an answering interest. In the large town or city, such an advertisement would be merely glanced at, to be immediately consigned to destruction in the great majority of cases. What may be good advertising one place is not necessarily good advertising another place.

So much for my opinion as to the value of this form of advertising. Something remains to be said, however, concerning the preparation of the circular. Mr. Bailey uses a printed handbill 6x9; Messrs. Brown & Black, in a town in Assiniboia, use, as has already been remarked, duplicated handwritten letters. This latter style can be very good or very bad—it depends upon the excellence of the handwriting and upon the clearness of the duplicate copies. In the case of Brown & Black, the handwriting was good—simple, small and neat. I have had two examples of their work. The first one received was altogether good; the second, I am sorry to say, was far from good—the writing was so faint as to require a very dili-

BRIGHTEN UP!

Now—when the Winter has gone. Your home needs brightening—Paper and Paint will help. May we not help, too?

Wall Papers — 1904 patterns are exceedingly pretty. It is really wonderful what a newness, freshness, the new patterns show. One can buy paper—a really good paper—sufficient for the ordinary room for as low as 75c.—border included.

Prices per roll range from 3c. to 15c.
For higher priced papers, we are prepared with sample books and can fill orders promptly.

Wall Colors — Many people prefer to paint their walls — and there is much to say in favor of paint—ease of putting on; walls can be washed; economy, etc. Twenty-five cents will buy paint enough for a big room.

16 shades.
Sherwin-Williams Paints.
Everybody knows and trusts "S-W-P." brand.

Paints — Paint saves everything painted. Paint improves the looks of things. Barns, sheds, houses, implements, interiors, floors, and what not. Use paint. It saves its cost in life prolonged.

Full stock of Sherwin-Williams Paint on hand.
Every can guaranteed by the makers and ourselves.
Since selling "S-W-P" paints, our paint trade has grown enormously. Last year if was just double that of our previous best year.

Brighten Up "Do it now."

H. C. BAILEY - Telephone Store

Maple, Ontario.

Spring 1904.

gent effort to make it out. A good idea is often marred in its execution.

To leave a good impression, a sense of pleasure, of satisfaction, the workmanship must be good: if it be otherwise, criticism is provoked, and disfavor. So much really good work of an advertising sort is being sent into the homes of people nowadays, that the public is quick to perceive the defects of poor work. With regard to Mr. Bailey's circular it is very fair. The paper is of superior quality—better far than most of the handbills one sees; the ink is good, and the "lay-out" or arrangement simple and readable. Possibly had this "dodger" been printed in a larger office, with a wider range of type at its command, something better would have been produced, yet as it stands it is a creditable piece of work.

The "matter" of the circular is perhaps more open to criticism. "Brighten up!" is good. Its double meaning is not objectionable. "Now is the time, etc." is not so good. In the first place the style is a little hackneyed, and in the second place the argument contained in "We have the stock——pocket" is neither strong nor convincing. In the sections devoted to wall papers, wall colors, and paints, the attempt is not so much to stimulate desire, to persuade, as to give information, of more interest to the advertiser than to the desired customer. This is a common failing with many advertisers—the tendency to tell their story from their point of view, telling of things of interest to them, rather than from the customer's point of view. For example, I do not suppose that a single buyer of paints cares a five-cent piece about the increase of Mr. Bailey's trade for 1903. I grant that it is a fact of value, but I do not think it constitutes in the manner in which it is stated, a compelling reason for buying paints from Mr. Bailey. The same fact differently presented can be made more pointed, more influential, but the appeal or argument must be from the reader's point of view rather than from the advertiser's. The section devoted to "Specials" is good. It is short, suggestive and there are no waste words. Prices are quoted, and prices are invariably interesting. The firm name is not displayed with sufficient strength. It would have been better from the view points of good advertising and of "balance" or symmetry for "H. C. Bailey, Telephone Store," to have been extended across the full width of the sheet.

I am re-writing this handbill to suggest a different treatment and at the same time endeavoring to strengthen it.

TORONTO RETAIL GROCERS' ANNOUNCEMENT.

On Wednesday afternoon April 27 at 2 o'clock. the Toronto Retail Grocers' Association will inspect the factory of Christie, Brown & Company. This will be the second visit to be paid to leading manufacturing institutions by the Toronto association, the last having been to the Weston Model Bakery. All members of the association are cordially invited to be present on this occasion.

CANNED GOODS FROM NORWAY.

Producers of high class canned goods abroad are awakening to the growing importance of the Canadian market. Messrs. Bickle & Greening, of Hamilton, the other day showed a representative of The Canadian Grocer a line of samples just received from Chr. Bjelland & Co., Stavanger, Norway, which for the first time were being offered to the Canadian wholesale trade. The goods include sardines in oil, anchovies and fish in a multitude of ways, meats and game. The packages are very attractive in appearance and Mr. Greening says the contents are quite equal to the promise.

Sterling Price per 112 lbs. Converted at 10 per cent. Exchange, into Cents and Mills Currency per lb.

S.	and	3d	6d.	9d.	S.	and	3d.	6d.	9d.
1s	.2182	.2727	.3272	.3817	51s	11.13	11.19	11.24	11.30
2s	.4364	.4909	.5454	.5999	52s	11.35	11.41	11 46	11.52
3s	.6546	.7091	.7636	.8181	53s	11.57	11.63	11.68	11.74
4s	.8728	.9276	.9818	1.04	54s	11 79	11.85	11.90	11.96
5s	1.09	1.14	1.20	1.25	55s	12.01	12.07	12.12	12.18
6s	1.31	1.36	1.42	1.47	56s	12.23	12.29	12.34	12.40
7s	1.53	1.58	1.64	1.69	57s	12.45	12.50	12.55	12.61
8s	1.75	1.80	1 86	1 91	58s	12.66	12.72	12.77	12.83
9s	1.96	2 01	2.07	2.12	59s	12.88	12.94	12.99	13.05
10s	2.18	2.23	2.29	2.34	60s	13.10	13 16	13.21	13.27
11s	2 40	2.45	2.51	2 56	61s	13.32	13.38	13.43	13.49
12s	2 62	2.67	2.73	2.78	62s	13.54	13.60	13.65	13.71
13s	2.84	2.89	2.95	3.00	63s	13 75	13.81	13 86	13.92
14s	3.05	3.10	3.16	2 21	64s	13.97	14 03	14.08	14.14
15s	3.27	3.32	3.38	3.43	65s	14 19	14 25	14.30	14.36
16s	3.49	3.54	3 60	3.65	66s	14.41	14.47	14.52	14 58
17s	3.71	3.76	3.82	3.87	67s	14 63	14.69	14.74	14.80
18s	3 93	3 98	4.04	4.09	68s	14.85	14.91	14.96	15.01
19s	4 15	4.20	4.26	4 31	69s	15.06	15.12	15.17	15 23
20s	4.37	4.42	4.48	4.53	70s	15.28	15.34	15 39	15 45
21s	4.58	4.63	4 69	4 74	71s	15.50	15.56	15 61	15 67
22s	4 80	4.85	4 91	4.96	72s	15.71	15 77	15 82	15.88
23s	5.02	5 07	5.13	5.18	73s	15.93	15.99	16 04	16.10
24s	5.24	5.29	5.35	5.40	74s	16 15	16.21	16 26	16.32
25s	5 46	5.51	5 57	5.62	75s	16.37	16 43	16 48	16.53
26s	5 67	5.72	5.78	5 83	76s	16.59	16 65	16.70	16.75
27s	5.89	5 94	6.00	6 05	77s	16.80	16.86	16 91	16.97
28s	6.11	6.16	6 22	6 27	78s	17.02	17.08	17.13	17.19
29s	6.33	6.38	6 44	6 49	79s	17.24	17 30	17.35	17.41
30s	6.54	6.59	6.65	6.70	80s	17.46	17.51	17.57	17.62
31s	6.76	6.81	6 87	6.92	81s	17 68	17.73	17.79	17.84
32s	6.98	7.03	7.09	7.14	82s	17 90	17.95	18.01	18.06
33s	7.20	7.25	7.31	7.36	83s	18.11	18.17	18.22	18 28
34s	7.42	7.47	7 53	7 58	84s	18.33	18.39	18.44	18.50
35s	7.64	7.69	7.75	7.80	85s	18 55	18 60	18.66	18.71
36s	7 86	7.91	7 97	8 02	86s	18.77	18.82	18.88	18.93
37s	8.08	8.13	8.19	8.24	87s	18 99	19.04	19 10	19.15
38s	8.30	8.35	8.41	8.46	88s	19 20	19 26	19.31	19.37
39s	8.51	8.56	8 62	8.67	89s	19.42	19.48	19.53	19.59
40s	8 73	8.78	8.84	8.89	90s	19.64	19.70	19.75	19 80
41s	8.95	9.00	9.06	9.11	91s	19.86	19 91	19 97	20.02
42s	9.17	9.22	9.28	9.33	92s	20.08	20 13	20.19	20.24
43s	9.38	9.43	9.49	9.54	93s	20.30	20.35	20.41	20 46
44s	9.60	9.65	9.71	9.76	94s	20.51	20.57	20.62	20.68
45s	9.82	9.87	9.93	9.98	95s	20.73	20.79	20:84	20.90
46s	10 04	10.09	10.15	10.20	96s	20.95	21.00	21 06	21.11
47s	10.26	10.31	10 37	10.42	97s	21 17	21.22	21.28	21 33
48s	10 48	10.53	10.59	10.64	98s	21.39	21.44	21.50	21.55
49s	10 69	10 75	10.81	10.86	99s	21.90	21.66	21.72	21 77
50s	10.91	10.97	11 02	11.08	100s	21 82	21.88	21 93	21.99

Comparison of French and English Measures.

1 kilog =2.2 pounds.
100 " =220 "
45.35 " =100 "
50.782 " =1 cwt.
1015 " =1 ton.

1 litre=1.75 pints.
4.54 " =1 Imp. gal
100 " =22 "

1 franc=19.3 cents.
5 " =$1.00.
25.20 " =£1.

When a Grocer Sells his Customers

Clark's Lunch Tongue

he gives them the Best Obtainable and Perfect Satisfaction.

"MONTSERRAT"

LIME FRUIT JUICE

THE STANDARD OF THE WORLD. STRONGER THAN OTHERS. PAYS BETTER PROFIT.

Guaranteed 7¼ per cent. Citricity and Undiluted.

FREE FROM MUSTINESS AND SEDIMENT.

Evans and Sons, Limited, Montreal and Toronto

CAPSTAN BRAND
High-grade Tomato Catsup

Put up in 10-oz. and 20-oz. bottles of a new design, and is very attractive.

This Catsup is far superior to many others and is giving perfect satisfaction.

Ask your wholesale grocer for it or see our travellers' samples.

The Capstan Mfg. Company, Toronto, Ont., Can.

EPPS'S GRATEFUL. COMFORTING.

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.

In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg.

THE MOST NUTRITIOUS. COCOA

TRADE MARK

This design a guarantee of quality.

WATERPROOF WRAPPING PAPER

For Express and Long Distance Packages. Put up in rolls 36 in. wide, 250 and 300 yards in a roll. Clean paper on both sides—waterproof substance in the centre—therefore it will not soil or stain delicate goods, as ordinary waterproof paper will. Practically odorless.

May be used either for case lining or wrapping packages.

SAMPLES AND PRICES WITH PLEASURE.

CANADA PAPER CO.

TORONTO LIMITED MONTREAL

NEW STEAMSHIP LINE.

HOW much trade might be done by a steamship service direct with Italy remains to be seen. Such a line is likely to be started shortly. At least so said Mr. Lawrence Contecin, son of the Hon. Louis Contecin, chevalier of the crown of Italy and founder of the Italian Society of Immigration in New York, who was in Montreal this week. He was there in connection with business interests in citrous fruits, his firm having large consignments of the 12,000 boxes of lemons now en route to Montreal from the Mediterranean. In this fruit matter he explained that a regular service would dissipate the annual glut in the fruit market caused by the first arrival of three or more big cargoes all at once. This, he thought, could be adjusted by a regular service so that the quality of all the fruit would be better.

The movement for the steamship service was instigated by a large Italian company having 120 boats. Further he hoped that the Dominion Government would grant a subsidy and that they would go further and grant a preferential duty on Italian goods, such as Italian wines, olive oil, nuts, brine, and other products in exchange for an Italian preference on coal, flour, lumber, wood pulp, petroleum, agricultural implements and other products that Canada exported to Italy.

Three Italian immigration commissioners are now on their way to the Canadian Northwest to select desirable wheat lands for the immigrants from Italy expected to come out this year.

FORESTRY PLANTATION.

The Ontario Agricultural College, Guelph, is branching out in every department of agricultural education. Some thirty thousand seedlings will be planted, principally Norway spruce, white pine, white ash, basswood and sugar maple. These young trees will be ready for distribution among the farmers in the Spring of 1905 and 1906.

EXPORT FIRM FAILS.

A winding-up order has been applied for in the case of the Canadian Export Company, Toronto, insolvent. This company was incorporated in October, 1902, to act as purchasing agent on a commission basis for houses in South Africa, Australia and Great Britain, and to conduct a general commission business in Canadian manufactured goods.

Window and Interior Displays

Timely Hints and Suggestions

The Window an Advertisement.

THE merchant who does not pay attention to the possibilities offered him in his window space shows a carelessness and a lack of thought that tell strongly against efficiency in any other department of his business. It is hard to see how he can be up-to-date in anything if he is so short-sighted as to neglect his show window.

Is it possible that he fails to see the strong advertisement a well arranged display can give him? How can he be so dense as to fail to grasp the fact that a daily newspaper with an actual circulation of 4,800, 100 square inches (not square feet) would cost approximately $10 per day, and in this space you can put only cuts of the articles themselves, and as a rule the cuts but imperfectly represent those articles. Now your window space presents a surface 144 times as great as your $10 newspaper space, has a depth in addition to surface, and in it can be displayed the articles themselves, true to life as to color, size, shape and everything, and, furthermore, they are seen at the entrance to your store, inside of which a salesman stands

Shown by A. A. Perry & Co., Montreal.

his displays may reach a great many people?

A Cincinnati paper says in this connection: "To appreciate the value of window display you should do a little figuring. How many people pass your store in a day? If the average is 10 a minute, in the eight busiest hours of the day 4,800 people would pass your window. This number, 4,800, represents what in newspaper parlance is called 'daily circulation.' Now, your show window occupies, say, 100 square feet surface, and in it you can display attractively quite a line of goods, changing the display as often as you wish. In ready to give additional information and exercise his ability in making a sale. This window space is yours every day and all day, it presents wonderful possibilities as an advertising medium, and it's up to you to get those possibilities out of it. If newspaper space properly used is worth its cost (and we are firmly convinced it is) how important it is that so valuable an advertising medium as the show window should not be neglected."

This Week's Illustration.

In the window illustrated this week is shown a good example of the stacking arrangement, which is the only style possible where a great range of goods is carried in the grocery stock. The display is made up entirely of Heinz's goods—pickles, catsups, soups, etc.,—and was displayed by A. A. Perry & Company, Westmount, Montreal.

The method of display shown here is sometimes done to death by merchants whose ideas go no further than the simplest forms of stacking. The arrangement of the bottles and tins illustrated is effective, however, and, contrary to the average window built on the same principle, shows considerable care and intelligence. Stacked goods, as has been said, form the basis of a great many arrangements which fail utterly in their purpose. Many of them require little thought, a small amount of time, and mean no expense in fixtures and trimmings. The result is a succession of them that surfeits the spectator and makes him pass without a look. Still they have their place, and interspersed with other styles form a pleasing variety and a good advertisement.

The stacking here is not of the ordinary kind and the number of different shapes of packages afford great opportunity of departing from the monotony of symmetrical and similar stacks. The foundation is evidently of soup tins. On the top of this at the sides are high stacks of tinned goods and a general arrangement of bottles. At the front are other stacks of canned and bottled goods, the latter making a pleasant variety. The outside decorations are sheaves of grain and a large central advertisement supplied by the Heinz people.

CANALS OPEN MAY 2.

The Welland canal will not open until May 2nd. A report to that effect signed by Mr. Schreiber, based on a report of the chief engineer of the Department of Marine and Fisheries, was posted in the board of trade hall on Monday. It was stated that owing to the lateness of the ice removal it was impossible to guarantee an opening of the canals before that date.

The Roof

Gets the Worst of it

There is no shelter for it—it shelters the rest from the force of the elements.

That's why you need the very best shingles, no matter where else you stint.

Eastlake Steel Shingles

are absolutely Fire, Lightning, Rust and Leak proof, and easy to apply. They've been proved long since the most reliably perfect and long lasting kind you can find.

Galvanized or Painted.

The one kind that always satisfies.

THE

Metallic Roofing Co., Limited

TORONTO, MONTREAL, WINNIPEG.

Merchants Who Buy Hides

I purchase Hides, Calfskins, Sheep Pelts, Tallow and Bones. I pay spot cash, full market values, freights, customs charges. I want an agent in every town and village in Canada. I furnish the money and keep my agents fully posted. Write me for fuller particulars.

CARROLL S. PAGE, - HYDE PARK, VT.

Orlan Clyde Cullen, C.E.L.L.M.

Counseller at Law U.S. Supreme Court.
Registered Attorney U.S. Patent Office.

U S. and Foreign Patents, Caveats, Copy rights and Trade Marks. Military and Naval Inventions a specialty. Address,

Box 264, Station G., Washington, D. C.

GUN SHOP and MODEL SHOP,
Warren White Sulphur Springs,
Totten P. O. Virginia.

"I Want Brock's."

Poor Bird Seed, poor bird seed business.
Good seed, good business.

SELL BROCK'S.

NICHOLSON & BROCK, - TORONTO

TRAPPISTS IN JAPAN.

TO a province like Quebec, where the per centage of the population is French Canadian, there is a natural strong respect and interest in affairs that have a bearing on the Roman Catholic church. When the church or those connected with it become concerned with trade, interest in commerce attaches. Near Montreal are the busy self-sacrificing Catholics known to the trade for their famous Trappist cheese and butter. They are monks who during their probationary studies devote spare time to cultivating the soil, perfecting the animal breeding and advancing the general welfare of the farm. Their life and character may be dealt with later as they are a mine of interest and their products have an enormous sale in Quebec. In fact the purity and excellence of their cheese and butter has never been surpassed for the prices charged. However, it is interesting to find from a Japanese traveller that away off in the Far East in a comparatively remote corner of the country, the Trappists make butter and cheese. In fact he declared that at Tobetsu near Hakodate there was a monastery and, there, in the neighborhood the most delicious butter was produced by the Trappists on their farms. At Tokio it brought big prices.

POTATO ALCOHOL

The use of potato alcohol to furnish light, heat and motive power has been developed rapidly and to a very high degree in Germany. Germany produces about 55,000,000 tons of potatoes a year, and uses for human food, stock food and starch only about 35,000,000 tons. The remainder is converted into alcohol, and used as a power generator for both land and water motors, and for cooking, heating and lighting. The alcohol vapour is burned like gas in chandeliers and street lamps, and gives a very bright light. In districts distant from mines it is cheaper than coal.

U. S. BEET SUGAR.

Similar difficulties to those which have confronted the beet sugar industry in certain parts of Ontario, have overtaken the same industry in certain sections of the United States. A refinery at Binghampton, N.Y., is to be moved to the State of Idaho, because it has been found difficult to persuade farmers in the veinity to raise sufficient supplies of beets.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postages, etc.

SITUATIONS VACANT.

WANTED — BAKER — Good all-round bread baker; state wages required. H. S. Ruby, Midland. (f)

SITUATIONS WANTED.

WANTED—Position as grocery, fruit or confectionery salesman; would go West; capable of taking charge; willing to go on road; strictly temperate; highest references; age 31. Address Box 122, CANADIAN GROCER, Toronto. (17)

WANTED—Situation as assistant miller, good stone dresser; good references; would take charge of small mill. Toronto Newspaper Agency, Guelph. (f)

BUSINESS CHANCES.

MANUFACTURERS or packers of specialties suitable for Italian warehouses, grocers, etc. desirous of placing their goods on the Irish market should communicate with N. Morrow, 16 Kansas Ave., Belfast. (17tf)

FOR SALE--Roller flour mill and woollen mill. The executors of Sarah Harrison's estate will receive offers until May 3, 1904, for Harrison's flour and woollen mill property. The flour mill has four double set Cochrane rolls; the woollen mill is a one-set mill; water-power used the larger portion of the year; steam used if necessary; situate in the central part of the town; to be sold to wind up the estate; inspection invited. For particulars apply to A. D. Creasor, executor of the Harrison Estate, or R. W. Evans, Solicitor, Owen Sound. (f)

GOOD paying grocery business in large Western Ontario manufacturing town for immediate sale. Stock and fixtures about two thousand. Stock clean, well bought. Corner store and swell stand. Last year's business sixteen thousand. Owner going west. Balfour & Co., wholesale grocers, Hamilton. (17)

AGENT WANTED.

HENRY THORNE & CO., Ltd., The Cocoa Works, Leeds, England, sole manufacturers and proprietors of "Health" Cocoa, desire to enter into negotiations respecting sole agency of their specialties in Canada. (18)

Reliable Goods Pay to Handle.

It does not pay, and in any case is not nice, to sell your customers Bottled Water for Ammonia—give them value—**Harvey's Domestic Ammonia** is full strength and chemically pure always.

JOHN C. HARVEY,
Manufacturing Chemist, Todmorden, Ont.

I Can Sell Your Grocery Business

no matter where it is or what it is worth. Send descripton, state price, and learn how. W. M. OSTRANDER, 172 North American Bldg., Philadelphia.

IT IS A GREAT MISTAKE

to suppose that only the Wealthy can enjoy

VAN HOUTEN'S COCOA

It is the **Cheapest** in use, because a little goes a long way.
It is not only **Pure.** It is also **Delicious.**

ALL WHOLESALE GROCERS IN THE DOMINION SELL IT.

Dominion Agents { J. L. WATT & SCOTT, - - - TORONTO
WATT, SCOTT & GOODACRE - MONTREAL

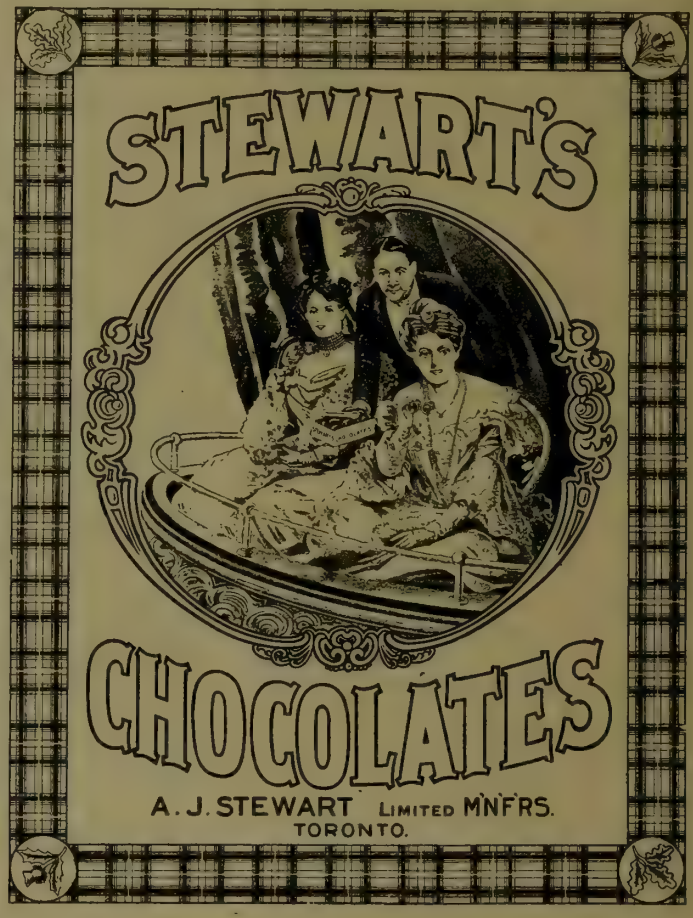
The Biscuit that sells.

"Pepsin" Sodas are sellers from the word "go." The name excites curiosity—the package is attractive—and the biscuits are above ordinary. Besides, you realize a larger profit because we are not in the combine.

Ever try "**METROPOLITAN MIXED**" at 8 cents per pound? One store sold three boxes first day.

Write us for price list for a 10-cent Saturday Candy Special.

The
IMPERIAL BISCUIT CO., Limited
Guelph, Ont.



If you want the Best we have it.
A trial order will convince you.

THE CANADA BISCUIT CO., LIMITED

King St West and Bathurst St. Cars pass our Works.

King and Bathurst Streets, TORONTO.

FODDER SHIPMENTS FROM VICTORIA.

It may interest Canadian exporters of agricultural products to know that very large shipments of fodd r are being regularly made at Melbourne for South African ports. The brand which is in the greatest demand is that supplied by a company who claim to subject their fodder to a patent process of moist heating, by which means it is said it will keep for any length of time.

Shipment is made in hydraulically pressed bales of about 112 lbs. each, steel hooped, and covered with coarse hessian. The fodder is composed of a mixture of oaten hay, bran and oats. The pressure to which the various ingredients are subjected requires considerable force to loosen the materials of which the fodder is composed. Some ordinarily prepared compressed fodder is also exported, but is not popular with shippers, owing to the fact that the slightest moisture causes the swelling of the oaten hay and the consequent bursting of the bales.

A NEW IDEA IN MARMALADE.

The Imperial Extract Co (Shirriffs) Toronto, have placed on the market a style of marmalade jar that should commend itself to the grocery trade. It is a small "individual" glass and contains sufficient shredded marmalade for one person. This package should sell freely to restaurants, clubs, hotels, dining cars, boats, camps, etc., and can be sold profitably at 5c. a glass. Its use does away with the serving of different people with the same spoon. It is a decidedly good idea and those of the trade who have not seen it yet can no doubt secure a sample by addressing the company and mentioning The Canadian Grocer.

THE SCOTCHMAN'S OATMEAL.

The following story, told in a daily paper, is worth repeating:

An old Scotchman while visiting this country and travelling on the Grand Trunk Railway got into conversation with an American. The latter asked him what he thought of America. He replied, "Weel, it's a verra big country and the folks are a verra nice, but they are a' too busy makin' and talkin' aboot dollars to ha' much pleasure in this warld." He continued: "There is one thing I notice the folk here have learned from Scotland, and that is that oatmeal is a grand article of food for man as weel as beast. But I don't know wha learned them to take sugar wi' it, to defile their stomachs and rot their teeth:" The American asked him what the Scotch took with their oatmeal. "Weel," said the Scotchman, "when we're short of sweet milk or buttermilk we tak' a wee drap whusky."

LIQUOR ADULTERATION.

A BULLETIN has been published by the Inland Revenue Department showing the results of an analysis of liquors sold in Canada. Ninety-one samples of rye whiskey were examined, twenty-four of Scotch whisky, two of Irish whisky, twenty-seven of gin, twelve of rum and thirty of brandy. The analyst, Mr. McGill, reports that he found no deleterious substances in any of these samples. Search was made for alkaloids in all whisky samples having less than seventy-five per cent. proof strength, but none were discovered. The liquors most tampered with in this way are those most in demand, rye and malt whisky and gin. Except in the case of gin and brandy the results show a decided improvement in the quality of these spirits in the last twelve years. Gin shows a noteworthy falling off in strength.

WINNIPEG BUSINESS CHANGES.

CAMERON, GORDON & CO., wholesale commission agents, of Winnipeg, have changed partners, and the firm from the first of this month will be known as Price, Chambers & Co. The change is very slight except in name, as Mr. Price bought out Mr. Cameron a year ago, and has been a partner with Mr. Gordon ever since, and Mr. Chambers has recently purchased the interest of Mr. Gordon. Mr. Chambers has been connected with the firm for the last ten months. The new firm are still to be found in the Oddfellows Block and are always open to receive communications of firms who are interested in the Western Canada markets.

INDUSTRY FOR HAMILTON.

Hamilton has secured another industry, which, though at present only of modest size, yet bids fair to blossom into something more important. A. C. Shaw & Co., formerly of Orangeville, have secured a portion of the premises of the Kerr & Coombes' factory at the corner of Queen and Peters streets, and will can all kinds of fancy syrups.

IF you, for example, were to begin the manufacture of Soda Biscuits, could you not equip a plant equal to the finest in the land? and buy the finest flour? But could you make an article equal to

PERFECTION CREAM SODAS?

It takes more than machinery and materials—it takes human skill. We have the best bakers in the country.

3-lb. cards or tins.

THE Mooney Biscuit & Candy Company LIMITED,

Stratford, - Canada.

BRANCHES:

WINNIPEG Manitoba and HAMILTON Ontario

STRONG DURABLE LIGHT

POROUS AND CHEAP

Sell Flower Pots

Our No. 1 and No. 2 Assortments, $5.10 and $4.15 respectively. Specially gotten up for grocers and general stores. Write for list.

The FOSTER POTTERY CO. HAMILTON, ONT. Limited

TELEPHONE { MAIN 1257 / " 4675

Wm. McCann Milling Co.

MILLERS
AND GRAIN DEALERS

192 King Street East
TORONTO.

John MacKay
Limited
Successors to John MacKay, deceased
ESTABLISHED 1854.

POT and PEARL BARLEY (by patent process), *SPLIT PEAS, BUCKWHEAT FLOUR, Etc., CHOP* of all kinds BY CAR LOAD.

Caledonia Mills,
BOWMANVILLE, ONT.
Correspondence solicited.

REFRIGERATORS.

This cut represents No. 13.

Fit up your store with a Eureka Refrigerator and you will have a refrigerator that will dry wet matches.

Write for our catalogue, guarantee test and testimonials which are free.

Eureka Refrigerator Co.
Wilbert Hooey, Manager.
54 Noble St., TORONTO
Phone Park 513.

New Crop Maple Syrup and Sugar

Prompt delivery guaranteed for **FOREST BRAND.** Freight prepaid in reasonable lots. Sugar in pound and half-pound blocks. Syrup in tins, bottles and wood.

We feel quite sure the quality will please you.

The F. J. Castle Co., Limited, WHOLESALE GROCERS,
OTTAWA,——————CANADA.

ADVERTISERS: IT IS YOUR BUSINESS.

The Annual Spring and Export Number of **The Grocer** is to be issued May 20th. You have in this number an unexcelled chance to make your appeal for greater business—domestic and export.

ORDER SPACE NOW.
SEND "COPY" EARLY.

It is your business interests that we emphasize

The Canadian Grocer
Montreal Toronto Winnipeg

GREIG'S

WHITE SWAN

Barley Crisps

Thin, flaky and light—the very choicest form in which Barley can be offered.

Can be used for a great variety of tasty dishes.

Makes an ideal food for infants and persons of weak digestion.

Put up in attractive packages, 3 dozen in a case.

THIS LINE IS A WINNER.

The ROBERT GREIG CO., Limited
WHITE SWAN MILLS,
TORONTO

G
Ge
Gel
Gel-O

The new dessert. A jelly powder. Made by a firm of gelatine specialists.

Send for sample.

THE CANADIAN GELATINE CO.
528-530 Front St. W.,
TORONTO, CANADA.

COWAN'S

Perfection Cocoa (Maple Leaf Label).
Royal Navy Chocolate, Queen's Dessert Chocolate, Chocolate Cream Bars, Cowan's Cake Icings, Chocolate, Pink, Lemon Color and White

Cowan's Swiss Milk Chocolate, Famous Blend Coffee, etc., etc.

Are the standard goods for purity and excellence.

Manufacturers
THE COWAN CO., Limited - - TORONTO

An Irresistibly Delicious Confection

PETER'S
THE ORIGINAL
MILK-CHOCOLATE

Gives Eating Chocolate a New Meaning

MADE IN VEVAY, SWITZERLAND—FOR EATING ONLY.

A Wholesome Food, Especially Nourishing and Sustaining. Recommended for Invalids and Persons of Weak Digestion.

Push Peter's. The Original. Other Brands are Imitations. Send for Sample.

LAMONT, CORLISS & CO., Agents, 27 Common St., Montreal

MOTT'S DIAMOND CHOCOLATE
JOHN P. MOTT & Co
HALIFAX, N.S.
ESTABLISHED 1844

Mott's Diamond Chocolate

made in and known throughout Canada as the standard eating Chocolate, is unequalled as a steady and profitable seller.

"Elite"

Cooking Chocolate, in ¼-lb. blocks, at **30c.** per pound, is a saleable size at an attractive price.

Try a box when next ordering goods from your jobber.

John P. Mott & Co.
HALIFAX, N.S.

SELLING AGENTS:
J. A. TAYLOR, MONTREAL. R. S. McINDOE, TORONTO. JOS. E. HUXLEY, WINNIPEG.
THORNE, BERRY & CO., VANCOUVER, B.C.

EAGLE BAKING POWDER

—does not cost you too much
—and pays you a good profit.
—Why not try a sample order?

(See prices in Current Market Quotations)

J. H. MAIDEN

Selling Agent

MONTREAL.

Fresh and Cured Fish

Requirements of Salmon Industry.

IN his report for 1903, the fisheries commissioner of British Columbia attributes the small run of salmon in the Fraser River during the past season to the excessive fishing and the consequent absence of fish upon the spawning grounds. The greatest movement of the sockeye seeking entrance to the Fraser passes through the American channels of Puget Sound. With no limitation on the United States side as to the taking of sockeye in those waters, all, or most all, of the fish which attempted to pass through those channels were captured by trap, purse or drag nets. On the Canadian side an excessive number of gill nets were used.

After showing the advantage of hatcheries over the natural methods of spawning, the commissioner advises the construction of hatcheries at the head of Lillooet Lake, at or near the mouth of Owl Creek, on Birkenhead River, and on Oweekayno Lake, at Rivers Inlet, as well as the enlargement of the Skeena River hatchery.

With proper protection in both provincial and American waters, and an annual plant of 100,000,000 of fry in the Fraser, an average yearly run of salmon to that stream would be insured in time which would approximate in number the year of the present big run. The establishment outlined means an initial cost of $50,000, and an annual expenditure of $35,000.

Branding Fish.

A MONTREAL fish dealer has stated that it would be a good thing if Canadian members of Parliament would urge the Government to take some action regarding the branding of fish, especially canned salmon. In the United States there is a bill just now before the Senate to prevent the misbranding of salmon. The dealer declared that there was ample room for such action in Canada, as it was notorious that fish, inferior to the poorest brand of salmon, have been branded and sold as the best salmon, etc. This same misbranding applies to all fish and, in a country like Canada, famed for its reliability in trade, it would be beneficial both to the consumer and to the producers to have such a law.

Present advices from the lake fisheries show that they will not open up for about ten days, so that customers can only be supplied by Winter caught fish.

Lobster Fishing in Nova Scotia.

A petition is being circulated among the residents of the eastern shore of Halifax County, N.S., requesting the Dominion Government not to enact the law permitting only licensed packers to ship live lobsters from the Dominion of Canada, which is likely to be introduced at the approaching session of Parliament. The petitioners claim that a large number of fishermen along the eastern shore of Halifax County have been in the habit of shipping lobsters to Boston, New York and elsewhere on their own account, and that the proposed legislation will be injurious to their individual trading.

Further U. S. Legislation.

The Ohio Legislature has before it at the present time an amended game and fish law, the important feature of which is a closed season extending from November 1 to March 1, during which all net fishing in Lake Erie shall be prohibited. This will be the first time an Ohio law has provided for a closed season in Lake Erie, but it is recommended by the State Fish and Game Commission as absolutely necessary for the preservation of the fish during spawning periods. Further restrictions are to be placed on the localities for fishing. There will also be definite regulations regarding the size of fish which may be taken with nets.

B. C. Cannery Operations.

The British Columbia Packers' Association will operate seventeen canneries this season, according to the Pacific Fisherman. This reduces the number of plants rather more than one-half, it having originally taken over forty-one canneries. The plants to be operated, however, are the very best, supplied with the most modern equipment and in the choicest locations, so that their total capacity will not be materially reduced. The association will this year pursue a policy of retrenchment in all departments. Last season a large pack was anticipated, and heavy stocks of materials laid in, and as the runs of fish did not materialize they have carried over sufficient supplies to do for this season. No new canneries will be built and no improvements of importance made.

Operations Against Carp.

The Department of Fisheries of Ontario is making an effort to destroy the carp in Ontario waters, because of the ravages committed by them among other more valuable members of the finny tribes. To that end permits to fish for carp have been granted to the Toronto and Big Creek Fishing Company, the St. Clair Flats Fishing Company, the Turkey Point Fishing Company and the Longue Point Fishing Company. It is stipulated that the fishing must be done under the supervision of a responsible officer of the several companies.

Fishing Laws for Lake Champlain.

The Senate of the State of New York has passed a concurrent resolution for the appointment of a committee of two senators and two assemblymen to confer with the Vermont authorities and those of the Canadian Province of Ontario as to uniform fishing laws for Lake Champlain.

Fish Notes.

A fish ladder is being put in at the Quesnel dam, British Columbia, by the Provincial Government.

J. H. Todd & Sons, Victoria, one of the largest canning firms in British Columbia, will next month commence the construction of fish traps on the southern coast of Vancouver Island in preparation for the coming salmon fishing season.

Lake Superior fishermen are petitioning the Ontario and Dominion Governments against the proposed alterations in the fishery laws. They object particularly to the size of whitefish and trout being increased and to the establishment of a close season for herring on the lake.

The Government are about to appoint a commission to investigate the Georgian Bay fisheries, the particular object being to enquire into the vexed questions of pound nets, submerged trap-nets, seines and gill nets. The commission will probably also investigate and report upon the extension of the close season in the fall, as suggested by the Provincial Fisheries Department.

ESCAPED

from the Japs, one carload of "Salad" Brand choice Pink Salmon; while it lasts we will sell at **$3.50** net per case of 4 dozen tins.

DRINKING

comes cheap when you buy your teas from us. We have a few too many on hand and we mean to sell them. We are going to knock them down in price all at once. Look at these bargains and send for samples.

Indian Green Pekoes, 14 to 15 cents. Indian Pekoe (Black), 14½ cents
Ceylon " Pekoe, 16 " " Orange Pekoe, 17 "
" " Orange Pekoe, 18 " and a "Special" in an Indian Green at 12c.

SELECTED RAISINS

London Standard - - - - - - - - **5¾ cts.**

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We can give interesting prices to carload buyers. Will send you samples and prices on application. They are **new** sugars and quality is fine.

SALT

If you haven't had a case of LeRoy 3 doz. cartons, 3-lbs. each, order one now. It will pay you well. Everybody repeats when once ordered. Price, **$2.40** per case; freight paid on 5 cases at **$2.50**.

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If you would make money in handling pines, buy properly ripened stock (that's ours). You can buy them this week by mentioning the "GROCER," at $3.50 per case.

18s, 24s, 30s.

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FRUIT, PRODUCE AND COMMISSION MERCHANTS.

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WE BUY

BRIGHT DRIED APPLES.
HIGHEST MARKET PRICES.

The W. A. GIBB CO.

5 and 7 Market St., HAMILTON

TWO SNAPS.

Extra Fancy Navel Oranges, all sizes, $3.00
Lemons, Extra Fancy, 360's, $2.75 ; 300's, $3.00.

You can make no mistake in ordering bananas now

HUSBAND Bros. & Co.

Wholesale Fruit and Commission Merchants.
82 Colborne St., TORONTO
Phones—Main 54, Main 8428.

GREEN FRUITS

Money in Orchards.

P. J. CAREY, Dominion Fruit Inspector, was in Toronto last week on his return from the western counties, where he has been engaged for the last month attending a series of Fruit Institute meetings.

Mr. Carey reports that in many sections farmers display a great lack of interest in the care of their orchards, due largely to the fact that the present unsatisfactory system of marketing the fruit gives but little encouragement to the orchardist, yet a new interest has been awakened by the movement now on foot to promote the better handling of the fruit when ready for shipment. The "central packing house" system of co-operative shipping is being adopted in many localities, and "power spraying," as introduced in the County of Oxford last season by the Fruit Division of the Department of Agriculture, Ottawa, is now a live question. Local associations are purchasing outfits, and the work of spraying the trees will be performed by competent men for the members.

Another thing that tends to stimulate fruit growing is the fact that while last season's crop was an enormous one, the fruit found a ready market at high prices. The European markets took some 3,500,000 barrels, while the Northwest took large quantities. There is no danger of overproduction, providing the fruit is of good quality and properly and honestly packed.

Advice to Apple Growers.

A LOCAL apple exporter gives the following timely advice on the export of apples to Great Britain:

"Packers should only put up one grade of apples, the very best, and the greatest possible care should be taken in packing in order to guard against slack. The use of paper pads for the tops and bottoms of the barrels is to be highly recommended for this purpose. In about 2,000 of the barrels shipped by one Canadian firm to Great Britain during the past season these pads were used, the balance of their consignments going in the ordinary way, and the difference in the condition of the apples in the barrels in which the pads were used afforded ample proof of the importance of the use of paper pads. Shipments in small lots, say a car or two at a time are also recommended. Sometimes a shipment of 2,000 or 3,000 barrels will cause a temporary glut in even the largest markets in Britain and on occasions of this kind the system of large shipments tends to create a condition of uncertainty that prompts commission men to sell apples at sacrifice prices.

"Newtown Pippins, Golden Russets, Greenings and Baldwins are the best apples to ship to Great Britain. Spies are a little too delicate to stand the journey and it is very difficult to land them in the British markets in good condition."

Oranges Are Rotting.

Advices from Los Angeles state that the orange growers of Southern California are facing a condition of affairs which to many of them will prove ruinous. Throughout the great orange belt fruit is rotting on the trees. Men conversant with the situation say that it will be utterly impossible to market the crop. Representatives of the California Fruit Agency state that the severe eastern Winter is responsible. They also say that the railroad companies have failed to supply cars for transporting the fruit.

Fruit for Montreal.

INSIDE a couple of weeks it is likely that the docks at Montreal, now so dangerously flooded and flecked with huge chunks of ice, will be packed with one or two of the largest cargoes of oranges and lemons yet seen. The first boat from the Mediterranean sailed a week ago from Sorrento and as she has several calls to make on the voyage, she may not reach Montreal before the first week in May. On board there are 69,135 packages of fruit, 37,985 of which were shipped from Sorrento and 31,150 from Messina. Last season and the season before the Fremona was the first ocean steamer to reach Montreal. She is usually caught in the ice in the Gulf and her reports are graphic and interesting.

Australian Dried Fruits for Canada.

IN the way of rendering assistance towards building up reciprocal trade between Canada and Australia some sample cases of Australian dried fruits were recently forwarded to Vancouver. These fruits are grown at Mildura, Victoria. The Mildura Fruit Growers' Association are hopeful of securing an opening for their fruits at Vancouver, and possibly as far east as Calgary, or perhaps Winnipeg. The various qualities of raisins, known as "Brown Lexias, Extra Brown Lexias, and Golden Lexias," grown at Mildura, command a large sale throughout Australia. The growers look forward to the benefit of a preferential tariff in Canada at no distant date.

Snow Kept Apples.

Samples of local apples have been received, says the Acton Free Press, which have lain in an orchard all Winter, and are in prime condition. Snow came before the packers arrived, and the apples were covered temporarily with straw. Owing to heavy snow storms which followed, the apples were left outside until a few days ago, when they were discovered perfectly preserved and untouched by the frost.

Bad Winter for Fruit.

W. T. Macoum, horticulturist of. the experimental farm, Ottawa, confirms the reports of the disastrous effects of the recent severe Winter on the fruit crop for 1904. Mr. Macoum states that fruit trees from points in the Province of Quebec, as far west as Leamington, Ont., have been affected.

About Cured Fruit.

An American contemporary has the following interesting information about cured fruit: A car of cured fruit will weigh about 30,800 pounds, while if the fruit is fresh—that is, green—it will weigh 24,000 pounds. Pears are packed in 50 pound boxes, requiring 480 boxes to make a carload. It takes 1,117 boxes of peaches for a car, as this fruit is packed in 21½ pound boxes, plums and prunes being placed in 26 pound crates, 924 of them making a minimum carload. Apricots and grapes are figured at 25 pounds to the crate. Of oranges it takes 362 boxes to make a car and 312 boxes of lemons.

Apples From Orillia.

The fruit division, Ottawa, received on April 11 from C. L. Stephens, of Orillia, a basket of very fine Salome apples. These had been stored in a cellar all Winter, but are still in perfect condition, although the Salome is generally considered an early Winter apple. Their handsome appearance and excellent condition in the month of April are highly creditable to the Orillia district as an apple growing section.

Foreign Lemon Agreement.

If reports from Italy are true that an agreement has been reached between importers of lemons and steamship companies, under which the latter will not speculate in lemons and the former will limit cargoes to 25,000 boxes, says an American exchange, two important points have been gained in the rehabilitation of the lemon business in this country. The next thing to be done is to stop the division of shipments, concentrating them all in this country, and the business will once more resume normal conditions.

Prefers Canada.

A prominent fruit dealer in Paris, France, writes the fruit division, Ottawa, that "in years like 1903, when French fuits were scarce, the amount of business done between France and California was very large, and that this trade might have been done as well with Canada, the sympathy being greater between France and Canada."

Provincial Orchards.

The Committee on Supply of the New Brunswick Legislature now in session have been discussing the question of the Government planting, of orchards. The proposal is to plant an orchard of two acres in each county. The farmer will prepare the soil, while the Government instructor will set out the orchard. The former will be required to sign a bond to keep his orchard in a proper state of cultivation for ten years. The object of the Government is to foster the fruit-growing industry in New Brunswick.

OFFICE AT WINNIPEG.

Owing to the large and increasing business to and from the Old Country, some of the largest and strongest Atlantic steamship lines, including the Dominion, American, White Star, Red Star, Atlantic Transport and the Leyland, now realize the necessity of having a general western office. Mr. Wm. McLeod, who has been connected with the passenger business of Winnipeg for a great many years has been appointed general agent for Western Canada to represent these lines. His office will be at 210 Portage avenue.

PINEAPPLES—Havannas, well ripened, in crates, sweet and luscious, a ready seller—30s, $3.75 crate; 18s and 24s, $4.00 crate.

TOMATOES—Another car 462 crates Florida Fancy Tomatoes received. Extra Fancy, 30-lbs. net, $3.00. Extra Choice, $2.75 crate—ripe and as good as hothouse.

If you are handling fruit (and it will pay you to do so) you will find it to your best interests to deal with us.

WHITE & CO., Direct Importers Fruit and Produce.
64 FRONT ST. EAST, TORONTO.
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Private Branch Exchange connecting all departments.

When You Want

EXTRA FANCY ORANGES, EXTRA FANCY LEMONS, EXTRA FANCY BANANAS, EXTRA FANCY SPANISH ONIONS,

or anything in our line, write or phone us. Prices and Quality Always Right.

Hugh Walker & Son, Wholesale Fruits, **Guelph, Ont.**

Dried Fruit

cleaned and renovated by the latest improved machinery and appliances.

GUARANTEED TO GIVE SATISFACTION.

J. T. ADAMSON & CO.
27 St. Sacrament Street,
MONTREAL.
Tel. Main 778.

NEWFOUNDLAND.

RECENT advices from Newfoundland represent the condition of affairs in that colony as extremely satisfactory and flourishing. The general industries of the country have almost doubled in every branch during the past fifteen years, while the import and export trade have almost doubled. New industries are springing into existence and being prospected with marvellous rapidity, among which is an extensive cold storage system for the preservation and preparation of fresh fish for the foreign markets. The company have engaged to erect or establish a system of cold storage plants for that purpose between St. John's and Port-aux-Basques, on the southwest coast, as well as at such other points as may be agreed upon, capable of shipping at least 100 tons and of freezing daily at least thirty tons of fresh fish. The company will also undertake the storage and preservation of a bait supply for service of the fishery.

The total foreign trade of the colony has increased within the last five years (1897-8 to 1902-3) from $10,406,677 to $18,305,065. During the same period the revenue increased from $1,541,488 to $2,328,044. The general result is that the total exports of the province have increased from $5,326,933 in 1897-8, to $9,975,864 in 1902-3—that is, they have nearly doubled in that short period.

JAPANESE TEA OUSTED IN RUSSIA

OF late years Japanese tea has gradually been ousted from the Russian market by the Chinese article, says the Japan Times. This is, of course, partly due to a heavy duty on Japanese tea in Siberia, from which Chinese tea is exempted within certain limits on the boundary between that region and Manchuria. According to the report of the Bureau of Commerce and Industry in the Department of Agriculture and Commerce, however, the failure of Japanese tea in Russian dominions is to be traced in the following three causes: (1) That its quality does not suit the taste of Russian consumers; (2) that it is so imperfectly packed as to be utterly unfit for transportation to distant countries; (3) that the plan pursued in trying to find new markets is defective. Though Japanese black tea is now fairly good in quality, it cannot yet equal the Chinese product, while brick tea from Japan is almost out of the question. As already intimated, the defective condition of the packages is often the cause of much inconvenience while passing through the Russian customs. Lastly, almost all the attempts to develop Japanese tea trade with Russian dominions have proved so far a failure, the only success attained being in the retail line, which has steadily developed.

CANADIAN EXPORT TRADE.

Mr. Bruce, general merchant of Aberdeen, Scotland, has been in St. John, N. B., within the past fortnight looking into the possibilities of increasing the exportation of goods from Canada to South Africa and Great Britain. With this end in view Mr. Bruce will look over the Maritime Provinces and endeavor to persuade eastern farmers to do more in the production of live stock for shipment. Later he expects to go west to agitate the raising of more live stock for the export trade.

BROOM CORN TRUST.

The forming of a gigantic broom corn trust by which the entire crop of brush in Illinois as well as other states will be controlled, is occasioning considerable interest across the line at the present time. It is not known definitely what effect the combination will exert on the planting and cultivation of broom corn in the United States. Everything depends on what prices prevail for the crop of this year.

BEET SUGAR IN IRELAND.

Encouraged by the success of experiments in sugar beet culture carried on in England during the last four or five years, Irish capitalists have completed arrangements for the purchase of a large tract of land in the Emerald Isle which will be given up to sugar beet growing. It is interesting to note that the quality of beet grown in England is 1903 was pronounced superior in every way to the German grown product.

TRADE IN NEW ZEALAND.

ACCORDING to the latest report money is hardening a little owing to advance in interest offered by Government savings banks, but trade in New Zealand continues to be good and increasing. The wheat promises a large yield, and the acreage is eighteen per cent. over that of the previous year. Oat prospects are not quite so good. The shipments of meat and butter were larger in 1903 than in 1902, while that of cheese was slightly less. The total imports of merchandise the last two years were: 1902, £10,945,171; 1903, £12,075,959.

There is strong complaint in New Zealand that British ships are carrying foreign goods at a lower rate than is charged on British. In some lines the figures are one pound two shillings per ton on foreign as against one pound seventeen shillings and sixpence on British. In these lines the difference in freight is about equivalent to the preferential duty. Unless closely watched, Canadian trade may be affected by similar discriminating freight rates. Minimum freight rates are the foundation of a successful export business.

PETERBORO' SUGAR COMPANY.

The proposal of D. A. Gordon, president of the Wallaceburg Sugar Company, to complete the Peterboro' Sugar Company's plant has been accepted by the municipal authorities on condition that the ratepayers of Peterboro', to whom the question will be submitted on May 5, approve of the scheme.

CHAIR OF POULTRY.

AMONG other interesting items of news from the State of Missouri, U.S., comes the announcement that a chair of poultry has been established in the University of Missouri. The study of poultry raising has been put on an equal plane with studies in other academic departments, and full instructions in the breeding and handling of domestic fowls and the production of eggs will be given.

The reasons for extending the course are due to the increasing importance of the poultry industry, and the remarkable interest manifested at the university last year, when the study was first introduced. Records show that it proved to be the most popular course ever offered at Missouri University. Another reason for the extension of the course is that the poultry business has become one of the leading industries in Missouri, the annual income from the same now being estimated at over $10,000,000.

SOLUBLE TEA.

A new commodity is being placed on the Australian market, known as soluble tea. It is in the form of a powder prepared by a patented process, and the particular advantages claimed for it are first, its concentrated form and consequent portability; second, its freedom from fatty acids which are often the cause of bitterness in leaf tea; and third, it is soluble in cold or hot water which obviates the necessity for boiling.

Flett's

PICKLE TRUTH

FLETT'S PICKLES are so remarkably fine flavored—so actually and honestly full of **quality,** that people who know what's what in the pickle line, are using Flett's, more and more.

ROSE & LAFLAMME

Agents, MONTREAL

MHS

Nonpareil Jellies.

ARE NOTED FOR

THEIR STRONG

AND NATURAL

FRESH FRUIT LAVOUR

Agents,
ROSE & LAFLAMME,
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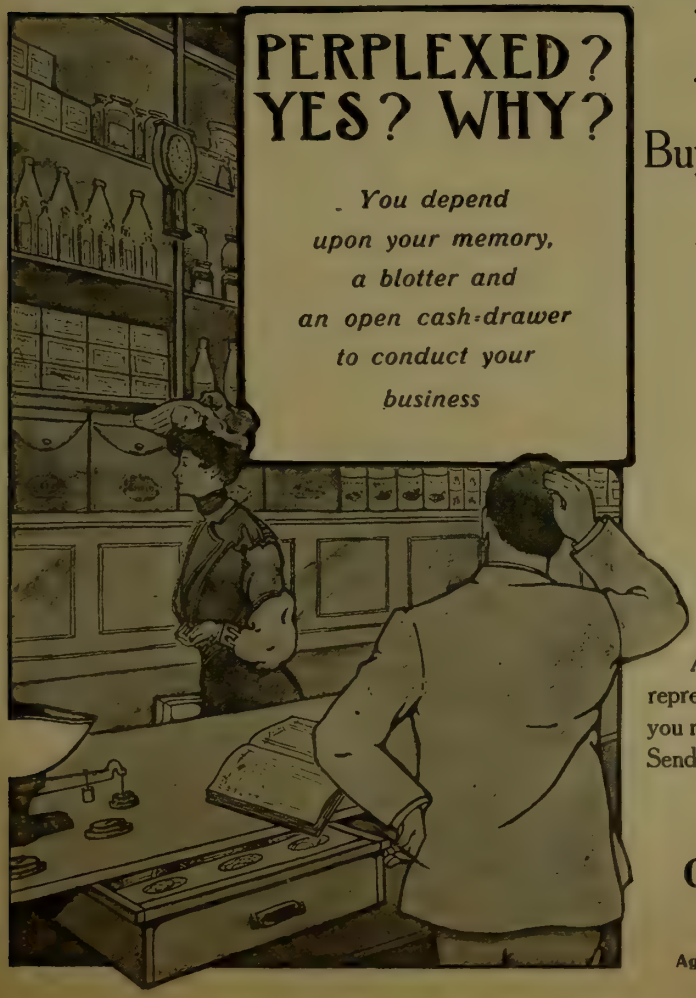

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Please have one of your agents call when next in my vicinity. I want to know more about your 1904 models. Saw your ad in CANADIAN GROCER.

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FLOUR AND CEREAL FOODS

More Flour Mills Needed in the West.

IT is doubtful if, in the general development of Western Canada, the milling industry has received due consideration, says the Winnipeg Free Press. In the growing prosperity of the country the fact has been overlooked that the first object of Canadians should be, not to rush the wheat into foreign lands, but to mill it into flour, and thus reserve to Canadian labor and Canadian capital the money spent in that necessary process. A recent shipment of flour for export from Kansas City consisted of four trains of 24 cars each. With Canadian flour in big demand in foreign markets, the uninitiated may wonder why export cargoes of these proportions are never taken from our shores. The explanation, of course, is that Canada has not, as yet, the necessary milling capacity to supply such quantities of flour. There is every reason to believe that if more Canadian capital were employed in erecting flour mills, a greater percentage of the amount of wheat that now goes to other countries would go in the shape of flour. The result would be a decided advantage from a Canadian standpoint, for it would give to Canadian workmen the money that must be spent somewhere to turn the wheat into flour.

The record of the large milling companies already existent in the Dominion shows that milling is exceptionally profitable in Canada; and Canadian enterprise and capital may be relied upon to develop this industry to its fullest capacity.

Other large milling companies will inevitably be called into existence by the obvious business opportunity which exists. A large mill is shortly to be built in Winnipeg with a daily output of 2,500 barrels; and there are well-founded reports that additional mills of large capacity are to be established in the near future on the Lake of the Woods, which as a milling centre is not unlikely to rival Minneapolis.

The building of immense flour mills in the interior of Canada will also have an important bearing on the fortunes of the new transcontinental railway. While wheat lends itself easily to water and rail carriage, owing to its adaptability to transhipment, all-rail shipments are preferable for flour; and a national transcontinental railway with low rates, is expected to do a very considerable business in hauling flour for export from interior points to Canadian seaports. The higher the proportion of wheat turned into flour near the source of supply, the more all-rail freight business there will be for the new road, and the more trade there will be for Canadian seaports.

The building of large modern and fully equipped flour mills at points in Western Canada easily accessible from the sources of wheat supply would be a decided advantage to the country. The success of the present mills implies that new mills under capable management would also be financially profitable to their owners. The country would enjoy the advantage of having the work of transforming the raw material into the finished product done at home—a decided advantage when commercially feasible, as it is in this case. The valuable by-products would remain in the country.

Another advantage would be that a larger consumption of wheat for milling purposes would help to safeguard the wheat market against the speculative flurries which from time to time demoralize the Canadian grain trade.

—

Canadian Flour in Norway.

SOME idea of the favor with which Canadian flour is looked upon in foreign countries can be had from a letter recently received by the Keewatin Flour Mills Co., from Christiania, Norway.

It is to the effect that Norway grows practically no wheat, which makes the comparative imports very considerable. In 1902 these amounted to 500,000 bags of 220 pounds each, and the consumption of wheat is steadily increasing. The bulk of this trade so far has gone to the United States milling concerns. Last season, however, the large Canadian milling companies, Ogilvie and Lake of the Woods, commenced work in Norway, especially the former, with satisfactory results. Besides disposing of large quantities of flour they established a market for Canadian rolled oats. Other Canadian mills of lesser capacity have also tried to sell their flour there, but have been unable to compete with the larger mills. It is easily seen that there is ample room for effort on the part of Canadian mills to cultivate a large and profitable outlet in Europe.

—

Manitoba Expects Bumper Crops.

It is estimated that no less than four million acres will be seeded in Manitoba this year. Experts are agreed that with favorable weather from now on 1904 will be a bumper crop year, as it is a remarkable fact that a hard Winter always means a better yield from grain crops.

—

New Milling Company.

The success that has attended the operations of the large Canadian flour mills has induced the incorporation of a new company, to be called the Keewatin Flour Mills Company, with an authorized capital of $2,000,000. It is said that a flour mill having a capacity of 3,000 barrels a day will be erected at Keewatin, and that elevators will be provided throughout Manitoba and the Territories. The company will in all probability manufacture exclusively from the grain products of northwestern Canada.

—

U. S. Bill re Bran and Milling By-Products.

A bill which is now before the Congress of the United States proposes to allow American millers grinding imported wheat in bonded mills and exporting flour, to sell their bran and other by-products in the United States on payment of the duties that the bran and by-products would be liable to if imported. The millers of the Northwest States who grind Canadan wheat for export have trouble in disposing of the bran. As the law now stands they can either de-

THE

Keewatin Flour Mills

COMPANY, LIMITED.

Incorporated by Letters Patent of the Dominion of Canada.

Capital Authorized, $2,000,000; Par Value per Share, $100.

PROVISIONAL DIRECTORS:

JOHN MATHER, Director The Bank of Ottawa, Ottawa.
ANGUS W. FRASER, K.C., Ottawa.
ROBERT M. COX, Lumber Merchant, Ottawa, and London, Eng.
EDWIN C. WHITNEY, President St. Anthony Lumber Company, Whitney.
DAVID L. MATHER, Lumberman, Rat Portage.

Hon. JAMES D. McGREGOR, Vice-President Nova Scotia Steel Company, New Glasgow, N.S.
R. L. BORDON, K.C., Director The Bank of Nova Scotia, Halifax.
GEO. BURN, Gen. Mgr. The Bank of Ottawa, Ottawa,
Hon. E. H. BRONSON, Pres. Bronson Co., Ottawa.
JOHN COATES, M. Inst. C.E., of John Coates & Co., of London, England, and Melbourne, Australia.

BANKERS:
The Bank of Ottawa and The Bank of Nova Scotia.

SOLICITORS:
Perkins, Fraser, Burbidge & Gibson, Ottawa.

This Company has been formed for the purpose of carrying on a general flour milling business.

It is proposed to acquire a water power situated at Keewatin, on the main line of the Canadian Pacific Railway, 129 miles east of Winnipeg and 4 miles west of Rat Portage, with about 18 acres of land fronting on the railway. This water power, it is estimated, is capable of being developed to the extent of at least 5,000 h.p., and is a permanent, never-failing power, having the Lake of the Woods, about 3,000 miles in area, for a mill pond.

The Company intends to erect a flour mill at Keewatin with a capacity of 3,000 barrels per day, so designed as to be capable of being extended as future requirements may demand. Large storage capacities at the mill and elevators throughout Manitoba and the Northwest Territories, will also be provided.

Manitoba and the Northwest are already recognized as the coming granary of the Empire, and the unequalled reputation of the flour made from "Manitoba No. 1 Hard Wheat" must ensure an increasing demand for it in the markets of the world.

The Company proposes to manufacture exclusively from the grain products of Manitoba and the Northwest Territories.

MANAGEMENT—It is the intention of the Directors to secure men of the highest experience for the management of the various Departments.

PROFITS—The great success achieved and large profits shown by leading Companies engaged in manufacturing flour from Manitoba wheat, indicate that under proper management, and with the advantage of economical power, this new enterprise offers an excellent opportunity for investment.

It is proposed to organize the Company on a strictly cash basis, with a present issue of $1,000,000 stock. A large amount of this has already been taken, and the remainder is now offered for subscription. It is not the intention to issue bonds or preferred stock.

Application will be made in due course to have the stock of the Company listed on the Montreal and Toronto Stock Exchanges.

As far as possible stock will be allotted pro rata in case the amount is over-subscribed, but right is reserved to allot small amounts in full, or to decline any application.

TERMS—20 per cent. of the par value on application, and the balance in calls not exceeding 10 per cent. per month, as the Directors may determine.

Forms of application for stock may be obtained and subscriptions made at the offices of The Bank of Ottawa and The Bank of Nova Scotia throughout Canada.

Subscription lists will be open on 14th April, and closed on 22nd day of April, 1904.

stroy it or export it. In theory they can ship it abroad as readily as they can ship flour, but in practice they cannot do so. The value of the bran is not sufficient to leave much profit after paying freight, and the bran is liable to great deterioration in shipment. If, therefore, United States millers engaged in this trade are to be able to compete with their flour in European markets on even terms with Canadian millers they must have some means of disposing of their by-products at an advantage.

Big Profits in Canada.

SOME idea of the very large profits made in the milling business in Canada, when well managed, is given by a reference to the returns submitted by two of the largest concerns in that line. In one case when the prospectus was issued a couple of years ago the average net earnings for seven years were shown to be $284,293, or over 14 per cent. on a capital of $2,000,000. The following year they appear to have earned over $300,000, and a comparison of the last two balance sheets shows that last year they claimed earnings of about $650,000. Another large milling company has been equally successful in proportion to its capacity. On an original capital of $500,000 they paid handsome dividends for years and increased their reserve until it reached $1,000,000, when they paid a 20 per cent. dividend and divided the reserve by paying a stock dividend. This establishment has since been sold it is understood at a

large advance, over $1,500,000, and continues to prosper. From these fiugres it looks as if there was money in a good-sized, well managed milling business.

U. S. Flour in South Africa.

A SHORT time ago one of the largest shipments of flour for export on record was made from the Kehler Flour Mills Company's Rex mill at Kansas City, Mo. It consisted of four trains of 20 cars each. That should at once bring home to Canadians the fact, that, although there is such a marked demand abroad for Canadian flour, Canada is not able to supply that demand. The question arises, why? Because she has not the milling capacity. There is every reason to believe that if more Canadian capital was employed in erecting water-power flour mills, a great percentage of the amount of wheat that now goes to other countries would go in the shape of flour. The result would be a decided advantage from a Canadian standpoint, for it would give to Canadian workmen the money that must be spent somewhere to turn the wheat into flour. The record of the large milling companies of the Dominion shows that this industry is exceptionally profitable in Canada.

Seedsmen Complain.

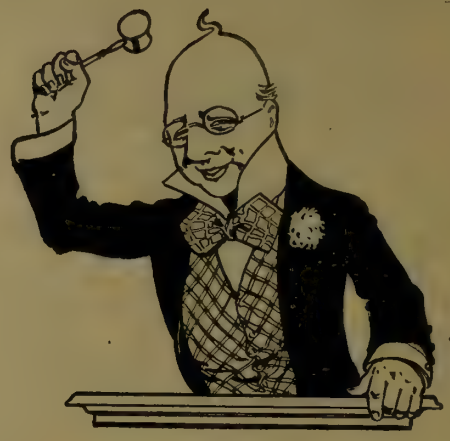
Prominent Canadian seedsmen are complaining in regard to the proposed Government bill for regulating the sale of seeds, that it is theoretical but not practicable, and have suggested a number of amendments. The necessity for the Act has risen owing to the discovery of a large quantity of inferior seed on the market against which purchasers must be protected.

Cereal Notes.

The Ogilvie Milling Company have purchased additional property at the corner of Dock street and North Wharf, St. John, N.B., which they intend transforming into a modern office building.

The Empire Elevator Company are reported to have closed a contract with a Minneapolis firm for the erection this season of a terminal elevator at Fort William with a capacity of one and three-quarter million bushels.

According to the Winnipeg Free Press the Northern Elevator Company, Winnipeg, have issued a writ against the Lake Huron-Manitoba Milling Company, Goderich, claiming $10,000 damages for the wrongful conversion of 10,000 bushels of wheat, which they say was consigned to the defendants, to be held to the order of plaintiffs, but was conveyed to the defendants' own use.



Going! Going!!

Next week it will be

Gone!!!

Your last chance to get the free packages with a bill of "FORCE" is to order of your jobber before May 1st.

5 packages free in 2 cases.
18 packages free in 5 cases.

Summer is coming and the $500,000.00 worth of newspaper and magazine advertising we're putting out in the United States and Canada will create a greater demand than ever before for "FORCE," the best of all the Cold Flaked Foods.

Stock up now for the hot-weather trade.

This is positively the last "deal" we shall ever offer, either to jobber or retailer on "FORCE."

Fixed prices from now on.

THE "FORCE" FOOD CO.

MANUFACTURERS' AGENTS AND BROKERS.

TORONTO.

W. G. PATRICK & CO.,

AGENTS AND IMPORTERS.

29 Melinda St., - TORONTO

W. G. A. LAMBE & CO.

TORONTO.

Grocery Brokers and Agents.

Established 1885

QUEBEC, P.Q

J. P. THOMAS

GENERAL AGENT AND COMMISSION MERCHANT,

25 ST. PETER STREET,

QUEBEC.

VICTORIA, B.C.

TRADE with the ORIENT

We maintain MR. A. R. TUFTS, at Kobe, in the interests of Canadian manufacturers and shippers. Write us for information if you are interested in Japanese, Chinese or Australian trade.

R. W. CLARK & CO., Brokers, VICTORIA, B.C.

CALGARY.

CALGARY

is now the great Western

WHOLESALE and DISTRIBUTING CENTRE.

Consign your goods **to us.** We will **Reship and Distribute** them for you.

Our large **track Warehouse** where you can place your goods on **Storage** is also at your disposal.

Increase your trade.

Appoint us your Representatives.

We are in direct touch with all the **Wholesalers** from **Winnipeg** to the **Coast.**

Correspondence Solicited.

NICHOLSON, BAIN & JOHNSTON

Wholesale Commission Merchants and Brokers.

CALGARY, ALBERTA.

VANCOUVER, B.C.

C. Gardiner Johnson & Co.,

VANCOUVER, B. C.

Importers of . . .

Skinner's Queensland Turtle Soup.

Sole Agents for Canada.

Supply C.P.R. Company's Cars, Steamers and Hotels, and leading Clubs of Canada.

WINNIPEG.

Dingle & Stewart

WINNIPEG, - - CANADA.

COMMISSION BROKERS.

Excellent Storage Accomodation.

Consign Your Cars to Us.

IF YOU HAVE ANYTHING TO SELL WRITE CAMERON GORDON & Co. WHOLESALE COMMISSION AGENTS WINNIPEG MANITOBA

EASTERN MANUFACTURERS

—AND—

SHIPPERS.

All **EYES** are turned on

MANITOBA AND THE WEST.

WE

Represent some of the leading houses in

CANADA and the U.S.

INCREASE YOUR TRADE. WRITE US.

NICHOLSON & BAIN, WINNIPEG,

Wholesale Commission Merchants and Brokers.

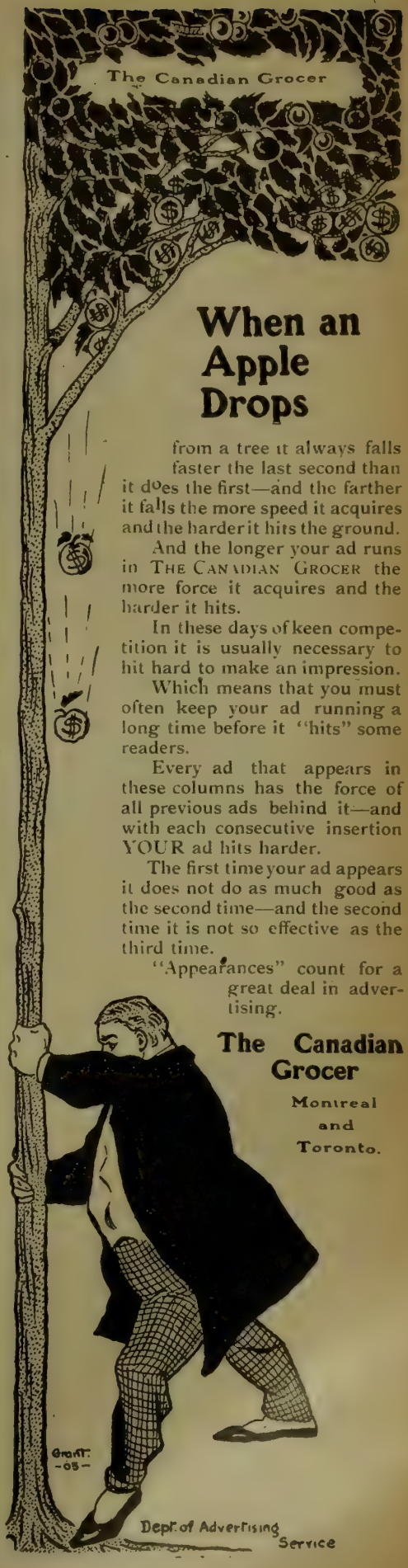
BRANDON.

To Manufacturers' Agents

THE CANADIAN GROCER has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a Special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

Address, BUSINESS MANAGER,
CANADIAN GROCER,
Montreal and Toronto.


The Canadian Grocer
When an Apple Drops
from a tree it always falls faster the last second than it does the first—and the farther it falls the more speed it acquires and the harder it hits the ground.
And the longer your ad runs in THE CANADIAN GROCER the more force it acquires and the harder it hits.
In these days of keen competition it is usually necessary to hit hard to make an impression.
Which means that you must often keep your ad running a long time before it "hits" some readers.
Every ad that appears in these columns has the force of all previous ads behind it—and with each consecutive insertion YOUR ad hits harder.
The first time your ad appears it does not do as much good as the second time—and the second time it is not so effective as the third time.
"Appearances" count for a great deal in advertising.
The Canadian Grocer
Montreal and Toronto.
Grant. -05-
Dept. of Advertising Service

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR RETAIL MERCHANTS.

Tobacco Leaves.

THE first Europeans who saw tobacco smoked were two men whom Columbus dispatched on an embassy immediately after the discovery of the Island of Cuba. The names of these envoys, worthy of memory by the smoker, were Roderigo de Jerez and Luis de Jerez and Luis de Torres, the latter a Christianized Jew of special proficiency in Arabic and Hebrew. Six days were allowed to these two worthies in which to accomplish their mission, but after penetrating inland for some twelve leagues and stopping at a village of a thousand inhabitants they rejoined Columbus on November 6th, 1492, and recounted the several wonders which had fallen under their notice.

It was on their way back to the Spanish caravels, accompanied by three natives, that they first saw smoking practised. Several of the aborigines were making use of dried tobacco leaves which they formed into a long roll, lighted and put in their mouths, swallowing and puffing out the smoke. These primitive and gigantic cigars the natives called tobacos, a name since transferred from its original application to the plant itself.

Cigarmakers Ask for More Wages.

At a meeting of the Cigarmakers' Union, Hamilton, on April 13, the wage scale was discussed, and it was decided to ask for an increase of $1 per thousand for the manufacture of cigars, dating from May 1.

Apprentice Deserting.

A LAW concerning apprentices in the cigar trade was emphasized in the Montreal courts the other day. Two young men were sentenced to a fine of $5 each and costs, for deserting their employer at a time before their apprenticeship was completed. They were used as examples to try to check an evil which has become rampant. The average apprentice in the cigar making trade is quite accomplished after three years of training and thus is anxious to earn money in keeping with his abilities and not to hang on at apprentices' salary for another year; the compass of the trade-learning period being four years. Desertions have been frequent and often to the loss of the employer, as the efficiency of the latter years was the only compensation available for the first weak years.

Tobacco and the Cold.

THERE has been a marked shrinkage in the output of cigars and manufactured tobacco in the United States so far this calendar year, as compared with the corresponding period last year, says an American exchange. The falling off in the demand for these products is not confined to sections, but is general throughout the country. The reason is the unusual cold weather, which "acted as an embargo on smoking extensively in the open air." There was an increase, however, in the demand for "short smokes," such as cigarettes and small cigars, which, according to authorities on the subject, are in popular favor for indoor smoking.

It is stated that the falling off in the output of cigars in the entire country for January amounted to 36,114,493 in a total production of 468,275,713, against a total production of 504,390,206 in January, 1903. The output of manufactured tobacco decreased 4,345,640 in a total output of 19,878,402 pounds, which compares with a total output of 24,224,051 pounds for January, 1903. The production of snuff, which aggregated 1,577,165 pounds, decreased 234,491 as compared with the corresponding month in 1903. The output of cigarettes and little cigars showed substantial increases, amounting to 26,619,104 and 12,217,730 respectively.

Old Chum

CUT PLUG
SMOKING
TOBACCO

satisfies the most exacting customers.

Sold By All Leading Wholesale Houses

CURRENCY

Plug Chewing Tobacco

is a

Quick Seller.

Handled by all Leading Wholesale Houses.

DOES THE SUN SHINE ON A BETTER OFFER?

Here's our standing offer to the grocery trade of Canada:

We will send 1,000 Cigars, assorted as desired, and prepay the express charges, on usual terms. If at the end of three months the grocer has any stock left and wishes for his money back, we shall take back the unsold goods allowing invoice price.

We always advise that **PEBBLE** in a **5-cent** cigar and **PHARAOH** in a **10-cent** cigar should constitute a portion of the order.

J. BRUCE PAYNE, Limited, Mfrs., - Granby, Que.

The Wise Sell **T. & B.**

It gives satisfaction.
It holds trade.
It attracts new trade.
It is profitable to handle.
10-cent size is best.

GEO. E. TUCKETT & SON CO., Limited. HAMILTON.

Easy money in pipes —if you have pipes that are right in style and price.

We sell you 72 pipes (6 dozen), for $13.00, an average of 18 cents per pipe. These pipes are worth from 25c. to $1.00 each, retail—say an average of 38c. 20c. profit on 72 pipes is $14.40, over 100 per cent.

We pay express.
No risk r·turn if not satisfactory.

W. B. REID & CO.,
Wholesale Tobacconists,
58 YONGE ST., TORONTO.

The Erie Tobacco Company
WINDSOR, ONTARIO.

THE GROCER'S FAVORITE.

The RONTO 5c. Cigar.

There must be some reason for the large increase in the sale of this Cigar.

T. J. Horrocks,
Manufacturer,
176 KING ST. EAST, TORONTO.

The Chamberlain Cigar

The **best value** in Canada! Sold the **world** over! It will help your **trade tremendously!** Order a sample lot to-day!

SAVE THE BANDS AND RETURN THEM TO

J. M. FORTIER, Limited
MONTREAL.

MANUFACTURERS OF
Cigarettes and Cut Tobaccos

BRANDS

Smoking—
Tonka,
Solid Comfort,
Pinchin's
Hand-Made.

Chewing—
British Navy,
King's Navy,
Beaver,
Apricot.

UNION MADE

300 days in a year

in which you sell Tobacco. Some tobaccos pay practically no profit. That is, you work 300 days to enrich a manufacturer who doesn't enrich you.

We go on another principle. Our tobaccos pay a profit to *you*—the grocer. You don't work 300 days a year for nothing if you sell our tobaccos.

McAlpin Consumers Tobacco Co., LIMITED,
TORONTO.

Japanese Monopoly Bill Amended.

DESPATCHES from Japan state that the monopoly bill, which proposes to form a Government monopoly of the tobacco business in that country, has been amended in such a manner that the total sales for the past three years of all cigarette and tobacco factories will be considered as the basis on which payment will be made on account of good will. It was proposed heretofore to give a sum equal to the profits for the past three years only. The bill will undoubtedly pass in its present form.

The regulations governing the Japanese tobacco trade are as follows:

Leaf tobacco is sold by the Government according to fixed prices, but when necessary it may be sold at auction.

Nobody except a manufacturer or dealer can buy or receive any leaf tobacco. An exception is made to leaf tobacco bought as samples under permission of the officers authorized.

No manufacturers can make use of any material other than tobacco in manufacturing, nor can a dealer buy or sell any material other than tobacco with the object of supplying it for manufacture of tobacco.

Any manufacturer or dealer who has any leaf tobacco placed in warehouses outside of his establishment shall send a report, countersigned by the proprietor of such warehouses, to the local monopoly office, indicating the location of warehouses and quantity of each of different kinds of leaf tobacco, this report to be repeated whenever the places of storage are changed.

Manufacturers and dealers must keep books, and enter therein particulars of all business transactions to be submitted to the examination of the proper officers, who will visit them from time to time.

Any leaf tobacco not sold by the Government, if found in possession of any manufacturer or dealer, will be collected by the Government, whomsoever it may belong to, and remuneration will be paid at the proper rate.

The Government can inspect warehouses or any place of storage of tobacco belonging to anyone whatever, and the officers authorized can enter any place where tobacco is kept, or supposed to be kept, and take necessary measures for proper supervision. If in course of transmission it can be examined on the spot, wherever it may be.

With regard to the effect of this monopoly upon the tobacco growing industry of the Japanese empire, in the interest of which it was adopted, United States Consul Lyon, of Kobe, Japan, in his last annual report makes the following interesting statement:

From January 1 to August 15, 1899, there existed a duty of 35 per cent. on leaf tobacco; and from the latter date the Japanese Government has monopolized the import. While the 35 per cent. duty was in force, and in anticipation of the exclusive importation by the Japanese Government, there was imported by merchants and manufacturers an enormous quantity of leaf tobacco, valued at $2,533,004, against $2,254,774 in 1898, and $159,785 in 1897. The import of 1899 seems to have glutted the market during the two years following, and to have destroyed the Government's chances to do much business in the commodity, the value of the import having decreased to $226,237 during 1900, and to $15,075 in 1901. The establishment of the Government monopoly has had the effect to encourage the raising of tobacco in this country upon a much larger scale than formely, official estimates increasing the acreage to yield 78,177,012 pounds.

As to quantity the Japanese are not such excessive users of tobacco individually as are found in many other countries. They make more frequent use of it, but in lesser quantities; the small Japanese pipe, carried at the belt and holding less than a thimbleful, being emptied many times a day. Tobacco is largely used by the natives at seaports and in larger cities in the form of cigarcities. Many are consumed by the jinrikisha men, and when one is called, he places the cigarettes behind his ear, ready for another draw at the end of his run.

Leaf Tobacco for Free List in U. S.

A BILL has been recommended by the Commissioner of Internal Revenue in the United States, by which all restrictions will be taken off the handling of leaf tobacco in its unstemmed condition. This amendment to the existing law will remove all external revenue changes or charges of any kind from unstemmed tobacco in the natural leaf which is unmanufactured or altered in any manner. It will be lawful, moreover, for any person to buy and sell such unstemmed tobacco in the leaf without payment of tax of any kind, such person selling natural leaf tobacco to manufacturers of tobacco, snuff or cigars, however, to be considered a dealer in leaf tobacco and to become subject to all the regulations in respect to the same. Farmers and growers of tobacco may sell leaf tobacco of their own growth and raising to manufacturers of tobacco, snuff or cigars without being considered leaf dealers or manufacturers of tobacco.

GROCERS!

We Want Money

and to raise $30,000.00 we offer some great snaps in Cigars and Pipes — brands well bought and can sell cheap.

Call and examine or see travellers' samples.

THE W. H. STEELE CO., LIMITED
Importers and Wholesale Tobacconists.
40 Scott St., - - TORONTO
Phone, Main 1987.

Should be in the mouth of every smoker. What? a

McDougall Scotch Clay Pipe

Be sure and ask for it, and see that you get it.

D. McDougall & Co., Glasgow, Scotland.

Union of U. S. Tobacco Interests.

A conference of various American tobacco interests has recently been held in Louisville, Kentucky, looking toward the formation of a combine between a number of cigar, stogie, and plug tobacco manufacturers. It is reported that there is $20,000,000 behind the new venture, and that the intention is to conduct the individual concerns interested as separate factories and make combination offers of its cigars with the tobaccos.

Tobacco Men's Petition.

The Toronto News is authority for the statement that a deputation of tobacco-growers from the Counties of Joliette, Berthier, l'Assomption and Montcalm saw Sir Wilfrid Laurier last week, and asked that the Government introduce legislation to forbid contracts which the American Tobacco Company makes with storekepers, binding them to handle no other company's goods. They ask also that the distinctive stamp by which Canadian tobacco and cigars are now recognized be abolished and that the Government increase by ten cents the excise rate payable on imported tobacco.

Trade and Commerce in the Magazines

Rice Supersedes Cotton.

SEVERAL years ago the cotton planters of Louisiana and Texas were face to face with a problem, which threatened the complete extinction of the cotton-growing industry. The boll weevil, an insect pest, invaded the country and destroyed the crops year after year. In Collier's Weekly of recent date, C. Arthur Williams narrates the interesting story of how the planters solved the difficulty by transforming their cotton plantations into rice farms.

"Everybody talked rice and soon rice-growing spread all over the great stretch of country along the Gulf of Mexico, between Bayou Teche, in Louisiana, on the east, and a point not far from the mouth of the Rio Grande on the west. It is still spreading, and unless all indications are at fault, it will continue to spread for many years to come. There are now about 340,000 acres of rice lands under cultivation in Louisiana, and something like 250,000 in the coast country of Texas.....A few years ago all the rice raised in the United States came mainly from the Carolinas, with a small production in Georgia, Florida, Alabama and Mississippi. Now the centre of production has moved far to the west, and last year the Texas-Louisiana fields produced approximately 5,000,000 sacks of 162 pounds each, as against only 470,000 sacks for all the other states named."

The Beef Trust

The Outlook for April 9, explains the reason for the investigation, ordered by Congress, into the disparity between the prevailing prices of live beef cattle and the selling prices of dressed beef in the United States.

"Last August good to extra fresh beef sold in Boston at $8.37 1-2 per 100 pounds. In the preceding April such beef, in the same market, had brought only $6.50, although the packers in Chicago had actually paid a few cents more per 100 pounds for the live cattle in April than they paid in August. In April, with live cattle quoted at $5.35 in Chicago, the dressed beef in Boston brought only $1.15 more per 100 lbs., while in August, with live cattle quoted at $5.17 1-2, the same quality of beef brought $3.20 more—a difference of 61.8 per cent. between the live cattle and the marketable meat. It will be hard to convince the public that such a rise, within four months, was due to any combination of natural causes."

Contraband of War.

Macmillan's Magazine for April contains an instructive article defining "contraband of war" and explaining the international law regarding it. By the Declaration of Paris in 1856, the principal nations of Europe bound themselves to respect certain principles. The first and most important has been expressed in the jingle, Free ships, free goods.

"The early practice of nations had been to seize their enemies' goods where they could get them. Sometimes they confiscated the neutral carrier as well; occasionally they went so far as to prohibit all trade with the enemy at all.... The leading innovation of the Declaration of Paris, was, accordingly, the protection of the property of belligerents when on board neutral merchant vessels. Clearly, the new rule, Free ships, free goods, protected the neutrals' carrying trade; for under its operation belligerents could safely put their goods on board neutral carriers without fear of capture; and moreover, the vexations ancillary incidents of stoppage, search, and adjudication, were gone. On the other hand, neutral property still remained safe on belligerent ships; the converse rule, Enemy's ships, enemy's goods, was unrecognized, and neutral goods, which could have been confiscated if lying on an enemy's wharves, were safe at sea under his flag.

"The Declaration, however, has never been signed by the United States, Spain, or Mexico; and Japan and Russia can accordingly seize each other's goods on United States' ships, though they are not in the least likely to do so."

Three Imperial Trusts.

Three trusts made the British Empire, according to Hartley Davis, who writes in the April Muncey about the Hudson Bay Company, the East India Company and the South Africa Company.

"The founders of the original trusts had the same motives as the organizers of the modern ones,—the making of more money; but they wanted the money for itself rather than for the power it gives. Merchants of London, conning their account books in dim and musty offices, grew lean with discontent over the safe and moderate returns of an ordinary, conservative business. Their imaginations were inflamed by tales of treasure to be won in strange and mysterious lands beyond the oceans, and their covetousness made them take gamblers' chances in the boiling jungles of the tropics, amid the eternal ice of the Arctic seas. These tradesmen, seeking only to fill their strong boxes with gold, became the sovereign rulers of three hundred million people and of six million square miles of territory. The area of the whole continent of North America is but little more than six million square miles, and its population is less than one hundred million souls. The three great chartered companies gained for England practically all her important colonial possessions save Australia."

WANT A UNION.

The Canadian Meat Cutters and Butchers' Workmen, who are affiliated with the Amalgamated Union of America, will make a big effort at the annual convention to be held in Cincinnati on May 9 to have a Canadian organization formed. They believe that the membership in Canada warrants the formation of a separate organization, though they will retain their connection with the Amalgamated Association. Delegates will be sent from Montreal, Toronto, Hamilton, London and other western Canadian towns and cities. The Canadian delegates will also try to bring the next convention to Toronto, which would mean about 1,000 visitors.

The Toronto butcher workers announce that they have decided to ask for an advance in wages. Several firms have already agreed, but one of the largest abattoirs in the city has declined to consider the new wage scale. At present the men engaged in the trade are divided into 37 different classes, each of which has a separate scale of wages.

Yes, you can.

And you don't have to worry through a lot of nonsense to be able to, either.

Send us a dollar and we will send you "One Hundred Good Ads"—containing a capital lot of crisp advertisements for the retail grocer.

Worth the Dollar, send it.

THE CANADIAN GROCER,
TORONTO.

THANK YOU!

MAIL OR 'PHONE US AGAIN AT OUR EXPENSE OR ORDER FROM YOUR WHOLESALE GROCER WHEN REQUIRING

LEES & LANGLEY'S WORCESTERSHIRE SAUCE.

Highest Standard of Excellence.

MADE IN CANADA.

AMERICAN COFFEE & SPICE CO.
TORONTO.

Current Market Quotations for Proprietary Articles

April 21, 1904.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

ook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes	$4 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 3 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ½ " "	14 00

W. H. GILLARD & CO.

Diamond—	
-lb. tins, 2 doz. in case	$2 00
-lb. tins, 3 " "	1 25
tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4 doz.	10c.	$0 85
3 doz.	4-oz.	1 20
3 doz.	6-oz.	1 75
1 doz.	12-oz.	3 50
2 doz.	12-oz.	3 45
3 doz.	12-oz.	3 40
doz.	16-oz.	4 45
3 doz.	16-oz.	4 35
1 doz.	2½lb.	10 40
1 doz.	5lb.	19 50

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case $4 55
1 "	12 "	
1 "	16 "	

JERSEY CREAM BAKING POWDER.

ze, 5 doz. in case	$0 40
" 4 " "	0 75
" 3 " "	1 25
" 2 " "	2 25

OCEAN MILLS.

	Per doz.
Ocean Baking Powder, ½ lb., 4 doz.	$ 45
Ocean Baking Powder, ½ lb. 5 doz.	90
Ocean Baking Powder, 1 lb., 3 doz.	1 25
Ocean Borax, ½-lb. packages, 4 doz.	40
Ocean Cornstarch, 40 pks. in a case	78

Freight paid, 5 p.c. 30 days.

ROYAL BAKING POWDER CO.

Sizes.	Per Doz.
Royal—Dime	$ 1 00
" ½ lb.	1 60
" 6 oz.	2 25
" ½ lb.	2 90
" 12 oz.	4 50
" 1 lb.	5 75
" 3 lb.	15 50
" 5 lb.	25 50

Sizes.	Per Doz.
Cleveland's—Dime	$ 1 00
" ½ lb.	1 50
" 6 oz.	2 20
" ½ lb.	2 80
" 12 oz.	4 25
" 1 lb.	5 50
" 3 lb.	15 00
" 5 lb.	25 00

"VIENNA" BAKING POWDER.

	Per doz.
1-lb tins, 4 doz in box	$2 25
½-lb tins, 4 doz in box	1 25
¼-lb tins, 4 doz in box	75

BEE BAKING POWDER.

1-lb. tins, cases 4 doz, per doz. $2 25

EAGLE BAKING POWDER

	Per doz.
Cases of 48-5c. tins	$0 45
" 48-10c. tins	0 75
" 24-25c. tins	2 25
" 48-25c. tins	2 25

Blacking.

HENRI JONAS & CO.

Jonas'	Per gross	$9 00
Froments	"	7 50
Military dressing	"	24 00

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ½ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes, according to size	0 02 0 10

J. M. DOUGLAS & CO.—Laundry Blues.

"Blueol" — 10-lb. boxes containing 50 pkgs., 4 squares each.....per lb. 15c

"Sapphire"—14-lb. boxes, ½-lb. pkgs. per lb 12½

"Union" — 14-lb. boxes, assorted, 1 & ½-lb. pkgs. per lb. 10

Black Lead.

Reckitt's, per box $1 15

Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz.; or ¼ gross, 4 oz.

JAMES' DOME BLACK LEAD.

	Per gross
6a size	$2 40
2a size	2 50

Borax.

"Bee" brand, 5 oz., cases, 40 pkgs.		1 40
" " 10 oz., cases, 48 "		3 25
" " 16 oz., cases, 48 "		4 25

EAGLE BORAX.

	Per doz.
Cases of 5-doz. 5c. packages	$0 40
" 5-doz. 10c. "	0 85

Brooms.

UNITED FACTORIES, LIMITED.

	doz. net.
Boeckh's Bamboo Handles, A, 4 strings	$4 70
" " " B, 4 "	4 40
" " " C, 3 strings	4 10
" " " D, 3 "	3 85
" " " F, 3 "	3 55
" " " G, 3 "	3 20
" " " I, 3 "	2 85

Canned Goods.

HENRI JONAS & CO.

Mushrooms, Rionel	$15 50
" 1st choice Dutheil	18 50
" " Lenoir	19 50
" extra Lenoir	22 00
Per case, 100 tins.	
French Peas, Delory's—	
Moyen's No. 2	$9 00
" No. 1	10 50
½ Fins	12 50
Fins	14 00
Tres fins	15 00
Extra fins	16 50
Sur extra fins	18 00
French Sardines—	
½ Rolland	9 50 10 00
½ Delory	10 50
¼ Club Alpins	2

FRED. MAGEE

	Per doz
Smelts in spices, in ½-lb round tins	0 90 $1 00
" mustard, in ½-lb oval "	0 95 $1 05
" Tomato, in ½-lb. " "	0 95 $1 00

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag	0 18½
Quaker Oats, 2-lb. pkgs., per case	3 00
Tillson's Oats, 2-lb. pkgs., per case	00

BM&Co. TRADE MARK.

THE BRAND OF **SODAS** THAT INSPIRES THE HOUSE-HOLDER WITH CONFIDENCE.

BRUNNER, MOND & CO., Limited,

NORTHWICH.

BAKING SODA—WASHING SODA.

WINN & HOLLAND,
MONTREAL.

SOLE AGENTS FOR CANADA.

Dutch Chemical Works
AMSTERDAM.

EXCEPTIONAL VALUE FOR THE GROCERY TRADE

SPECIAL OFFERS
Recommend Themselves.

WE OFFER OUR MAGNIFICIENT

"Butterfly Brands"

	¼-lb.	½-lb.	1-lb.
COFFEE and CHICORY per doz. tins	2/3	4/–	7/–
PURE DUTCH COCOA per doz. tins	4/3	8/–	15/–

Goods delivered, freight paid, to any Canadian port, duty not included. TERMS: Cash with order.

The COFFEE and CHICORY is packed in cases of one cwt., while the COCOA is supplied in cases of 56 lbs.

SAMPLES FREE ON APPLICATION.

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Hygienic, 1-lb. tins ..... per doz.	$6 75
" ½-lb. tins ..... "	3 50
" ¼-lb. tins ..... "	2 00
" fancy tins ..... "	0 85
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50
Perfection, ½-lb. tins, per doz.	2 40
Cocoa Essence, sweet, ½-lb. tins, per doz.	

Chocolate—	per lb
Queen's Dessert, ¼'s and ½'s	$0 40
" 6's	0 42
Mexican Vanilla, ¼'s and ½'s	0 35
Royal Navy Rock, " "	0 30
Diamond, " "	0 25
" 8's	0 28

FRY'S.

Chocolate—	per lb
Caraccas, ¼'s, 6-lb. boxes	$0 42
Vanilla, ¼'s	0 42
"Gold Medal," sweet, ¼'s, 6-lb. boxes	0 29
Pure, unsweetened, ½'s, 6-lb. boxes	0 42
Fry's "Diamond," ¼'s, 14-lb. boxes	0 24
Fry's "Monogram," ⅛'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ¼'s, 1 doz. in box	2 40
" ½'s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ¼'s, 14-lb. boxes	....
" ½'s, 12-lb. boxes	....
pp Cocoa, case of 14 lb., per lb.	0 35
S quantities	0 37½

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

lb tins, 4⅛ doz. to case ..... per doz.,	$ 90
" " ¼ " " "	2 40
" " 2 " " "	4.75
" " 1 " " "	9.00

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.

	Per lb.
Mott's Broma	$0 30
Mott's Prepared Cocoa, ¼s and ½-boxes	0 28
Mott's Breakfast Cocoa, ½s in boxes	0 40
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caracas Chocolate	0 40
Mott's Diamond Chocolate	0 23
Mott's Navy Chocolate, ½s in boxes	0 27
Mott's Cocoa Nibbs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross	1 00
Mott's Confectionery Chocolate	0 21 0 32
Mott's Sweet Chocolate Liquors	0 20 0 36

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 38
Vanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 27
Breakfast cocoa, ¼, ½, 1 and 5-lb tins	0 43
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 35
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5's, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 56

LOWNEY'S.

Breakfast cocoa—
6-lb. boxes, 12 boxes in case, 1-5-lb. tins. 45c.
6-lb. boxes, 12 boxes in case, ½-lb. tins. 42c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins. 42c.

Sweet chocolate powder—"Always Ready."
6-lb. boxes, 12 boxes in case, ½-lb tins. 32c.

Premium chocolate—
6-lb bxs., 12 bxs. in case, ½-lb. pkgs. 34c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs. 34c.
6-lb. bxs., 12 bxs. in cose, ¼-lb. pkgs. 36c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs. 36c.

Medallion sweet chocolate—
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. 48c.

Milk chocolate—
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. 40c.

Tid-Bit chocolate—
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. 25c.

Vanilla sweet chocolate—
3-lb. bxs. 24 bxs., in case, ½-lb. pkgs. 32c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. 32c.

Diamond sweet chocolate—
6-lb. boxes, 12 bxs. in case, ½-lb. pkgs. 19c.

Condensed Milk.

Anchor" brand, cases 4 doz., per case	$5 00
" evap. cream, cp. 4d. "	4 65

Borden's Condensed Milk Co.

Eagle" brand	$1 50
Gold Seal" brand	1 30
Peerless" brand evaporated cream	1 20

"Reindeer" Brand
Case (4 doz $5.60

Coffee.

"Bee" brand, 1 lb. tins, cases, 30 tins	9 00
" " 2 lb. tins, cases, 15 tins	8 70

THE EBY, BLAIN CO., LIMITED.

In bulk—	Per lb.
Club House	0 32
Royal Java	0 31
Royal Java and Mocha	0 31
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Fancy Bourbon	0 20
High Grade package goods—	
Gold Medal, 2-lb. tins	0 30
Gold Medal, 1-lb. tins	0 31
Kin Hee, 1-lb. tins	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars	0 30
English Breakfast, ground only 1-lb. tins	0 18

JAMES TURNER & CO.

	Per lb.
Mecca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.

	Per lb.
"Old Crow" Java	$0 25
" Mocha	0 25
"Condor" Java	0 30
" Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 31
" 2-lb. tins	0 30

100 lb. delivered in Ontario and Quebec.

Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" II, 40-lb. boxes	42½c.
" III, 80-lb. boxes	37½c.
" IV, 80-lb. boxes	35c.

WILLISON'S TURKEY COFFEE.

	Per lb.
1-lb tins, 48-lb cases	30

S. H. & A. S. EWING'S.

	Per lb
Mocha and Java coffee, in 1-lb tins, 30-lb cases	32
Mocha and Java coffee, in 2-lb tins, 30-lb cases	29

Cheese.

Imperial—Large size jars	per doz.	$8 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	15 00
Small size	"	12 00
Roquefort—Large size	"	2 40
Small size	"	1 40

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co. Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered.
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c

RECKITT'S BLUE and ZEBRA PASTE {Always give your Customers Satisfaction.

—the increase in the consumption of
—table syrups since the introduction to
—the trade of

"Crown" brand Table Syrup

is phenomenal,---but not a matter of astonishment as "Crown" brand Syrup is the perfection of the true "essence of corn." It is clean, clear, pure, healthy and nourishing, besides profitable to handle.

Always Ready and Promptly Shipped:

2-lb. tins—cases 2 doz.
5 " " " 1 "
10 " " " ½ "
20 " " " ¼ "

Also in Brls., ½-Brls, Kegs and Pails.

Freight paid on 5 cases and over to all railway stations East of North Bay.

MANUFACTURED ONLY BY

"Look for the Crown on the package."

EDWARDSBURG STARCH CO'Y, Limited

ESTABLISHED 1858

53 Front St. East, TORONTO, ONT.
Works: CARDINAL, ONT.
164 St. James St., MONTREAL, P.Q.

Allison's Coupon Pass Book.

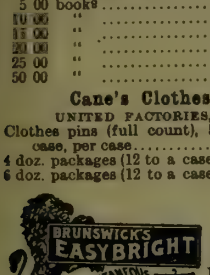
$1 00 to 3 00 books	3 cents each
5 00 books	4 "
10 00 "	5½ "
15 00 "	6½ "
20 00 "	7½ "
25 00 "	8 "
50 00 "	12 "

Cane's Clothes Pins.

UNITED FACTORIES, LIMITED.

Clothes pins (full count), 5 gross in case, per case	$0 62
4 doz. packages (12 to a case)	0 75
6 doz. packages (12 to a case)	0 95

Cleaner.



		Per doz.
4-oz. cans		$ 0.90
6-oz.	"	1.35
10-oz.	"	1.85
Quart	"	3.75
Gallon	"	10.00

Wholesale Agents.
he Davidson & Hay, Limited, Toronto.

Extracts.

HENRI JONAS & CO.

	Per gross.
-oz. London extracts	$ 6 00
2-oz. " " (no corkscrews).	5 50
2-oz. " "	9 00
2-oz. Spruce essence	6 00
2-oz. " "	9 00
2-oz. Anchor extracts	12 00
4-oz. " "	21 00
1-oz. " "	36 00
1-lb. " "	70 00
1-oz. flat "	9 00
2-oz. flat bottle extracts	18 00
2-oz. square bottle "	21 00
4-oz. " " (corked)	36 00
8-oz. " " "	72 00

	Per doz.
8-oz. " glass stop extracts	$3 50
8-oz. " " "	7 00
2½-oz. round quint essence extracts	2 00
4-oz. jockey decanters "	3 50

Food.

	Per doz
Robinson's patent barley ½-lb. tins	$1 25
" " " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " " 1-lb. tins	2 25

Gelatine.

	Per gross.
Knox's No. 1 sparkling	$15 00

	Per doz.
" " " doz., at	$ 1 30
" No. 3 acidulated, at	$ 1 50

Jams and Jellies.

SOUTHWELL'S GOODS.

Frank Magor & Co., Agents.

	Per doz
Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant " "	1 85
Other jams	$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.

Pure Fruit Jams—	
1-lb. glass jars, 2 doz. in case, per doz.	$0 95
2½-lb. tin pail, 2 doz. in crate, per lb.	0 06½
5 and 7-lb. tin pails, 8 and 9 pails to crate, per lb.	0 06
7, 14 and 30-lb. wood pails, "	0 06
Pure Fruit Jellies—	
1-lb. glass jars, 2 doz. in case, per doz.	0 95
7, 14 and 30-lb. wood pails, per lb.	0 06
Home Made Jams—	
1-lb. glass jars (16-oz. gem.) 1 doz. in case, per doz.	1 50
5 and 7-lb. tin pails, per lb.	0 09
7, 14 and 30-lb. wood pails "	0 09

BRAND & CO.

Brand's calf's foot	$3 50
Real turtle jelly	7 75

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" 100 sticks	0 73
Dulce large cent sticks, 100 in box	

Lye (Concentrated).

GILLETT'S PERFUMED.

	Per case.
1 case of 4 doz.	$ 3 60
3 cases "	3 50
5 cases or more	3 40

Matches.

UNITED FACTORIES, LIMITED.

	Per case.
Surelight (Parlor)	$3 50
Flashlight (Parlor)	5.75
Kodak (Sulphur)	3 80

Mince Meat.

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., -lb. tins, per doz.	$ 1 40
" ½-lb. tins "	2 50
" 1-lb. tins "	5 00
Durham 4-lb. jar, per jar.	0 75
" 1-lb. jar "	0 25
F. D., ½-lb. tins, per doz.	0 85
" ¼-lb. tins "	1 45

HENRI JONAS & CO.

	Per gross.
Pony size	$ 7 50
Imperial, medium	9 00
Imperial, large	12 00
Tumblers	12 00
Mugs	13 20
Pint jars	18 00
Quart jars	4

E. D. MARCEAU, Montreal.

"Condor," 12.1b. boxes—	
¼-lb. tins, per lb.	$ 0
½-lb. tins "	0 35
1-lb. tins "	0 32½
4-lb. jars, per jar	1 20
1-lb. jars "	0 35
Old Crow," 12-lb. boxes—	
¼-lb. tins, per lb.	0 25
½-lb. tins "	0 23
1-lb. tins "	0 22½
4-lb. jars, per jar	0 70
1-lb. jars "	0 25

Olive Oil.

	Per case
Barton & Guestier's quarts	$ 8 00
" " pints	9 00

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand 1-lb. glass	$1 50
" " quart gem jars	3 40

T. UPTON & CO.

1-lb. glass jars, 2 doz. case, per doz.	$ 0 95
Home-made, in 1-lb. glass jars "	1 50
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 06

Pickles.

STEPHENS'.

A. P. Tippett & Co', Agents.

Cement stoppers (pints), per doz.	$ 2 30
Corked "	1 90

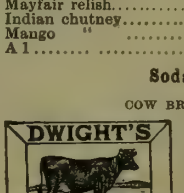
Sauces.

BRAND & CO.

Worcester	$1 85
Tomato catsup	2 60
Mayfair relish	2 60
Indian chutney	1 75
Mango "	2 25
A 1	1 70 2 60 3 15

Soda.

COW BRAND.



Case of 1-lb. containing 60 pkgs., per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. (containing 96 pegs.), per box, $3 00.

EMPIRE

"EMPIRE" BRAND.

Brunner, Mond & Co.

Case 120 ½-lb. pkts. (60 lb.), per case, $2 70.

Case 96 10-oz. pkts. (60 lb. case, $2 80.

"MAGIC" BRAND.

	Per case.
No. 1, cases, 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " { 30 1-lb. " / 60 ½-lb. " }	2 75

No. 5 Magic soda---cases 100---10-oz. pkgs.

1 case	2 85
5 cases	2 75

"BEE" BRAND.

	Per case
"Bee" brand, 8 oz., cases, 120 pkgs.	
" " 10 oz., cases, 96 pkgs.	$2 75
" " 16 oz., cases, 60 pkgs.	

Soap and Soap Powders.

A. P. TIPPET & CO., Agents.

Maypole soap, colors, per gross	$10 20
" " black "	15 30
Oriole soap "	10 20
Gloriola soap "	12 00
Straw hat polish "	10 20

Two Lines That Lead.

A Vinegar with Advantages.

You want a brand absolutely pure. One which will keep a long time without deteriorating. One known for its delicate aroma and its excellent flavour. **Hill, Evans & Co.** (Worcester, Eng.), produce **the** one. A Malt Vinegar which is unapproached by any other for these essential properties. A Vinegar you may always rely upon.

Quinine Wine with a Reputation.

Robert Waters' Quinine Wine enjoys a 50-year reputation as the finest tonic known.

Export Agents—ROBT. CROOKS & CO., Botolph House, Eastcheap London, England.

CHASER SOAP.

1 case	$2 40
5 cases	2 30
10 cases	2 20
20 cases	2 10

5 per cent. 10 days or 60 days acceptance.
Babbitt's "1776" 100 6-oz. pkgs. $3.50 per bx.
5 boxes, freight paid and a half box free.
Babbitt's "Best" soap, 100 bars, $4 10 per bx.
Potash or Lye, bxs., ea. 2 dz., $2 per bx.
WM. H. DUNN, AGENT.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. cartons	$ 0 06
No. 1 " " 3-lb. "	0 06
Canada laundry	0 05
Silver gloss, 6-lb. draw-lid boxes	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05½
Benson's enamel....per box 1 25 to	2 50
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 06½
Canada Pure Corn	0 05½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps	0 08½
"Bee" brand, cases, 4 packages	5 00

BRANTFORD STARCH WORKS, LIMITED Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 05
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 06
Barrels, 200 lb.	0 05½
Kegs, 100 lb.	0 05½
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 45 cartons, per case	40
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 05½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 06½
Crystal Maise Corn Starch —	
1-lb. packages, boxes 40 lb.	0 06½

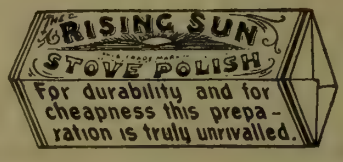
ST. LAWRENCE STARCH CO., LIMITED. Ontario and Quebec.

Culinary Starches—	
St. Lawrence corn starch, 40 lb	0 06½
Durham corn starch, 40 lb	0 06½
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 06
" 3-lb. cartons, 36 lb.	0 06
" 200-lb. bbl.	0 05½
" 100-lb. kegs	0 05½
Canada Laundry, 40 to 46 lb.	0 05
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 06½

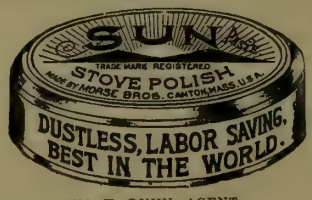
OCEAN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$3 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00



WM. H. DUNN, AGENT.

	pr. dz.
Enameline No. 4, bxs., ea. 3 dz.	0 38
Enameline No. 6, bxs., ea. 3 dz.	0 65
Enameline liquid, bxs., ea. 3 doz.	0 75
Blackene, 5-lb. cans, per lb.	0 10

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

	Per case.
Enamelled tins, 2 doz. in case	$2 40
Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 90
5 " 1 " "	2 35
10 " ½ " "	2 25
20 " ¼ " "	2 10

(10 and 20 lb. tins have wire handles.)

"BEAVER" BRAND.

	Per case.
1 gal. tins, square, 6 in case	$4 40
1 gal. tins, round, 12 in case	4 50
½ gal. tins, round, 24 in case	4 60

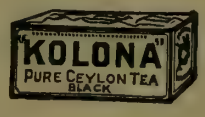
SMALL'S BRAND—Standard.

	Per case.
1 gal. tins, square, 6 in case	$4 70
½ gal. tins, round, 12 in case	4 90
¼ gal. tins, round, 24 in case	5 30

Teas.

SALADA CEYLON.

	Wholesale.	Retail.
Brown Label, 1's	$0 20	$0 25
" ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c.		$0 19
" " ½-lb., " "		0 20
Blue Label, retail at 30c.		0 22
Green Label. " 40c.		0 28
Red Label, " 50c.		0 35
Orange Label, " 60c.		0 42
Gold Label, " 80c.		0 55

Cases, each 60 1-lb.			$0 35
" " 60 ½-lb.	}		0 35
" " 30 1-lb.			
" " 120 ½-lb.			0 36

LUDELLA CEYLON, 1's AND ½'S PKGS.

Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

"CROWN" BRAND.

	Wholesale.	Retail.
Red Label, 1-lb. and ½s	$ 0 35	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½s	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—	
"Condor" III 80-lb. boxes	$0 37
EMD AAA Japan, 40 lb " at	0 37½
" AA " 40 "	0 35
Blue Jay, basket fired Japan, 70 lbs.,	0 30
"Condor" IV 80-lb. "	0 43
" V 80-lb. "	0 30
" XXXX 80-lb. boxes	0 25
" XXXX 30-lb. "	0 26
" XXX 80-lb. "	0 22½
" XXX 30-lb. "	0 23½
" XX 80-lb. "	0 20
" XX 30-lb. "	0 21
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 28½

Black Teas—"Nectar" in lead packets	
Green Label, retails	0 26 at 0 20
Chocolate Label, "	0 35 at 0 25
Blue Label, "	0 50 at 0 36
Maroon Label, "	0 60 at 0 45
Fancy tins—Chocolate, 1-lb	0 32½
" " —Blue, 1-lb	0 42½
" " —Maroon, 1-lb	0 50
" " —Maroon, 1-lb	1 50

"Condor" Ceylon black tea in lead packets

Green Label, ¼s, ½s and 1s, 60-lb. cases, retail	0 25 at 0 20
Grey Label, ¼s, ½s and 1s, 60-lb. cases, retail	0 30 at 0 23
Yellow Label, ½s and 1s, 60-lb. cases, retail	0 35 at 0 26
Blue Label, ¼s, ½s and 1s, 50-lb. cases, retail	0 40 at 0 30
Red Label, ¼s, ½s and 1s, 50-lb. cases, retail	0 50 at 0 34
White Label, ¼s, ½s and 1s, 50-lb. cases, retail	0 60 at 0 40

Black Teas—"Old Crow" blend—	
Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1 per lb.	0 35
No. 2 "	0 30
No. 3 "	0 25
No. 4 "	0 20
No. 5 "	0 17½

LIPTON'S TEA (in packages).

Color of Label.	1 lbs & ¼ lbs. per lb.	½ lbs. per lb.	Sold for per lb.
Ceylon-India, Ex. ch'st A Yellow	45	47	70
" " B Red	40	42	60
" No. 1 C Pink	35	37	50
" 2 C Orange	28		40
" 3 C L. Blue	22		30
" 4 C L. Green	20		

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 3½s, 5s. and 10s.	$0 39
" Amber, 8s. and 3s.	0 60
Chewing—Stag, bars, 10½oz.	0 43
" Bobs, 5½s. and 11s	0 44
" " 10½ oz. bars, 6s.	0 44
" Currency, 12 oz. bars, 12s.	0 47
" " 6½s. and 12's.	0 47
" Old Fox, narrow, 12s.	0 47
" Snowshoe, 14½oz b'rs, sp'c'd 6½	0 51
" Pay Roll, 7s and 6½s.	0 52
" Fair Play, 8s. and 13s.	0 53

Vinegars.

E. D. MARCEAU, Montreal.	Per gal.
EMD, pure distilled, highest quality	$0 30
Condor, pure distilled	0 25
Old Crow	0 20

Special prices to buyers of large quantities

GRIMBLE'S MALT.

Bulk, ¼-casks, 25 gals.	$5 45	$10 95
" casks, 60 "	10 25	22 40
Bottles, cases, 3 doz.	3 25	4 40

Washing Powder.

FAIRBANK'S GOLD DUST.

Five cases assorted—	
24 25c. packages	$4 65
100 10c. "	7 80
100 5c. "	3 90

Freight prepaid.

Cane's Woodenware.

UNITED FACTORIES, LIMITED.

	Per doz
Washboards, Victor	$1 35
" Crown	1 45
" Improved Globe	1 60
" Standard Globe	1 70
" Original Solid Globe	2 00
" Superior Sld. Bk. Globe	2 15
" Jubilee	2 10
" Pony	0 95
Diamond King (glass)	3 10
Tubs, No. 0	10 50
" " 1	9 50
" " 2	7 50
" " 3	6 50
Pails, No. 1, 2 hoops	1 75
" "	1 90

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case	$1 80
Gillett's cream yeast, 3 doz.	1 00
Jersey cream yeast cake, 3 doz. 5c.	1 00
Victoria " " 3 doz. 5c.	1 00
" " " 3 doz. 10c.	1 90

YOU WANT TO BE A LEADER IN YOUR TRADE

Manufactured from a blend of the finest
MOCHA, EAST INDIAN, JAVA, COSTA RICA and MYSORE COFFEES.

NO CARAMEL, NO GLUCOSE used in their manufacture.

BROMLEY'S COFFEE ESSENCES

The HOSPITAL says:—
"It is quite the best of its kind we have ever tested."

The LANCET says:—
"Distinct evidence of its genuineness and value was afforded in the fact that, by a suitable treatment crystals of Caffeine, the important stimulating principle of Coffee, were extracted from it. It is free from objectionable admixtures."

BRITISH MEDICAL JOURNAL says:—"It is a well-made liquid preparation, and Caffeine was abundantly found therein."

WILL ACHIEVE YOUR DESIDERATUM

GOOD AND PERMANENT PROFITS.

LARGE AND INCREASING SALES.

Dr Laing's Cream Sauce

THE ONLY SAUCE IN THE WORLD CONTAINING
PURE GRAPE JUICE AND RICH DEVONSHIRE CREAM.

SOLE AGENTS FOR CANADA: W. G. PATRICK & CO., Merchants, 29 Melinda St., TORONTO

COX'S GELATINE

ALWAYS TRUSTWORTHY

Established 1725.

Agents for Canada:
C. E. COLSON & SON, Montreal.
D. MASSON & CO., Montreal.
ARTHUR P. TIPPET & CO., Toronto, St. John, N.B., and Montreal.

THE PEOPLE OF
JAMAICA
are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the
KINGSTON
"GLEANER"
might bring inquiries. Better write for rates to
I. C. STEWART, Halifax.

BASKETS

We make them in all shapes and sizes. We have

Patent Strawboard Berry Box
Grain and Root Baskets,
Clothes Baskets,
Butcher Baskets,

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE . . .
Oakville Basket Co.
Oakville, Ont.

You are Interested in Something.

Why not get the best items that are printed on the subject.

We read and clip thousands of newspapers every week — therefore we can equip you **speedily** and **economically** for a debate, speech, lecture, essay or anything else requiring up-to-date information and more of it than your competitors are likely to get.

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CANADIAN PRESS CLIPPING BUREAU,
232 McGill Street, MONTREAL, QUE.
Telephone Main 1255.
10 Front St. E., Toronto. Telephone Main 2701.

Is Honest Goods and just the Thing on Which to Make or Extend a Business.

McLAREN'S
COOK'S FRIEND
BAKING POWDER.

The Best Grocers make a point of Keeping it always in Stock.

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Art Book, 19
Page 25
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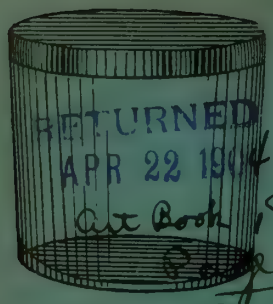

W. B. Jelly or Honey.
Height 3¼ in. Diam. at top 3½ in.
Diam. at bottom 3¼ in.

A SPECIAL SNAP...

Take advantage while stock lasts. Supply is limited.

This is a well-finished, heavy glass tumbler with slip tin cover. One of the most convenient and useful shapes ever offered. While they last we will enter orders for immediate shipment at following low prices:

2 dozen in box,	per dozen		$0.40
1 gross lots	"	gross	4.20
5 " "	"	"	4.00

Cases free. Terms 5 per cent. 30 days.

GOWANS, KENT & CO.,

TORONTO and **WINNIPEG.**

16 Front St. East. Main street.

"Perfectly clean from our kitchen to your customer's."

Perfectly clean means a good deal in food. Your customers are particular about what goes on their tables. That is why they discriminate in favor of

Wethey's Mince Meat

They know it is clean, pure, wholesome and delicious. How is your stock of Wethey's Mince Meat?

J. H. Wethey, Limited
ST. CATHARINES, ONT.

Crosse & Blackwell's

Celebrated Candied and Drained Peels.

ORANGE, LEMON, CITRON and MIXED (O. L. & C)

7-lb. Tins, 7-lb. Wood Boxes and 1-lb. Cartoons.

SPECIALLY LOW NEW SEASON PRICES.

C. E. COLSON & SON, AGENTS, **MONTREAL**

CHAS. F. CLARK, President. CHAS. L. BECKWITH, Secretary.

...ESTABLISHED 1849...

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Capital and Surplus, $1,500,000. **Offices Throughout the Civilized World.**

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OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

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MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

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Agent:

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MONTREAL.

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 27.

VOL. XVIII. MONTREAL AND TORONTO, APRIL 29, 1904. NO. 18.

THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, General and Allied Trades in Canada.

PUBLISHED EVERY FRIDAY

CIRCULATES IN EVERY PROVINCE

The season for Laundry Blue is now at its best and orders for

KEEN'S OXFORD BLUE

are being placed all over Canada. It is the Best Blue in the world.

Keen's Oxford Blue

A Thin Layer of Raspberry Jam

between two biscuits makes **Jam-Jams**, one of our many varieties of fancy biscuits. It has a subtle and pleasant flavor, and will please your customers.

CHRISTIE, BROWN & CO., Limited

TORONTO and MONTREAL

ADOLPHE E. SMYLIE, President — HENRY ROWLEY, Vice-Pres't — H. W. PETHERBRIDGE, Sec'y and Treasurer

NATIONAL LICORICE CO.

Successors to
YOUNG & SMYLIE
BROOKLYN, N. Y.
S. V. & F. P. SCUDDER
BROOKLYN, N. Y.
MELLOR & RITTENHOUSE CO.
CAMDEN, N. J.
H. W. PETHERBRIDGE
BROOKLYN, N. Y.
DOMINION LICORICE & NOVELTY CO.
TORONTO, CAN.

Y. & S., SCUDDER, and M. & R. Brands of PURE STICK LICORICE, Acme Licorice Pellets, M. & R. Wafers in bags, Licorice Lozenges, and a full line of Licorice Specialties, including the celebrated soft licorice lines sold under the Company's brands as follows: THE FLEXIBLE LICORICE, THE PLIABLE LICORICE, THE ELASTIC LICORICE.

OFFICE—106 JOHN ST.
106-118 John St., 227-237 Plymouth St., } Brooklyn, N.Y.
Illustrated Catalogue on request.

THE AUER GAS LAMP.

"TURNS NIGHT-TIME INTO DAY-TIME."

New Styles. Lower Prices.

Do you want a lamp which won't tire your eyes?

Do you want a lamp which makes sewing or reading a pleasure?

Do you want a lamp which gives more light than half a dozen kerosene ones for less money?

Do you want to sell the best lamp on the market?

THEN WRITE FOR
OUR CATALOGUE AND DISCOUNTS.

Every Lamp Guaranteed.

AUER LIGHT CO., 1682 NOTRE DAME ST., MONTREAL.

Something to Think About.

The makers of the best lines of Jams, Jellies and Preserved Fruits on the Canadian market are using

CANADIAN BEET SUGAR.

Don't be misled by any false notions, or old-fashioned ideas.

Crystal Granulated

is the best and it is all Canadian.

The Wallaceburg Sugar Company

LIMITED

WALLACEBURG, ONT.

Cured and Packed
Where Caught!

"Thistle" Brand Canned Fish.

One reason why the "Thistle Brand of Canned Haddies, Kippered Herrings, etc., retain the rich, delicate flavor of the freshly-caught fish is because they are cured and packed right at the water side where they are caught.

There is **no dirt, no slime** in the "Thistle" Brand to spoil the natural flavor. There are no "odds and ends" thrown in in a hurry. The "Thistle" Brand contains nothing but carefully-selected fish—**only the best will do for the "Thistle" Brand!**

The cost per tin, or can, to clean, cure and pack the "Thistle" Brand is without doubt greater than the cost involved in marketing any other Brand in the country, yet the high quality has been steadily maintained from year to year even in the face of strong competition. The "Thistle" Brand competes **on quality** and **not on price. It is the Standard Brand of Canned Fish!**

Highest Quality Always.

ARTHUR P. TIPPET & CO.,

8 Place Royale, Montreal. Sole Agents, 20½ Front Street, Toronto.

Human Nature's concern about itself is your opportunity. It demands a healthful food. All you need to do is to recommend fish as preferable to meat, and particularly to recommend

"HALIFAX," "ACADIA" AND "BLUENOSE" BRANDS OF PREPARED CODFISH

as being the best KIND of fish. The best flavored codfish in the world are caught in the waters adjacent to Nova Scotia, and it is from those fish that these brands are made.

Put up by
BLACK BROS. & CO., Limited
Halifax, N.S.

Representatives in Quebec and Ontario;
A. H. BRITTAIN & CO.
Board of Trade Building, MONTREAL.

"Sterling" Brand Specials

The grocer can never go astray with any line of pickles or relishes marked "Sterling." But a word to-day of several lines that he should be sure to add to his stock :—

CANADIAN RELISH—our newest, and bringing repeat orders wherever sold.

SOUTH AFRICA RELISH—always popular.

CHILI SAUCE—new and a great seller.

ROYAL CLUB SAUCE—should always be kept in stock.

SWEET PICKLES—sales large.

These are done up in glass, 2 dozen in case. Write your jobber or direct.

The T. A. LYTLE COMPANY, Limited
Manufacturers of High-Grade Pickles
124-128 Richmond St. West, TORONTO.

Messrs. Grimble & Co.
LIMITED

Specially request the trade to consider quality when placing their orders for

VINEGARS

NOTE OUR GRADES.—Orleans No. 16, and Nos. 16, 18 and 24 malt, concentrated and distilled.

All inquiries addressed to their Canadian agent, Mr. I. S. Wotherspoon, 204 Board of Trade Building, Montreal, will receive prompt attention.

I. S. WOTHERSPOON,
204 Board of Trade Building,
MONTREAL, P. Q.

GUARANTEED UNIFORMITY—Every grocer who handles coffee knows the value of getting it uniform ; a careful system of registering orders assures your coffee being always the same, if you handle

S. H. & A. S. EWING'S
High-Grade COFFEES

You are not experimenting when you place your order with a firm whose reputation for high-grade goods (both Coffee and Spices) has stood over half a century. Order now.

THEY EARN THEIR COST

while you pay for them.

SOLD ON EASY MONTHLY PAYMENTS.

The Computing Scale Co. of Canada, Limited

164 King Street West, Toronto, Canada.

Manufacturers of...

DAYTON COMPUTING SCALES.
MONEY-WEIGHT SCALES.

SOCKEYE SALMON

"Sovereign" and "Lynx" Brands

ARE THE CHOICEST IN THE MARKET.

EVERY TIN GUARANTEED.

TO BE HAD OF ALL GROCERS.

Paid For Itself.

C. WILSON & SON, Limited, Scale Manufacturers,
TORONTO. HAMILTON, MAR. 19th, 1903.

DEAR SIRS:—

I have used your **BALL-BEARING COMPUTING SCALE** for several years now and I believe it has paid for itself a good many times over during that period. Most of my profits went to my customers in overweights in the past. Now I have a little left for myself.

Yours truly, ———

One of a hundred similar testimonials secured by us. Let us put you on the same road to prosperity. Catalogue free for the asking.

C. WILSON & SON, Limited, **TORONTO.**

JAPAN TEAS

Volumes might be written on the subject of the superiority of the teas of **JAPAN** over those of other lands.

You, as busy merchants, would not have the time to wade through them, but you **do** have time to try them in the cup.

If you have trade you wish to please, send them a sample of **Japan Tea.** It will please them and pay you.

EASY

When it comes to fly felts, there's only one "kill-em-dead" kind—it's Smith's. **Made by Smith.** 15 years on the market without a complaint. We're fly. felt specialists—and the only ones.

"We have handled your fly felts for several years and always found them give full satisfaction."
LAPORTE, MARTIN & Co.
Montreal, Feb. 27, '04.

CAUTION.—It's only good goods that are imitated; that's why ours are. If that Smith felt has not got SMITH BROS. on every package, it's the imitation. Do the right thing; send it back; get what you pay for.

Smith Bros., The Fly Felt Men.

Dutch Chemical Works
AMSTERDAM.

EXCEPTIONAL VALUE FOR THE GROCERY TRADE

SPECIAL OFFERS

Recommend Themselves.

WE OFFER OUR MAGNIFICIENT

"Butterfly Brands"

	¼-lb.	½-lb.	1-lb.
COFFEE and CHICORY per doz tins.....	2/3	4/-	7/-
PURE DUTCH COCOA per doz. tins.	4/3	8/-	15/-

Goods delivered, freight paid, to any Canadian port, duty not included. TERMS: Cash with order.

The COFFEE and CHICORY is packed in cases of one cwt., while the COCOA is supplied in cases of 56 lbs.

SAMPLES FREE ON APPLICATION.

CORKS——

—We have special job lots of Grocery Corks, all sizes and shapes.
—Will be pleased to submit samples and prices suitable for grocery
—trade. You are often asked for corks, why send your customers to
—the drug stores when you can supply them?

S. H. EWING & SONS
96 KING ST., MONTREAL,

Telephone Bell Main 65.
" Merchants 522.

Toronto Branch, 29 Front St. West
TELEPHONE MAIN 2059
Telephone orders receive prompt attention.

We have recently taken up the manufacture and sale of the

Templeton Cheese Knife

It is the greatest device for merchants retailing cheese. "Soon pays for itself," the testimony of everyone who has used the machine for the past year.

KEEPS CHEESE FRESH
SAVES FROM WASTE

EASY TO OPERATE
PLEASES EVERY CUSTOMER

Sold on easy terms. Write us for particulars.

The Computing Scale Co. of Canada, Limited, - 164 King St. West, Toronto.

TEA ROSE DRIPS

If Your Idea

is not merely to "make a sale," as the phrase goes, but to make a patron of every customer who walks into your store — not with words, but with goods—sell Tea Rose Drips—the best brand of pure cane sugar syrup on the market to-day—without exception.

ROSE & LAFLAMME, Agents,
MONTREAL.

OBSERVE THE LABEL.

If the name on the bottle spells . . .

"PATERSON'S WORCESTER SAUCE"

you have the standard brand and the very best value for the money on the market. Be sure not to "run out" of "Paterson's."

ROSE & LAFLAMME,
Agents, - - MONTREAL.

The QUEEN of Teas For The KING of Lands.

Ceylon Tea
FOR CANADA

Ceylon Green Tea is incomparable.
Ceylon Black Tea is second to none.

Ceylon Tea will satisfy your most fastidious customer, and gives you a fine margin of profit.

TEA.

AGENTS REQUIRED in Canada and United States to sell and obtain wholesale orders for **Ceylon Black** and **Green Teas** on commission. Apply,

"COMMISSIONER,"
CANADIAN GROCER,
109 Fleet Street E.C. London, Eng.

"Royal" Salad Dressing

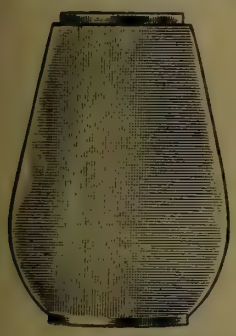
Every detail of manufacture, all materials used and the circumstances governing the production of **"ROYAL" SALAD DRESSING**, combine to make it the most popular salad dressing sold.

A carload of **"ROYAL" SALAD DRESSING** went through Buffalo on Saturday, en route for New York City.

New Yorkers know good stuff. Made only by

The Horton-Cato Mfg. Co.,
DETROIT, MICH., - WINDSOR, ONT.

ARE YOU USING OUR



Cold Blast or Jubilee Globes

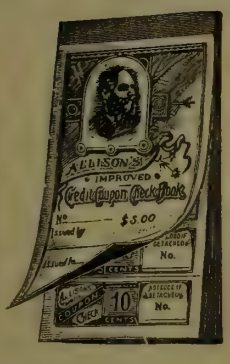
Aetna or Quaker Flint Chimneys?

Give them a Trial.

THE SYDENHAM GLASS CO.
OF WALLACEBURG, LIMITED.

The Nibble of a Mouse

will eventually consume the biggest cheese, and the loss of pennies, nickels, dimes and dollars, if it don't "bust" the biggest business, will reduce the profit to an alarming extent. And you're bound to lose more or less if you do a credit business, and depend on ledger balances taken from the day-book. Throw out your day-books and other time-wasting devices, and adopt the modern **Allison Coupon System.**



IF A MAN WANTS CREDIT

r $10, give him a $10 Allison Coupon Book, charge nim with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. **NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING.** There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.
C. O. BEAUCHEMIN & FILS, MONTREAL.
ALLISON COUPON CO., Manufacturers, Indianapolis, Indiana.

ROW'S PURE SPRUCE LUMP GUM

ROW'S GUM in Lumps, 5c. Pkgs. in 1c. Stick, in 5c. Bars.

ROW & CO., Morristown, N.Y., and Brockville, Ont.

"ACME" TABLE SALT

Ask your wholesale grocer for it. Put up in 24 3-lb. cartoons in a case, and in 50-lb. box.

TORONTO SALT WORKS, Toronto, Ont

IF FLIES CARRY DISEASE

AS YOUR CUSTOMERS WELL KNOW

WILL IT NOT offend your patrons if you offer them fly-blown and fly-specked goods?

WILL IT NOT be good policy on your part to spread out a few sheets of **Tanglefoot** in your store and shop windows to show that you are anxious to please your trade with clean, wholesome goods?

WILL IT NOT make you many profitable sales to keep **Tanglefoot** constantly at work within sight of every person who enters your store?

WASTE.

Skin, Seeds and Fibre in Tomatoes are waste. We remove this waste by our process. We give about 3 times the value in our tomato pulp that others give in their goods.

Our price is $1.00 doz. F.O.B. Burlington.

Have we had your order?

The Burlington Canning Co.
Limited
BURLINGTON, ONT.

Want Ads.

In this paper cost 2 cents per word first insertion, 1 cent per word subsequent insertions. Contractions count as one word, but five figures (such as $1,000) may pass as one word. Cash remittance to cover cost **must in all cases** accompany orders, otherwise we cannot insert the advertisement. When replies come in our care 5 cents additional must be included for forwarding same. Many large business deals have been brought about through advertisements of 20 or 30 words. Clerks can be secured, articles sold and exchanged, at small expenditure.

MacLEAN PUBLISHING CO., Limited
Montreal and Toronto.

ECONOMY IS CLEAR GAIN

FIRST FLOOR OUTFIT.

Bowser Outfits

ARE BUILT TO LAST.

THEY HAVE ...

All Metal Pumps Dial Discharge Registers Money Computors—Anti-Drip Nozzles Float Indicators Double Brass Valves—Double Plungers—Galvanized Steel Tanks Handsomely-Finished Cabinets They Pump Accurate Gallons, Half Gallons and Quarts.

WE MAKE FIFTY DIFFERENT STYLES. SEND FOR CATALOGUE "B."

So Stop Wasting Time and Oil

By using old out-of-date methods. Turn your present loss into gain by installing the

IMPROVED

BOWSER SELF-MEASURING AND COMPUTING **OIL OUTFIT**

It Saves Oil

There is no evaporation; no leakage; no spilling or waste from dirty, "sloppy" measures; no over-measure, etc.

It Saves Time and Labor

There is no running up and down stairs or to the back room for oil; no oily cans to wipe or oily hands to wash. Pumps five gallons in less time than to pump one gallon in any other way.

SAVES OIL TIME LABOR **MONEY.**

S. F. BOWSER & CO., FORT WAYNE INDIANA.

BRUNNER, MOND & CO.'S

SODAS

Bicarb
Sal
Concentrated Sal
Caustic

EVERYWHERE KNOWN TO BE THE BEST.

WINN & HOLLAND, Sole Agents for Canada, MONTREAL

LIPTON'S TEAS

HAVE THE LARGEST SALE IN THE WORLD.

Over 93,000,000 Packets were sold during 1903.

SOLD ONLY IN AIR-TIGHT CANS, NEVER IN LEAD PACKETS.

LIPTON'S TEAS are far more popular in Canada than any other teas carried by the grocer. The only teas in Canada offered to the grocer direct from the tea gardens—packed by the grower.

AGENTS IN MONTREAL—**Laporte, Martin & Cie., and all wholesale grocers.**
AGENTS IN TORONTO—**Canada Grocers, Limited, and all wholesale grocers**
THOMAS J. LIPTON, 39 Pearl Street, New York City.

SAVE 25% on your HOUSE PAINTING.

If the grocers who intend painting their residences next Spring will follow the directions given below and wash the buildings with a solution of ***GOLD DUST*** Washing Powder, they will use one-third less paint than if they merely attempted to brush the dust off the house without washing it.

DIRECTIONS.

Dissolve one-quarter pound of **GOLD DUST** in a pint of water, then add the solution to 4 gallons of hot water; apply with a stiff brush, and follow with use of a hose. The stronger the hose is turned on the quicker and more effectual the work will be.

The use of less paint can be accounted for by the fact that after washing the house with **GOLD DUST** it leaves a smooth surface, so that the same quantity of paint will go fully one-fourth further. Furthermore, it leaves no layer of dirt between the paint and the woodwork, and, as a consequence, the paint will wear longer.

We have letters from several of our customers who used this method, and after washing their houses with **GOLD DUST** they were so well pleased with the appearance of them that they concluded not to paint them at all.

Retail grocers will do well to call this matter to the attention of their customers, as $3.00 worth of **GOLD DUST** Washing Powder will make the house look as well as the expenditure of $100.00 in re-painting it would.

Any grocer may experiment with a 5c. package of **GOLD DUST** by emptying the contents into 8 gallons of hot water, which should convince him that it will pay him to continue.

GOLD DUST can be used for any kind of outdoor work that needs renovating.

THE N. K. FAIRBANK COMPANY,

Wellington and Ann Sts., MONTREAL, QUE.

Chicago, New York, St. Louis, New Orleans, San Francisco, Baltimore, Boston, Philadelphia, London, Eng., Hamburg, Ger.

DON'T WORRY

your customers by selling them inferior goods. You will lose trade by it. Take no chances. Always give them the best—

JAMES' DOME BLACK LEAD

None better. Over sixty years on the market.

W. G. A. LAMBE & CO., Canadian Agents.

Three Items of Good Cheer:

Bromley's Coffee Essences
Dr. Laing's Cream Sauce
Cerebos Salt

We cater to the very best class of grocery trade. The lines of specialties we handle are unexcelled.

The retail grocery trade is asked to correspond with us—to call when possible—to find out how good are the three lines above named. To sell these goods gives prestige to any grocer.

W. G. PATRICK & CO.,

Sole Canadian Agents · **29 MELINDA ST., TORONTO.**

MORE DOING

When you please a purchaser on CONDENSED MILK more will follow.

REINDEER BRAND

has proved this by the ever-increasing demand.

W. G. A. LAMBE & CO., Agents.

AURORA CORN SYRUP

A Pure Golden Syrup Made from Golden Grain. A Great Spread for Daily Bread.

Better in flavor and purity than any other.
Good for everybody. A pleasaant surprise to all.

2-lb. tins, cases, each 24 tins, $1.90 per case.
5 " " " 12 " 2.35 "
10 " " " 6 " 2.25 "
20 " " " 3 " 2.10 "

Freight paid on 5-case lots. Price subject to change without notice.

Ask our travellers about our Pure Maple Syrup.

W. H. GILLARD & CO., Wholesale Grocers, - HAMILTON.

Branch CANADA GROCERS LIMITED.

WOOD'S BOSTON COFFEES
THOMAS WOOD & CO.
IMPORTERS AND ROASTERS
BOSTON, MASS.
PURITY, UNIFORMITY AND EXCELLENCE GUARANTEED.

LIKE BEGETS LIKE

Every Grocer is anxious to command the best trade in his own neighborhood.

The patronage of the most respectable citizens is the very best advertisement.

Sell the best, and you attract the best; "Like Begets Like," in this case.

You have a loadstone in **WOOD'S COFFEES**, with their high standing of 25 years, to begin with.

They draw trade, and they hold it.

Canadian Factory and Salesroom,

No. 428 St. Paul St., MONTREAL.

WOOD'S BOSTON COFFEES
THOMAS WOOD & CO.
IMPORTERS AND ROASTERS
BOSTON, MASS.
PURITY, UNIFORMITY AND EXCELLENCE GUARANTEED.

DONT BE BEHIND THE TIMES

ALL THE UP-TO-DATE TRAVELLERS HANDLE

MYERS SPICE for Horses, Cattle, Poultry, etc.

WHY! Because they know it is pure and the best to be had. Also they want their customers to have a genuine article and a ready seller.

Write ***MYERS ROYAL SPICE CO., Niagara Falls, Ont.,*** for further particulars.

CO-OPERATIVE TRADING IN EUROPE

IN an address delivered in England in 1874 Prof. Goldwin Smith said that when negotiations were once going on between Napoleon Bonaparte and the Austrian Government, before the treaty of Campo Formio, the Austrian Government offered as a concession that they would acknowledge the French Republic. "The Austrian Government might as well offer to acknowledge the sun in heaven," was young Bonaparte's answer. And an attempt to defend co-operative stores, continued Professor Smith, to attempt to show that co-operative stores might be successful and beneficial would be like offering to acknowledge the sun in heaven.

Since that time the co-operative movement in England has made enormous strides and in the twenty-six years preceding 1890 the sales made through the societies amounted to the almost incredible sum of £471,200,000, and the profits for the same period amounted to nearly £40,000,000. In 1890 there existed in Great Britain one thousand five hundred and fifteen societies with over a million members and a capital exceeding £11,000,000. Their annual business at that time amounted to upwards of £40,000,000 and their yearly profits to £3,755,646. Of the number of members of the societies Lord Rosebery said: "We have an army as great again as the army Napoleon led into Russia, and the capital of the movement is as great as the national debt of England in the reign of Queen Anne; and the co-operative annual income is as great as the income of England during the reign of William III."

Mr. Gladstone speaking at West Calder in 1890, remarked that co-operation in the distribution of commodities was attended with immense economy. "Most heartily," he said, "wherever it can be had, in manufacture or in agriculture, I for one cordially wish it well."

The co-operative societies in England are chiefly trading concerns, but they also carry on numerous mills and factories and many of them own a large number of houses and other properties which have been acquired for the use and benefit of their members. Mr. Holyoake, author of the "History of Co-operation in England," and other economic works, says: "The reader who has proceeded thus far will understand what are the signs of the co-operator and will almost know him at sight. You may know one in the streets of Yorkshire—the men are better fed and the women better dressed, the children are healthy and plump. In the face of a co-operative workman there is more satisfaction, his face has fewer furrows of care." The same author further says: "No store ever fails that pays a fair dividend and no store ever fails to pay a fair dividend whose members buy at it."

At the British Co-operative Congress held in 1902, reports were received from 1648 societies doing business in the United Kingdom, with a membership of 1,919,555, a share capital of £24,595,706, and profits of £9,000,000, or nearly 37 per cent. on the share capital. The annual sales reported for 1901 were £81,782,949.

Prominent among the English co-operative societies are the wholesale concerns, which are really the purchasing organizations for the retail stores throughout the country. The Economic Review for April, 1903, speaking of the annual report of the co-operative wholesale societies says:

"The Wholesale Annual, as it is popularly called, never appears but it has a tale to tell of growing business and strength which thoroughly astonishes outsiders. For what is related must appear to them truly fabulous. The Manchester society alone has in the latest instance in the report for 1901 £17,642,082 of sales to record, as compared with only £8,766,430 ten years previous, and £3,574,095 in 1881, and only £758,764 in 1871. That society began business in 1864. Up to 1901, inclusive, it sold in all £208,163,058 worth of goods, netting £3,073,251 of profits, which means that the latter sum has been paid back through this society into the pockets of the purchasers. From year to year the society has gone on extending its business, perfecting its methods, widening its sway like a great empire; laying new provinces under contribution, unceasingly conquering, annexing, absorbing, consolidating. It has its branches and depots now established all over the world, in Australia, in Ceylon, in France, in Denmark. It runs its own flotilla of steamers backwards and forwards to interconnect them. It grows its own tea out in China on its own plantation. It manufactures its own boots and shoes, every description of clothing, its own furniture, its own soap, cocoa and other provisions.

"The Scottish wholesale co-operative society, which is smaller and newer, but really more abreast with the times, comes in to swell the total by £5,700,743 of sales in the year, with £251,686 profit."

IN GERMANY, AUSTRIA AND FRANCE.

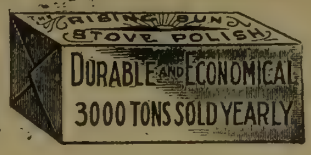
Complete statistics concerning the co-operative societies of Germany are not available. The principal sources of detailed information about them are the reports published by the Central Union. The union, however, only furnishes statistics for those societies which accept its rules and make regular reports to its central office. The co-operative movement in Germany appears to have originated near the middle of the last century and in 1888 a statement compiled by the union gave the names of 5,950 societies with two million members and an annual business of about $700,000,000. The German societies carry on various lines of business, including banking and manufacturing and the supplying of machines and other goods to farmers.

In the Austrian Empire and the Kingdom of Hungary statistics gathered in 1883 show a total of 1,872 societies. Eight years later when a convention was held in Prague it was estimated that considerable progress had been made but no statistics were available, there being no central bureau for the gathering of information of any kind.

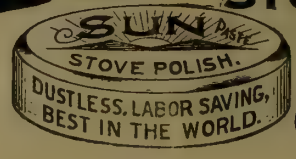
In France it is probable that in the case of co-operative societies, as in the case of other institutions, the Government keeps complete statistics from year to year, but up to the present time I have not been able to get any satisfactory statement. The farmers of France, however, supply themselves very extensively through co-operative societies with their agricultural implements and other articles required on the farm, and to such an extent is this the case that the large American implement companies find it necessary there to set aside their ordinary methods of doing business and place goods to a considerable extent through the farmers' organizations.

"The Syndicats Agricoles," says M. Fougerouse in an article in Le Co-oper-

RISING SUN STOVE POLISH IN CAKES
WELL KNOWN AND RELIABLE



SUN PASTE STOVE POLISH IN TINS



GUARANTEED TO THE TRADE

Our packages are larger and more attractive in style than any others.
The quality of our goods is superior to anything else on the market.

MORSE BROS., Proprietors, Canton, Mass.

For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

ateur Francais, in January, 1888, "formed originally to obtain for their members the articles necessary for their business, such as manures, implements, &c., show in their development one of the most surprising social facts ever witnessed in France or elsewhere. They date from the law of March, 1884, which permitted such bodies to be formed, and already they number seven hundred. They have done what they professed in securing to their members the increase and amelioration of their produce by buying cheaply and under protection against fraud what constitutes the elements of good agricultural produce."

In Italy the co-operative movement is making remarkable progress. Until within the last few years it had to meet with the determined opposition of the Government, who feared its political power. In Turin there is a society which owns seventeen general stores and two chemist stores, and in other parts of the country the movement is gaining a firm foothold.

CO-OPERATION IN DENMARK.

In no other part of the world has co-operation among the agricultural classes reached so complete a development as in the Kingdom of Denmark. The total population of Denmark is about 2,000,000, the adult male population is estimated at 580,000. There are 900 co-operative stores with a membership of about 140,000, and annual sales amounting to $7,000,000.

In addition to these stores there are 1,057 co-operative dairies with a membership about equal to the store membership. The extent of the co-operative dairying societies may be imagined when it is stated that over eight-tenths of all the cattle in Denmark are owned by the co-operative societies. It was estimated last October that in the whole country there was about one million cattle of which the co-operative dairying societies owned 850,000. The co-operative dairies in Denmark did not come into existence until 1882, and it will therefore be readily seen that their growth has been simply marvellous. In the year 1901 the co-operative dairies of Denmark sent to England 162,140,000 pounds of butter, or 42.2 per cent. of all the butter imported by England, and so great an effect has the co-operative movement had upon the quality of dairy products that the butter sent to England from Denmark brought an average of 1¾ pence per pound higher price than other butter sold in England. At the last World's Fair held in Paris, the first prize for dairy products was taken by Denmark, notwithstanding the fact that the butter sent from that country had been made several days before the date set for the judging, while it had to compete with fresh butter brought in by French peasants immediately before the test.

So marvellous had been the success of other co-operative enterprises that in 1888 the Danes set to work to establish co-operative slaughter houses. Their growth may be gauged by the fact that in 1888 the one co-operative slaughter house then existing did a business valued at about $250,000, while in 1901 their annual business had reached a total of nearly $10,000,000.

Another co-operative society in Denmark is the Danish Co-operative Egg Export Company, which last year sent to England alone nearly a million dollars worth of eggs.

The total membership of the co-operative societies of Denmark is estimated at 400,000, or within 180,000 of the total male adult population of the kingdom. Their total sales amount annually to nearly $50,000,000.

CO-OPERATION IN BELGIUM.

The growth of the co-operative movement in Belgium during the last twenty years has been very rapid. Two great trading concerns, the "Vooruit" of Ghent, and the "Maison du Peuple" of Brussels, had their beginning with a few hundred francs and in a cellar. To-day, less than twenty years after, these two co-operatives each possess real estate to the amount of more than $300,000. So poor were the people who started them that the membership fee of ten francs (1.93) was paid during a term of years, the candidates for membership not being able to pay it all down. It seems incredible that from such small beginnings such great enterprises should be built up but the dominant factor in co-operation is not the capital contributed by the members but their purchases.

On the 1st of January, 1901, there were in Belgium more than 1,800 co-operative societies of all classes. Unfortunately there are no complete statistics for these societies, but Mr. Louis Bertrand, who represents Brussels in the Belgian Chamber of Deputies, in a magazine article written in 1901, estimated their membership at 200,000, which on a basis of five persons to a family would represent a total of a million consumers or more than a seventh of the population of the country.

The same writer, speaking of the co-operative movement in his own country, says: "To-day the movement is indestructible; it has roots too deep for any crisis to overturn them. It makes an integral part of our national life, it has entered into our customs and nothing henceforth can arrest its forward march."

The widespread character of the co-operative movement in Belgium is shown by the divergent channels into which its energies are directed. Of the new societies founded during the three years ending with 1900 there were 116 savings and loan societies, 210 creameries, 191 trading societies, 65 breweries and distilleries, 18 manufactories, 31 insurance societies and 45 miscellaneous organizations.

A. J.

Some new lines to hand.

Marvelli Macaroni, 1-lb. pkts.
Carolina Rice, in 1-lb. bags.
Togo Japan Rice.
Also Yuma (Cal.) Peaches, in 25-lb. Boxes.
At 7½c.—5 Boxes, 7¼c. A Bargain.

LUCAS, STEELE & BRISTOL, Wholesale Grocers, **Hamilton.**
THE ORIGINAL QUICK SHIPPERS.

We take pride in the fact that we are noted for our quick shipping. We give special attention to the filling of letter orders, all goods leaving our warehouse same day as letter is received.

Give us a trial order and be convinced.

Mecca Coffee is a good line to handle, as are also our other brands of Coffee---**Damascus, Cairo, Sirdar, Old Dutch, Rio.**

James Turner & Co.

Wholesale Grocers

Branch, Canada Grocers, Limited. **HAMILTON, ONT.**

YOU MUST NEED
CANNED FRUITS

and the finest pack is the "**TARTAN Brand,**" a delicious flavor and high standard quality, just like home preserves and put down.

OUR LIST—*Peaches, Pears, Plums, Grapes, Strawberries, Raspberries, Red Currants, Black Currants, Lawton Berries, Cherries, 2s, 3s, and Gallon Tins.*

Send us a sample order and you will never be without these goods.

BALFOUR & COMPANY, Branch Canada Grocers, Limited, WHOLESALE GROCERS, **HAMILTON.**

TEAS

We are offering exceptional value in all grades of Tea—

INDIA **HYSON**

CEYLON **JAPAN**

Our lines of Green Ceylon (Japan Style) surpass anything hitherto offered.
Communicate with us or see our travellers before buying. It will pay you.

THOS. KINNEAR & CO., Wholesale Grocers, **49 Front St. E., Toronto**

CHEESE

It is easy enough to "stock up" on cheese, especially if you go by the outside of the package in judging the quality. It's another thing to be sure of a satisfactory sale for every pound you buy.

MacLAREN'S IMPERIAL

never disappoints you. It keeps fresh and sweet while you have it on your shelf, and it always goes out before long, because your customers know it.

A. F. MacLAREN IMPERIAL CHEESE CO., LIMITED,
MANUFACTURERS AND AGENTS,
TORONTO, ONT.

CHEESE

Business Changes

ONTARIO.

PEERLESS VENDING CO., Ottawa, have disposed of their grocery business to S. Daniels.

W. J. Lang, grocer, Toronto, has sold out to Smith & Co.

W. R. Doctor, grocer, Ottawa, has retired from business.

Watson Bros., grocers, Toronto, have sold out to H. Paar.

W. J. Warne, grocer, Aurora, has gone out of business.

The Dominion Canning Co., Toronto, have obtained a charter.

J. Edwards, grocer, Kingston, has sold out to D. B. Gage.

J. O. Robertson, grocer, London, has sold out to E. Armstrong.

L. H. Avery, cigar dealer, Toronto, has sustained a loss by fire.

C. H. Cochrane & Co, coffee roasters, Ottawa, have dissolved partnership.

A. H. Erb, of the firm of Weber & Erb, general merchants, Elmira, is dead.

J. T. Robinson, general merchant, Bobcaygeon, is offering to compromise.

The premises of J. Brown, fruit and fish merchant, Toronto, have been damaged by fire.

Elliott, Marr & Co., wholesale grocers, London, have been succeeded by the Elliott, Marr Co.

A meeting of the creditors of M. P. McColl, general merchant, Lion's Head, is announced for May 30.

The premises of Akriy Bros., fruit dealers, Toronto, have been damaged by fire; loss covered by insurance.

The Thompson Co., grocers, Toronto, have been granted a winding-up order;

liabilities stated at $10,000; liquidator, E. R. C. Clarkson.

J. W. Roseburg, general merchant, Rutherford, has sold out to E. Watson.

Daze & Dack, grocers, Arnprior, have been succeeded by J. Dack.

QUEBEC.

L. Lionais, grocer, Montreal, is dead.

E. E. St. Jean & Co., grocers, Hull, have assigned.

Payette Freres, grocers, Montreal, have registered.

T. Simard, general merchant, Beaupre, has compromised.

They are all winners.

D. D. Girard, general merchant, Bedford, is dead.

The stock of Scott Bros., grocers, Montreal, is under seizure.

J. Magor & Son, flour dealers, Montreal, have dissolved partnership.

A. Tremblay, grocer, etc., Montreal, has sold out to Groves & Fregeau.

U. Phoenix, grocer, Windsor Mills, has assigned to Lamarche & Benoit.

W. D. Stroud & Sons, tea merchants, Montreal, have dissolved partnership.

W. D. Stroud & Son, wholesale tea merchants, Montreal, have registered.

D. Gagne & Co., grocers, Montreal, have been succeeded by Long & Corsin.

H. Lamarre has been appointed curator to J. Samson, grocer, Ville Marie.

Hudon & Gingras, general merchants, Waterloo, have dissolved partnership.

P. Bernard, general merchant, Notre Dame Des Anges, has been burned out.

The assets of C. Garceau, general merchant, St. Barnabe, have been sold

F. X. Bilodeau has been appointed curator to C. St. Onge, grocer, Montreal.

F. Martin has registered as partner of the firm of Martin & Rabeau, grocers, Montreal.

The assignment of P. Ouellet & Co., general merchants, Hebertville, has been demanded.

The incorporation of Hodgson Bros., cheese exporters, Montreal, has been registered.

J. Seiden, general merchant, Rigaud, has been burned out; loss partially covered by insurance.

H. Lamarre has been appointed curator to Z. Forget, general merchant, North Temiscamingue.

G. O. Tonsignant, general merchant, Chicoutimi, has assigned to V. E. Paradis. A meeting to appoint a curator has been called for May 2.

NEW BRUNSWICK.

J. Piercy, fish dealer, etc., McAdam Junction, has been burned out.

C. Moffat, general merchant, McAdam Junction, has been burned out; insurance $5,000.

NOVA SCOTIA.

R. Rafuse, general merchant, Pleasantville, has registered consent for his wife, H. M. Rafuse, to do business in her own name.

MANITOBA AND N.W.T.

E. Mathews, grocer, Calgary, is retiring from business.

J. Pritchard, general merchant, Swan Lake, has been granted an extension.

J. A. H. Bonnett, general merchant, St. Laurent, is offering 50c on the dollar.

Hunter & Moore, general merchants, Cartwright, have sold out to Moore & Hills.

Chester & Roberts, general merchants, Dewington, have sold out to Smith & Wilson.

Davis, Morrison & McLellan, general merchants, Coleman, have been succeeded by the Coleman Mercantile Co.

BRITISH COLUMBIA.

A. Sarautis, fruit dealer, Vancouver, has gone out of business.

CANNED

Salmon

Stocks of **good** fish are getting into small compass.

Those who replenish their stocks now will have the choice of preferred brands that will very shortly be off the market.

BUY NOW

THE

Davidson & Hay,

LIMITED,

Wholesale Grocers,

TORONTO.

DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

English Butter Imports.

IMPORTATIONS of butter into England for 1903 totalled 4,061,044 cwts., of the value of £20,768,706, and Canada contributed to this amount 185,464 cwts., of the value of £866,249, while in 1902 Canada shipped to the value of £1,347,345. The following statistics, taken from the Trade and Navigation Returns of Great Britain for the years 1902-3, show the quantity and value of importations of butter to England for 1902 and 1903 respectively from the various producing countries:

IMPORTS OF BUTTER.

Country.	Quantity.		Value.	
	1902. Cwts.	1903. Cwts.	1902 £	1903. £
Russia	490,091	484,328	2,196,234	2,190,560
Sweden	191,591	212,232	995,838	1,108,980
Denmark	1,703,032	1,771,654	9,302,362	9,572,439
Germany	26,375	12,506	145,399	65,165
Holland	393,261	343,725	1,973,930	1,718,692
France	414,240	454,088	2,233,122	2,351,401
U. S. of America	54,458	42,405	252,874	190,678
Victoria	62,519	98,177	312,578	469,168
New South Wales	17,621	20,731	88,256	69,529
Queensland	20	786	104	3,725
New Zealand	157,993	249,879	781,872	1,245,022
Canada	285,765	185,464	1,347,345	866,249
Other Countries	177,967	*85,069	896,776	916,998

The export of butter from Canada for 1903 shows a remarkably large falling off, principally due to the high price cheese commanded throughout the season, inducing the farmers to send their milk to the cheese factories, as well as the high price obtained for butter at the creamery doors, being higher than offerings for export.

Canadian Butter Satisfactory.

According to one of the Canadian Government's agents residing in Great Britain the quality of Canadian butter on the whole has been satisfactory, and it should continue to be made with the utmost care and shipped as fresh as possible. The great competitor in this market is Danish, which realises 10s. per cwt. and sometimes 15s. higher than the average price of Canadian. The proximity of Denmark to this market for fresh made creameries, gives it an advantage over the Canadian production, but this may to a great extent be counteracted by the super excellence of Canadian butter. As a proof of the fine quality of Canadian butter some dealers rather unscrupulously sell it as Danish to customers who prefer the latter.

New Zealand Butter.

New Zealand butter is advancing to a prominent place as to quality, and it endeavors to conserve such a position by a thorough system of grading, so that a buyer cannot be deceived as to the quality he is obtaining.

Russian Butter.

The import of Russian butter into Great Britain has increased very materially in the past few years, and the utmost attention and large sums of money have been expended to bring it to the highest state of perfection. It is, therefore, of the utmost importance that no effort should be spared by the Canadian creamery managers to bring their products up to the very acme of excellence so that this immense market may be conserved to them, not through any friendly, cousinly feeling, which is rather a slender reed to rely on in business relations, but solely upon the superior quality of the article, stimulated not only by a desire for the trade of England, but from patriotic pride in the productions of the glorious land of the maple leaf.

Butter Market in England.

THE latest market report from Manchester, Eng., says that the price of Danish butter has not been so low in April for fifteen years as it is to-day. On April 9 it was within one kroner of the lowest point reached last year, which did not occur till the end of May, in the full flush of the grass season. This low price so early in the season can only be accounted for by the heavy shrinkage in wages in Lancashire, and the receipt of an increase of 8,000 tons of butter for first three months of 1904 as compared with the corresponding period of last year. The indications are for cheap prices this Summer, but much will depend on the weather. The increase is mainly from Australia, where the growth of grass has been phenomenal, after years of repeated droughts. Imports of Australasian will now cease, but their place will be taken by Irish and Dutch creameries. It is probable that the lowest point for butter this season will be as low as any touched for the past twenty-five years.

Another New Industry.

An English firm are looking about Western Ontario for a suitable location for a factory which will be devoted to the manufacture of powdered or dry milk and condensed milk. It is likely that Stratford will get the new industry.

Dairy Farmers' Trouble.

F. W. HODSON, Dominion Live Stock Commissioner, in his report on the dairy prospects in Ontario, says the great difficulty is to secure proper help on dairy farms. The Northwest is attracting many good hands and comparatively little competent help is arriving from England. As a result, several Ontario dairy farms are practically out of business. Even the Government dairy farm was afraid for a time that it would have to shut down.

Mr. Hodson expects to receive very shortly from Kennedy's, the famous Scotch makers of dairy appliances, some machinery on trial, which it is said very greatly economizes labor in dairies.

It is just possible, he thinks, that the retirement of the cattle commissioners of the St. Louis Exposition and the appointment of new men may mean that Canadians will yet exhibit at the Exposition.

Argentine Shipments to England.

A new freight and refrigerated meat service has been inaugurated between Manchester, England, and the River Plate. Three big vessels have been put on the line, and the first has arrived at Manchester with a full cargo of tallow, wool, grain and miscellaneous produce. These vessels are not yet equipped with refrigerating apparatus for the care of dressed meats, but this will be effected soon.

The Victoria Creamery, of Victoria, B.C., has started operations for the season in its new building.

Telegraphic Address, "DOMINO," Charlottetown.

The Dominion Packing Company, LIMITED.

Codes Used A.B.C. LIEBERS PRIVATE.

Charlottetown, P.E.I. Canada

NOW IS THE TIME TO BUY

BARRELLED MEATS

FOR SPRING OR IMMEDIATE DELIVERY.

We can fill your requirements promptly from our warehouses in Halifax, Sydney, Pictou or Charlottetown.

Special prices for quantities.

Write us for quotations.

PORK

HEAVY MESS,
LIGHT MESS,
PRIME MESS,
SHORT CUT BACKS,
FANCY CLEAR,
BEAN,
RUMP,
EXTRA FAMILY,
LUMBERMEN'S PRIME,
" SHORT CUT,
HOCKS AND JOWLS.

BEEF

EXTRA PLATE,
PLATE,
FAMILY PLATE,
EXTRA MESS,
MESS,
ROLLED BONELESS.

THE DOMINION PACKING COMPANY, Limited.

BOLOGNAS

We want you to compare the quality of the Beef Bolognas made and sold by us with any other on the market. We use good fresh beef, pure spices, and put them up with the greatest care. The price we ask for Bolognas may be higher, but the quality is there.

F. W. FEARMAN COMPANY, LIMITED, HAMILTON, ONT.

WE ARE HAVING GREAT DEMAND FOR OUR

Sugar Cured Hams
Breakfast Bacon
Roll Bacon

The best quality obtainable is what your trade requires.

Our goods possess that full mild flavor that is so appetizing and pleasing to your customers. By handling our meats you will hold your trade.

The Park, Blackwell Co., LIMITED
PORK AND BEEF PACKERS,
TORONTO, ONT.

LONG CLEAR BACON

Bright, new cured small sides, particularly suitable for cutting out over your counter.

SPECIAL PRICES

for immediate shipment.

The George Matthews Co., Limited

Peterborough Hull Brantford

GILLETT'S

HIGH GRADE

CREAM TARTAR

ABSOLUTELY PURE.

SOLD IN PACKAGES AND CANS.

Same Price as the cheap adulterated kinds.

E.W. GILLETT COMPANY LIMITED

TORONTO, ONT.

We are buyers of

Poultry, Butter AND Eggs.

The best facilities for handling consignments. Up-to-date Cold Storage.

The J. A. McLean Produce Co., Limited

73-75-77 Colborne Street

Telephone Main 2491. Toronto.

PROVISION AND DAIRY MARKETS.

Toronto.

Provisions—The provision market continues steady with last week's prices unchanged. The demand for smoked meats continues fair. There are no further advances to report in live hogs notwithstanding the fact that the English bacon market continues to improve slowly. Latest London reports not an advance of 1 to 2s on Canadian goods. The fresh meat market is active. We quote the following prices:

Long clear bacon, per lb	$ 0 08½ $0 08½
Smoked breakfast bacon, per lb	0 12½ 0 13
Roll bacon, per lb	0 09½ 0 10
Small hams, per lb	0 12½ 0 13½
Medium hams, per lb	0 12½ 0 13
Large hams, per lb	0 11½ 0 12
Shoulder hams, per lb	0 09 0 09½
Backs, per lb	0 13½ 0 14
Heavy mess pork, per bbl	16 50 17 00
Short cut, per bbl	18 00 18 50
Shoulder mess pork, per bbl	14 50 15 00
Lard, tierces, per lb	0 07½ 0 08
" tubs "	0 08 0 08½
" pails "	0 08½ 0 08½
" compounds, per lb	0 07½ 0 07½
Dressed hogs, light weights, per 100 lb	6 00 6 25
" " heavy " "	5 50 5 75
Plate beef, per 200-lb. bbl	.... 11 00
Beef, hind quarters	6 50 8 75
" front quarters	4 50 5 50
" choice carcases	6 50 7 25
" medium	5 50 6 50
" common	5 50 5 75
Mutton	7 00 9 00
Lamb	11 00 12 00
Veal	6 00 8 50

Butter—Supplies of butter are arriving very freely, particularly dairy rolls, and as a result stocks are already beginning to accumulate with prices declining considerably. The easiness ruling in dairy rolls is reflected in creamery butter, in which the market is a little off for the week. A number of creameries have begun operations which also has a tendency to make the market easier. Dairy tubs, best quality, are out of the market. Creamery prints and solids are each 1c easier, and dairy rolls and prints 1c easier respectively. Dairy tubs under qualities have a range of prices smaller by 1c. We quote the following prices:

	Per lb.	
Creamery prints	0 20	0 21
" solids, fresh	0 18	0 19
Dairy rolls, large	0 13	0 14
" prints	0 14	0 15
" in tubs, under qualities	0 12	0 13

Cheese—The cheese market continues quiet, with supplies of new cheese beginning to arrive. Prices rule easier than last week. New fodder cheese is quoted at 8 1-2 to 9 1-2c, although one dealer says 9c is the outside price. Old twins are from 1 to 2c easier. with no new twins offering as yet. Our quotations are as follows:

	Per lb.	
Cheese, large	0 09½	0 10½
" new fodder	0 08½	0 09½
" twins	0 09	0 10½

Montreal.

Provisions—The generally strong feeling that dominated the pork market the last day or two is a notable feature. The arrivals of provisions have been large, yet, owing to the competition among buyers, prices have advanced. This applies to hogs alone and the advance reached $5.40 to $5.50 per 100 lbs. Following this, in sympathy, came the advance in fresh killed abattoir dressed stock which advanced 25 cents per 100 lbs. Demand was good yesterlay and sales were made at $7.50 to $7.75. A fair demand has been noticed for hams and bacon from local and country buyers. We quote:

Canadian short cut mess pork	$17 50 $18 00
American short cut clear	16 50 17 00
American fat back	.... 17 50
Bacon, per lb	0 12½ 0 13½
Hams	0 11 0 13
Extra plate beef, per bbl	11 50 12 00
Lard—"Boar's Head" brand, tierce basis	.... 0 07½
Carloads, less	.... 0 00½
20-lb. tin pails, tierce basis	....
Half-bbls., over tierce	.... 0 00½
60-lb. tubs, "	.... 0 00½
20-lb. wood pails "	.... 0 00½
10-lb. tins, "	.... 0 00½
5-lb. tins, "	.... 0 00½
3-lb. tins, "	.... 0 01

Wood net, tin gross weight—

	Wood.	Tin.
Pure lard, pails	....	1 77½
" tubs	....	0 08½
" cases (6 10-lb. tins)	....	0 09½
" cases (12 5-lb. tins)	....	0 09½
" cases (24 3-lb. tins)	....	0 09½

Butter—The butter market is exceptionally quiet and prices have not been so low for years. This can be well understood when we quote fine fresh creamery at 15 3-4 f.o.b. country points or 16 cents spot. We quote:

Fancy creamery	0 15½ 0 16
Summer goods	0 16 0 17
Dairy rolls	0 15 0 16
" tubs	0 15 0 16
Finest Fall made	.... 0 19
" fresh prints	0 18 0 19

Cheese—This market is featureless too and business is dull. Full cheese quotations as to shipments are given elsewhere. At present the price current is down to 7 1-2 cents.

St. John, N. B.

Provisions—Pork is dull and easier. Beef, while unchanged, is a small business. In pure lard, prices are still low. The stock held here is large. The low price of pure lard has affected the sale of refined and compound lard. Smoked meats are unchanged and show a fair sale. In fresh meats there is a fair supply of beef and prices are unchanged, but quite firm. Veal is low and freely offered. Mutton is rather higher. It is early for lamb. Pork shows a fair sale at even prices.

Mess pork, per bbl	$18 00 $19 00
Clear pork "	.... 20 00
Plate beef "	13 50 14 00
Mess beef "	10 00 12 00
Domestic beef, per lb	0 06 0 07
Western beef "	0 08 0 09
Mutton "	0 08 0 10
Veal "	0 05 0 09
Lamb "	....
Pork "	0 07 0 07½
Hams "	0 12 0 14
Rolls "	0 10 0 11
Lard, pure, tubs "	0 09 0 09½
" " pails "	0 09½ 0 09½
Refined lard, tubs	0 08½ 0 08½
" " pails	0 08½ 0 09

Butter—There is a wide range in price. For best stock there is a good demand.

reamery butter	0 20 0 21
Best dairy butter	0 18 0 20
Good dairy tubs	0 16 0 18
Fair "	0 14 0 15

Eggs—Prices are quite easy, being much lower. Quality is good.

Eggs, henmery	0 23 0 25
" case stock	0 16 0 18

Cheese—We quote:

Cheese, per lb	0 12 0 13

Poultry Stations for the West.

As the result of an appeal from the Winnipeg Poultry Association, the Do-

WANTED.

We are open to buy Chickens, Fowl and Ducks, best quality only. Also Eggs and Creamery Butter, 2-lb. prints and solids, finest quality. Quote prices f.o.b, or delivered here.

JOHN HOPKINS,
Mnfr. of Pork and Beef Products, ST. JOHN, N.B.

Canadian-Made Macaroni is

NAPOLI MACARONI

Better, cleaner, cheaper, more attractive than the imported article

Send for Samples.

NAPOLI MACARONI CO.,
Hayter and Teraulay Sts.,
TORONTO, CANADA

REFRIGERATORS Useful to every one. 40 different styles. Silver medal, Quebec, 1901. Diplomas: Toronto, Ottawa, Montreal.

C. P. FABIEN,
Merchant and Manufacturer.
3167 to 71 N. Dame St., Montreal, Can.
Write for Illustrated Catalogue.

Egg Cases

—AND—

Woodboard Fillers

BOTTOM PRICES.

WALTER WOODS & CO.

Hamilton and Winnipeg.

When a Grocer Sells his Customers

Clark's Lunch Tongue

he gives them the Best Obtainable and Perfect Satisfaction.

The Canadian Vinegar Company
HIGH-GRADE VINEGARS
Under Excise Supervision
Reputed the best on the market.
Factory and Office: 35a, 35c, 37 St. Antoine Street,
MONTREAL.

MAPLE LEAF

Your goods are A1 quality.—J. H. Anderson, Produce Co'y., Winnipeg, Man.

Your goods are all right.—J. A. Mathewson & Co., Montreal.

Small's Maple Cream bids fair to become world famous—Ottawa Evening Journal.

Small's brand has captured all Gold and Silver Medals offered in Canada, with highest awards at Paris, Glasgow and Cork. With due appreciation of the many brands we believe Small's is market standard. Life long experience is ours. Results are: Quality, tasty packages, free from preservative acids, perfect keeping for all time, netting dealer fair profits and pleased customers Guarantee on every package.

MAY BE HAD THROUGH ALL WHOLESALE GROCERS.
PUT UP BY
CANADA MAPLE EXCHANGE
DUNHAM, QUE. Head Office: MONTREAL.
SEND FOR PRICE LIST.

minion Government have decided to establish poultry stations in Manitoba similar to those in operation in Eastern Canada.

Egyptian Onions.

One of the largest cargoes of Egyptian onions ever brought to New York at this time of year reached that port on Monday, April 18, by steamer August Victoria, and comprised 9,000 crates. This should tend to an easier market right away.

Cheap Meat for Dawson City.

The new road from White Horse to the capital of the Golden North, which affords excellent facilities for rushing live stock, will be largely used for this purpose during the coming Summer. The prospects are for cheaper beef in Dawson during the Summer and Winter of 1904.

New Potato.

L. Burbank, of San Francisco, Cal., who produced the potato which bears his name, has produced an entirely new potato, which may supplant all others. Some time ago he secured from a remote part of South America some potato seed, which he planted and watched carefully. He crossed and recrossed the plants in his mode of hybridization and now says he has produced something new. The potato is sweeter than the old. Its pulp is almost a carrot hue and very palatable. Mr. Burbank declared the new potato would revolutionize the new potato industry of the world.

Irish Bacon Trade.

A writer in the Irish Times attributes the falling off in the Irish bacon trade to the competition of Canada, where 30,000 pigs are killed weekly, to Ireland's 5,000. He suggests, as a remedy, that on all foreign bacon be branded the country of origin.

Provision Notes.

The Tecumseh Canning Company, Tecumseh, Ont., is reported to have been sold to a Detroit capitalist.

The new cream and butter company which was formed a few weeks ago to take over the Cannington creamery, at Cannington, Ont., is to be known as the Brock Creamery Company.

The plant of the Palmerston Co-operative Pork Packing Company is reported to have been sold for $8,000, the purchaser assuming liabilities of $23,000 in addition to the purchase price.

VINEGAR FROM APPLES.

Glencoe, April 21, 1904.

Editor Canadian Grocer—

Dear Sir,—During my travels in Nova Scotia last Fall I called at the town of Bridgetown, N.S. This is a very pretty town of about 1,000, situated on the Dominion Atlantic Railway. Here I found two cider vinegar works, one operated by Messrs. Beeler & Peters, who were grinding up such class of apples as were unfit for shipment into cider vinegar. They had at that time four large tanks of a capacity from 20,000 to 22,000 gallons of cider. They were busy getting stock for a fifth tank giving them a total capacity of something like 100,000 gallons. This, as soon as converted into vinegar, is put into barrels and sold in quantities to suit the buyers. Whether such concerns are in operation in the apple districts of Ontario or not I am unable to say, but I have never come across one, and I think the field is large for the manufacture of pure cider vinegar both for home consumption and for export, as we have thousands of bushels of apples going to waste fit for this purpose. The machinery was imported from the United States.

JOHN T. CLARKE.

AUSTRALIAN SALT FOR BRITISH COLUMBIA.

Some time ago trial shipments of South Australian salt were made to British Columbia, but the heavy freight charges from Adelaide to Vancouver resulted in the venture being a financial loss. There is now a prospect of another shipment being made to try the Canadian market.

TAPIOCA STILL SCARCE.

THERE must be some reason for the report that some business men are circulating to the effect that there is no scarcity of tapioca. Tapioca is scarce and The Grocer has it from a direct source that in Penang and Singapore only the very largest factories are continuing the manufacture of tapioca. Several smaller ones have had to give up, and even the managers of those factories still working believe that it is a losing proposition to continue, owing to the extremely low prices prevailing. Some force is at work according to trade history, to make tapioca sell better, or at least for a better price.

"MADE IN CANADA."

In 60 Seconds

we can give you the main reasons why it will pay you to stock Sovereign Lime Juice.

It is 50 per cent. cheaper than imported brands of equal quality: by refining and bottling in Halifax we avoid the duty.

It is absolutely pure and always uniform.

It retains its bright natural color.

It has the full flavor of the ripe fruit juice, only two teaspoonfuls are required to each glassful.

It is stocked by the principal jobbers from Halifax to Vancouver, ensuring you prompt delivery.

And as we guarantee every bottle you cannot lose.

If you are a man of decision it will take you but 30 seconds longer to send a sample order to your jobber for the above facts are convincing.

Sovereign Lime Juice

is refined and bottled by

SIMSON BROS. CO., LIMITED,
HALIFAX, N. S.

All First-Class Grocers

Carry First-Class Goods—and to please your customers you should carry genuine

INDIAN CHUTNEY

"SETNA" BRAND—Quarts, - $4.75 doz.
Pints, - 3.25 "
Mango Sauce—Pints, - - 2.00 "
Guava Jelly—2 lb. Glass Bottles, 3.50 "

FIVE GALLONS FOR 25 CENTS
A HEALTHY AND DELICIOUS BEVERAGE
25c HIRES' IMPROVED 25c
ROOT BEER!
IN LIQUID. NO BOILING, OR STRAINING. EASILY MADE
THIS PACKAGE MAKES FIVE GALLONS

Spring Arrived at Last.
So has Hires' Root Beer.

Now is the time for Jobbers to stock up.

Cases, 6 dozen, at $2.00 per dozen

W. P. Downey

AGENT

26 St. Peter Street, - - MONTREAL.

Two Wrongs Won't Make a Right!

The inexperienced man is wrong twice to the skilled man's nil; that is the benefit of experience. We have had 46 years experience in Vinegar. We can place this experience on your shelves in two lines of bottled goods, **White Wine** and **Malt,** or in your cellar in 18 different lines bulk vinegars at all prices, and in all sizes of barrels and demijohns.

Our vinegars are always pure, pungent and uniform.

Lists and special trade discounts promptly sent on request.

Manufactured under government control and sold under a positive guarantee.

THE OZO CO., Limited
MONTREAL.

Mrs. Dooley's

LAUNDRY SOAP

is steadily winning ground.

First of all, the soap itself is right—there is nothing better. Apart from the Borax it contains the Soap ranks high.

Then there is the grocer's appreciation of the extra profit this Soap yields. The grocery trade protest against the cutting down of their profits in order that costly advertising and premium schemes may be maintained.

GET MRS. DOOLEY'S LAUNDRY SOAP FROM YOUR WHOLESALE GROCER.

THE
Metropolitan Soap Co.
LIMITED
TORONTO.

A Honey-Flavored Breakfast Food

Such is ORANGE MEAT.

A ready-to-serve cereal.

—Flakes are large and crisp. By comparison it excels any other food of the sort.

—It is handsomely packaged—a package that tempts the appetite.

—The Coupon feature increases the sale of ORANGE MEAT.

Single Cases, - $4.50
5-10 Cases, - - 4.40

THE FRONTENAC CEREAL CO.,
Limited
43 Scott St., Toronto.

AMERICAN CAPITAL TO DEVELOP FISHERIES OF NEWFOUNDLAND.

A bill has just been passed by the Legislative Assembly of Newfoundland which is full of significance for the future of the fishing industry of the island colony, and possibly of the Maritime Provinces as well.

The bill, as recounted by a special representative of the Toronto Globe, now in Newfoundland, provides for the granting of assistance to a United States company which proposes to go into the cold-storage business on a large scale. The company is guaranteed for twenty years a dividend of 5 per cent. per annum on a capital of half a million dollars on condition that $250,000 is spent on a cold-storage plant and $200,000 expended yearly in the purchase of fish in the island for export. The company also undertakes to preserve bait in cold-storage, and distribute the same at a reasonable price wherever it is needed by Newfoundland fishermen, an undertaking that will undoubtedly be a great boon to the fishermen, enabling them, as it will, to overcome the difficulty they have hitherto labored under, of frequently being unable to obtain bait in localities where fishing is good.

Ship Fish Into United States Free.

The company, as has been said, intends to go into the business on a very large scale, and instead of being capitalized at half a million it will probably issue stock to the extent of two or three millions, and instead of spending $250,000 on plant, a million will be nearer the mark. It proposes to establish a central cold-storage station, and a number of sub-stations in various parts of the island. At these sub-stations fish will be purchased, shipped to the central depot and thence to the United States.

The American duty on fish, both fresh and dried, averages about three-quarters of a cent per pound. The Bond-Hay treaty looks to the removal of the duty on dried fish, the Washington authorities refusing absolutely to consider any change in respect to fresh fish.

The Newfoundland Cold-storage Company, the concern which has been given assistance by the island Government, will be able to ship fish, both fresh and dried, into the United States free of duty, and this is how it can be done :

The law department at Washington has given an incontrovertible opinion that, under an Anglo-American treaty signed in 1818, any American citizen may fish in certain waters of Newfoundland, and that the fish so caught in such waters are not liable to duty in the United States. On representations from the Newfoundland Cold-storage Company that certain disabilities exist preventing Americans from deriving full benefit from the treaty concessions, and that it proposes to remove those disabilities by employing Newfoundland fishermen to assist in supplying the company with fish, the Washington authorities have declared that there is nothing to prevent all the fish shipped in American bottoms by the company to the United States from entering free of duty, even though not entirely caught by American fishermen.

In other words, the company referred to can apparently take into its employ, if it chooses, all the Newfoundland fishermen, and ship the product of their labors into the United States free of duty.

Newfoundland Now Helpless.

The leverage the Newfoundland Government has hitherto used in its endeavor to obtain concessions from the United States has been that at any time it could enforce a bait act against American fishermen, such as that now in operation against the French, or raise considerably the license fee now imposed. But the Newfoundland Government by its guarantee has connected itself financially with the Cold-storage Company and cannot place any disabilities in its way without materially affecting its own interests. It has guaranteed this company 5 per cent. interest on its half-million capital for twenty years, and cannot restrict its operations. The bill providing for the guarantee was a special bill, and, therefore, practically grants a monopoly to the company, and hands over to it, to all intents and purposes, the control of the bait supply.

Enormous Saving in Duty.

An idea of the concession which has been granted to the company may be gathered from the fact that, should it confine its operations to storing and shipping 50 tons of fish per day, the saving in the American duty at three-quarters of a cent per pound will alone amount to $225,000 yearly. The company proposes, however, to operate a line of steamers, and the probability is that its output will be from 100 to 150 tons per day.

The company originally proposed to export the fish to the United States in bond via Sydney, Cape Breton, establishing at that point a cold-storage warehouse, but the severity of the past Winter having proven that Sydney is not a Winter port, it is most probable that this idea will be abandoned and Boston made the receiving port.

All the advantages of the agreement will not by any means be on the side of the company. The island fishermen will undoubtedly benefit very considerably. They will obtain not only all the advantages of the Bond-Hay treaty, but their fresh fish will be admitted into the United States free; they will have the benefits of a great modern cold-storage system, and in addition will be enabled to obtain frozen bait in localities where bait is scarce.

So valuable is the concession to the company, however, that there is very little likelihood of the Government being called upon to make up any deficiency in the profits.

It won't pay you— to let your stocks run short just because the season is a little late. The weather has retarded the demand, but with the advent of warmer weather, you will find a very active demand for

Salad Dressings—

We carry a full stock of all the principal brands on the market, and can give you "inside figures" on nearly all of the following—

IT
WILL
PAY
YOU

TO GET OUR QUOTATIONS.

"ALPHA" SALAD CREAM—KNOWN BY THE BEST TRADE—each bottle in separate carton—cases 1 doz.

"COLUMBIA" SOLD BY THE BEST TRADE—ht.-pints only, to retail at 30c.

"DURKEE'S" HIGH PRICED BUT A SELLER—Pints and half-pints.

FLORENCE CREAM "C & B" for epicures—Fancy half-pint bottles.

"GOLD MEDAL" A GOOD DRESSING AT A MODERATE PRICE—Pints and half-pints, cases 1 and 2 doz.

"OLD VIRGINIA" (McMECHIN'S) A QUICK SELLER AND SATISFACTORY—Half-pints and pints, to retail at 15 and 30c.

"ROYAL" KNOWN AND SOLD EVERYWHERE—Pints, hf.-pints and picnic size.

THE **EBY, BLAIN CO.,** LIMITED, Wholesale Grocers, TORONTO.

SMALL OYSTER CROPS.

MARYLAND is facing a serious diminution in her oyster crop, and the once famous fisheries of that State are being rapidly depleted. A writer in Collier's devotes some space to a discussion of the question. He says: "A recently published table of statistics shows that in the last 17 years the number of bushels of steamed and raw oysters purchased and marketed in Baltimore, has decreased from 7,500,000 approximately to 2,800,000. Throughout the State the same ratio of reduction of output has held, and now arguments, flippant and serious, are being hurled at the Maryland lawmakers to prove that legislation is necessary to recover the prosperity lost through the exhaustion of the natural beds.

"The former flourishing oyster trade of Baltimore is said to be almost extinct. Many packing houses are closed and 10,000 employes have been thrown out of employment. The oyster fund of the State Treasury is bankrupt. Packers and the boatmen themselves are suffering from the prevailing famine. The price of this food is so high as to make it prohibitory to the average consumer. It is to repair the shattered state of the trade that a measure, known as the 'Haman Bill' is before the Legislature of Maryland. This bill has had the indorsement of practical men in the trade, and has also been approved by experts appointed by the United States Fish Commission. Its object is to stimulate an increase in the supply of oysters by opening the now unproductive parts of the bivalve beds."

THE COMING CROP OF FILBERTS.

Latest reports from the filbert-growing districts in Sicily state that owing to recent hailstorms it is feared the new crop, which is already expected to turn out small, has been seriously damaged. Under this impression sellers, both of old and new crop, have completely withdrawn from the market, although buyers are not pressing forward, and prefer to await further developments.

You never saw

a grocer who regretted buying a

"NATIONAL"

COFFEE MILL.

Don't you think

there must be a good reason for this?

Let us tell you all about them.

Your name on a postal will bring you full information.

WRITE US FOR SPECIAL SELLING PROPOSITION.

THE **EBY, BLAIN CO.,** LIMITED

SOLE AGENTS IN CANADA. TORONTO.

RETURNED MAY 3 1904 Art Book 16 Page 46

Fresh and Cured Fish

Trap Fishing.

SINCE the announcement from Ottawa that the taking of salmon in traps is to be permitted, it is interesting to note the opinions of cannery men as to the probable effect upon the industry of the new regulations. Men prominent in the business on the mainland of British Columbia predict a great revival on the Fraser River. Others say those who experiment with traps will be heavy losers, for the reason that traps cannot be successfully operated along the shores of Vancouver Island. They hold that strong tides and heavy storms will frustrate any attempts to plant such paraphernalia as is used with marked success by the cannery operators on Puget Sound.

It is to be supposed that the people who have been agitating for permission to do business upon identical lines with their rivals in the United States have calculated all the advantages and disadvantages and are agreed that there is at least some prospect of success. In any case they are willing to enter upon the experiment. If they do not succeed, a controversy that has caused a good deal of ill-feeling amongst the men and between the sections interested in an important industry on this coast will be permanently disposed of. If they are successful, Canadians will have within their grasp a possible means of solving the greatest problem confronting the salmon industry at the present time.

B. C. Canners Fix Salmon Rates.

THE Fraser River Canners' Association have anticipated the annual threats of strike by the salmon fishermen, and fixed the rate to be paid for sockeyes at 20 cents per fish. This will apply from the commencement of the season early in July to its close the latter part of August. Last year the canners offered the fishermen the choice of a flat rate of 12 cents per fish or a sliding scale, the latter being accepted by the fishermen. The rate now offered is the highest paid for four years.

While the canners have been busy discussing the price of fish, the Chinese contractors have not been idle in looking after their interests. They have decided not to make contracts for packing fish unless the canners guarantee 75 per cent. of their contracts. These contractors provide the labor for packing the salmon inside the canneries, and claim to have lost money through the poor catches of recent years.

An advance in the price of packing salmon has also been demanded by the Chinese contractors. They ask 50 cents per finished case instead of 48 cents, and the difference, if granted, will amount to $10,000 in the course of the season.

The Chinese who make a business of contracting with the canners claim to have put up the price because of the scarcity of labor this year as compared with past seasons. They announce that the increase in the head tax on Chinese entering the country has cut off all immigration and that Chinese labor is becoming very scarce. They state that since January between 1,500 and 2,000 Chinese have gone from this coast to points in the Northwest and to Eastern Canada. British Columbia contractors are therefore going to take every advantage of the exclusion of their countrymen from Canada.

Fishing Crews.

The aggressive policy of the United States fish concerns in Boston and Gloucester in giving added inducements to Canadian fishermen to ship with them, with the object of crippling the chances of the fish houses of northern Nova Scotia in finding a crew, is causing grave apprehension this Spring. The majority of Canadian fishing vessels are owned by fish concerns who pay the men a monthly salary or ship on shares. The United States vessels pay on shares only and as a result of the increased price received for their catch the fishermen receive almost double what can be earned in Canadian vessels. This will tend to force Nova Scotia dealers to pay higher for the catch, if good crews are to be had. A large number of Canadian fishermen have already shipped on American vessels and the class left are those who prefer the life of American tourists to the strenuous task of fishing. The practical result is seen in many Canadian vessels lying idle a good part of the season. All natural advantages lie with Canadian dealers, the three-mile law keeping the Americans out of good ground. In export trade Canadians at present can lay down salt fish at almost half the Americans' figures However, the fish dealers of Boston and Gloucester by buying any quantity and paying a higher price than Canadian dealers are tending to gradually minimize the available supply in Northern Nova Scotia. Canadian dealers must pay higher wages to their crews in order to avoid disastrous results.

Fresh Spring Salmon for B. C. Markets.

The institution of trap fishing in British Columbia will mean among other things the supplying of fresh Spring salmon for the local market in quantity that will ensure to British Columbians, a plentifulness of this kind of diet the year round. Formerly there has been a scarcity except during the immediate fishing season. This will now be remedied and the fresh fish business will be developed along the entire British Columbia coast.

Alaskan Hatcheries.

British Columbia cannerymen will be interested in learning there is a likelihood that the present session of the United States Congress will end without any action looking toward the establishment of salmon hatcheries in Alaska, or the enactment of any other important legislation to protect the fisheries in the territory. The proposition to establish hatcheries is a Government measure, pure and simple. Some of the cannerymen would like to have the measure carried through and all of them are more or less interested in the matter because they would probably be relieved of the legal provision which requires them to plant a lot of salmon fry in the Alaska streams every season. This provision is, however, almost a dead letter; at least it is physically impossible for the cannerymen to comply with the letter of the law.

Bass and 'Lunge Season.

A change in the close season for black bass and maskinonge has been announced. This will now extend from January 1 to June 30, instead of from April 15 to June 15.

Fish Notes.

A. N. Whitman & Son, Canso, N.S., are busy preparing a wharf and building for the Scottish herring curers who are expected to arrive early in May.

5,861 PARTNERS.

I LIKE to think of my customers as business partners and to treat them as such. I do that by giving them teas they can sell to their own advantage, and to the satisfaction of their customers.

I depend for my success on selling—GOOD TEA—put on the market in proper shape so it will please and retain these business partners of mine whether times are good or dull.

In 1903 I had 5,861 BUSINESS PARTNERS—Firms to whom I sold tea. I expect to have a good many more in 1904.

It has taken good teas and I suppose fairly good business management to accomplish this result—a result of which I am very proud

If you are not already a business partner of mine, I would much like to have the opportunity of corresponding with you.

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The bulk of the coffee you sell is used at the breakfast table, the most trying meal of the day.

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MONTREAL

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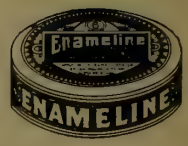

There are other stove polishes, most of them look like Enameline, but the likeness stops with the looks.

WM. H. DUNN, General Agent, Montreal.

TWO TRADE HELPS.

There are just a few things in a grocery store which help to sell other goods. One of these things is ***BORDEN'S EAGLE BRAND MILK;*** another is ***BORDEN'S PEERLESS BRAND CREAM.***

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Napoli Macaroni Co., Toronto.

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Kinnear, T., & Co., Toronto.
Laporte, Martin & Cie, Montreal.
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Patrick, W. G., & Co., Toronto.
Toronto Salt Works, Toronto.

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Metropolitan Soap Co., Toronto.

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Babbitt's. W. H. Dunn, Montreal and Toronto.
Duncan Company, Montreal.

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Dwight, John, & Co., Toronto.

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Winn & Holland, Montreal.

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Estabrooks, T. H., St. John, N.B.
Ewing, S. H. & A. S., Montreal.
Gillard, W. H., & Co., Hamilton.
Japan Tea Traders' Ass'n.
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"Ozo" Co., Montreal.
Rutherford, Jas., & Co., Montreal.
Salada Tea Co., Montreal and Toronto.
Turner, James, & Co., Hamilton.
Wood, Thos., & Co., Montreal.

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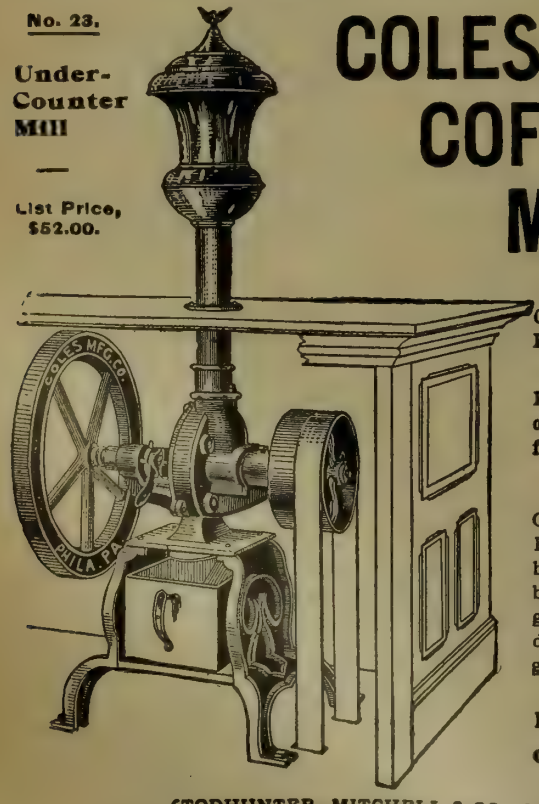

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BRANTFORD, CANADA.

THE CANADIAN GROCER

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CANADA'S UNDERPAID JUDICIARY.

PROOF of the interest taken in the agitation for more adequate salaries for the judges of the Supreme Court has been furnished The Grocer in a remarkable manner since the publication of the article on the subject in last week's issue.

Several letters have been received on the subject from men well qualified to speak on it and whose views are well worthy of attention. These will be given in due time. It is manifest that Canadian business men realize that this subject is not one of moment merely to the legal fraternity. It is one that is intimately connected with so many transactions which affect industrial and commercial conditions in such a material degree that all business men whose operations or interests are of any considerable magnitude are keenly sensible of its importance and timeliness.

There is general recognition that it is of the utmost moment to the average litigant who cannot afford to pay the excessive fees which wealthy corporations are called upon to pay, that the ultimate court where the law is settled for all Canada, and the court which all the provincial courts must look to for their guidance, should be composed only of members whose judicial strength is such that no matter who the member of the bar may be who appears before them the court is not overawed by his presence and does not feel that the bar is superior in knowledge to the bench, the result being that the poorest litigant represented by counsel, who perhaps is appearing for the first time, is sure that whether his counsel takes all the points in his favor or not, the bench will be astute enough to appreciate every consideration and not be misled by the sophistry of the abler counsel.

This matter has been before the Dominion Parliament several times but in each case decision regarding the matter has been deferred. The interests of the business community, apart altogether from the injustice to the judges at present in office, demand attention to this matter. It is, moreover, imperative that attention to it be given at this session. Vacancies may occur at any time and the salary attached to the office should be at once raised to a level that would attract the most brilliant members of the bar. It should ever be the ambition, the great desire, of each member of the bar throughout Canada to attain, as a crowning end to his career, to a seat upon the Supreme Court bench.

The matter is of such magniture that to refer to the financial aspect of it seems trivial. If the salaries of the Supreme Court judges were placed at a minimum of $12,000 per year for the puisne judges and $12,500 for the chief justice, it would only mean an increase of $30,000 a year, which is a mere bagatelle as compared with the importance to the country of having a court the decisions of which would command respect and confidence throughout the whole Dominion.

When one considers that the Government reports issued a few days ago showed a revenue of over $52,000,000 and a surplus over all charges of over $12,000,000 in the first nine months of the fiscal year, the expenditure of $30,000 to ensure the maintenance of the highest possible standard of judicial strength in the Supreme Court of Canada is seen to be such a small consideration that the expense entailed will hardly be put up as an objection to the proposal by even the least reasonable of its opponents.

Nor should it be necessary to consider the other objection which has been raised in the past, the necessity entailed of re-arranging the salaries of the judges in the other courts. The Supreme Court is essentially in a class by itself. It is not in a position similar to any provincial court since it is laying foundations for law throughout the whole of Canada, and since, as the country is growing by leaps and bounds at the present time this work is likely to be of the greatest importance within the next few years.

WILL TRADING STAMPS GO?

IT is with great expectancy that the Retail Grocers' Association of Montreal are waiting for the coming May Day, that being the time appointed for the law to take its course in regard to trading stamps.

It is recognized that the manufacture of anything in the form of money without special license and Government authorization is against the law. Trading stamps have been pronounced by one of the best legal authorities in the Dominion to be illegal because they come under the category of selling money. Very few of the grocers who handle the stamps ever stop to think who is producing them and why. That is the vital question. What living merchant in the world can give a bed, a Morris chair or a baby carriage for the face value of a lot of green or red stamps that have been given out with groceries? Who naturally is paying for these things? Simply the retail grocer and his customers.

In Montreal the stamps have been given a certain status by the fact that a time proven establishment has cham-

pioned them, used them and is going to fight the law regarding them.

There is another point worthy of attention. This money that goes to the trading stamp man is being diverted out of the regular channels of the grocery business. One grocer uses the stamps because his neighbor does and so on. The grocers themselves in and out of the association can stop the trouble if they want to, simply by refusing to use them.

POTATOES AND EGGS SCARCE.

THE Toronto market witnessed a slump in potatoes some three weeks ago, following upon which American buyers entered the market and bought wherever they could lay their hands on available stocks. Several cars intended for Southwestern Ontario were taken up by Detroit buyers, notwithstanding the duty of 25c. per bushel. The result is a comparative scarcity in the local market this week, aggravated by the fact that Ontario farmers have begun seeding operations, and cannot afford the time to bring potatoes to market. One dealer tried half a dozen potato-growers who are in the habit of supplying him with large lots, but was unsuccessful in procuring a potato. It is said that only mixed stock is available in Ontario and a report from Quebec states that potatoes are already in small compass in that province.

So far Toronto dealers have not been seriously inconvenienced as they were fortunate enough to put in plentiful stocks at the time of the slump, and they expect to be able to supply all demands in spite of the fact that stocks in outlying districts are difficult to obtain and reported to be frost-bitten.

The egg market in Toronto begins to show signs of bullish operations. Whether owing to the lateness of the Spring season or to an exhibition of stubbornness on the part of the kindly hen, certain dealers say there is going to be a scarcity of eggs, and are backing up their statement by sending agents through the country to buy eggs at a higher price than is ruling in the market at present. One provision dealer goes so far as to say there will be no eggs for exportation this year.

JAPAN TEA MARKET OPENED.

THE GROCER is in receipt of a message from C. M. Bernard, of Chicago, to the effect that the new Japan tea market has opened about ten per cent. lower than last year.

This news has been awaited with interest by Canadian tea brokers and the trade generally, who have been in the dark as to the prospects for Japan tea. It has been known for some time that stocks of Japans were getting gradually into very small compass, and notwithstanding the fact that Canada's consumption of Japan tea is not as yet an overwhelmingly large item, it has been apprehended that the war in the East, if prolonged, might have the effect of materially reducing the world's supply of Japan teas, which would ultimately mean firmer prices for Indians and Ceylons since they would have to take the place of Japans to a large extent.

Among the reasons responsible for the lowering of the Japan market, is the fact that the early crop is much larger this year than last, more having been planted. Another reason is because Japans had a very large run in the United States last year; people bought recklessly and had to unload at a loss. It goes without saying that they will not allow themselves to be caught needlessly again.

It is not thought that lower prices for the early Japan crop will affect prices in Canada since we use very little of the early Japan tea. In Canada the trade thinks twice before buying early Japan at 30 or 35c, when another article which answers the purpose equally as well is to be had for almost half that price. The later Summer market is where Canada is concerned, and it is much too early to prophesy about it with any degree of certainty.

LET US HAVE BETTER FISH.

THE bargain just consummated between the Government of Newfoundland and the Newfoundland Cold Storage Company, particulars of which are given elsewhere in this issue, means more for the fish trade of the island colony and the Maritime Provinces than perhaps appears on the surface.

For years The Canadian Grocer has pointed out the splendid market afforded by the inland provinces of Canada for the products of our eastern coast fisheries. The chief difficulties in the way of building up a trade in fish of very great importance have been first the lack of proper cold storage and transportation facilities for placing the fish on the inland market in first-class condition, and second the crude and unattractive condition in which fish have been heretofore offered to the public.

The new company, it is understood, comprises a number of Canadians, and it is their intention to exploit the fisheries not of Newfoundland waters alone but also of our Maritime Provinces. Cold storage warehouses will be built and arrangements made with the transportation companies to supply the markets of the United States and inland Canada with fish in first-class condition.

This is what has long been needed. True, the consumption of fish, which is a wholesome and desirable food, has increased in Ontario and Quebec, but not to the extent that might have been expected, nor to which it will doubtless yet attain. The market needs to be further developed. It is capable of absorbing a large quantity of fish if properly managed.

It rests with the producers first to deliver their fish at western centres in first-class condition; after that the dealer must be prepared to offer them to his customers in an attractive shape. The cleaning and preparing of fish is distasteful to many people; in the United States dealers generally have overcome this obstacle by cleaning and preparing the fish themselves. A housewife receives her fish order cleaned, boned, and ready for cooking.

Similar attention to the demands of customers will build up an equally important fish trade in Canada, and give the people a chance to enjoy the luxury of first-class fresh fish at prices satisfactory to all. Acting upon a suggestion which appeared some time ago in The Grocer several Canadian firms have already undertaken to clean and prepare fish for the immediate use of their customers, and the results to their trade have proved most gratifying.

TORONTO GROCERS VISIT CHRISTIE, BROWN & CO.

ON April 27 members of the Toronto Retail Grocers' Association to the number of 75 or upwards, assembled at the invitation of the Christie-Brown Company to be shown through their large biscuit factory. This is the second visit to be paid to leading city industries by the Toronto association, and marks the beginning of a new era in the guild of grocers.

The tour through what is acknowledged to be the largest biscuit factory in Canada was personally conducted by Mr. Christie, the president of the company, and Mr. Edmonds, the secretary-treasurer, to whose neverfailing courtesy and overcareful attention on the part of everyone present the success of the afternoon was largely due.

It was nothing short of a revelation to every member of the association to see 500 men, women, boys and girls at work with as much precision as a body of regular soldiers. The writer was impressed with a sense of the magnitude of the industry by observing that the stairs used by the employes were worn down in the centre. He was told that stairs have to be built once a year.

The factory itself is a neverending source of interest. No less than 480 different kinds of cakes and biscuits are manufactured; one cannot appreciate the full significance of this fact, however, until he sees the almost endless variety of ovens and processes of manufacture in actual operation. One new oven which is the curiosity and delight of all who saw it, is in the shape of an immense cylinder with a revolving paddle-wheel fitted with swinging shelves on which are placed pans of biscuit-dough already cut. From the time a pan is placed on the shelf until the wheel makes a complete revolution an dthe pan of dough comes back thoroughly baked is about eight minutes. This particular oven is said to be the largest in Canada, and has a capacity for 20 barrels a day more than an ordinary oven. Equally wonderful are the other ovens and machinery in operation in the factory. The rolled dough is started in at one end of a machine; then it is spread with fruit, cut, stamped and sent by carriers right into the oven whence it comes some ten minutes later in the form of fruit biscuits. By a most ingenious process of carrying machinery the cakes and biscuits from the ovens are carried and distributed to the various sorting and packing departments. Another interesting process is the manufacture of marshmallows. A single machine which is self-regulating drops paste and fruit in exactly the required proportion on the cake. A similar machine spreads icing on the cakes, as they pass along on carriers and are topped by girls standing on either side.

One might ramble on and on before he would have finished discribing all the interesting things the grocers saw, suffice it to say that they were afforded a delightful surprise as well as a means of acquiring valuable information, and will never regret having availed themselves of the special privilege of being shown through a large up-to-date biscuit industry.

Incidental.

President Johnson, tipping the scales at 275—"Why, I only weigh 240."

"But look at the biscuits you have eaten," said one of his fellow tradesmen.

Christie, Brown & Co.'s Factory.

Mr. Edmonds—"Well, Will, shall we go down and inspect the place where they fire up?"

Will—"No thanks; that'll come soon enough."

BUSINESS IN CAPE BRETON.

IN the Port Hood, C.B., Siftings of recent date the business outlook in that section of Canada was sized up thus:

After a comparatively severe Winter, an early Spring would be a welcome visitor. As this is a matter which rests with Providence people must submit and take these dispensations as they come.

No one that we are aware of suffered for the necessities of life; we are cognizant of the fact, however, that the steady Winter weather has caused a scarcity of cattle feed in many sections of the country. Owing to the heavy snowstorms lumbermen were prevented from prosecuting their industry as vigorously as during the preceding three years. Railway transportation facilities were also hampered, causing a general stagnation in the coal trade so far as the County of Inverness is concerned. A dulness in trade of every description has been the inevitable consequence.

Almost every person one meets asks "What kind of Summer are we going to have?" Without taking a gloomy aspect of the future, we are inclined to put a conservative estimate on the success of the different undertakings for the remainder of the year. There will of course be considerable activity at the mining centres; but there is nothing in sight to warrant the belief that there will be a boom. If the prosperity which has been enjoyed for some years can be maintained at its normal condition, people will have reason to be thankful. The indications, however, point rather to a shrinkage than an overplus. Whether due to the war in the East or "a corner in wheat" breadstuff has advanced about 25 per cent. which will increase the cost of living without any corresponding increase in wages or better prices for commodities which farmers may wish to dispose of for cash or in exchange for manufactured goods.

As "after a storm there is always a calm," so it is that after a boom there is always a reaction. While there is nothing discouraging in sight we think it is better to realize that there is more or less stringency in every industry, and the only way of successfully combatink these conditions is by exercising the strictest economy. "Earn more and spend less" should be the motto.

A VISITOR FROM OTTAWA.

Mr. A. McNeill, senior inspector of the Fruit Division, Ottawa, called at the Toronto offices of The Grocer this week. Mr. McNeill was on his way to Orillia and vicinity, where he expects to hold a series of fruit meetings.

A CORRECTION.

ON page 29 of the last issue of The Canadian Grocer, it was stated that the paper supply houses of Toronto were completely wiped out in the fire of April 19. This statement was hardly correct One firm, at least, Douglas & Ratcliff, Limited, were uninjured and both their warehouses, at 30 West Market street and 7 Scott street, can be utilized to supply the needs of those requiring all kinds of paper

BRANCHES and AGENCIES

Toronto
Montreal.
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Milwaukee.
St. Paul, Min.
Richmond, Va.
Jacksonville.
Rochester.
Norfolk, Va.
Scranton, Pa.
Portland, Me.
Baltimore, Md.
San Francisco
St. Louis
Minneapolis.

Listen to this!

"SALADA" Ceylon Tea is winning favors everywhere, new branches and agencies are being constantly established to meet the growing demand.

To the observant one the reason is not far to seek, as **"SALADA"** is run by live, hustling, resourceful business men, who have always worked (and are still at it) with the fixed belief that "Quality," backed by a faithful adherence to every claim and offer made, is absolutely essential to a lasting success. Our past experience in this connection has only tended to strengthen these views.

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The Famous

"Blue Label" TOMATO KETCHUP

ASK YOUR JOBBER FOR IT.

"Blue Label" Tomato Ketchup is made from whole, Ripe Tomatoes, and pure spices, carefully prepared. Put up in our patented, metallic screw top, corrugated bottles.

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There are Starches and Starches.

Ivorine a cold water Starch—is **the** Starch beyond question. It pleases every woman who uses it. It pays the grocer 60%. It is an excellent seller.

Order a case, 40 pkgs., $2.50.

St. Lawrence Starch Co.

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MARKETS AND MARKET NOTES

ONTARIO MARKETS.

Groceries.

Toronto, April 28, 1904.

TRADE in groceries has only been fair for the week under review, with collections dull in the country and slow if anything in town. The dulness is to be attributed largely to the bad condition of the country roads, but it is confidently expected that as soon as there is an improvement in this respect, business will brighten accordingly. The sugar market is much stronger than it was last week, and prices have advanced 5c all round. Canned goods continue to be in brisk demand at firm prices, an advance being recorded in sockeye salmon. Trade in syrup and molasses has been unsatisfactory, with prospects for firmer prices. The tea market is showing increased signs of activity. Prices rule firm and there has been an increased demand for low-priced Indians and Ceylons. Advices from Yokohama state that the Japan market has opened 10 per cent. lower than last year. Coffees continue firm with a fair market and very little doing in Rios. Rice and tapioca and spices are without special feature. Sultana raisins are firmer in price, also currants. Only a fair trade is doing in foreign dried fruits as usual at this season.

CANNED GOODS.

Canned goods are very active this week at firm prices, the demand for corn and peas being particularly active. Stocks in these lines are already beginning to run low, and it is not improbable that they will be exhausted before the season is over. On account of the lateness of the new season all stocks are likely to become depleted. Sock-eye salmon is scarce and advancing in price. Horseshoe salmon is out of the market. Our quotations are :

Apples, 3's		0 90
" gallons		2 20
Asparagus		3 50
Beets, 2's		0 90
Beets, 3's		1 00
Blackberries, 2's	1 50	1 70
Beans, 2's	0 90	1 10
Corn, 2's		1 20
Cherries, red, pitted, 2's		2 20
" white		2 40
Peas, 2's	0 97½	1 45
Pears, 2's	1 45	1 60
" 3's	1 90	2 10
Pineapples, 1½'s	1 50	1 60
" 2's	1 80	2 00
" 3's	2 25	2 40
Peaches, 2's	1 55	1 70
" 3's	2 45	2 60
Plums, green gages, 2's	1 10	1 40
" Lombard	1 00	1 30
" Damson, blue	0 95	1 25
Pumpkins, 3's		0 95
" gallon		2 50
Rhubarb, 3's		1 30
Raspberries, 2's	1 40	1 60
Strawberries, 2's	1 40	1 60
Succotash, 2's		1 00
Tomatoes, 3's		1 12
Lobster, talls		3 35
" 1-lb. flats	3 50	3 70
" ½-lb. flats	1 90	2 00
Mackerel	1 00	1 25
Salmon, sockeye, Fraser		1 75
" " Northern	1 65	1 75
" Cohoes		1 15
Chums	0 95	1 00
Sardines, Sportsman ¼'s		0 15
" ½'s		0 23
" Portugese ¼'s	0 08	0 10
" P. & C., ¼s	0 25	0 27
" P. & C., ½'s	0 35	0 38
" Domestic, ¼'s	0 03½	0 04
" " ½'s	0 09	0 11
" Mustard, ½ size, cases 50 tins, per 100	8 00	9 00
Haddies		1 00
Kippered herrings, domestic		1 00
" " imported	1 45	1 55
Herrings in tomato sauce, domestic	1 00	1 10
" " imported	1 45	1 55

SUGAR

The weakness reported in last advice has at last spent itself and we are now able to report a return to healthier conditions with large sales of raws at prices establishing 1-16 to 1-8 advance. It is reported that on Friday, 22nd inst., the American Sugar Refining Company purchased quietly 40,000 bags of Cubans for May shipment at 2 5-16c c. and f. for basis 96. It was understood that they were willing buyers of further quantities on the same prices, but that sellers were disposed to hold on although on Monday, 25th inst., refiners secured a further lot of 15,000 bags at 2 5-16. Later in the day they advanced their bid to 2 3-8 and secured 180,000 bags for April-May shipment. This is equivalent to $3.73 duty paid, or fully 1-16 above former highest quotations, and establishes an entirely new level of values. Indications are favorable to the maintenance of present basis and it may be that in order to secure further supplies in view of prospective heavy meltings, refiners will advance ideas further. The prime reason for the change in buyers' ideas is evidently the unfavorable weather reports emanating from Cuba, indications being that much of the cane still standing in the fields will not be cut for this campaign, and that it may be necessary to reduce estimates of the final outrun from 100,000 to 200,000 tons.

We hear of the sale of 14,000 bags San Domingo sugar about due to arrive at 2c, c. and f., which is equivalent to $3.68 duty paid, and establishes an advance of 3-32 on nearby sugars. The Cuban campaign is rapidly drawing to a close, and at latest advices there were only 59 central factories grinding, as compared with a maximum of 171 during the height of the season. At the same time last year there were 162 factories working.

Stocks at Cuban shipping ports are 94,000 tons less than at the same time last year, and it appears that planters have already sold 700,000 tons of the season's crop, from which it may be inferred that from now on they will be in a position to take full advantage of the situation, as with moderate supplies coming forward they will be able to retain holdings for better prices.

Combined stocks in United States and Cuba are 416,678 tons, a decrease of 146,342 tons from last year. Receipts at United States Atlantic ports for the week ending April 20, were 49,030 tons of which the bulk was to refiners, meltings remaining unchanged at 39,000 tons.

Total stocks in all hands are 160,678 tons. It is interesting to note that total stocks and receipts from January 1 to April 20 were only 29,600 tons more than for the corresponding period of 1903, while refiners' meltings for the same period show an increase of 90,000 tons.

Europe has fluctuated within a narrow margin during the week and we have to record a further advance in 88 per cent. of 3-4d per cwt, the price now being 8s 8 1-4d basis, f.o.b. Hamburg, for April-May shipment, which is equivalent to New York parity of $3.84 for 96 test centrifugals.

Although there are no changes to record in American refined sugar quotations, the tone of the market has greatly improved in sympathy with raws and we are advised that Arbuckle has at last discontinued all shadings and now quotes same net price as other refiners.

The bill of the Provincial Premier to aid the beet sugar industry in Ontario has received its third reading in the Ontario House. The bill provides for an extension of the bounty to a period of five years from the inception of the industry, the grant being $75,000 per year or an additional payment from the treasury of $150,000 to aid the industry.

We have to record an advance of 5c in domestic quotations, which went into effect on the morning of 27th inst. The outlook is much more hopeful than for some time past and the immediate indications point to steadiness. We revise quotations below as follows:

Paris lumps, in 50-lb. boxes	4 93
" in 100-lb. "	4 83
St. Lawrence granulated	4 28
Redpath's granulated	4 28
Acadia granulated	4 18
Berlin granulated	4 18
Domestic beet, granulated, 1902	4 03
Phoenix	4 18
Bright coffee	4 08
Bright yellow	4 03
No. 3 yellow	3 98
No. 2 "	3 78
No. 1 "	3 68

Granulated and yellow, 100-lb. bags, 10c. less than bbls.

SYRUPS AND MOLASSES.

The syrup and molasses trade may be characterized as unsatisfactory, with prices still holding firm and prospects pointing to a further rise. New Orleans molasses is still advancing, although the price reached is not yet prohibitive. The quantity of New Orleans stocks on the market is comparatively small. Stocks of Barbadoes arriving are fine quality and will undoubtedly find a ready and permanent market in this country. Porto Rico and West Indian are also meeting with fair sales. Our quotations are as follows:

Syrups—		
Dark		
Medium	0 30	0 32

Bright	0 35	0 37
Corn syrup, bbl., per lb.		0 02½
" ½-bbls "		0 02⅝
" kegs "		0 03
" 3 gal. pails, each		1 30
" 2 gal. " "		0 90
" 2-lb. tins (in 2 doz. case) per case		1 90
" 5-lb. " (in 1 ") "		2 35
" 10-lb. " (in ½ ") "		2 25
" 20-lb. " (in ¼ ") "		2 10
Molasses—		
New Orleans, medium	0 25	0 30
" ½ bbls	0 27	0 32
" open kettle	0 45	0 50
Barbadoes	0 35	0 40
Porto Rico	0 35	0 40
West Indian	0 32	0 35
Maple syrup—		
Imperial qts		0 27½
1-gal. cans	0 95	1 00
5-gal. cans, per gal		1 00
Barrels, per gal		0 75
5-gal. Imp. brand, per can		4 50
1-gal. " per case		5 10
½-gal. " "		5 60
Qts. " "		6 00

TEAS.

The tea market is active this week with prices ruling firm and steady. The demand for low-priced Ceylons and Indians has been particularly good. Japans are becoming more scarce and as yet nothing has been heard of the new Japan market. The quality of Ceylon tea on the London, Eng., market is very much improved, which fact has stimulated buying on this side of the water. Heretofore considerable difficulty had been experienced in obtaining good flavory teas.

The slight decline noticeable in Indian teas previous to the holidays in the London market has recovered. There is a smaller selection of high-grade tea, and where the quality both in appearance and cup was not fully maintained, quotations eased accordingly. The statistical position has developed considerable strength with stocks of all tea standing on March 31 at 2¼ and 10¾ million lbs. less than at a similar date the two previous years, respectively. It is noted that in spite of the large increase in imports the stock is only some 1¼ millions over that of last year, and the excess has already been practically absorbed.

In Ceylons competition has been active and the general tendency in favor of sellers, the more attractive quality of many of the recent arrivals often accounting for an appreciable advance in quotations for higher grades. Medium Pekoes were in special request for both home and export, while common kinds were steady and very little Pekoe Souchong was obtained under 6¼d. per lb. The demand for Java was strong at hardening values. Cables from Yokohama state that the Japan market has opened about ten per cent. lower than last year. We quote the following prices :

Congou—half-chests, Kaisow Moning,	0 12	0 60
caddies, Pakling	0 19	0 50
Indian—Darjeelings	0 35	0 55
Assam Pekoes	0 20	0 40
Pekoe Souchongs	0 17	0 25
Ceylon—Broken Pekoes	0 36	0 42
Pekoes	0 22	0 30
Pekoe Souchong	0 18	0 25
China Greens—Gunpowder, cases, extra first	0 42	0 50
" half-chests, ordinary firsts	0 22	0 28
Young Hyson, cases, sifted, extra firsts	0 42	0 50
" cases, small leaf, firsts	0 35	0 40
" half-chests, ordinary firsts	0 28	0 38
" " seconds		0 23
" " thirds	0 16	0 18
" " common		0 15
Pingsueys—Young Hyson, ½-chests, firsts	0 28	0 32
" " seconds	0 18	0 19
" half-boxes, firsts	0 28	0 32
Japan—½ chests, finests May pickings	0 38	0 40
Choice	0 33	0 37
Finest	0 30	0 32
Fine	0 27	0 30
Good medium	0 25	0 28
Medium	0 21	0 23
Good common		0 20
Common		0 19

COFFEES.

The condition of the coffee market continues unchanged. Prices remain firm and very little trade is doing in Rios. Latest European cables state that the coffee markets are flat. This, together with the fact that the Brazil crop movement has been running fairly full, has tended to make the market sag. Locally the movement on milder coffees is free at firm prices. Our quotations are :

	Per lb.
Green Rios, No. 7	0 08
" " No. 6	0 08½
" " No. 5	0 08⅝
" " No. 4	0 08¾
" " No. 3	0 09 0 09½
" Mocha	0 21 0 25
" Java	0 22 0 35
" Santos	0 10 0 12
" Plantation Ceylon	0 26 0 35
" Porto Rico	0 22 0 25
" Guatemala	0 22 0 25
" Jamaica	0 15 0 20
" Maracaibo	0 16 0 23

RICE AND TAPIOCA.

The rice and tapioca market continues steady at last week's quotation prices, and is without special feature to record. We quote the following prices :

	Per lb.		Per lb.
Rice, stand. B	0 03⅜	Tapioca, staple	0 03¼ 0 03¾
Patna	0 05 0 05½	" double goat	0 04½
Japan	0 06 0 07	Carolina rice	0 10
ago	0 03½ 0 04		

SPICES.

The demand for spices of all kinds in fair and the market quiet as usual at this season. Last week's prices continue unchanged. Our quotations are as follows :

	Per lb.		Per lb.
Peppers, blk	0 18 0 19	Cloves, whole	0 25 0 35
" white	0 23 0 27	Cream of tartar	0 25 0 30
Ginger	0 18 0 25	Allspice	0 14 0 17

Foreign Dried Fruits.

There is a fair movement of dried fruit this week at quotation prices. The demand for prunes continues fair. It is believed the increased demand this season is due to the comparatively high prices ruling in apricots. Currants are firmer and Sultana raisins higher in price. It is the general opinion that the crop of Sultana raisins will be smaller than it was last year and some growers in Smyrna go so far as to say the vines will not yield more than half of last year's crop. Our quotations are as follows :

PRUNES.

	Per lb.		Per lb.
100-110s	0 04 0 04½	60-70s	0 06¾ 0 07
90-100s	0 05 0 05½	50-60s	0 07 0 07¼
80-90s	0 05½ 0 05¾	40-50s	0 07¾ 0 08
70-80s	0 06 0 06½	30-40s	0 08¼ 0 08½

CANDIED PEELS.

	Per lb.		Per lb.
Lemon	0 10 0 12½	Citron	0 15 0 18
Orange	0 11 0 13		

FIGS.

	Per lb.		Per lb.
Tapnets	0 03¾	Elemes	0 09 0 20
Naturals	0 06½ 0 09½		

APRICOTS.

	Per lb.
Californian evaporated	0 12½ 0 15

PEACHES.

	Per lb.
Californian evaporated	0 08½ 0 12

CURRANTS.

	Per lb.		Per lb.
Fine Filiatras	0 04¾ up	Vostizzas	0 07 0 08
Patras	0 06 0 06½		

RAISINS.

	Per lb.
Valencia, fine off-stalk	06¼ 0 06½
" selected	0 07 0 07¼
" selected layers	0 07½ 0 09
Sultana	0 06½ 0 10
Californian seeded, 12-oz.	0 08½ 0 09
" " 1-lb. boxes	0 10½ 0 11
" unseeded, 2-crown	0 07½
" " 3-crown	0 08 0 08½
" " 4-crown	0 09 0 10

DATES.

	Per lb.		Per lb.
Hallowees	0 03¾ 0 04	Fards	0 08¾ 0 09
Sairs	0 03¼ 0 03½		

Country Produce.

EGGS.

Supplies of eggs are not coming as brisk as last week, and in some quarters the market is bullish, the fear having been expressed that there is likely to be a scarcity of eggs. One dealer gives quotations at 13 to 13½c. Another says 14c is the lowest price at the present time. The demand for eggs is brisk. We quote the following prices :

Eggs, fresh laid, per doz	0 14

POULTRY.

The poultry trade is dull with scarcely a nominal trade doing at quotation prices. Our quotations are as follows :

Chickens, live per lb	0 09	0 10
Old hens " "	0 05	0 06
Chickens, dressed, per lb	0 10	0 13
Old hens, " "	0 06	0 07
Turkeys, " "	0 14	0 15

APPLES.

Trade in evaporated apples continues fair within narrow limits. A brisk demand cannot be expected as long as stocks of green apples remain in the market. We quote the following prices :

Evaporated apples, per lb	0 06½

MAPLE SUGAR AND SYRUP.

The season for maple sugar and syrup has been very short and unsatisfactory. Trade has only been fair and the season is practically over. Our quotations are as follows :

	Per lb.
Maple sugar, 30-lb. boxes	08
" syrup, wine gallon, per tin	0 75
" " imperial gal. per tin	0 90

BEANS.

The bean market is dull this week, although there has been a fair movement in Lima beans. We quote the following prices :

Beans, mixed, per bush	1 40
" prime, "	1 50
" handpicked, per bush	1 65 1 75
" water-stained "	1 00
" Lima, per lb	0 05½ 0 06½

HONEY.

Trade in honey is quiet with last week's quotations unchanged. Provision dealers are beginning to stock up for next season. Our quotations are as follows :

Honey, extracted clover, per lb	0 06½ 0 07½
" sections, per doz	1 50 2 00

Fish.

Frozen fish are now off the market and fresh fish are beginning to arrive and are meeting with good demand. The catch so far is mostly from Lake Erie and Ontario. There are no fresh caught trout on the market as yet. We quote this week for the first time :

Whitefish, fresh caught, per lb	0 12
Haddock " per lb	0 07
Cod, steak " "	0 08
Perch " "	0 06

Green Fruits.

The green fruit market is very active this week, with a growing demand for

pineapples and bananas the feature of the market. Bananas are firm in price for this season of the year and pines are 50c easier than last week. The range of prices in lemons, 300's, is wider than last week's, best qualities selling at prices firmer by 25c. Valencia oranges are slightly firmer in price. California navels are firm and steady. Grape fruit is practically out of the market, although a few fancies are selling at high prices. Apples are a little firmer. Greenhouse tomatoes are off the market. Limes have advanced 20c. Mississippi and North Carolina strawberries have practically taken the place of Florida and Louisiana fruit, and are in good demand at quotation prices. Only a few bitter oranges remain on the market. Florida tomatoes are 25 to 50c easier and selling freely. We quote the following prices :

California navels, per box	2 75	3 50
Mexican oranges, per box	....	2 00
Bitter oranges, Palermo, boxes, per box	....	2 40
Messina lemons, new, 300's, per box	2 50	3 00
" " 360's, per box	2 25	2 50
Valencia oranges, 420 case	4 50	5 00
Valencias, large, per case	5 50	6 00
Havana pineapples, per crate	3 25	3 50
Jamaica grape fruit, per box	6 50	7 50
Bananas, large bunches	1 75	2 25
Bananas, red, per bunch	....	2 50
Apples, per bbl	1 25	3 00
Almeria grapes, per keg	....	8 50
Florida tomatoes, per crate	2 25	2 50
Tomatoes, green house, per lb	0 25	0 30
Cranberries, Jersey, per bbl	....	5 50
" Budd's longkeepers	....	7 00
Limes, per box	....	1 40
Limes, in ½-straps	....	2 20
Strawberries, North Carolina, quarts	0 24	0 28
" Mississippi, pints	0 14	0 15

Vegetables.

There is a brisk demand for vegetables of all kinds and a corresponding scarcity, particularly of potatoes and home-grown green stuff, the former of which has advanced in price. Potatoes are likely to advance further within the next few days. Valencia onions are nearly out of the market and have been largely replaced by stocks of Egyptians which are preferable at this time of year on account of their superior keeping qualities and comparative freedom from waste. Bermuda onions are quoted for the first time this season. New cabbage and green beans are seen on the market this week. Canadian celery is practically out of the market and final shipments of California celery have already arrived. Green onions are easier in price, outdoor stuff having begun to arrive. Green cucumbers are easier in price. Our quotations are as follows :

Cabbage, per doz	0 75	1 00
" red, per doz	0 50	1 00
Potatoes, per bag	....	1 10
Potatoes, per bag, car lots	0 90	1 00
Sweet potatoes, per bbl	....	5 50
Sweet potatoes, crates	....	2 50
Onions per peck	....	0 50
Onions white, per bag	2 25	2 50
Egyptian onions, per sack	3 25	3 50
Bermuda onions, per bush crate	....	2 25
Spanish onions, per crate	....	1 25
Spanish (Valencia) onions, large cases	....	4 00
Bunch lettuce, per doz. bunches	....	0 30
Radishes, per doz. bunches	....	0 50
Mushrooms, per lb.	....	0 75
Mint, per doz bunches	....	0 30
Parsley, " "	....	0 20
Sage, per doz	....	0 15
Savoury, per doz	....	0 15
Beets, per bag	....	1 00
Carrots, per bag	....	1 00
Parsnips, per bag	....	1 00
Artichokes, per bush	....	1 00
Yellow turnips, per bag	0 35	0 40
Leeks, per doz	....	0 40
California celery, large case	....	6 00
Celery, per doz	0 75	1 00
Rhubarb, per doz	1 00	1 25
" per bundle	0 10	0 15
Green onions, per doz	0 15	0 20
Green house water cress, per doz	....	0 25
Green cucumbers American per doz	1 00	1 15
Asparagus, green house, per doz	2 00	2 25
Florida spinach, per bbl	2 50	3 00
Florida spinach, per bush. hamper	....	1 25
Bermuda new potatoes, per bush	....	4 00
Green peas, per bush	....	3 00
" cabbage, per case	4 00	4 50
" beans, per bush	3 00	3 50

Seeds.

Trade in seeds is steady at prices quoted below. Notwithstanding the backwardness of the season, Ontario farmers have at last begun seeding in some localities. Supplies of finer grades of all seeds are becoming lower. We quote the following prices :

Red clover, per bush	5 75	6 35
Alsike "	4 75	5 75
Timothy, per "	1 15	1 75
" flail threshed	....	2 00

Grain, Flour and Breakfast Foods.

GRAIN.

The market is quiet and prices not particularly strong. Manitoba wheat, No. 1 hard, has dropped 2 to 3½c; Manitoba wheat, Northern, No. 1, has dropped 3 to 3½c; Manitoba wheat, Northern No. 2, has declined 3c, while red and white wheat have dropped off 2c. Oats are down in price ½ to 1c. We quote :

Manitoba wheat, No. 1 hard, per bush, Toronto.	0 98½	0 99
" " Northern No. 1 "	0 97	0 97½
" " No. 2 "	0 94	0 97½
Red, per bushel, on track Toronto	0 95	0 96
White " " "	0 95	0 96
Barley " " "	0 50	0 52
Oats " " "	0 35	0 35½
Peas " " "	0 70	0 71
Buckwheat " " "	....	0 57
Rye, per bushel, " " "	0 64	0 65

FLOUR.

The flour market is dull this week, the only change being a drop of 25c in Manitoba flour which occurred April 26. We quote the following prices :

Manitoba wheat patents, per bbl	4 75	4 90
Strong bakers "	4 75	4 90
Ontario wheat patents "	4 70	5 00
Straight roller "	4 40	4 50

BREAKFAST FOODS.

The demand for breakfast foods continues active and steady with last week's prices unchanged. Our quotations are as follows :

Oatmeal, standard and granulated, carlots, on track, per bbl	5 05
Rolled oats, standard, carlots, per bbl., in bags	4 50
" " " " " in wood	4 75
" " " " " for broken lots	4 90
Rolled wheat, per 100-lb. bbl	3 00
Cornmeal	3 50
Split peas	5 00
Pot barley, in bags	3 75
" in wood	4 00
Swiss food, per case	2 88
Aunt Sally's Pancake Flour, per case	2 00

Hides, Skins and Wool.

The market is active and prices firm. Veal skins have advanced 1c per lb. on all grades. No other changes are noted this week. We quote the following prices :

HIDES.

No. 1 green, per lb	0 07
" 2 " "	0 06
" 1 " steers, per lb	0 07½
" 2 " " "	0 06½
Cured, per lb	0 08

CALFSKINS.

Veal skins, No. 1, 6 to 12 lb. inclusive	0 10	
" " " 2 " " "	0 08	
" " " 1 15 to 20 lb "	0 09	
" " " 2 " "	0 07	
Deacons (dairies), each	0 65	
Sheep skins	1 00	1 15
Lamb skins	0 20	

WOOL.

Unwashed wool, per lb	0 09	0 10
Fleece wool, new clip, per lb	0 15	0 16
Pulled wools, super, per lb	0 18	0 20
" " extra "	0 20	0 22

Special Announcement!
McGREGOR'S MARMALADE
"ABSOLUTELY PURE."
A staple article in all first-class grocery stores will in future be made by McGregor-Harris Co., Ltd., under the personal supervision of Mr. McGregor, the originator. For sale by all leading wholesale grocers and fruit merchants.
PRICES—Doolittle Quarts, $3.25; pound jars, $1.50; tumblers, $1.00 per doz. F.O.B. Toronto; Quaker Marmalade, $1.70 per doz.
McGregor - Harris Co., Limited
33 Pearl St., TORONTO.

TOBLER'S
SWISS MILK CHOCOLATE
is delicious. Try it.
BROWNE & WELLS, Limited, TORONTO
CANADIAN AGENTS.

FISH AND OYSTERS
WHOLESALE.
The F. T. JAMES CO., Limited
76 Colborne Street, TORONTO.

EGGS
We will buy your eggs F.O.B. all year.
CORRESPONDENCE SOLICITED.
The WM. RYAN CO., Limited
70 and 72 Front St. E., Toronto,

BUTTER and EGGS
—WE ARE—
BUYERS and SELLERS
Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.
Rutherford, Marshall & Co.
Wholesale Produce Merchants,
TORONTO.

QUEBEC MARKETS.

Groceries.

Montreal, April 28, 1904.

THE dulness of the local market was given a slight stir on Tuesday morning by sugar taking a jump up of five cents ruling in Ontario and Quebec and ten cents for the Maritime Provinces. Generally trade is quiet and collections from the country are reported poor. Spices are ruling strong and with good demand. The five per cent. advance which came into force on the 25th inst. for canned fruits has been noticed in the trade, but no marked demand has been observed. The provision market is strong. In dried fruits considerable interest is taken in Sultana raisins and certainly they are firmly held. Advices, direct from the country of production, show that the crop will be smaller even than was anticipated. Tea is just about the same, but there is quite a cleaning out of old stocks. The new pack is anxiously watched for, especially in the Japanese trade. Coffee has not even fluctuated but some indications point to an advance. Green fruits are active and vegetables are firm. Celery, for instance, rose another dollar and was selling at $7.50. All kinds of Canadian apples are firm with good demand. In evaporated apples there is a stringency and they are quoted f.o.b. at 6 1-4 to 6 1-2 cents. Business men are optimistic and a good feeling is current.

SUGAR.

The stiffening of raw sugars and the brisk demand has sent granulateds up five cents in Ontario and Quebec and a rise of ten cents has been reported for the Maritime Provinces. We quote:

Granulated, bbls.	$4 20
" ½-bbls	4 35
" bags	4 05 4 10
Paris lump, boxes and bbls	4 70
" " ½-boxes and 1½-bbls	4 80
Extra ground, bbls	4 55
" " 50-lb. boxes	4 75
" " 25-lb. boxes	4 85
Powdered, bbls	4 30
" 50-lb. boxes	4 50
Phoenix	4 05
Bright coffee	3 95
" yellow	3 95
No. 3 yellow	3 85
No. 2 "	3 65
No. 1 " bbls	3 55
No. 1 " bags	3 45
Raw Trinidad	3 20
Trinidad crystals	3 30

SYRUPS AND MOLASSES.

The decline in molasses has been maintained although reports from the Indies point to a slight advance of a quarter of a cent. This cannot be maintained long for all things point to a falling off in price even more than it has. The report that Barbadoes molasses have been offered here at 22 to 22 1-2c seems to have ben a premature one, as latest indications from the islands would show that nothing could be laid down here under 24 1-2 to 25c and these figures are really what seem to be the offerings of brokers and import agents. We quote:

Barbadoes, in puncheons	0 27
" in barrels	0 29½
" in half-barrels	0 30½
New Orleans	0 22 0 35
Antigua	0 37
Porto Rico	0 45 0 48
Corn syrups, bbls	0 02¾
" ½-bbls	0 02¾ 0 03
" ¼-bbls	0 03
" 38½-lb. pails	1 30
" 25-lb. pails	0 90
Bbls., per 100 lb	2 75
½-bbls. "	2 75
Kegs "	3 00
Cases, 2-lb. tins, 2 doz. per case	1 90
" 5-lb. " 1 doz. "	2 35
" 10-lb. " ½ doz. "	2 25
" 20-lb. " ¼ doz. "	2 10

COFFEE.

Coffee is firm. We quote:

Good cucutas	0 10 0 10½
Choice "	0 11½ 0 12¼
Jamaica coffee	0 10¼ 0 11
Java	0 18 0 22
Mocha	0 16 0 19
Rio	0 08 0 09

TEA.

The tea market is quiet. Movements from first hands seem small. Ceylons and Indias are in good demand. English buyers of Indian teas show very little keenness. The ordinary and medium grades have shown slight improvements at times on ruling prices. Common fannings have been neglected. Medium teas are steady and a general improvement in the market is likely. Japans are firm. We quote:

Good to medium Japans	0 18 0 24
Fine to choice Japans	0 25 0 35
Ceylon greens	0 16 0 20
Indian greens	0 18 0 30
Japan style China congoes	0 10 0 10½
Pealeaf and Pinhead Gunpowders	0 23 0 40
Coarse to good Gunpowders	0 13 0 22
Ceylon blacks	0 14 0 30
Indian "	0 12 0 20

CANNED GOODS.

The five per cent. advance in canned fruits has had its effect already and has made the demand limited. The market is steady and salmon is holding its strong position with every likelihood of lasting. A well-known cannery man insisted upon the correctness of the report from Niagara and Erie, re the prospects of a poor fruit crop. He said that those who thought it was a business dodge would be sorry if they did not take precautionary measures. Fruit of all kinds, he claims, will be a short crop. We quote:

Tomatoes	1 15
Corn	1 15
Peas	0 87½ 1 50
String beans	0 85 0 90
Strawberries, preserved	1 40 1 60
Succotash	1 00
Blueberries	1 15½
Raspberries	1 40
Lawtenberries, 2s	1 50
Raspberries, black	1 40¾
Gooseberries	1 63
Pears, 2s	1 45 1 78
" 3s	2 20½
Peaches, 2s	1 63 1 75
" 3s	2 51 2 73
Plums, Lombard 2s	1 36½
" Green Gage, 2s	1 46
Cherries, red pitted, 2s	2 31
Baked beans, 3s	1 03½
3-lb. apples	0 90
Gallon apples	2 20
2-lb sliced pineapples	2 00 2 10
Grated pineapples	2 40
Singapore whole pineapples	2 40
Pumpkins, per doz	0 95
Spinach	1 00
Sugar beets	0 90 1 40
Salmon, pink	0 90 1 00
" spring	1 40
" Rivers Inlet red sockeye	1 50
" Fraser River red sockeye	1 50 1 70
Lobsters, talls	3 45
" 1-lb. flats	4 00
" ½-lb. flats	2 25
Canadian Sardines, ¼s	3 65 4 00
California asparagus	4 50 5 00
Asparagustips	3 50 3 75

Foreign Dried Fruits.

Messrs. Watt, Scott & Goodacre in their report state: Currants—Conditions in Patras have for some time been favorable to an advance, and in Greek currency prices have been actually higher, notwithstanding lack of demand from consuming countries. So far, however, fluctuations in exchange have offset these gains, until now buying has set in, with a result of an advance in sterling quotations. Raisins—There appears to be sufficient stock in the country, both of Muscatels and Valencias, to prohibit any interest for import, although jobbers report fair buying consumption is evident. In Sultana raisins considerably better business is doing and this fruit is very firmly held. The stimulus has come from unfavorable weather reports from Smyrna, where it is the general opinion that even if everything goes well henceforward, that the crop will be smaller than that of last year. From this non-committal view of the position there is a range of opinion up to that held by some growers, who say that the vines will not yield more than half of last year's quantity. Figs—The market is entirely in favor of buyers, notwithstanding that spot stocks, with the exception possibly of layer figs, are considerably less than those of last year at this time. What demand does obtain is from manufacturers. Walnuts—Little interest is being shown in nuts in shell and not much more in "Cerneaux." Efforts made earlier in the season to corner the market have only been maintained spasmodically and may now be looked upon as abandoned. The serious drop in the market, of recent weeks, is attributable to this. A favorable point as to prices and weather conditions has now been reached for acquiring cold storage stock to cover October and November requirements. Valcenia Almonds—Stocks in Malaga are practically lacking, but up-country dealers still have supplies which they are holding back, in expectation of higher prices, based on the calculation that the crop of 1904 will be 20 to 25 per cent. less than last year, owing to a great deal of unusual cold and wet weather experienced throughout the vicinity of Malaga in March. Filberts—Messrs. Ferd. Baller & Co. advise: Reports from the growing districts of Sicily state that on April 1, severe hailstorms occurred in those sections of our island, and as the young fruit is just now forming, fears are expressed that the new crop, already expected to turn out small, has been seriously damaged. Under this impression, sellers both of old crop, prompt, and new crop, October, have completely withdrawn from the market, but buyers are not pressing forward, and prefer to await further developments.

VALENCIA RAISINS.

New, finest off-stalk, per lb	0 06 0 06½
Selected, per lb	0 07
Layers "	0 07½ 0 07½

FIGS.

Comadres, per tapnet	1 00 1 10
Elemes, per box, new	0 90

DATES.

Dates, Hallowees, per lb	0 03½ 0 03¾

CALIFORNIAN EVAPORATED FRUITS.

Apricots, per lb	0 12½
Peaches "	0 09½
Pears "	0 12½

PUMPKIN.

Have you tried our Pumpkin yet? If not, you have not had the best.

700 CASES ONLY TO SELL.

Also a limited quantity of Tomatoes and Tomato Catsup in 3-lb tins.

THE INGERSOLL CANNING AND PRESERVING CO., LIMITED,
Ingersoll, Canada.

Save Money by Writing for our Samples

Ceylon and **Indian** Greens, at **12**c. to **18½**c.—Special value. Try a sample lot.
Special values now in **Japans**, all grades, from 15c. to 35c.
Also Japan Siftings and Fannings, from 5c. up to 10c.
We carry a full range of all other kinds and our prices will prove attractive.
Pleased to send you samples. Say what grade and price you want.

Teas and Coffees

James Rutherford & Co.
DIRECT IMPORTERS
27 St. Sacrament St. MONTREAL.

Pickles ROWAT'S

are now constantly arriving and the trade being rapidly supplied with the **best selling Pickles** ever placed on the Canadian market. Grocers who have handled them repeat their orders; those who have never handled them have missed a **profitable seller.**

ROWAT'S PICKLES always sell, they do not hang about the shelves.

Order through your wholesale house.

SNOWDON, FORBES & CO., Montreal,
For ONTARIO, QUEBEC, MANITOBA and N. W. T.

F. H. TIPPET, St. John, N.B.
H. WARREN, Halifax, N.S.
C. E. JARVIS & CO., Vancouver, B.C.

Marshall's kippered herring, per doz		1 40
Canadian kippered, per doz		1 00
Canadian ¼ sardines, per 100	3 75	4 00
Canned cove oysters, No. 1 size, per doz		1 30
Canned cove oysters, No. 2 size, per doz		2 25
Standard bulk oysters, per gal		1 50
Selects		1 75

Country Produce.

EGGS.

The market remains strong in tone and interesting. The arrivals have not been quite so large this week; 846 cases arrived in the city on Saturday. On Monday 753 cases came in. There is a splendid demand but prices still hold at 14 1-2 to 15 cents per dozen.

BEANS.

The market is dull. In a jobbing way sales of choice primes were made at $1.45 to $1.50, and primes at $1.40 per bushel, while car lots of choice primes were quoted at $1.40 and $1.35 a bushel.

HONEY.

Quetness rules over the honey market and the demand is very limited. White clover is still scarce at 13 1-2 and 14c. Extracted white clover was quoted at 8 1-2 to 9c in 10-lb tins, and 7 to 7 1-2c in 300-lb kegs. Buckwheat still remains 6 and 7c.

POTATOES.

Potatoes are very strong just now and with a brisk demand are selling at firm prices of 80 to 85c per bag ex-track.

MAPLE PRODUCTS.

A reasonably large volume of business was done in new maple products this week and there was a good demand for small lots at fair prices. We quote:

Maple syrup, in wood, per lb	0 05½	0 06
Maple syrup, in large tins	0 80	0 85
Pure sugar, per lb	0 07	0 07½
Pure Beauce sugar, per lb	0 08½	0 09

Flour and Feed.

FLOUR.

There was a little flutter in flour this week but after a slight advance it dropped again to normal conditions. The demand is good and steadiness marks the whole field here. We quote:

Manitoba spring wheat patents		5 40
" strong bakers'		5 10
Winter wheat patents	5 10	5 25
Straight rollers	4 85	5 00
Extra	3 80	3 90
Straight rollers, bags	2 30	2 35

FEED.

Inactivity marks the feed market and no change in prices has taken place. We quote:

Ontario bran, in bulk		19 00
" shorts		21 00
Manitoba bran, in bags	19 00	20 00
" shorts		21 00
Mouillie	26 00	28 00

OATMEAL.

Steadiness characterized the market all this week and good demand attracted considerable attention. We quote:

Fine oatmeal, bags		2 06
Standard oatmeal, bags		2 90
Granulated " "		2 90
Rolled oats, bags		2 55
" bbls		5 30

HIDES.

There has been no change in hides. We quote:

No. 1 beef hides	0 08	0 08½
No. 2 "	0 07	0 07½
No. 3 "	0 06	0 06½
Lambskins		0 75
No. 1 calfskins		0 11

BRITISH COLUMBIA MARKETS.

Vancouver, B.C., April 21.

EXTREME activity in salmon canning operations is likely to mark the present season. The canners have already offered the fishermen of the Fraser River 20 cents per fish during the coming sockeye season, which begins on or about July 1st, or whenever the sockeyes begin to run in the gulf. This price is considered liberal under present conditions. It is the highest paid for some years, and is the rate which the canners offered the fishermen in 1900 in the season when the fishermen struck and later accepted 19 cents per fish.

As the likelihood is that there will be a state of war in the Far East for many months yet, and as the Japanese Government is altogether likely to buy up all the canned salmon they can get hold of, the canners here are laying plants to put up all sorts of salmon this year. The humpback or dog salmon is not generally bothered with in ordinary trade, but a few canners have been putting up a small pack. They have disposed of all of it, and all do-overs and other heldover stock has been sold for the Japanese commissariat, so that the market here is bare of canned salmon. The possibilities are very great of a large demand from Japan and the intention of the trade here is to take hold of the openings.

* * *

It is to be noted that the Chinese cannery operatives who usually take under contract the work of handling the fish through all the processes from cutting up to packing into the tins and soldering, are this year advancing the rates they demand. Formerly they were paid 48 cents per case for this work. Now they ask 50 cents. In addition, the Chinese contractors who have been losing money in the last few seasons by reason of the light pack, demand that they shall be guaranteed the pay for at least 75 per cent. of the fish they contract to put up, whether the fish are forthcoming or not. The reason for this is that they have been under big expense getting their crews of men together and have paid them various sums, in many cases more than they realized from the work of the individuals receiving the advances. The matter has not yet reached a settlement. The Chinese are naturally independent, for by reason of the high head tax amounting to practical exclusion, the number of the Orientals available is limited, and they have formed a close union, embracing the control of practically all the Chinese cannery operatives, who are all skilled men.

* * *

The Japanese market is to be exploited by a new firm which is being organized by Mr. R. W. Clark, a Victoria commission merchant, and Mr. A. R. Tufts, a well known tea man, who has spent the past year in the Orient. Mr. Tufts says that a company will be organized to handle general mercantile lines, especially of Canadian manufactured goods and other Canadian products for sale in Japan and China. As the trade becomes established it is likely subsidiary companies will have to be formed to take over individual lines, as fast as they become important enough to demand it.

* * *

Some material reductions in freight rates are offered by the White Pass Co. this year. These reductions are available from July 1 to August 15th and are made especially to stimulate the movement of goods in the early season so that there will be no congestion. The rates quoted as special commodity rates for that time are: Oats and feed, $2.37 instead of $2.56 per cwt.; hay, $2.62 1-2; coal oil, $2.37 1-2; candles, $2.75; nails, bolts, etc., $2.37 1-2; sugar, $2.60; canned cream and milk, $2.60. These prices are per cwt. in car lots, except hay, which is in seven car lots.

* * *

Groceries—Staples are firm and stocks have not changed much, as receipts and shipments have been at the very lowest owing to the blockade. Edwardsburg starch is up a 1-4c in some grades, notably No. 1 white or blue, and Canada laundry, also in culinary. Canada pure corn starch is up 1-4c, according to latest quotations received by the trade. Importations of rice by the steamer Empress of China which arrived on Tuesday were heavier than expected, there being over 14,000 packages, about half of it being mats of China rice, the remainder being sacks of Japanese rice. Tea was very lightly represented, there being barely 2,200 packages, much of which was China tea. The heavy shipments of new season's Indian tea have not come forward yet. One hundred cases of refined camphor and 20 cases sublimed camphor were items of the cargo of the Empress, indicating that the fear of prohibition by the Japanese Government of exports from Formosa have not any foundation.

Produce—Non-arrival of shipments of butter from the east and continued small receipts of local, keep the market bare. The lot of 300 boxes of Australian received by the Aorangi was soon absorbed. Small consignments from Washington are received by some dealers. It is expected local supply will come forward more freely soon. The egg market is still bare and prices fancy.

Fruit—Australian grapes, a variety much like the Malaga, a green grape, and packed in familiar cork sawdust to heighten the illusion, appeared on the market this week as a new importation from the Antipodes. They come in oblong boxes about the size of 20-lb crates for tomatoes. The fruit was in good shape and is very fine quality. The price is high, $4.50 per crate. Oranges are still plentiful and cheap, apples scarcer and nearly done. Prices are about 25c higher for choice apples. Bananas are coming in freely, in car lots, but the price is not any lower.

Vegetables—Potatoes are stiffening in price. Victoria quotes retail at $1.50

CANNERS

have advanced their prices on Canned Fruits, but WE HAVE NOT YET.

BARGAINS IN CANNED GOODS

HICKMOTT'S GOLDEN CROWN Asparagus, 2½-lb. Square Tins, Cases 2 doz..... $4.00 per doz.

LOGGIE'S EAGLE BRAND Blueberries, 2-lb. Tins, Cases 2 doz..... 1.00 "

SIMCOE LYNN VALLEY BRAND.

			Canners' net prices to the Wholesale trade.	Our prices to the Retail trade.
Preserved Apples	3 lb.,	Cases 2 doz.	$1.32¾	$1.25 per doz.
Preserved Grapes	2 lb.,	Cases 2 doz.	1.32¾	1 25 "
Preserved Grapes	2½ lb.,	Cases 2 doz.	1.66½	1.57½ "
Yellow Peaches	3 lb.,	Cases 2 doz.	2.45¼	2.35 "
Bartlett Pears	2½ lb.,	Cases 2 doz.	1.84½	1.75 "
Bartlett Pears	3 lb.,	Cases 2 doz.	1.98	1.90 "
Standard Pears	Gall,	Cases ½ doz.	3.30¾	3.15 "
Pine Apples, Sliced	2 lb.,	Cases 2 doz.	2.11½	2.00 "
Pine Apples, Whole	3 lb.,	Cases 2 doz.	2.47½	2.35 "
Pine Apples, Grated	2 lb,	Cases 2 doz.	2.36¼	2.25 "
Lombard Plums, Heavy Syrup	2 lb.,	Cases 2 doz.	1.21½	1.15 "
Lombard Plums, Heavy Syrup	2½ lb,	Cases 2 doz.	1.46¼	1.35 "
Rhubarb, Preserved	3 lb.,	Cases 2 doz.	1.71	1.60 "
Strawberries in Heavy Syrup	2 lb.,	Cases 2 doz.	1.32¾	1 25 "
Strawberries, Preserved	2 lb.,	Cases 2 doz.	1.50¾	1.40 "
Standard Strawberries	Gall.,	Cases ½ doz.	4.72½	4.50 "
Beets, Sliced	2 lb.,	Cases 2 doz.	.81	.60 "
Beets, Whole	2 lb.,	Cases 2 doz.	.81	.60 "
Beets, Whole	3 lb.,	Cases 2 doz.	.90	.70 "
Onions, Select Table	2 lb.,	Cases 2 doz.	1.25	1.25 "
Parsnips, Select Table	2 lb.,	Cases 2 doz.	.81	.75 "
Spinach, Select Table	2 lb,	Cases 2 doz.	1.26	1.25 "
Turnips, Select Table	3 lb.,	Cases 2 doz.	.90	.75 "
Succotash, Log Cabin	2 lb.,	Cases 2 doz.	1.12½	1 00 "

TERMS: F.O.B. Montreal, Net 30 days or 1% 10 days.

Hudon, Hebert & Cie.

MONTREAL.

per sack, and wholesale at over $25 per ton, while Vancouver quotation is still at $24 per ton for Ashcrofts but firm at that figure. Other varieties are still lower, but may advance at any time. California new potatoes are too high to buy yet. Australian onions which arrived so freely by the Aorangi are a little easier, possibly 1-2c lower per lb at 3 1-2 to 4c. In fresh vegetables cucumbers are scarce and dear. Asparagus is also scarce and quoted a little higher. Rhubarb is beginning to come in from local sources, and also radishes and green onions, as well as spinach and other

NOVA SCOTIA MARKETS.

Halifax, April 25th, 1904.

TRADE is still somewhat backward in the Maritime Provinces, a circumstance largely due to the late season. The eastern harbors are filled with ice at the present writing, but probably a few days now will witness a change in this respect. Fishing has improved and the outlook is bright for those portions of the province which depend upon this important industry. Travelling is now quite bad and commercial men have difficulty in reaching country stores. Collections appear to have improved somewhat in the last few days.

* * *

The molasses war has assumed a new phase. The chief Halifax importing interest has cut the price of new crop Porto Rico four and a half cents a gallon since last report. Early is the season a firm of St. John importers cut the price from 42 to 37 cents and contracted for a large quantity of the present season's crop. The Halifax interest has now retaliated by a further drop to 33 cents. What the end will be it is difficult to say, but this unbusiness like procedure has greatly unsettled the market and has brought considerable loss and annoyance to all branches of the trade. The decline is not at all warranted by the cost of molasses at the islands of production and is due entirely to ill-feeling between the two chief importing interests.

* * *

Flour is easier but quotations have not dropped more than ten cents from the top notch of last month. Oats are weaker by about two cents a bushel. Holders of Prince Edward Island oats, who two weeks ago were indifferent sellers at 48 cents, are now running after buyers and offering for considerably less money. Middlings and bran are easier and so is domestic pork and lard. Potatoes are easier owing to a slump in the Boston market, to which large quantities are being forwarded.

* * *

Dairy produce is dull and the outlook unsatisfactory. Cheese factories have started up but are making the mistake of asking too high a price for their product, with the result that dealers are supplying their wants with western goods. Consequently the local factories, unless they drop their prices, will have a lot of early cheese on hand to influence the market later on. The first shipment of dairy tub butter from Ontario was received by dealers here today. Eggs are still holding firm at 18 cents.

MANITOBA MARKETS.

Winnipeg, April 29, 1904.

FOR the past week business has been a little quiet, owing to the fact that the farmers throughout Manitoba and the Northwest Territories have been practically stalled up, owing to the numerous bodies of water that cover the prairies for miles, making it quite impossible for them to reach the nearby towns.

Sugars—The market remains firm with no change in price recorded since the 14th of March. Montreal granulated is quoted at $4.90 in barrels and $4.70 in sacks, and yellows at $4.25.

Canned Vegetables—The market is firm with the exception of corn, which is high and is quoted at $2.50 to $2.65 a case, and is likely to advance to $2.75.

Eggs—The market is a little easier and the demand is strong. Fresh gathered are jobbing at 14c.

Butter—There is a heavy demand for choice butter and the market quotes fresh pound prints at 22c and rolls and tub butter from 18 to 20c.

Canned Fruits—The market quotes canned fruits, all around, much higher, they having advanced on the 25th inst. 5 to 10 per cent.

Evaporated and Dried Fruits—All lines are firm with the exception of evaporated apples, which the market quotes at 7 1-2c a pound, and currants, which are much higher and have advanced 6 to 9 shillings per hundredweight. Oregon prunes are cheap in the large sizes, 70 to 80 at 5 1-4c; 60 to 70 at 6c; 50 to 60 at 6 1-4c; 40 to 50 at 6 3-4c.

Corn Meal—The market quotes corn meal as having advanced 90c per half sack, and $1.75 per sack.

Flour—The market remains strong and practically unchanged. No. 1 patent is still quoted at $2.75.

Cured Meats—The market is firm. Hams are quoted at 13 3-4c; picnic hams at 13 1-4c; shoulders, 8 3-4c; breakfast backs, 11 1-2c; long spice rolls, 11 1-4c; short rolls, 10 3-4c; long dry clear, 9c; and dry salt backs, 10c.

Lard—The market remains firm with pure lard in 50-lb tubs quoted at $5.20; 20-lb pails, $2.15; 10-lb pails in cases, $6.50; 5-lb pails, $6.60, and 3-lb pails, $6.65; compound lard in 20-lb pails, $1.75.

A HUSTLING CONCERN.

MUCH favorable comment has been caused by the enterprise and pluck shown by many of the Toronto firms, whose places of business were destroyed in the terrible conflagration of April 19th. In no single instance was this more marked than in the case of E. W. Gillett Company, manufacturers of Royal yeast, Gillett's lye, Magic baking powder, etc., whose large factory and fine offices, together with contents, office furniture, machinery and stock, were totally consumed. In less than an hour after the walls had fallen in, Mr. Dobie, general manager of the company, had telegraphed for the necessary materials to permit manufacturing operations to be started with as little delay as possible. By noon of the following day, offices had been secured at 15 Wellington street east and completely furnished, and next morning at nine o'clock, the office staff were all at work. Factory premises had also been secured and a small army of men were busy at work installing the duplicate set of machinery, which the company had in reserve in another part of the city. This was complete with the exception of one machine, which was brought from Chicago by express, and is undoubtedly the heaviest express parcel that ever arrived in Toronto, as it weighed over four tons. A full carload of supplies and material arrived in the same way.

By the untiring energy and enterprise displayed by the management and large staff of employes, the company have been enabled to commence filling orders within six days after their old premises were destroyed. This is a record that any company might well be proud of, and will be a source of great satisfaction to stockholders of the company and a relief to the thousands of grocers in all parts of the Dominion handling the various articles manufactured by the Gillett Company, many of whom evinced their interest by letter and telegraph enquiries as to when they might expect further supplies. Factories will be run day and night and every effort made to fill all orders as promptly as possible. The company will at once proceed to erect an extensive, up-to-date factory, which will enable them to keep pace with the ever increasing demand for their goods.

PERSONAL MENTION.

Mr. D. L. Lockerby, of Lockerby Bros., Montreal, who has been laid up for some weeks with a severe attack of lagrippe, is able to be about and at business again.

Mr. J. Craven, who represents Chase & Sanborn in the Maritime Provinces, has been spending a few days in Montreal. He leaves for his territory again at the end of the week.

Mr. G. Hately, Brantford, secretary of the Western Dairymen's Association, has resigned. He will be succeeded by Mr. G. H. Barr, director of the Western Dairy School at Strathroy.

Mr. F. W. Thompson, managing director of the Ogilvie Flour Milling Co., has just returned from a three months' trip to Europe where he was not only pleasure seeking but quietly observing trade conditions which interest exporters at all times.

Mr. Richard Nash has joined the staff of Messrs. Lockerby Bros., Montreal, and will represent them in that city. Mr. Nash who is an experienced London tea man will make a specialty of teas and coffees, lines which Lockerby Bros. have always made interesting leaders.

GROCERS!

With your kind assistance we will be able to keep the consumer supplied with

ROYAL YEAST,
GILLETT'S LYE,
MAGIC BAKING POWDER.

This can be done by handling stocks of these goods with utmost care and making them go as far as possible.

OLD BUILDING WAS NOT SUITABLE.

Our former factory at 32 and 34 Front Street West was not suitable or large enough for the enormous business that was being done. Intention was to begin building operations in the Spring of 1905. Now this will be done much sooner, and later this Company will have one of the finest modern factories on the continent.

ROYAL YEAST

is now being shipped from one of our factories (we have two). To do this it was necessary to bring in a carload of Yeast Cakes from the U. S. by express and pay the duty (6c. per pound). We will lose an enormous sum of money, but that does not amount to anything under the circumstances, as the people need the goods. The carload by express will be followed by **10 Carloads of Yeast Cakes by freight.** This will keep us going until goods which are being made in our two temporary factories are ready to ship.

DUPLICATE SET OF MACHINERY.

The fact of our having a duplicate set of machinery for just such an emergency is the reason that goods made in Toronto can be ready so soon.

A YEAR TO BUILD.

Had we not taken the precaution of having a duplicate set of machinery, goods could not have been turned out in less than a year from the time our factory was destroyed by fire. As it is, we are making shipments in one week.

SPECIAL MACHINERY.

All machinery used in the manufacture of **Gillett's Goods** is of a special character and has to be made to order, entirely from our own patterns.

MAGIC BAKING POWDER AND GILLETT'S PERFUMED LYE.

In a few days shipments of these goods will be made promptly as heretofore.

KEEP YOUR EYE ON US.

Gillett's goods will be made and sold in larger quantities than ever before.

E. W. GILLETT COMPANY LIMITED

TORONTO, ONT.

We take this means of thanking our friends who have wired and written their condolences, and to others in similar lines of business to ours who have kindly offered us the use of space in their factories and offices in which to carry on our work. Owing to the congested state of office work, it is impossible to thank each individually.

NEW BRUNSWICK MARKETS.

Office of The Canadian Grocer,
St. John, N.B., April 26.

ST. JOHN merchants extend sincere sympathy to the business men of Toronto, who suffered so severely in last week's fire. They know what the loss means, having passed through a trial, which for them, was quite as serious in its consequences as the Toronto fire.

The Grocer notes the retirement of Mr. G. Wetmore Merritt from the wholesale grocery business. Mr. Merritt has for many years been a prominent figure in the trade as one of the firm of Messrs. Turnbull & Co., and later of Messrs. Merritt Bros. & Co. Mr. Merritt has also served as president of the Board of Trade. He has now received the appointment of general agent for New Brunswick of the New York Life Insurance Co. The company are to be congratulated on the appointment. It is understood Mr. J. F. Merritt will continue the business.

In general lines of trade there is a fair movement but the season is backward.

The merchants of St. John are taking considerable interest in an advance made in fire insurance rates here. If they took more interest in the municipal elections those conditions which led to the advance might not have arisen. If they will neither be aldermen themselves nor see that right men are nominated nor even go to the polls themselves they cannot but expect misgovernment. The wonder is St. John has been so well governed, few cities having as good a record.

In markets, rice is still offered low. Ginger and nutmegs are cheap. Cream of tartar is firm at rather higher prices.

Oil.

Burning oil is a quiet line at this season but the dealers are busy attending to shipments of lubricating and paint oils. There is very keen competition in lubricating oils. Prices are firmly held. In linseeds the low prices are still quoted. Turpentine is high.

Salt.

In Liverpool coarse salt there is a full stock here. Arrivals will be more regular this Summer than before, as the Manchester Line intend to run regular trips here during the Summer. Quite a shipment of Liverpool factory filled was received this week so that the market is now well supplied. In Canadian fine salt receipts are larger than for some time. This salt is used largely by our cheese and butter factories and this is the season of demand.

Canned Goods.

There is a firm feeling in all lines. While vegetables are a fair stock here. prices are firmly held at the advance, as the supply cannot be renewed. Fruits are quite scarce. Some futures are being offered such as peas and strawberries. These are outside the association. It is said more buyers will be in the guild than last season, but some large dealers are still outside. Oysters are rather higher and firm. Salmon is tending higher. Domestic fish are firm with light stocks held.

Green Fruits.

Bananas, which are the big Summer fruit, are keeping quite high this year. Apples are beginning to be out of season. Oranges are a large stock with prices low. There is now quite a variety. Californias are still low. Lemons are plentiful and cheap. Little is being done in small fruits. Strawberries, rhubarb and tomatoes are only seen in a retail way. Pineapples show light sales.

Dried Fruits.

Prunes are having a fair sale. Apricots and peaches are in light demand.

"MONTSERRAT"
LIME FRUIT JUICE
THE STANDARD OF THE WORLD. STRONGER THAN OTHERS. PAYS BETTER PROFIT.
Guaranteed 7¼ per cent. Citricity and Undiluted.
FREE FROM MUSTINESS AND SEDIMENT.
Evans and Sons, Limited, Montreal and Toronto

CAPSTAN BRAND
High-grade Tomato Catsup
Put up in 10-oz. and 20-oz. bottles of a new design, and is very attractive.
This Catsup is far superior to many others and is giving perfect satisfaction.
Ask your wholesale grocer for it or see our travellers' samples.
The Capstan Mfg. Company, Toronto, Ont., Can.

EPPS'S GRATEFUL. COMFORTING.
IN ¼-LB. LABELLED TINS. 14-LB. BOXES.
Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.
In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg.

THE MOST NUTRITIOUS. COCOA

Genuine Pratts Astral Lamp Oil
Sold in all countries and recognized as the highest grade oil manufactured.
WHOLESALE ONLY
THE QUEEN CITY OIL COMPANY, Limited, - TORONTO, ONT.

TRADE MARK
This design a guarantee of quality.
RED-BROWN WRAPPING
All Weights FOR FURNITURE PACKING All Sizes
Strong, Tough and Stiff. A Sure Protection to Destination
Samples and prices with pleasure.
CANADA PAPER CO.
TORONTO LIMITED MONTREAL

The Roof

Gets the Worst of it

There is no shelter for it—it shelters the rest from the force of the elements.

That's why you need the very best shingles, no matter where else you stint.

Eastlake Steel Shingles

are absolutely Fire, Lightning, Rust and Leak proof, and easy to apply. They've been proved long since the most reliably perfect and long lasting kind you can find.

Galvanized or Painted.

The one kind that always satisfies.

THE

Metallic Roofing Co., Limited

TORONTO, MONTREAL, WINNIPEG.

Merchants Who Buy Hides

I purchase Hides, Calfskins, Sheep Pelts, Tallow and Bones. I pay spot cash, full market values, freights, customs charges. I want an agent in every town and village in Canada. I furnish the money and keep my agents fully posted. Write me for fuller particulars.

CARROLL S. PAGE, - HYDE PARK, VT.

Orlan Clyde Cullen, C.E.L.L.M.

Counseller at Law U.S. Supreme Court.
Registered Attorney U.S. Patent Office.

U S. and Foreign Patents, Caveats, Copy rights and Trade Marks. Military and Naval Inventions a specialty. Address,

Box 264, Station G., Washington, D. C.

GUN SHOP and MODEL SHOP,
Warren White Sulphur Springs,
Totten P. O. Virginia.

"I Want Brock's."

BIRD TREAT

A treat, indeed, for the pretty songster. A cake in every package.

SELL BROCK'S.

NICHOLSON & BROCK, - TORONTO

Currants are higher. In raisins the market is well supplied. Seeded have chief demand. Dates are low this year. In evaporated apples there is a fair business with prices higher. Onions are being freely received, Valencias, Egyptian and Bermudas are offered. Cocoanuts are scarce.

Sugar.

There continue to be quite large receipts of foreign sugars. Dealers have bought freely, expecting higher prices. Values are quite firm, but no changes have been reported.

Molasses.

The situation here cannot be called satisfactory. Quite a large stock is held but in few hands. At least this is true of Porto Rico molasses. In Barbadoes prices are low this season, and this grade is selling freely.

Fish.

This is still a line in which fuil prices rule. Fresh fish are scarce. A fair quantity of Gaspereaux are being caught. This is a very large business here. In dry cod and pollock high prices rule. The demand is not large. Pickled herring and smoked herring are in light supply. There is, however, no large sale at this season.

Flour, Feed and Meal.

Flour is easier. Manitoba grades are off twenty-five cents since last report. There is a good demand for feed. In oats and oatmeal firm prices are asked. At this season, there is a large sale for seed oats. Many use regular Ontario recleaned stock rather than special brands. Corn meal is selling freely. Beans are easy and dull. In seeds, prices this season are low, so there is no excuse to use poor seed. The season is backward and sales so far have been light.

GATES RICE COMBINE SEEMS ASSURED.

THE proposition of John W. Gates for the consolidation of the rice mills and canal companies of the Texas and Louisiana rice belt seems to have culminated in success at the third session of the rice men having in view the acceptance of Mr. Gates' offer to subscribe one-half of the stock of a rice company to be capitalized at $1,500,000, provided the rice men subscribe the remaining amount.

The authorized capital of the company, to be known as the National Rice Distributing Company, is placed at $1,500,000, and the required amount has been subscribed with which to commence business. All that now remains to complete the organization is the preparation of the charter and other legal formalities.

The rice interests of New Orleans are vigorously opposing the proposed combine of the country millers, rice growers and brokers, and they are devising ways and means whereby New Orleans may hold the control of the crop which is likely to be wrested away from her.

CONDENSED OR "WANT" ADVERTISEMENTS

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postages, etc.

BUSINESS CHANCES.

FOR SALE -- Choice stock of groceries and crockery, amounting to about $2,700; good live business; best location; doing the best and highest class trade; can be proven to be a good paying business to bona fide purchaser; ill health reason for selling. Box 432, Dresden, Ont. (19)

FOR SALE—Good grocery business—clean stock. Apply Jos. Tull, Strathroy. (f)

MANUFACTURERS or packers of specialties suitable for Italian warehouses, grocers, etc. desirous of placing their goods on the Irish market should communicate with N. Morrow, 16 Kansas Ave., Belfast. (17tf)

SITUATIONS VACANT.

FIRST-CLASS grocery clerk—manager; accurate, quick worker; recommends. Box 283, North Bay. (f)

GROCERY salesman, The Danford Roche Co. Limited, Newmarket. (f)

WANTED—A grocery clerk; one with experience; state wages and send references; permanent situation to right man. Robinson Bros., Ingersoll. (f)

WANTED—Clerk; grocery store; experienced man; reference; at once. J. T. Macdonald, Calgary, Alberta. (f)

WANTED—Salesman with a thorough knowledge of dry goods, groceries and shoes; only first-class men need apply; state salary and inclose references to J. D. Ab aham, Galt, Ont. (f)

TRAVELLER WANTED.

TRAVELLER for Main line Grand Trunk, Montreal to Toronto; Main line Canadian Pacific, Montreal to Sudbury; for coffee and spices and an important side line; state experience and terms. "Traveller," CANADIAN GROCER, Montreal. (18)

AGENT WANTED.

HENRY THORNE & CO., Ltd., The Cocoa Works, Leeds, England, sole manufacturers and proprietors of "Health" Cocoa, desire to enter into negotiations respecting sole agency of their specialties in Canada. (18)

Reliable Goods Pay to Handle.

It does not pay, and in any case is not nice, to sell your customers Bottled Water for Ammonia—give them value—Harvey's Domestic **Ammonia** is full strength and chemically pure always.

JOHN G. HARVEY,
Manufacturing Chemist, Todmorden, Ont.

EVERY GROCER DOES NOT SELL

VAN HOUTEN'S COCOA

but nearly **All First-Class Grocers** do. And **Every Grocer** who has a single customer that drinks Cocoa should retain that customer by supplying **Van Houten's.** Custom is retained by supplying the best goods in any line. The best Cocoa is **Van Houten's. Best and goes farthest.**

Dominion Agents { J. L. WATT & SCOTT, - - TORONTO
WATT, SCOTT & GOODACRE - MONTREAL

MOTT'S DIAMOND CHOCOLATE. JOHN P. MOTT CO. HALIFAX, N.S.

Profit in Business is Not Everything Satisfaction Counts for a Lot

a combination of the two is preferable and obtained by handling **MOTT'S CHOCOLATES AND COCOAS**

2 Leaders

Mott's "Diamond" The Standard eating Chocolate.

Mott's "Elite" The finest cooking Chocolate "made in Canada" or elsewhere.

Try a box—
when ordering from your jobber.

John P. Mott & Co.
HALIFAX, N.S.

SELLING AGENTS:
J. A. TAYLOR, MONTREAL. R. S. McINDOE, TORONTO. JOS. E. HUXLEY, WINNIPEG.
THORNE, BERRY & CO., VANCOUVER, B.C.

Received Highest Award **GOLD MEDAL** Pan-American Exposition

The full flavor, the delicous quality, the absolute **purity** of **Lowney's Cocoa** distinguish it from all others. It is a **natural** product; no "treatment" with alkalies or other chemicals; no flour, starch, ground cocoa shells or coloring matter; nothing but the the nutritive and digestible product of the **choicest** Cocoa Beans. A quick seller and a **profit** maker for dealers.

THE WALTER M. LOWNEY COMPANY, No. 447 COMMERCIAL STREET, BOSTON, MASS.

TOMATO CATSUP.

2-lb. Tins, Wellington Brand,	$0.52½	doz.
Pint Bottles, "Square Face" Brand,	.47½	"
Pint Bottles, High-grade Bordeaux,	1.35	"
Gallon Jars, Berkshire Brand,	8.00	"

WARREN BROS. & CO.,
35 and 37 Front Street East, - TORONTO.

Biscuits And Confectionery

Chocolate Maker's Industrial Village.

CADBURY, the chocolate manufacturer, was the prime mover in establishing the model village of Bournville, which is about five miles from Birmingham, England.

The following is from a description of this ideal village by F. H. Stead in the April Review of Reviews:

"Through a rustic wicket, along a winding path, amid overhanging tree and shrub and flower, the visitor makes his way to the chief offices—a range of beautiful rooms, two storeys high, built in the chalet style and in the Summer time running over with flowers inside and out. The wonder grows as the entrance is found to be a fair sample of the interior. The dining halls are spacious, well-lighted, and decorated with pictures and flowering plants. Across the massive mahogany counter only the best food is served at cost price. The work-rooms keep up the glamour. They seem designed to make a pleasure of toil and to idealize it.

TEMPERATURE EVEN.

"The thermometer of the workrooms is carefully consulted, and even in July coolness is maintained. The organization of the work, like the structure, has for its end human well-being not less than industrial efficiency. The eight-hour day has long been established. There are 2,300 women employed at Bournville, and the Cadburys have arranged that this great army of women shall be officered entirely by women.

"For the men there are play-grounds, open-air bathing places, baths, gymnasium and refreshment bar in a highly ornate pavilion. The old mansion to which the park belonged has been turned into a residence for some fifty work girls, who are orphans or too far away from home to reside there. The old vinery attached is carefully cultivated, and the grapes grown there are taken to the sick among the workers. For visiting invalid employes two trained nurses are regularly engaged. The grounds of the hall form the women's playground, with special facilities for gymnastic development. They have a rustic pavilion of their own and a picturesque cycle house.

"Mr. Cadbury believes strongly in organized labor. He has again and again intervened in industrial disputes with substantial help for the workers.

A VILLAGE PARADISE.

"Bournville is a village paradise. It covers 850 acres, and the beautiful cottages that line the winding road house nearly 2,000 souls. Scarcely two houses are outwardly the same. Each workingman's cottage has been designed and developed with as much care as a rich man usually lavishes on his own mansion.

"The land, with houses and shops valued at $900,000, has been made over by Mr. Cadbury to a trust at present composed of Cadburys, but to be filled up as they drop out by nominees of the Society of Friends, the Birmingham corporation, and certain district councils. The trust is both ground landlord and house landlord to the village. It gathers in rents (generally about $1.50 a week) now equal to $26,330 a year. After paying expenses the balance is devoted to building new cottages and beautifying the estates.

"This work has been going on for several years, and the founder did not intend to call public attention to it for several years more, but the large housing schemes of the London County Council and other municipalities compelled him to give the world the benefit of his experiment."

Changed Hands.

W. D. Brown's candy factory and store, Galt, Ont., which has been established for 22 years, will in future be known as the Candy Kitchen. The new proprietors, E. Little and J. Campbell, are taking immediate possession.

Confectionery Notes.

The annual convention of the Canadian Association of Master Bakers will be held in Hamilton in August, 1904. One of the important matters to be discussed by the convention will be the adoption of a standard price which will apply to all bread manufactured for shipment.

YANKEELAND doesn't get Soda Biscuits equal to . . .

PERFECTION CREAM SODAS

The praises of American visitors to Canada of **Perfection Sodas** are instant and emphatic. The man denied good things is the quickest to appreciate them. All Canadians should know the esteem in which **Perfection Cream Sodas** are held.

3-lb. Cards or Tins.

THE **Mooney Biscuit & Candy Company**
LIMITED,
Stratford, - Canada.

BRANCHES:
WINNIPEG Manitoba and HAMILTON Ontario

STRONG DURABLE LIGHT

POROUS AND CHEAP

Sell Flower Pots

Our No. 1 and No. 2 Assortments, $5.10 and $4.15 respectively. Specially gotten up for grocers and general stores. Write for list.

The FOSTER POTTERY CO.
HAMILTON, ONT. Limited

Biscuit Prices Advanced.

American manufacturers have advanced the price of biscuits and crackers to the wholesale trade 10 per cent. They say that the advance is forced by the higher cost of labor and the increased expense of materials entering into the manufacture of such goods. The jobbers say the advance does not benefit them, and retailers, too, are complaining.

New Bakery.

The Nasmith Baking Company, Toronto, will erect a large brick factory at the corner of Sherborne street and Moss Park place. The building will be three storeys at present, but the foundations will be laid to permit of three additional storeys being added. The cost is estimated at $90,000, but the extra storeys will increase the cost to about $160,000.

STATISTICS OF BUSINESS FAILURES.

"Bradstreet's" has compiled a table of the business failures of the first quarter of 1904, which shows that in respect of the aggregate liabilities involved they have been more important than in the corresponding period of any year since 1897. In the past quarter the total liabilities of failures was $47,300,000, against $28,000,000 a year ago and $34,000,000 two years ago. This amount has been exceeded but three times in the past 23 years, namely, $52,000,000 in 1897, $62,500,000 in 1896 and $49,000,000 in 1894. The average for the past ten years has been $40,800,000.

"Bradstreet's" attributes the expansion of embarrassments to the increased tension shown in the suspensions of banks and other financial institutions, the failures of the insurance companies caused by the Baltimore conflagration, and the troubles of a number of manufacturing enterprises, notably in machinery, brick and paper. Of eighty failures in which liabilities aggregated $100,000 or over, fully one-fourth were of banks and trust companies, which contributed one-fifth of the liability.

NEW PICKLE FACTORY.

T. A. Lytle, of T. A. Lytle & Company, manufacturers of pickles and vinegar, Toronto, has purchased a large tract of land on Dundas street, on which the firm will erect a factory to cost about $20,000.

Two Good Reasons

Why You Should Sell

BETTER VALUE TO YOUR CUSTOMERS AND MORE PROFIT FOR YOURSELF. ORDER A SAMPLE CASE DELIVERED. P. O. Box 292.

The Duncan Company of Montreal.

40 HIGHEST AWARDS In Europe and America

Walter Baker & Co. Ltd.

The Oldest and Largest Manufacturers of

Trade-mark.

PURE, HIGH GRADE COCOAS AND CHOCOLATES

No Chemicals are used in their manufacture.

Their **Breakfast Cocoa** is absolutely pure, delicious, nutritious, and costs less than one cent a cup.

Their **Premium No. 1 Chocolate**, put up in **Blue Wrappers and Yellow Labels**, is the best plain chocolate in the market for family use.

Their **German Sweet Chocolate** is good to eat and good to drink. It is palatable, nutritious, and healthful; a great favorite with children.

Buyers should ask for and make sure that they get the genuine goods. The above **trade-mark** is on every package.

Walter Baker & Co. Ltd.
Established 1780.
Dorchester, Mass.
Branch House, 12 and 14 St. John St., Montreal

TRUCKS for Warehouse and Factory.

Save You Money
Do Men's Work
Draw no Salary

Our Trucks are guaranteed satisfactory. Turn in their own length.

MADE IN CANADA.

H. C. Slingsby for Canada.

Factory, Ontario Street, Temple Building, MONTREAL.

BUY Star Brand COTTON CLOTHES LINES — AND — COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.

For sale by all Wholesale Dealer

See that you get them.

CANNED SALMON — Popular brands. We are overstocked and will sell at reduced prices for the next thirty days. If interested let us have your enquiry.

CANNED CORN, PEAS AND TOMATOES — Standard brands. At prices that will satisfy close buyers.

MOLASSES — Finest quality of New Orleans, half-barrels and barrels. Although molasses is worth 3 to 4c. per gallon more than a couple of months ago we are selling at the same price as before the advance.

CURRANTS — Cleaned. Half-cases and cases. Get our price if you want to save money.

TAP FIGS — Choice quality, 2c. per pound.

We can give you close prices on all lines of groceries, and it will pay you to favor us with your valued orders. Telephone at our expense if in a hurry for goods.

The R. & J. H. Simpson Co.,
TEA IMPORTERS AND WHOLESALE GROCERS,
Guelph, Ont.

"But Gel-O jells quicker"

The reason is that it is a better jelly powder. Indeed, it is the best jelly powder.

Why not sell it?

THE CANADIAN GELATINE CO.
528-530 Front St. W.,
TORONTO, CANADA.

COWAN'S

Perfection Cocoa (Maple Leaf Label). Royal Navy Chocolate, Queen's Dessert Chocolate, Chocolate Cream Bars, Cowan's Cake Icings, Chocolate, Pink, Lemon Color and White

Cowan's Swiss Milk Chocolate, Famous Blend Coffee, etc., etc.

Are the standard goods for purity and excellence.

Manufacturers
THE COWAN CO., Limited - - TORONTO

An Irresistibly Delicious Confection

PETER'S
THE ORIGINAL
MILK-CHOCOLATE

Gives Eating Chocolate a New Meaning

MADE IN VEVAY, SWITZERLAND—FOR EATING ONLY.

A Wholesome Food, Especially Nourishing and Sustaining. Recommended for Invalids and Persons of Weak Digestion.

Push Peter's. The Original. Other Brands are Imitations. Send for Sample.

LAMONT, CORLISS & CO., Agents, 27 Common St., Montreal

MOLASSES

New Crop 1904
Barbados.

We have just landed a small lot of the above which is very choice No. 1 quality. We can offer it at a low price. Send for sample.

The Dominion Molasses Co.,
Limited
HALIFAX - - - - NOVA SCOTIA.

EAGLE
BAKING
POWDER

(See Prices in Current Market Quotations)

J. H. MAIDEN, Agent,
MONTREAL.

To read this ad. will pay you.

Molasses - - **1903 Crop**—very fine and quality guaranteed **Pure Barbadoes.** Special prices for delivery by boat before May 15th. Ask our travellers for prices and samples, or write direct to us. There's money saved in buying now.

Evaporated Apples These goods are much higher than some weeks ago. We can and will sell you right stock at right prices.

Canned Apples in 3 lb. tins and gallon tins, are offered by us at below market prices. The quality is guaranteed. These goods are good sellers now.

Tomatoes - - The heavy demand lately for these goods has made market much firmer. The Syndicate have advanced prices but our large stock of leading brands permits us to give buyers another chance for a few days at satisfactory prices. **Write at once** if you are open to buy. Don't delay.

Tapioca - - Write for our prices on **Medium Pearl Tapioca,** the prices we feel sure will tempt you.

GIN

Pollen & Zoon's famous gins are winning friends every day. These gins are of the best quality sold in Canada to-day, and the style of bottle makes them very attractive window and shelf goods. Try a case, we guarantee the sale, or return of goods **at our expense.** You run no risk and increase your trade.

LAPORTE, MARTIN & CIE.

Wholesale Grocers and Wine and Spirit Merchants,

MONTREAL.

PORK AND BEANS

WHY NOT GET THE **BEST?**

"RED CROSS"
"LITTLE CHIEF"
"AYLMER" **"LOG CABIN"**
"DELHI"
"SIMCOE"

ARE THE BEST.

PRICE LOWEST. **QUALITY HIGHEST.**

Write your wholesale house TO-DAY for prices on any of the above brands.
They will interest you.

We have a shipment just landed of

GRAY'S SCOTCH MARMALADE

This is the finest grade packed in Scotland—which means that it cannot be surpassed anywhere.

To introduce the goods and for **Quick Sale** we offer in **case** lots

1-lb. pots, 4 doz. in case, at **$1.40** per doz.
2-lb. pots, 2 doz " " **2.40** "

Freight will be paid also on lots of 5 cases or over to any point east of Sudbury.

IT WON'T LAST LONG AT THESE FIGURES.

For the grinding and packing of

SPICES
CREAM OF TARTAR
COCOANUT, ETC.

there is no finer equipment in Canada than the Spice and Cocoanut Departments of our **White Swan Mills.**

We import the whole goods, do all the grinding ourselves, and can therefore guarantee every pound of goods sent out.

Then, too, we can sell on closer margin and give better values because neither of these departments are called on to bear the whole cost of our business.

GIVE US A CHANCE TO QUOTE YOU.

THE ROBERT GREIG COMPANY, Limited,
WHITE SWAN MILLS,
TORONTO.

McWILLIAM
Mc. AND E.
EVERIST

25-27 Church St., - TORONTO

WE'LL SPEAK

about vegetables this week—the supply in this line has been more or less irregular, but we're glad to say that now we are receiving daily shipments, and they're good—just as nice stock as you could wish for, especially in

CABBAGE
SPINACH
CUKES
ASPARAGUS
WAX BEANS.

See our price list.

The DAWSON Commission Co., Limited

FRUIT, PRODUCE AND COMMISSION MERCHANTS.

Cor. Market and Colborne Streets. TORONTO

WE BUY

BRIGHT DRIED APPLES.
HIGHEST MARKET PRICES.

The W. A. GIBB CO.

5 and 7 Market St., HAMILTON

TWO SNAPS.

Extra Fancy Navel Oranges, all sizes, $3.00
Lemons, Extra Fancy, 360's, $2.75 ; 300's, $3.00.

You can make no mistake in ordering bananas now

HUSBAND Bros. & Co.

Wholesale Fruit and Commission Merchants.
82 Colborne St., TORONTO
Phones—Main 54, Main 3428.

GREEN FRUITS

Advice to Apple Shippers.

THE following letter has been received by The Grocer from the Association of Liverpool Fruit Brokers, Liverpool, England:

Editor Canadian Grocer—

Attention having been called, at a meeting of this association, to an article in your esteemed issue of March 4th, 1904, headed "Advice to Apple Shippers," I have been asked to write you in reference thereto and as it may be of interest to your readers to request you to give my letter the same publicity as was given to the article in question.

The "advice" ostensibly seems to bear the stamp of official authority, but whether it is entitled to do so is not so clear, as it is not usual for any such advice to bear such an impress unless of value to a particular trade as a whole, rather than to any individual shippers who are not entitled to be "piloted" at government expense.

The opinion of those best qualified to speak is that the "advice" is bad and that it is a distinct advantage to the trade to have it centralised as it is largely at present in Liverpool, where the competition of buyers coming from all parts of the kingdom and even from the continent is consequently focussed, necessarily giving more regular and satisfactory results than could otherwise possibly be hoped for.

It is evident that of whatever advantage it might upon occasion be to individual shippers to get more closely in touch with consumers, such decentralisation as is recommended in the "advice" must lead to the loss here of attendance and orders of buyers who find consignments sent to their door. Under the most favorable circumstances the prices in the different towns over which the consignments were "spread" would be largely governed by the immediate requirements of the more limited area, or fixed by the much more easily controlled local competition, whereas those of the Liverpool auction sales represent the actual state of trade in the country, and at the same time from the publicity of all operations, and the high standing of the firms engaged, afford shippers the assurance that results are returned to them, to the last penny, in their account sales.

R. MACFEE, Secretary.

1 Temple Court, Liverpool, April 15, 1904.

Wants Canadian Apples.

An English wholesale fruit dealer, writes the fruit division, Ottawa, that he is desirous of importing Canadian apples next Fall, and asks to be put in communication with reliable shippers who would make consignments against prearranged advances. He would prefer to do business only with those who export their selected fruit in layer boxes. His address and further information may be had on application to W. A. MacKinnon, chief of fruit division.

Pineapple Culture in Florida.

FROM 28 degrees north latitude southward, the pineapple belt of Florida stretches, chiefly where spruce pine lands formerly existed. For years this grey sandy waste was tabooed by fruit growers and farmers, but when a knowledge was gained of the action of fertilizers upon free soil, attention was turned to improving this huge sand bed. Now several train loads of splendid pines are sent away daily during the shipping season, and huge fortunes have been made in the business.

The selection of the land is the most important problem connected with successful pineapple growing, for the pineapple cannot endure wet feet. Here along the pine barrens the land has proved to be ideal. The soil looks like pure sand and as a matter of fact some of it contains nearly 99 1-2 per cent. of substances which are quite insoluble even in strong acids. Fancy raising a crop of fruit from soil only one two-hundredth part of which is soluble in water! Yet it is done, and last year Florida produced about 4,000,000 pines for market from these once barren lands. The mystery is easily explained. They have an ideal base for the cultivation, viz., free drainage, and the art of fertilizers is thoroughly understood.

A complete fertilizer would be about as follows: To a hundred pounds of dried blood, two hundred and fifty pounds of low grade sulphate of potash, and one hundred and fifty pounds of bone meal. This is about the right quantity for the first application to an acre of twelve thousand plants. The fertilizer is sprinkled between the rows and then worked in with a scuffle hoe. The first application may be made eight or

ten weeks after the field has been planted, and the next about January or February. After the field begins to bear, applications of the above mixture should be made immediately after the crop is marketed and again about January or February.

Planting Out the Suckers.

About twelve thousand plants of the Red Spanish variety are set out to the acre, and in the course of eighteen months 50 to 75 per cent. of plants will produce fruit. Under very favorable circumstances, by selecting the finest suckers, and planting out at the earliest opportunity, a larger percentage of the plants will fruit. The plants which have fruited usually produce from one to four new plants. All but two of these to each plant are removed for setting out. The suckers which are left on the parent plant produce the second crop a year later, so that for a second crop it is not unusual to harvest fifteen thousand or more fruits from the acre which has been set out to twelve thousand plants.

In the pine woods and the spruce-pine land, the favorite method of planting pineapples at the present time is to lay the ground off in beds of about six rows, the rows being planted about twenty inches apart, the plants about twenty inches apart in the row. Fields, laid off into these narrow beds are much more cheaply worked and fertilized than when laid off in a solid block.

Shed System of Cultivation.

One of the greatest factors is the success attained in Florida has been the introduction of the shed system of cultivation and now over hundreds of acres stretch low shedding, equalizing the temperature greatly the whole year round. The best pines are raised under these sheds—which cost something like $700 per acre to build. The pineapple "shed" is a modified form of greenhouse, the roof of which has as much space open as covered, it is about seven feet high and built of hardwood and pinelaths. The object of the shed is to reduce the temperature in Summer, and increase it during the Winter. The advantage of shedding are these: (1) An increased amount of nitrogen is developed in the soil; (2) the texture of the fruit is improved; (3) the size of the fruit is increased about twenty-five per cent.; (4) temperature is reduced in Summer and increased in Winter.

Methods of the Florida Keys.

The Florida Keys are famous for pineapples. Here the growers set out their plants in a mass of rubble, equalled only by the refuse from the rock-quarry. Sometimes there is no leaf mould left after cleaning and it becomes necessary to brace the newly set plant on all four sides with rocks to keep it from falling over. No cultivation is given as it is impossible to use a plow or even a hoe. Young plants are usually set out within a few weeks after the crop on the old field has ripened, and are allowed to have their own way for several months, when laborers are employed, who use large knives to cut out the weeds that may have sprung up or whatever shrubbery may not have been killed by burning over in clearing. It may be necessary to go over the field again before the first crop comes in, but ordinarily one weeding is sufficient. In this section it is impossible to plant in rows, as the plants have to be set out wherever possible at convenient distances from each other. By the time the second crop is ripening, the foliage will be so dense that the ground is completely shaded. Fertilizing is not practised in this section.

A pineapple plantation on the Keys produces crops for from five to ten years, when the field is said to be "run out." Then Nature is allowed to claim her own, and the sturdy "Conch," moves on to a new field. Unfortunately, the ambitious from other sections of the country have entered the field, and the end of this comfortable system is practically in sight.—Agricultural Journal.

No Interruption to Business.

We are pleased to be able to state that we were not in the fire zone and business is going on as usual.

We call special attention this week to our complete stock of **ORANGES.**

CALIFORNIA NAVELS VALENCIA ORANGES
JAMAICA ORANGES

We pride ourselves in keeping our stock fresh and well assorted. Your orders will be carefully filled with best goods if entrusted to us.

WHITE & CO., Wholesale Fruit and Produce.
64 FRONT ST. EAST, TORONTO.

PHONE Main 4106.
Private Branch Exchange connecting all departments.

Arriving Almost Daily- Fancy Ripe BANANAS, PINEAPPLES and FLORIDA TOMATOES. Finest Quality. Prices Right.

Just in—Fresh car EXTRA FANCY NAVELS, all sizes.
Fresh arrivals—EGYPTIAN AND BERMUDA ONIONS. Mail or phone your orders.

Hugh Walker & Son, - Guelph, Ont.

Dried Fruit

cleaned and renovated by the latest improved machinery and appliances.

GUARANTEED TO GIVE SATISFACTION.

J. T. ADAMSON & CO.
27 St. Sacrament Street,
MONTREAL.
Tel. Main 778.

Heavy Frost in Baltimore.

A heavy frost in Baltimore on April 19 is reported to have seriously damaged fruit, particularly the peach orchards.

Compliment to Fruit Division.

The London Market Growers' Gazette of April 4 has the following appreciative reference to the work of the Government Fruit Division, Ottawa. It says: "An object lesson is afforded England in the constant attention given to the fruit growing industry in Canada by the Dominion Government." The English publication also expresses the hope that they may have a similar agency some day in England for aiding English fruit growers.

W. C. Allen, general merchant, Canara, has been succeeded by Hope & Bailey.

TRADE SHOWS IMPROVEMENT.

CANADA'S aggregate foreign trade for the nine months ended March 31st amounted to the enormous total of $345,307,651, or $14,832,238 more than for the same period of the year previous. This is on the basis of imports for consumption and exports, and includes coin and bullion. The figures for March show a decided improvement in the exports, evidently caused by the improvement in the train service, due to the raising of the snow blockade. The details of imports and exports for the nine months are as follows:

	1903.	1904.
Imports for consumption—		
Dutiable goods	$ 96,988,705	$108,169,879
Free goods	58,451,331	67,353,833
Totals	$155,440,036	$175,523,712
Exports, domestic only—		
The mine	$ 24,451,569	$ 26,054,731
The fisheries	8,959,829	8,266,436
The forest	26,855,868	24,682,645
Animals and their produce	56,175,403	52,421,918
Agriculture	31,290,130	29,316,622
Manufactures	14,614,844	14,296,808
Miscellaneous	73,120	397,508
Totals	$162,420,763	$155,064,155

CONCERNING AUSTRALIAN TRADE

THE market of Australia in proportion to its population is a large one, the imports amounting to nearl eighty dollars per head or double that of Canada, but the trade is made up of a large variety of articles rather than a large trade in one article. This fact conduces to a misunderstanding in Canada of the conditions prevailing there. The population is scattered over a great extent of country and the cost of travel is considerable. It is necessary, therefore, that a traveller should carry a larger line of goods in Australia than is deemed necessary in Canada. As far as expenses are concerned this applies only to wholesale houses.

With much enterprise Canadian firms have sent out travellers selling only single lines. Canadian manufacturers would find it difficult to sell enough of any one line to maintain representatives although there is no reason why one man could not combine single lines and make it pay, especially when the combination can be sold to the same houses. There are only a few instances of effective combination on the part of Canadian exporters, and Canadian trade with Australia suffers in consequence of the lack.

The bulk of United States goods exported to Australia is sold by six United States agencies ,who represent very large industries in one instance or a combination of several industries in the others. In many cases the trade has been opened by a specialist who devotes himself to the one line until he has secured a market and then the business is transferred to less expensive machinery. The firms doing the general trade are branches of New York firms who can look closely after each branch of the export trade, buying, shipping, finance and selling. There are as yet no such aids to Canadian trade, but with the development now going on and the increase of capital there is no reason why Canada should not have them.

HIGHER TAXES ON TEA AND INCOME.

In his presentation of the Budget before the English House of Commons on April 19, the Chancellor of the Exchequer, Austen Chamberlain, estimated the expenditure for 1904-05 at $714,400,000 and the revenue on the basis of existing taxation at $695,300,000, a deficit of $19,100,000 to be made up.

He proposed, therefore, to increase the income tax by 2 cents, to put an additional tax of 4 cents per pound on tea, and to readjust the tobacco duties, imposing a duty of 81 cents on tobacco stripped before imported; also an additional duty of 12 cents on cigars, and an additional 25 cents on foreign cigarettes.

SORGHUM INDUSTRY FOR STRATHROY.

IT is reported that D. R. McKinnon, who has a sorghum industry at Komoka, Ont., is anxious to move to Strathroy and enlarge his business if sufficient acreage can be obtained. Prior to the year 1896 he was located in Iowa, where for years he followed cane growing and syrup manufacture.

He believes sorghum to be the most profitable crop in the agricultural line, the result of his first tests in Ontario, in 1900, being most gratifying. Nine acres were cultivated next season with even better success, the yield being average and the syrup of excellent quality; 1,125 gallons of syrup from nine acres was realised. In addition to the syrup 180 bushels of cane seed were threshed, which by analysis, are worth one-sixth more than oats for stock food. Eight tons of silage per acre were also obtained from the yield, and by test the silage is found to be better than corn. It is claimed that any land suitable for corn or potatoes will grow sorghum, sandy and clay lands yielding the finest quality. Land producing 40 bushels of corn per acre will yield 140 gallons of syrup, and the crop is not hard on the soil, as sugar comes from the air and sun. From 110 to 120 days will mature a crop of cane, and cultivation is easy.

MEATS KEPT FRESH BY STEAM.

"THIS is the method now in vogue on many of the big steamers which carry meats from America and Australia to Europe," says the St. Louis Globe-Democrat. Meat placed in refrigerators where the atmosphere is kept continually at an average temperature of from 36 to 40 degrees will remain fresh, but not entirely untainted for an indefinite period.

The Australians are given credit for having solved the problem first. They tried experiment after experiment, but all without avail, until some one thought of using steam to volatize the gases which cause meat to disintegrate and to draw them off. A steam pipe was placed in a wooden duct at the bottom of a refrigerator chamber stored with meat; the gases of this kind are low lying, and the duct led directly to the brine tanks. This experiment occurred at Sydney, and for 89 days the refrigerator compartment was kept closed, at the end of which time it was opened, the meat drawn forth, and every piece thoroughly tested. It was as fresh and pure, without the slightest suggestion of bone odor or mold, as on the day it was packed. The gases had been volatilized by the steam, carried off by the wooden duct, and the entire noxious condition purified by the brine tanks. With this aid to the refrigerator process, provided care be taken that the temperature does not fall below freezing point, meat may now be kept for years, and be perfectly fresh when taken forth for consumption.

BEEF TRUST INVESTIGATION.

Prompted by complaints of ranchmen in the Northwestern States that it was their belief that a beef trust existed among the western packers to the restraint of trade and to the detriment of producers and consumers, the Government of the United States has begun an investigation. Representatives of the Departments of Commerce and Labor and Agriculture are in Chicago at the present time examining the stock yards and cattle markets, and similar operations are being carried on throughout the western markets.

Flett's

PICKLE CERTAINTY

Buying pickles with the name "Flett" on the bottle is not a game of blind man's buff. It is pickle certainty. "High quality is assured."

ROSE & LAFLAMME

Agents, MONTREAL

MHS

Nonpareil Jelliene.

WILL NOT NECESSARILY MAKE YOU

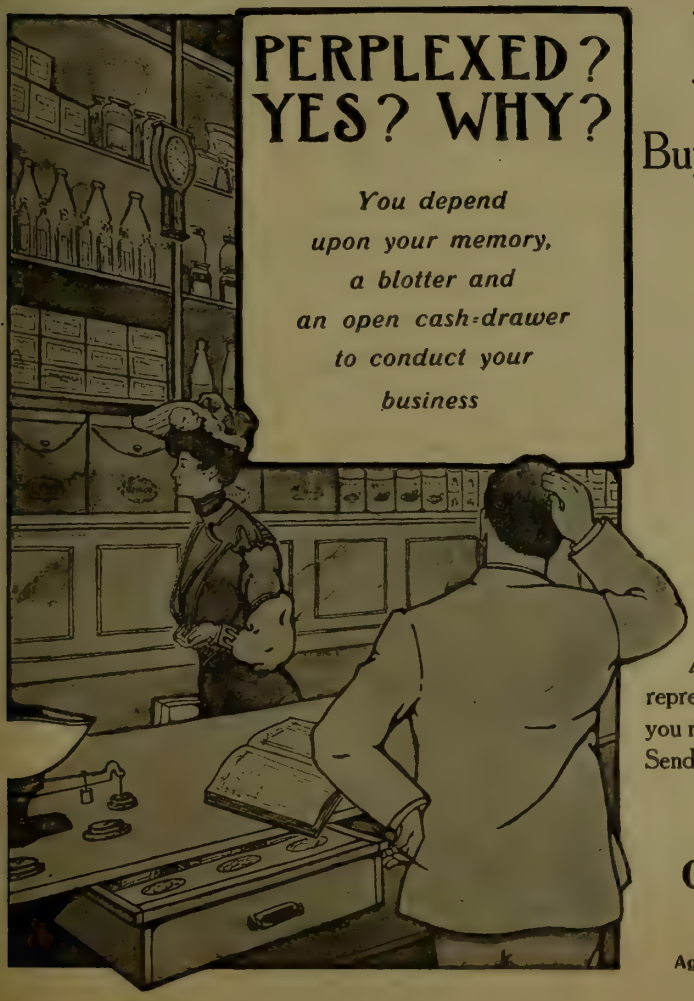
A MILLIONAIRE

IN A YEAR
BUT
THEY **WILL**
DO

WONDERS

IN THE WAY OF
BUILDING UP
A GOOD
RELIABLE
JELLY BUSINESS.

Agents,
ROSE & LAFLAMME,
MONTREAL.



PERPLEXED? YES? WHY?

You depend upon your memory, a blotter and an open cash-drawer to conduct your business

DON'T WORRY

Buy a Cash Register and Save Your Energy to Sell Goods

A 1904 model "National" will do your bookkeeping.

It takes care of

1. CASH SALES
2. CREDIT SALES
3. CASH RECEIVED ON ACCOUNT
4. CASH PAID OUT
5. MONEY CHANGED

"Machinery makes no mistakes"

A few moments of your time talking to an N. C. R. representative will be a good investment. It will cost you nothing and puts you under no obligation to buy. Send the coupon today.

National Cash Register Co.
Dayton, Ohio

Agencies in All Principal Cities

CUT OFF HERE AND MAIL TODAY

N.C.R. Co.
Dayton, O.
Please have one of your agents call when next in my vicinity. I want to know more about your 1904 models. Saw your ad in
CANADIAN GROCER.

Name_____

Address _____

FLOUR AND CEREAL FOODS

Our Canadian Wheat Fields.

A WRITER in the Review of Reviews this month asks this question: "Who can estimate, with any approach to accuracy, the wheat growing acreage of the Canadian provinces and territories?"

The question is rather difficult to answer, especially at the present time. Just now the total number of acres suitable for cultivation is 171,000,000, but beyond the boundaries of Manitoba and the Territories, where these acres lie, are the vast northern territories of Athabasca and Mackenzie, comprising as many million acres more. True at the present time, but a small proportion of this land is in cultivation. And yet if the number of acres under cultivation were not compared with those that are suitable for cultivation, the quantity would seem large, for it has already reached the dimension of over four million acres. From the present small comparative acreage 27,336,000 bushels of wheat and flour were shipped to Great Britain in 1903. When the time comes that one-quarter of the land suitable for cultivation in Manitoba and the three provisional Territories is seeded the total crop will be sufficient to supply the home demand and more than meet the present requirements of Great Britain.

More Elevators Needed.

A STUDY of the table of grain shipments from Canada to Liverpool shows an average at the present time of from 3,000,000 to 6,000,000 bushels weekly.

In order for the best results from the export grain trade of Canada to be obtained for Canadian shippers, it ought to be practicable to hold back cargoes of grain to the point of origin when desirable, qualified, however, by the imperative necessity of keeping a sufficient volume near enough to the seaports for feeding out as it is required. The inadequacy of elevator capacity in the West is the principal reason why it has been out of the question to try to hold back the volume of wheat at the place of production until required for shipment. The Western farmer is thus placed in the predicament of not having adequate storing facilities for holding his grain, and of having to sustain an inevitable loss if he puts his crop on the market wholly as soon as threshed.

It is not difficult to see why the grain producers of Western Canada are vigorously advocating both an enormous increase of elevator facilities at every little station west of Winnipeg, and equally increased transportation facilities which will permit their grain products to go through to the consumer with more speed when it is offered.

Looking for Record Crop.

While the long and severe Winter has brought its evils the Prince Albert district, N.W.T., has already reason to believe that it will be instrumental towards a record wheat crop this year. A report from Prince Albert says the conditions prevailing are exactly similar to those of the year in which a record grain crop was produced, and that farmers are looking forward to a phenomenal yield.

Ontario Grain Prospects Unfavorable.

ACCORDING to S. Rennie, a well-known Ontario agriculturist, the situation throughout the province in respect to the Fall wheat crop is discouraging. All the southern counties have suffered severely. In the County of Wellington the damage promises to be slight, but this is an exceptional case. Essex, Kent, Norfolk, Oxford, Lambton, Waterloo and all the counties bordering on Lake Erie are a unit relative to the great losses likely to accrue through the failure of the wheat to withstand successfully the rigors of the Winter. In the east the conditions are little, if any, better. The conditions in East York are probably as bad or worse than in any of the above-named counties. While almost every other section of the country was, in the early portion of the Winter season, visited with a generous snowfall, through York County there was little, if any, the consequence being that wheat suffered serious injury in the very outset. Up in Grey and Bruce the outlook is more promising, but even there conditions are not such as to excite lively hope. Floods in the southern portion of the province have undoubtedly caused immense loss while the great covering of ice which for so long a time remained over the fields has contributed in some sections to the damage. In summary Mr. Rennie states that from 60 to 65 per cent. is a fair estimate of the wheat which so far has passed through the Winter safely.

The War Influence.

The Russian Government has taken occasion during the month to officially deny a report which has gained currency in Europe and America to the effect that Russia was forbidding the exportation of grain from the empire.

It is thought in some quarters that the war in the East has proceeded far enough to exercise its full force on the grain markets of the world as far as distributing trade and creating unusual demand is concerned. Unless Russia decides to keep her grain at home, there is no legitimate reason why it should constitute a serious factor in making prices henceforth. However, if Russia should change her mind in this respect, a substantial advance would undoubtedly be recorded in American markets.

B. C. Flour Mill Secures Order From Japan.

The Columbia Flouring Mills Company, Enderby, B. C., have secured a large order from Japan as a direct result of their exhibit at the Industrial Exhibition held at Osaka, Japan, a year ago.

Bread Back to Five Cents in Ottawa.

There has been little or no decrease in ing sold for five cents per small loaf, and 10 cents for a large one.

There has ben little or no decrease in the price of flour. The reversion back to the old prices is the result of competition. A few bakers started cutting rates and selling for 10 cents instead of 12, and now all are doing so. The difference in price means about $1,000 a day to the general public.

"Force-thoughts"

BY SUNNY JIM

V.

I BELIEVE breakfast is important but not solemn. It is the stepping-stone to what happiness or success the day holds for you.

¶ A day of sunniness and the power to do things is as directly related to a dish of "FORCE" as is a horse-power of steam to a ton of coal.

¶ It is wonderful how quickly the body swings in line just as soon as it begins to get the food it ought to have. Almost at once you feel its effects. Tangles untangle. Difficulties dissolve before you get to them.

¶ I don't see how you can hope to finish a day right if you begin it wrong—and the most important part of the beginning is breakfast—which really begins the night before, when you come to think about it. I'll tell you why. In the meantime,

Be Sunny.

Sunny Jim

BUFFALO, U.S.A.

(To be continued.)

I still have some celluloid buttons bearing my photograph and my motto,

"BE SUNNY."

They are nearly 1¼ inches in diameter and are attractively prepared with a patent stick pin on the back. They can be worn by man, woman or child, and they will be mighty glad to get them. They are sent upon request of any grocer. You ought to see my book, "The Gentle Art of Using Force." Free for the asking.

SHREDDED
WHOLE WHEAT

BISCUIT AND TRISCUIT

SCIENTIFICALLY-PREPARED FOOD
MADE OF THE WHOLE WHEAT.

Shredded Whole Wheat Biscuit—A standard all-day cereal served with milk, cream, or in combination with fruits, preserves or vegetables.

Triscuit—The New Cracker. Served with soups as a crouton, or as a successor to crackers when served with cheese.

For information and prices address...

THE NATURAL FOOD COMPANY,
32 Church St., TORONTO, ONT.

NOTE.—Tell your customers that heating the BISCUIT and TRISCUIT in a warm oven before serving will renew their crispness.

"Once Upon a Time ——— "

PLEASE DON'T!

The public doesn't want a long story.
Advertise in the 1904 style—short, bright, direct.

100 GOOD ADS.

—a book of ready-made advertisements, suggestive, catchy—ads. that sell goods.

SENT, POSTAGE PAID, FOR $1.00.

THE CANADIAN GROCER,
TORONTO.

TELEPHONE { MAIN 1257 " 4675

Wm. McCann Milling Co.

MILLERS
AND GRAIN DEALERS

192 King Street East
TORONTO.

FLOUR FEED CEREALS

Place a Trial Order with Us for a Full Line of Our Goods.
QUALITY UNEXCELLED. SATISFACTION GUARANTEED.

Ontario Winter Patents,
Manitoba Blends,
Pure Manitoba.

Rolled Oats (Standard and Granulated)
" Barley, Oatmeal,
" Wheat, Pot and Pearl Barley
Wheatlet, Farina, Split Peas.

"Matchless" Feed.

THE G. CARTER, SON & CO., Limited,
ST. MARYS, ONTARIO.

New Crop Maple Syrup and Sugar

Prompt delivery guaranteed for **FOREST BRAND.** Freight prepaid in reasonable lots. Sugar in pound and half-pound blocks. Syrup in tins, bottles and wood.

We feel quite sure the quality will please you.

The F. J. Castle Co., Limited, WHOLESALE GROCERS,
OTTAWA, ——— CANADA.

Cutting Off Your Support.

Your profits support you. Don't cut them off.

Are you satisfied with the profits in the costly advertised cereals—advertising which robs you and the customer.

We believe in advertising—the proof is before you—but we advertise to the GROCER and provide in his sales of **SWISS FOOD** a good profit for him, and good value for his customer.

SELL SWISS FOOD—A GOOD Food.

P. McINTOSH & SON,
Millers and Manufacturers, TORONTO.

MANUFACTURERS' AGENTS AND BROKERS.

TORONTO.

W. G. PATRICK & CO.,

AGENTS AND IMPORTERS.

29 Melinda St., - TORONTO

W. G. A. LAMBE & CO.

TORONTO.

Grocery Brokers and Agents.

Established 1885

QUEBEC, P.Q

J. P. THOMAS

GENERAL AGENT AND COMMISSION MERCHANT,

25 ST. PETER STREET.

QUEBEC.

VICTORIA, B.C.

JAPAN, CHINA, AUSTRALIA

Our MR. A. R. TUFTS, with headquarters at Kobe, Japan, is prepared to furnish information free to all Canadian shippers and manufacturers interested in Oriental trade.

Address correspondence to us.

R. W. CLARK & CO., Brokers, VICTORIA, B.C.

CALGARY.

CALGARY

is now the great Western

WHOLESALE and DISTRIBUTING CENTRE.

Consign your goods **to us.** We will **Reship and Distribute** them for you.

Our large **track Warehouse** where you can place your goods on **Storage** is also at your disposal.

Increase your trade.

Appoint us your Representatives.

We are in direct touch with all the **Wholesalers** from **Winnipeg** to the **Coast.**

Correspondence Solicited.

NICHOLSON, BAIN & JOHNSTON

Wholesale Commission Merchants and Brokers.

CALGARY, ALBERTA.

VANCOUVER, B.C.

C. Gardiner Johnson & Co.,

VANCOUVER, B. C.

Importers of . . .

Skinner's Queensland Turtle Soup.

Sole Agents for Canada.

Supply C.P.R. Company's Cars, Steamers and Hotels, and leading Clubs of Canada.

WINNIPEG.

Dingle & Stewart

WINNIPEG, - - CANADA.

COMMISSION BROKERS.

Excellent Storage Accomodation.

Consign Your Cars to Us.

PRICE, CHAMBERS & CO.

SUCCESSORS TO

CAMERON, GORDON & CO.

Wholesale Commission Agents

WINNIPEG.

EASTERN MANUFACTURERS

—AND—

SHIPPERS.

All **EYES** are turned on

MANITOBA AND THE WEST.

WE

Represent some of the leading houses in

CANADA and the U.S.

INCREASE YOUR TRADE. WRITE US.

NICHOLSON & BAIN, WINNIPEG,

Wholesale Commission Merchants and Brokers.

BRANDON.

THE WILSON COMMISSION CO, Limited

BRANDON, MAN.

Commission Brokers, Storage.

Correspondence Solicited.

If you have any snaps let us hear from you.

To Manufacturers' Agents

THE CANADIAN GROCER has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a Special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

Address, BUSINESS MANAGER,
CANADIAN GROCER,
Montreal and Toronto.

None so Blind As Those Who Won't See.

THE CANADIAN GROCER can prove of valuable assistance to the selling end of any business which seeks trade among the grocers and general storekeepers of Canada.

We advance many plain, indisputable arguments to this effect.

And still there are some folks who can't see it.

Some who can't see how it's going to pay them.

And won't even invest a few dollars to find out.

Very few folks like this, but we would like to convince even them.

If we only could, we'd get a good deal of satisfaction out of it—and we know they would, too.

Don't you think they're blind to their own interests?

Here's a paper that finds a welcome in every worth-while grocery store from Halifax to Vancouver once every week—so can't you see that an announcement of any interest must surely command some attention?

The advertising columns of THE CANADIAN GROCER provide about the best way we know of keeping in close touch with all the grocers of Canada all the time.

You can see value in a paper like this—

Can't you?

The Canadian Grocer

232 McGill St., MONTREAL.

10 Front St. E., TORONTO.

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR RETAIL MERCHANTS.

Tobacco Culture in Turkestan and the Transcaucasus.

THE following is taken from a report of the British Consul at Batoum:

The cultivation of the tobacco plant in Kahetia is principally concentrated at two points, viz., near the town of Signah and in the flat country lying about Lagodeh and the fields of the villages adjacent thereto. Of recent years the production of tobacco in the Signah region has developed and thrived to so great an extent that the crops have yielded better returns than the plantations in and around Lagodeh. It would appear that plantations on an extensive scale in Kahetia are few and far between, and the largest single areas under the cultivation of tobacco do not exceed 27 acres, the bulk of the tobacco being grown on plantations not exceeding from one to five acres. The quality of the tobacco grown in the district, having any commercial value, appears to be exclusively that known under the name of Trebizond tobacco; other qualities, as, for instance, Samsoon and Dubeck, are cultivated in exceedingly insignificant quantities, and therefore are of no commercial value; the latter-mentioned tobacco is sold at the same rates as the Trebizond quality. Trebizond tobacco is subdivided into two qualities, locally known under the names of Lagodeh-Trebizond and Trebizond-Platana. The first-mentioned quality has been grown for a great number of years; on the other hand, owing to the distribution of the seed among planters by the Department of Agriculture, the Platana quality was only introduced into the district at a comparatively recent date.

The difference in the two qualities spoken of above consists in the following: The Lagodeh-Trebizond is considerably superior to the Platana. The plant contains a considerable number of leaves, the size of which are larger than those of the Platana plant. They are of a round shape, whereas the leaf of the Platana is oblong. The so-called Lagodeh-Trebizond, being superior in quality and color, as a rule yields a heavier crop; planters therefore give this quality of tobacco the preference. There are but few plantations on which Platana tobacco is cultivated but this tobacco is frequently to be seen intermingled with the Lagodeh-Trebizond plant. The Platana quality, however, is gradually acquiring the favor of tobacco planters, and the demand for the seed is annually increasing. Tobacco grown in the district of Signah is considered to be of greater quality than the Lagodeh tobacco, but the manipulation of the leaf is carried out with greater care in the Lagodeh district, where cultivators of tobacco are in general better acquainted with the industry than their brother planters in the Signah region. The difference of the price of the two tobaccos is not very great.

Prices of tobacco fluctuate very considerably and are entirely dependent on the nature of the crops, the yield, and its quality. In the year 1900 the better qualities of tobacco were sold at 5 rubles 50 kopecks, and medium qualities at 3 rubles per pood (11s to 15s per pood of 36 pounds avoirdupois weight); whereas in the year 1901, 9 rubles to 10 rubles 50 kopecks for the better qualities, and 4 rubles to 5 rubles 50 kopecks for the inferior qualities were paid (18s to £1 1s and 8s to 11s per 36 pounds). The rule, however, is that prices of tobacco fluctuate in the following proportions: For the superior qualities from 5 rubles 50 kopecks to 8 rubles, and seldom as much as 10 rubles per pood are paid, the medium qualities ruling at 4 to 5 rubles per pood.

Sales are principally effected during the Winter months, but the better qualities of tobacco are generally purchased

Old Chum

CUT PLUG
SMOKING
TOBACCO

satisfies the most exacting customers.

Sold By All Leading Wholesale Houses

CURRENCY

Plug Chewing Tobacco

is a

Quick Seller.

Handled by all Leading Wholesale Houses.

(At the Summer Resort)

"I want some Cigars, what have you got?"
"We don't keep Cigars."

An experience repeated 20 times a day. Good sales missed. These men on holidays are big smokers. Don't wake up in September to the fact that you should have stocked Cigars.

Our Offer—1,000 Cigars, assorted as desired. Express prepaid, on usual terms. Money back for unsold stock at the end of three months.

Specify **"Pebble"** (a 5-center), and **"Pharaoh"** (a 10-center) for a portion of the order.

J. Bruce Payne, Limited, Mnfrs., Granby, Que.

Life is a race.

A genuine prize, sought for and found generally, is **T&B** Tobacco (Smoking). It is the ***duty*** – so we view it —of every grocer to supply his customers with the prized tobacco. The 10-cent size is right.

GEO. E. TUCKETT & SON CO.,
Limited.
HAMILTON.

"I made well out of that lot of pipes. Please send duplicate lot."

You know our offer, 6 dozen Pipes, assorted, for $13.00. Express prepaid. Return if not satisfactory. Pipes worth retail from 25c. to $1.00 each.

Begin Pipe Selling Now.

W. B. REID & CO.,
Wholesale Tobacconists,
58 YONGE ST., TORONTO.

The Erie Tobacco Company
WINDSOR, ONTARIO.

Be Sure
and stock
The **RONTO**
5c. Cigar.
Makes friends fast and fast friends.
Manufactured by
T. J. Horrocks,
176 KING ST. EAST, TORONTO.

The Chamberlain Cigar

The **best value** in Canada! Sold the **world** over! It will help your **trade tremendously!** Order a sample lot to-day!

SAVE THE BANDS AND RETURN THEM TO
J. M. FORTIER, Limited
MONTREAL.

MANUFACTURERS OF
Cigarettes and Cut Tobaccos

BRANDS

Smoking—
Tonka,
Solid Comfort,
Pinchin's
Hand-Made.

Chewing—
British Navy,
King's Navy,
Beaver,
Apricot.

UNION MADE

SLAVES.

Certain Tobacco manufacturers take the grocer by the throat, shake him, and tell him they own him body and soul so far as his liberty in tobacco selling is concerned. They don't care a fig whether the retailer makes a cent or not. Their tobaccos pay the dealer no profit.
We make just as good tobaccos, perhaps better, and we provide for the grocer's profit, liberally.

McAlpin Consumers Tobacco Co., LIMITED,
TORONTO.

in the month of November before they are sorted. Unsold tobacco is forwarded from the plantations to the principal towns, where it is placed in depots and is there retailed to wholesale dealers.

Tobacco is also largely grown in many localities of the Government of Kutais, the Province of Batoum, in which the Mourgoul River Valley is most celebrated for the high qualities of tobacco which it yields, and again in the district of Soukhoum and throughout the government of Tchenomoria.

The general outlook of the tobacco crop this year has been very promising, and, according to reports, the yield is both good and abundant.

Increase in Sales of Cigarettes.

THE sale of cigarettes in Sydney, Cape Breton, has been increasing within the last year or two at an extremely rapid rate, and what is true of Sydney is no doubt true of other places in Nova Scotia, says an Eastern exchange. Last year the consumption amounted to the enormous quantity of 290,000 packages or 2,900,000 cigarettes. Up to the 31st day of March this year the consumption had amounted to 84,000 packages and taking these figures as a basis, the consumption for 1904 will reach the vicinity of 3,650,000 cigarettes or an increase over last year of about three-quarters of a million. These figures appear astoundingly large, but they are as near accurate as they can possibly be had, being based on estimates furnished by local dealers and wholesale houses.

It is significant that while the sale of cigarettes is increasing at this exceeding great rate that of cigars is decreasing almost proportionately. Scarcely half the quantity of cigars and smoking tobaccos was sold last year as the year previous, and the sale for this year shows a marked falling off. Hundreds of people are giving up the use of the latter almost exclusively for the former. One dealer in Sydney figuring out the consumption for the city estimates that fully 60,000 cigarettes of one brand alone are being sold in the city each week, and taking with these the various other kinds that are being used, some of them very extensively, he estimates that the consumption for this year will reach a grand total of 3,900,000, which would be a round million over last year, when the population was much greater than it is at present. There is no doubt if the neighboring towns of Glace Bay, North Sydney and Sydney Mines were included the consumption at the former estimates would be found soaring in the vicinity of seven millions and at the latter considerably more, perhaps nearly eight millions!

Want More Wages.

On April 21 the cigarmakers of Hamilton made a demand for higher wages, which was sanctioned by the international union. They want $1 a thousand more for making cigars, both by hand and mold, 25c. a thousand more for packing cigars in boxes of fifty, and 15c. a thousand more for packing them in boxes containing one hundred. The manufacturers are given till May 2 to give an answer.

Already the trouble has reached an acute stage. On April 23 the Tuckett Company's cigar factory was closed down temporarily, when the stock that was in process of manufacture was finished up, and the men were paid off. About two hundred hands are affected by the shut down in Hamilton.

Tobacco Growing in Burma.

The experiments made in Burma during the year ending June 30, 1903, in the cultivation of the Havana and Virginia varieties of tobacco, were on the whole unsuccessful, though in most cases the failure was due to climatic causes. Some sixty pounds of seed, imported by the Provincial Agricultural Department were distributed between fifteen districts of Lower and Upper Burma. The only striking success was in the Thongwa district, where Havana seed was not only most successful, but its cultivation has gone beyond the experimental stage. The people have not been slow to appreciate the new introduction, with the result that a large trade in Darubyn cheroots has sprung up, the cheroot being prepared from Havana or Virginia leaf thoroughly cured and well rolled.

U. S. Tobacco Prospects for 1904.

The following reports have been received from correspondents in the various tobacco growing states of the American Union concerning the prospects for the coming tobacco crop:

In Kentucky the crop will be late on account of the backwardness of the season and the prospects are for a small output except in the eastern counties where the yield is likely to be large. In Tennessee conditions are favorable, while in Virginia the weather has interfered to a considerable extent and the crop will be late. In North Carolina the season is backward as well as in South Carolina and the acreage will be considerably less this year than last.

GROCERS!

JUST IN LAST WEEK

OUR NEW UNION BRAND ECHO 5 CENTS EACH.

Equal to most so-called 10c. Cigars.

THE W. H. STEELE CO, LIMITED
Importers and Wholesale Tobacconists.
40 Scott St., - - TORONTO
'Phone, Main 1987.

Should be in the mouth of every smoker. What? a

McDougall Scotch Clay Pipe

Be sure and ask for it, and see that you get it.

D. McDougall & Co., Glasgow. Scotland.

U. S. Tobacco Statistics.

The amount of tobacco, cigars, small cigars, cigarettes and snuff, manufactured in the United States during March, 1904, is estimated at 49,111,319 pounds, as against 41,088,212 pounds during March, 1903, an increase of 8,023,107 pounds.

Cigarette Dealers Hard Hit.

At a recent meeting of the Market, License and Health Committee in Winnipeg, Man., it was moved that a special license fee of $500 for the sale of cigarettes be issued. The motion is calculated to restrict and ultimately to prohibit, if possible, the sale of cigarettes and cigarette tobaccos in the city of Winnipeg.

Tobacco Notes.

T. J. Horrocks, Toronto, reports a large increase in the sale of the Ronto cigar to the grocery trade. Merit will tell.

W. H. Steele & Company, Toronto, are placing a new cigar on the market this week, known as the "Echo" brand. For particulars note their advertisement in this week's issue of Grocer.

UNITED STATES PEANUT CROP.

THE scarcity of peanuts during the present season has directed a good deal of attention to the various countries of growth.

The United States produces about 100,000,000 pounds of peanuts annually, which is one-sixth of the entire crop of the world. Virginia is the banner peanut growing state, although Tennessee and the Carolinas are rapidly assuming considerable importance as peanut producers. In the Smithfield section of Virginia where the culture of peanuts has proved most successful, many large farms, sometimes running up to 100 acres, are devoted exclusively to peanut growing. One of the largest peanut factories in the world is located in this district, its yearly output being 350,000 bags, valued at $1,500,000.

The largest peanut fields in the world are supposed to be in Guiana on the north coast of Africa. There they are grown by hundreds of tons. The quality is inferior, however, and the bulk is shipped to Marseilles, France, where it is made into oil, a considerable proportion of which is used in adulterating the cheaper grades of both French and Italian oilve oil. When refined and purified it is a desirable article of food, but of course not as good as the pure olive oil.

The shortage in Virginia this season has overturned the usual practices of the trade in the States. While many low grade peanuts are shipped from there to Marseilles in ordinary seasons, this year considerable quantities will be imported to make good any possible shortage in those particular grades. The first arrivals are already due and will be distributed among consumers of low grade Spanish shelled nuts. They can be imported from Marseilles for about five cents a pound, which is below the cost of the same class of nut produced in Virginia.

SALT AREAS OF CANADA.

IT may interest the trade to learn that Ontario supplies nearly all the salt used in the Dominion of Canada. The salt deposits in the lands bordering on the esatern shore of Lake Huron and the River and Lake St. Clair were known as far back as 1646, when the records of Jesuit explorers mention the existence of salt springs. It was not until 1855, however, that the Canadian springs were exploited. The discovery —or re-discovery—was made accidentally, near the town of Goderich, in a bore-hole which was being made in search of petroleum. At a depth of 964 feet, the drill struck rock salt. The boring was continued 1,010 feet, and in that distance passed through a solid, thirty-foot bed of rock salt.

It is probable that the greater part of that section of the Western Peninsula comprising the counties of Kent and Essex is underlain by salt-fields. The whole land portion of the salt basin is estimated to measure an extreme length of one hundred and fifty miles, from Kincardine to Lake Erie, with a maximum width of about forty miles at the centre.

The Western Ontario product is said to be considerably purer than that of Cheshire. It is used nearly altogether for domestic uses in the central and western provinces. In Nova Scotia and New Brunswick, however, the salt consumed by the sea and gulf fisheries is all imported. This enters Canada, when used in the curing of fish, duty free, and the trans-Atlantic freights are considerably lower than those from Ontario's salt fields. In all, Western Ontario produced during the last fiscal year nearly three hundred thousand dollars' worth of the article. Nearly four hundred thousand dollars' worth of duty free salt was used by Canadian fisheries along the Atlantic coast.

SHORTNESS IN BRAZIL CROP.

THE danger of shortness in the Brazil coffee crop has been accentuated by news from Havre, dated March 25, which states that the Santos "O'Cafe" reports as follows on the future crop and the damage done by drouth and excessive heat:

"The rains only commenced in December instead of in October; therefore they harmed the vegetation of the shrubs very much during the period of their development, which extends from October to March. In January the rains were not as abundant as they should have been. During eighteen days we have examined the different districts of the state, and have only had two days of rain. It is well to take note that the rains were in spots and only fell in limited districts.

"In February the western district continued to be the victim of the drouth, as the rains were not general. The level of the rivers and brooks continued to be very low.

"Let us now compare the observations made by Mr. Edouard Lemasson on the plantation de Monte Alegre, property of Mr. Francisco Schmidt: December, 1903, 215m-m; January, 1904, 174.5 m-m; February, 1904 (up to 22d), 203.2 m-m; December, 1902, 310 m-m; January, 1903, 114 m-m; February, 1903, 280 m-m; from July, 1901, to August, 1902, 1,565 m-m of rain fell, against 1,285 m-m from July, 1902, to August, 1903.

"By these figures, which represent observations made daily on the plantation of Mr. Schmidt, one can see clearly that less rain has fallen during the past Summer and that it is noticeable that the drouth in August, September and October has already done great harm to the plantation. The dearth of water continues to make itself felt throughout the whole western district, which is the most productive.

"One finds the plantations throughout the districts of Sorocabana in a much better shape, but this good appearance does not amount to anything, as the 'raingauge' does not give us any better figures.

"The flowering in September and August has been remarkable, perhaps the finest that has ever been seen in the entire province. But what remains of the flowering? To-day in travelling over hundreds of thousands of feet of coffee area it is hardly worth while to pick the scanty and meagre beans which have so far appeared. This flowering is a failure, and rather indicates a poor state of the shrubs, caused by the bad weather.

"At the moment we do not see anyting to justify the prognostications of an abundant crop for 1905-1906, as all the plants are still weakened, and the rains have not been sufficient to meet the necessities of vegetation.

"Formerly the rains lasted fifteen to twenty days, sometimes even one month in succession. They began often in October and continued until March. During these three or four months of rain the plants improved, multiplying in branches and spreading same considerably. This was during the period of great producton. To-day on account of the scarcity of rain the production seems to diminish from year to year.

"In some rocky districts this calamity has burned up a great number of berries which were ripening, and now from the general advices from Santos it seems difficult that the crop of the province will reach seven and a half million.

"On the other hand, the reports from Rio are unanimous in confirming a crop of two and a quarter million."

O Yes!

Know all men by these presents that **Batty's Nabob Sauce** has never been surpassed.

We received the Gold Medal in 1851. We received the Gold Medal in 1903, and we were not idle all the time in between.

No store is complete without it.

In witness thereof we have affixed our name :

ESTABLISHED 1824.

Batty & CO.

LIMITED

Sauce and Pickle Specialists,

LONDON, S.E.

How long does it take the people to recognise and appreciate a good thing?

This question has caused every manufacturer some very anxious moments when first placing some new product on the market. To such we would say: It all depends on the merit of the goods in question.

Look at the sale of Postal Orders. First year, 1881, only six hundred and forty-seven thousand were sold. **Second year, 1882,** four and one-half millions were used.

LEES & LANGLEY'S WORCESTERSHIRE SAUCE

was only placed on the market last year and our sales in the last month have been more than the combined sales of the first year.

The people soon recognise and appreciate a good thing

AMERICAN COFFEE & SPICE CO.
TORONTO.

Current Market Quotations for Proprietary Articles

April 28, 1904.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes	$4 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 3 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ½ " "	14 00

W. H. GILLARD & CO.

Diamond—	
5-lb. tins, 2 doz. in case	$2 00
2-lb. tins, 3 " "	1 25
tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4 doz.	10c.	$0 85
3 doz.	4-oz.	1 20
3 doz.	6-oz.	1 75
1 doz.	12-oz.	3 50
2 doz.	12-oz.	3 45
3 doz.	12-oz.	3 40
2 doz.	16-oz.	4 45
3 doz.	16-oz.	4 35
1 doz.	2½lb.	10 40
1 doz.	5lb.	19 50

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 96
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

JERSEY CREAM BAKING POWDER.

ze, 5 doz. in case	$0 40
" 4 " "	0 75
" 3 " "	1 25
" 2 " "	2 25

OCEAN MILLS.	Per doz.
Ocean Baking Powder, ¼ lb., 4 doz.	$ 45
Ocean Baking Powder, ½ lb. 5 doz.	90
Ocean Baking Powder, 1 lb., 3 doz.	1 25
Ocean Borax, ½-lb. packages, 4 doz.	40
Ocean Cornstarch, 40 pks. in a case	78

Freight paid, 5 p.c. 30 days.

ROYAL BAKING POWDER CO.

Sizes.	Per Doz.
Royal—Dime	$ 1 00
" ¼ lb.	1 60
" 6 oz.	2 25
" ½ lb.	2 90
" 12 oz.	4 50
" 1 lb.	5 75
" 3 lb.	15 50
" 5 lb.	25 50

Sizes.	Per Doz.
Cleveland's—Dime	$ 1 00
" ¼ lb.	1 50
" 6 oz.	2 20
" ½ lb.	2 80
" 12 oz.	4 25
" 1 lb.	5 50
" 3 lb.	15 00
" 5 lb.	25 00

"VIENNA" BAKING POWDER.

	Per doz.
1-lb tins, 4 doz in box	$2 25
½-lb tins, 4 doz in box	1 25
¼-lb tins, 4 doz in box	75

BEE BAKING POWDER.

1-lb. tins, cases 4 doz, per doz. $2 25

EAGLE BAKING POWDER

	Per doz.
Cases of 48-5c. tins	$0 45
" 48-10c. tins	0 75
" 24-25c. tins	2 25
" 48-25c. tins	2 25

Blacking.

HENRI JONAS & CO..

Jonas'	Per gross	$9 00
Froments	"	7 50
Military dressing	"	24 00

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ¼ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes, according to size	0 02 0 10

J. M. DOUGLAS & CO.—Laundry Blues.

"Blueol"—10-lb. boxes containing 50 pkgs., 4 squares each.....per lb. 15c

"Sapphire"—14-lb. boxes, ½-lb. pkgs. per lb 12½

"Union"—14-lb. boxes, assorted, 1 & ½-lb. pkgs. per lb. 10

Black Lead.

Reckitt's, per box $1 15

Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz.; or ¼ gross, 4 oz.

JAMES' DOME BLACK LEAD.

	Per gross
6a size	$2 40
2a size	2 50

Borax.

"Bee" brand, 5 oz., cases, 40 pkgs.	1 40
" " 10 oz., cases, 48 "	3 25
" " 16 oz., cases, 48 "	4 25

EAGLE BORAX.

	Per doz.
Cases of 5-doz. 5c. packages	$0 40
" 5-doz. 10c. "	0 85

Brooms.

UNITED FACTORIES, LIMITED.

	doz. net.
Boeckh's Bamboo Handles, A, 4 strings	$4 70
" " " B, 4 "	4 40
" " " C, 3 strings	4 10
" " " D, 3 "	3 85
" " " F, 3 "	3 55
" " " G, 3 "	3 20
" " " I, 3 "	2 85

Canned Goods.

HENRI JONAS & CO.

Mushrooms, Rionel	$15 50
" 1st choice Dutheil	18 50
" " Lenoir	19 50
" extra Lenoir	22 00

Per case, 100 tins.

French Peas, Delory's—	
Moyen's No. 2	$9 00
" No. 1	10 50
½ Fins	12 50
Fins	14 00
Tres fins	15 00
Extra fins	16 50
Sur extra fins	18 00
French Sardines—	
½ Rolland	9 50 10 00
¼ Delory	10 50
¼ Club Alpins	2

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag.	0 18½
Quaker Oats, 2-lb. pkgs., per case	3 00
Tillson's Oats, 2-lb. pkgs., per case	00

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Hygienic, 1-lb. tins per doz.	$6 75
" ½-lb. tins "	3 50
" ¼-lb. tins "	2 00
" fancy tins "	0 85
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50
Perfection, ½-lb. tins, per doz.	2 40
Cocoa Essence, sweet, ½-lb. tins, per doz.	

THE BEST SODA AND HANDSOMEST SHELF PACKAGE PRODUCED.
DWIGHT'S
REGISTERED I I CANADA 1898
1876. TRADE MARK 1880.
BAKING SODA

If you want to make trouble for yourself try sending bulk Soda when people ask for **COW BRAND.** We know something about it. We've seen the experiment tried.

The best thing a grocer can do is to consider the interests of his customers. Cow Brand Soda has our guarantee with every package. We've nothing to gain by making it poor.

JOHN DWIGHT & CO., Manufacturers

TORONTO.

As near to the "home-made" as possible is the aim of

SOUTHWELL'S JAMS.

They are in demand at this time of year when stocks in the cellar are low. Good profits and pleased customers.

Price List, etc., for the asking.

FRANK MAGOR & CO.,

DOMINION AGENTS, **403 St. Paul St., MONTREAL.**

Chocolate—	per lb
Queen's Dessert, ¼'s and ½'s	$0 40
" 6's	0 42
Mexican Vanilla, ¼'s and ½'s	0 35
Royal Navy Rock, " "	0 30
Diamond, " "	0 25
" 8's	0 28

Icings for cake—	Per doz.
Chocolate, pink, lemon color, 1lbs.	$1.75
Orange, white and almond, ½-lbs.	1.00

Confections—	Per doz.
Cream bars, large boxes	$2.25
" small "	1.35
Chocolate ginger, lbs.	3.75
" " ½-lbs	2.25
" wafers, ½-lb. boxes	2.25
" " ½-lb. boxes	1.30

FRY'S.

Chocolate—	per lb.
Caraccas, ¼'s, 6-lb. boxes	$0 42
Vanilla, ¼'s	0 42
"Gold Medal," sweet, ¼'s, 6-lb. boxes	0 29
Pure, unsweetened, ¼'s, 6-lb. boxes	0 42
Fry's "Diamond," ¼'s, 14-lb. boxes	0 24
Fry's "Monogram," ⅛'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ¼'s, 1 doz. in box	2 40
" ½'s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ¼'s, 14-lb. boxes	....
" ½'s, 12-lb. boxes	....
pp Cocoa, case of 14 lb., per lb.	0 35
s quantities	0 37½

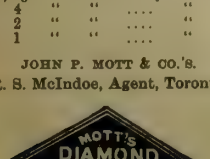
BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

b tins, 4½ doz. to case	per doz.,	$	90
" " ¼ " "	"		2.40
" " 2 " "	"		4.75
" " 1 " "	"		9.00

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.



	Per lb.
Mott's Broma	$0 30
Mott's Prepared Cocoa, ¼s and ½-boxes	0 28
Mott's Breakfast Cocoa, ¼s in boxes	0 40
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caracas Chocolate	0 40
Mott's Diamond Chocolate	0 23
Mott's Navy Chocolate, ⅛s in boxes	0 27
Mott's Cocoa Nibbs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross	1 00
Mott's Confectionery Chocolate	0 21 0 32
Mott's Sweet Chocolate Liquors	0 20 0 36

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 38
Vanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 27
Breakfast cocoa, ¼, ½, 1 and 5-lb tins	0 43
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 35
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5's, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 56

LOWNEY'S.

Breakfast cocoa—
6-lb. boxes, 12 boxes in case, 1-5-lb. tins. 45c.
6-lb. boxes, 12 boxes in case, ½-lb, tins. 42c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins. 42c.

Sweet chocolate powder—"Always Ready."
6-lb. boxes, 12 boxes in case, ½-lb tins. 32c.

Premium chocolate—
6-lb bxs., 12 bxs. in case, ½-lb. pkgs. 34c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs. 34c.
6-lb. bxs., 12 bxs. in cose, ½-lb. pkgs. 36c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs. 36c.

Medallion sweet chocolate—
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. 48c.

Milk chocolate—
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. 40c.

Tid-Bit chocolate—
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. 25c.

Vanilla sweet chocolate—
3-lb. bxs. 24 bxs., in case, ½-lb. pkgs. 32c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. 32c.

Diamond sweet chocolate—
6-lb. boxes, 12 bxs. in case, ½-lb. pkgs. 19c.

Condensed Milk.

Anchor" brand, cases 4 doz., per case	$5 00
" evap. cream, cp. 4d. "	4 65

Borden's Condensed Milk Co.

Eagle" brand	$1 50
Gold Seal" brand	1 30
Peerless" brand evaporated cream	1 20

"Reindeer" Brand
Case (4 doz $5.60

Coffee.

"Bee" brand, 1 lb. tins, cases, 30 tins	9 00
" " 2 lb. tins, cases, 15 tins	8 70

THE EBY, BLAIN CO., LIMITED.

In bulk—	Per lb.
Club House	0 32
Royal Java	0 31
Royal Java and Mocha	0 31
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Fancy Bourbon	0 20
High Grade package goods—	
Gold Medal, 2-lb. tins	0 30
Gold Medal, 1-lb. tins	0 31
Kin Hee, 1-lb. tins	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars	0 30
English Breakfast, ground only 1-lb. tins	0 18

JAMES TURNER & CO.

	Per lb.
Mecca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.

	Per lb.
"Old Crow" Java	$0 25
" Mocha	0 25
"Condor" Java	0 30
" Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 31
" " " 2-lb. tins	0 30
100 lb. delivered in Ontario and Quebec.	
Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" II. 40-lb. boxes	42½c.
" III. 80-lb. boxes	37½c.
" IV. 80-lb. boxes	35c.

S. H. & A. S. EWING'S.

	Per lb
Mocha and Java coffee, in 1lb tins, 30-lb cases	32
Mocha and Java coffee, in 2-lb tins, 30-lb cases	29

Cheese.

Imperial—Large size jars	per doz.	$8 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	15 00
Small size	"	12 00
Roquefort—Large size	"	2 40
Small size	"	1 40

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co. Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered.
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c

2 lines as good as gold:

Edwardsburg **Silver Gloss** Starch
Benson's **Corn** Starch

Merchants in Canada for nearly *half-a-hundred years* have sold these lines—live merchants of to-day are selling them—your successors will do the same. There is only one reason for this support—*Quality all the time.* The best product makes the best trade, the *best* trade asks for

EDWARDSBURGH SILVER GLOSS, and
BENSON'S CORN STARCH.

EDWARDSBURG STARCH CO'Y, Limited

ESTABLISHED 1858

83 Front St. East, TORONTO, ONT.
Works: CARDINAL, ONT.
164 St. James St., MONTREAL, P.Q.

Allison's Coupon Pass Book.

$1 00 to 3 00 books	3 cents each
5 00 books	4 "
10 00 "	5½ "
15 00 "	6½ "
20 00 "	7½ "
25 00 "	8 "
50 00 "	12 "

Cane's Clothes Pins.

UNITED FACTORIES, LIMITED.

Clothes pins (full count), 5 gross in case, per case	$0 62
4 doz. packages (12 to a case)	0 75
6 doz. packages (12 to a case)	0 95

Cleaner.

		Per doz.
4-oz. cans		$ 0.90
6-oz.	"	1.35
10-oz.	"	1.85
Quart	"	3.75
Gallon	"	10.00

Wholesale Agents.

he Davidson & Hay, Limited, Toronto.

Extracts.

HENRI JONAS & CO.

	Per gross.
oz. London extracts	$ 6 00
2-oz. " " (no corkscrews)	5 50
2-oz. " "	9 00
2-oz. Spruce essence	6 00
2-oz. " "	9 00
2-oz. Anchor extracts	12 00
4 oz. " "	21 00
1-oz. " "	36 00
1-lb. " "	70 00
1-oz. flat "	9 00
2-oz. flat bottle extracts	18 00
2-oz. square bottle "	21 00
4-oz. " " (corked)	36 00
8-oz. " " "	72 00
	Per doz.
8-oz. " glass stop extracts	$3 50
8-oz. " " "	7 00
2½-oz. round quint essence extracts	2 00
4-oz. jockey decanters "	3 50

Food.

	Per doz
Robinson's patent barley ½-lb. tins	$1 25
" " " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " " 1-lb. tins	2 25

Ge'atine.

	Per gross.
Knox's No. 1 sparkling	$15 00
	Per doz.
" " " 6 doz., at	$ 1 30
" No. 3 acidulated, at	$ 1 50

Jams and Jellies.

SOUTHWELL'S GOODS. Frank Magor & Co., Agents.

	Per doz
Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant " "	1 85
Other jams	$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.

Pure Fruit Jams—	
1-lb. glass jars, 2 doz. in case, per doz.	$0 95
2½-lb. tin pail, 2 doz. in crate, per lb.	0 06½
5 and 7-lb. tin pails, 8 and 9 pails to crate, per lb.	0 06
7, 14 and 30-lb. wood pails, "	0 06
Pure Fruit Jellies—	
1-lb. glass jars, 2 doz. in case, per doz.	0 95
7, 14 and 30-lb. wood pails, per lb.	0 06
Home Made Jams—	
1-lb. glass jars (16-oz. gem.) 1 doz. in case, per doz.	1 50
5 and 7-lb. tin pails, per lb.	0 09
7, 14 and 30-lb. wood pails "	0 09

BRAND & CO.

Brand's calf's foot	$3 50
Real turtle jelly	7 75

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" 100 sticks	0 73
Dulce large cent sticks, 100 in box	

Lye (Concentrated).

GILLETT'S PERFUMED.

	Per case.
1 case of 4 doz	$ 3 60
3 cases "	3 50
5 cases or more	3 40

Matches.

UNITED FACTORIES, LIMITED.

	Per case.
Surelight (Parlor)	$3 50
Flashlight (Parlor)	5.75
Kodak (Sulphur)	3 80

Mince Meat

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., -lb. tins, per doz.	$ 1 40
" ½-lb. tins "	2 50
1-lb. tins "	5 00
Durham 4-lb. jar, per jar.	0 75
" 1-lb. jar "	0 25
F.D., ½-lb. tins, per doz.	0 85
" ½-lb. tins "	1 45

HENRI JONAS & CO.

	Per gross.
Pony size	$ 7 50
Imperial, medium	9 00
Imperial, large	12 00
Tumblers	12 00
Mugs	13 20
Pint jars	18 00
Quart jars	4

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—	
¼-lb. tins, per lb.	$ 0
½-lb. tins "	0 35
1-lb. tins "	0 32½
4-lb. jars, per jar	1 20
1-lb. jars "	0 35
Old Crow," 12-lb. boxes—	
¼-lb. tins, per lb.	0 25
½-lb. tins "	6 23
1-lb. tins "	0 22½
4-lb. jars, per jar	0 70
1-lb. jars "	0 25

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand 1-lb. glass	$1 50
" " quart gem jars	3 40

T. UPTON & CO.

1-lb. glass jars, 2 doz. case, per doz.	$ 0 95
Home-made, in 1-lb. glass jars "	1 50
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 06

Orange Meat.

Cases, 36 15c. packages... $4.50
5 case lots.... 4.40 (Freight paid.)
Cases, 20 25c. packages... 4.00
5 case lots.... 4.00 (Freight paid.)

Pickles.

STEPHENS'.

A. P. Tippett & Co', Agents.

Cement stoppers (pints) per doz.	$ 2 30
Corked "	1 90

Soda.

COW BRAND.

Case of 1-lb. containing 60 pkgs., per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. (containing 96 pkgs.), per box, $3 00.

EMPIRE

"EMPIRE" BRAND.

Brunner, Mond & Co.

Case 120 ½-lb. pkts. (60 lb.), per case, $2 70.

Case 96 10-oz. pkts. (60 lb. case, $2 80.

"MAGIC" BRAND.

	Per case.
No. 1, cases, 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " { 30 1-lb. " / 60 ½-lb. " }	2 75

No. 5 Magic soda—cases 100—10-oz. pkgs.

1 case	2 85
5 cases	2 75

"BEE" BRAND.

	Per case
"Bee" brand, 8 oz., cases, 120 pkgs.	$2 75
" " 10 oz., cases, 96 pkgs.	
" " 16 oz., cases, 60 pkgs.	

Soap and Soap Powders.

A. P. TIPPET & CO., Agents.

Maypole soap, colors per gross	$10 20
" " black "	15 30
Oriole soap "	10 20
Gloriola soap "	13 00
Straw hat polish "	10 20

Two Lines That Lead.

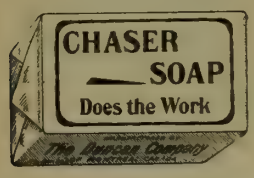
A Vinegar with Advantages.

You want a brand absolutely pure. One which will keep a long time without deteriorating. One known for its delicate aroma and its excellent flavour. **Hill, Evans & Co.** (Worcester, Eng.), produce **the** one. A Malt Vinegar which is unapproached by any other for these essential properties. A Vinegar you may always rely upon.

Quinine Wine with a Reputation.

Robert Waters' Quinine Wine enjoys a 50-year reputation as the finest tonic known.

Export Agents—ROBT. CROOKS & CO., Botolph House, Eastcheap London, England.



CHASER SOAP.

1 case	$2 40
5 cases	2 30
10 cases	2 20
20 cases	2 10

5 per cent. 10 days or 60 days acceptance.
Babbitt's "1776" 100 6-oz. pkgs. $3.50 per box.
5 boxes, freight paid and a half box free.
Babbitt's "Best" soap, 100 bars, $4 10 per box.
Potash or Lye, bxs., ea. 2 dz., $2 per box.
WM. H. DUNN, AGENT.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. cartons	$ 0 06
No. 1 " " 3-lb. "	0 06
Canada laundry	0 05
Silver gloss, 6-lb. draw-lid boxes	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05½
Benson's enamel....per box 1 25 to	2 50
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 06¾
Canada Pure Corn	0 05¾
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps	0 08½
"Bee" brand, cases, 4 packages	5 00

BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 05
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 06
Barrels, 200 lb.	0 05¾
Kegs, 100 lb.	0 05¾
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 45 cartons, per case	40
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 05½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 06¾
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.	0 06¾

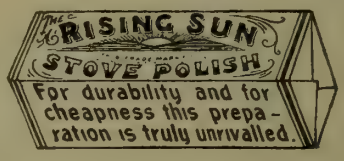
ST. LAWRENCE STARCH CO., LIMITED.
Ontario and Quebec.

Culinary Starches—	
St. Lawrence corn starch, 40 lb	0 06¾
Durham corn starch, 40 lb	0 05¾
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 06
" 3-lb. cartons, 36 lb.	0 06
" 200-lb. bbl.	0 05¾
" 100-lb. kegs	0 05¾
Canada Laundry, 40 to 46 lb.	0 05
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 05½

OCEAN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$8 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00

WM. H. DUNN, AGENT.

	pr. dz.
Enameline No. 4, bxs., ea. 3 dz.	0 38
Enameline No. 6, bxs., ea. 3 dz.	0 65
Enameline liquid, bxs., ea. 3 doz.	0 75
Blackene, 5-lb. cans, per lb.	0 10

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

	Per case.
Enamelled tins, 2 doz. in case	$2 40
Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 90
5 " 1 " "	2 35
10 " ½ " "	2 25
20 " ¼ " "	2 10

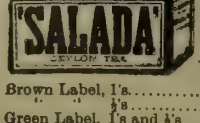
(10 and 20 lb. tins have wire handles.)

"BEAVER" BRAND.

	Per case.
1 gal. tins, square, 6 in case	$4 40
½ gal. tins, round, 12 in case	4 50
¼ gal. tins, round, 24 in case	4 60

SMALL'S BRAND—Standard.

	Per case.
1 gal. tins, square, 6 in case	$4 70
½ gal. tins, round, 12 in case	4 90
¼ gal. tins, round, 24 in case	5 30



Teas.

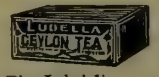
SALADA CEYLON.

	Wholesale.	Retail.
Brown Label, 1's	$0 20	$0 25
" ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60

Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c	$0 19	
" " ½-lb., " "	0 20	
Blue Label, retail at 30c	0 22	
Green Label. " 40c	0 28	
Red Label, " 50c	0 35	
Orange Label, " 60c	0 42	
Gold Label, " 80c	0 55	

Cases, each 60 1-lb.	$0 35
" " 60 ½-lb. }	0 35
" " 30 1-lb. }	
" " 120 ½-lb.	0 36



LUDELLA CEYLON, 1's AND ½'S PKGS.

Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

"CROWN" BRAND.

	Wholesale.	Retail.
Red Label, 1-lb. and ½s	$ 0 35	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½s	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—	
"Condor" III 80-lb. boxes	$0 37
EMD AAA Japan, 40 lb "at	0 37½
" AA " 40 "	0 35
Blue Jay, basket fired Japan, 70 lbs.	0 30
"Condor" IV 80-lb. "	0 43
" V 80-lb. "	0 30
" XXXX 80-lb. boxes	0 25
" XXXX 30-lb. "	0 26
" XXX 80-lb. "	0 22½
" XXX 30-lb. "	0 23½
" XX 80-lb. "	0 20
" XX 30-lb. "	0 21
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 28½

Black Teas—"Nectar" in lead packets	
Green Label	retails 0 26 at 0 20
Chocolate Label	" 0 35 at 0 25
Blue Label	" 0 50 at 0 36
Maroon Label	" 0 60 at 0 45
Fancy tins—Chocolate, 1-lb	0 32½
" " —Blue, 1-lb	0 42½
" " —Maroon, 1-lb	0 50
" " —Maroon, 1-lb	1 50

"Condor" Ceylon black tea in lead packets	
Green Label, ⅛s, ¼s and ½s, 60-lb. cases	retail 0 25 at 0 20
Grey Label, ⅛s, ¼s and ½s, 60-lb. cases	retail 0 30 at 0 23
Yellow Label, ¼s and ½s, 60-lb. cases	retail 0 35 at 0 26
Blue Label, ⅛s, ¼s and ½s, 50-lb. cases	retail 0 40 at 0 30
Red Label, ⅛s, ¼s and ½s, 50-lb. cases	retail 0 50 at 0 34
White Label, ⅛s, ¼s and ½s, 50-lb. cases	retail 0 60 at 0 40

Black Teas—"Old Crow" blend—	
Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1	per lb. 0 35
No. 2	" 0 30
No. 3	" 0 25
No. 4	" 0 20
No. 5	" 0 17½

LIPTON'S TEA (in packages).

Color of Label.	1 lbs & ½ lbs. per lb.	Sold ¼ lbs. for per lb.	⅛ lbs. for per lb.
Ceylon-India, Ex. ch't	A Yellow 45	47	70
" "	B Red 40	42	60
" No. 1	C Pink 35	37	50
" 2	C Orange 28		40
" 3	C L. Blue 22		30
4	C L. Green 20		

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 3½s, 5s. and 10s	$0 39
" Amber, 8s. and 3s	0 60
Chewing—Stag, bars, 10½oz	0 43
" Bobs, 5½s. and 11s	0 44
" " 10½ oz. bars, 6s	0 44
" Currency, 12 oz. bars, 12s	0 47
" " 6½s. and 12's	0 47
" Old Fox, narrow, 12s	0 47
" Snowshoe, 14½oz b'rs, sp'c'd 6½	0 51
" Pay Roll, 7s and 6½s	0 52
" Fair Play, 8s. and 13s	0 53

Vinegars.

E. D. MARCEAU, Montreal. Per gal.

EMD, pure distilled, highest quality	$0 30
Condor, pure distilled	0 25
Old Crow	0 20

Special prices to buyers of large quantities

GRIMBLE'S MALT.

Bulk, ¼-casks, 25 gals	$5 45	$10 90
" casks, 60 "	10 25	22 40
Bottles, cases, 3 doz	3 25	4 40

Washing Powder.

FAIRBANK'S GOLD DUST.

Five cases assorted—	
24 25c. packages	$4 65
100 10c. "	7 85
100 5c. "	3 90

Freight prepaid.

Cane's Woodenware.

UNITED FACTORIES, LIMITED.

	Per doz
Washboards, Victor	$1 35
" Crown	1 45
" Improved Globe	1 60
" Standard Globe	1 70
" Original Solid Globe	1 90
" Superior Sld. Bk. Globe	2 15
" Jubilee	2 10
" Pony	0 95
Diamond King (glass)	3 10
Tubs, No. 0	10 50
" " 1	8 50
" " 2	7 80
" " 3	6 80
Pails, No. 1, 2 hoops	1 75
" " "	1 90

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case	$1 60
Gillett's cream yeast, 3 doz	1 00
Jersey cream yeast cake, 3 doz. 5c	1 00
Victoria " " 3 doz. 5c	1 00
" " " 3 doz. 10c	1 90

ENTERPRISE on an article is a Guarantee of QUALITY

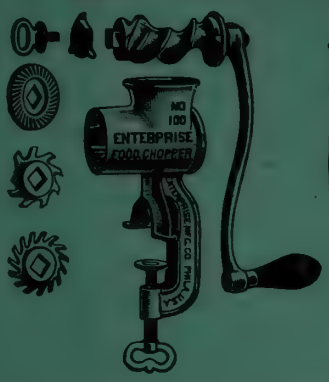
ENTERPRISE

Bone, Shell & Corn Mill

No. 750, $8.50.

Meat Juice Extractor

No. 21, $2.50



FOOD CHOPPERS

Four Knives with each Machine

No. 100, *chops 2 lbs. per minute*, $1.50
No. 300, *chops 3 lbs. per minute*, $2.25

Sell every Day in Year

GUARANTEED TO CHOP RAW MEAT

Illustrated Catalogue FREE *Order through your Jobber*

Cherry Stoners

5 Sizes & Styles

No. 1, $7.50 doz.

Rapid Grinding & Pulverizing Mills

45 Sizes & Styles for Hand & Power, $1.25 to 300.00

No. 2½, $4.75

New York Branch, 10 Warren Street — The Enterprise Mfg. Co. of Pa., Philadelphia, Pa. — San Francisco Branch, 105 Front Street

COX'S GELATINE

ALWAYS TRUST-WORTHY

Established 1725.

Agents for Canada:
C. E. COLSON & SON, Montreal.
D. MASSON & CO., Montreal.
ARTHUR P. TIPPET & CO., Toronto, St. John, N.B., and Montreal.

THE PEOPLE OF

JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.

BASKETS

We make them in all shapes and sizes. We have

Patent Strawboard Berry Box Grain and Root Baskets, Clothes Baskets, Butcher Baskets,

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE . . .

Oakville Basket Co.

Oakville, Ont.

You are Interested in Something.

Why not get the best items that are printed on the subject.

We read and clip thousands of newspapers every week — therefore we can equip you **speedily** and **economically** for a debate, speech, lecture, essay or anything else requiring up-to-date information and more of it than your competitors are likely to get,

Terms—100 Clippings,	$ 5.00
250 "	12.00
500 "	21.00
1,000 "	40.00

Send for our Booklet which fully explains the scope of the clipping industry.

We have also lists of firms in every branch of trade in the Dominion, the professions, club members, society, etc., and we are prepared to address and mail circulars or letters to these at any time.

CANADIAN PRESS CLIPPING BUREAU,

232 McGill Street, MONTREAL, QUE. Telephone Main 1255.

10 Front St. E., Toronto. Telephone Main 2701.

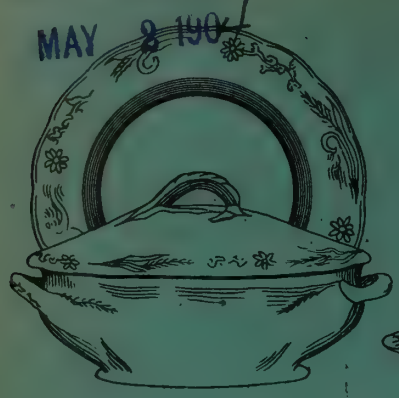
Is Honest Goods and just the Thing on Which to Make or Extend a Business.

McLAREN'S

COOK'S FRIEND BAKING POWDER.

The Best Grocers make a point of Keeping it always in Stock.

RETURNED
MAY 8 1904



White Granite

RETURNED
MAY 2 1904
Cut Book 18
Page 45

BEST QUALITY

In assorted crates ready for shipment, or your own assortment for IMPORT.

WRITE FOR LISTS.

GOWANS, KENT & CO.,

TORONTO and WINNIPEG.

16 Front St. East. Main street.

It's Really Enjoyable

wholesome, appetizing Mince Meat that we make. It has a flavor that the other makers cannot get and that your customers want. That is why you should sell

Wethey's Mince Meat

"One try satisfies."

J. H. Wethey, Limited

ST. CATHARINES, ONT.

Crosse & Blackwell's

Celebrated Candied and Drained Peels.

ORANGE, LEMON, CITRON and MIXED (O. L. & C.)

7-lb. Tins, 7-lb. Wood Boxes and 1-lb. Cartoons.

SPECIALLY LOW NEW SEASON PRICES.

C. E. COLSON & SON, AGENTS, MONTREAL

CHAS. F. CLARK, President. CHAS. L. BECKWITH, Secretary.

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, $1,500,000. Offices Throughout the Civilized World.

Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker o mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. Correspondence Invited.

—OFFICES IN CANADA—

HALIFAX, N.S. HAMILTON, ONT. LONDON, ONT. MONTREAL, QUE.
OTTAWA, ONT. QUEBEC, QUE. ST. JOHN, N.B. TORONTO, ONT.
VANCOUVER, B.C. WINNIPEG, MAN.

THOS. C. IRVING, Gen. Man. Western Canada. Toronto.

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, LIMITED

MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

JOHN 'FORMAN, 644 Craig Street

MONTREAL.

VOL. XVIII. MONTREAL AND TORONTO, MAY 6, 1904. NO. 19

THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, General and Allied Trades in Canada.

PUBLISHED EVERY FRIDAY

CIRCULATES IN EVERY PROVINCE

Keen's Oxford Blue

is sold in **one-ounce squares, all full weight.**

(Put up in pounds, quarters and three-ounce packages.)

Note---When ordering Laundry Blue---

Keen's Oxford Blue and no other.

HAVE YOU——

JAM-JAMS

IN STOCK?

IF YOU HAVE NOT, GIVE US A TRIAL ORDER.

IT IS A BISCUIT THAT WILL PLEASE YOUR CUSTOMERS AND PAY YOU.

CHRISTIE, BROWN & CO., LIMITED

TORONTO and MONTREAL

ADOLPHE E. SMYLIE, President — HENRY ROWLEY, Vice-Pres't — H. W. PETHERBRIDGE, Sec'y and Treasurer

NATIONAL LICORICE CO.

Successors to
YOUNG & SMYLIE
BROOKLYN, N. Y.
S. V. & F. P. SOUDDER
BROOKLYN, N. Y.
MELLOR & RITTENHOUSE CO.
CAMDEN, N. J.
H. W. PETHERBRIDGE
BROOKLYN, N. Y.
DOMINION LICORICE & NOVELTY CO.
TORONTO, CAN.

Y. & S., SCUDDER, and M. & R. Brands of PURE STICK LICORICE, Acme Licorice Pellets, M. & R. Wafers in bags, Licorice Lozenges, and a full line of Licorice Specialties, including the celebrated soft licorice lines sold under the Company's brands as follows: THE FLEXIBLE LICORICE, THE PLIABLE LICORICE, THE ELASTIC LICORICE.

OFFICE—106 JOHN ST.
106-116 John St., 227-237 Plymouth St., } Brooklyn, N.Y.
Illustrated Catalogue on request.

The Auer Gas Lamp

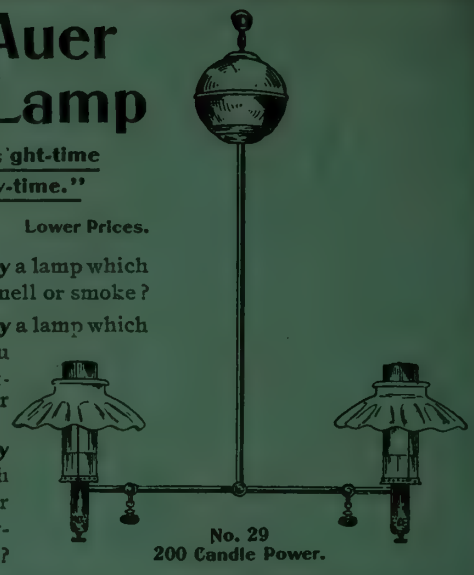
"Turns night-time into day-time."

New Models. Lower Prices.

Would you buy a lamp which doesn't smell or smoke?

Would you buy a lamp which will save you half your expense for coal oil?

Would you buy a lamp which shows your goods in daylight colors?



Would you buy a lamp which you can return, for full price, if you don't like it?

That's the kind of a lamp we make.

EVERY LAMP GUARANTEED

Write for our Catalogue and Discounts.

AUER LIGHT CO., 1682 NOTRE DAME ST., MONTREAL.

Be a Canadian. Follow facts, not idle fancy.

Crystal Granulated

is strictly up-to-date, pure Canadian and is the equal of any

For All Uses

We can convince you and our guarantee is absolute.

The Wallaceburg Sugar Company

LIMITED

WALLACEBURG, ONT.

Wasting Your Energies?

If it pays to push an article, it pays to push it to some purpose and to push more with an object of gaining permanent trade than of temporary profit. If the demand for any article stops when you stop pushing it 95 per cent. of your energy has been wasted.

You waste no energy whatever in advocating the sale of the "Griffin" Brand of Dried Fruits and the "Thistle" Brand of Canned Fish, because people who buy them once will buy them again and again. Briefly, the intrinsic merit of both these articles backs up the highest praise you can give them.

"Griffin" Brand Dried Fruits.

Seedless Raisins and Prunes. Dried Apricots, Peaches and Pears in all their original goodness. A revelation to the grocer who has been buying other Brands.

Seleccted with the greatest care and shipped in original boxes right from the Vineyards and Orchards on the Pacific Coast.

Look for the "Griffin" trade mark before you buy.

"Thistle" Brand Canned Fish.

Canned Haddies, Kippered Herring and Herring and Tomato Sauce. Selected, cured and packed by Captain Austin of The Thistle Canning Co., Little River, N.S.

Absolutely clean, rich, delicate, appetizing. Prepared right at the water side where they are caught. The brand of highest quality and so recog nized the world over.

ARTHUR P. TIPPET & CO, AGENTS,
Montreal. Toronto.

PROFITS IN FISH FOR THE GROCER

ESPECIALLY WHEN HE SELLS

"HALIFAX," "ACADIA" AND "BLUENOSE" BRANDS OF PREPARED CODFISH

PUT UP BY

BLACK BROS. & CO., Limited

HALIFAX and LA HAVE, N.S.

REPRESENTATIVE IN QUEBEC AND ONTARIO

A. H. BRITTAIN & CO.,

Board of Trade Building, MONTREAL.

THESE BRANDS ARE DELICIOUS IN FLAVOR, CONVENIENT FOR USE, CLEAN, AND IN ALL WAYS DESIRABLE. HAVE YOU INTERESTED YOUR CUSTOMERS IN THEM?

Sterling Brand

Canadian Relish
South Africa Relish
Chili Sauce
Royal Club Sauce
Sweet Pickles

Sterling Brand

These are five of the best sellers on our splendid list of pickles and relishes. You can always bank on any line stamped "Sterling," but we put the emphasis on these particular lines. Canadian Relish and Chili Sauce are two of our newest lines, and are finding great favor with the consumers wherever they are introduced. Repeat orders invariably follow wherever a grocer makes these goods known to his customers.

Done up in glass---2 doz. in case

Write your jobber or direct.

The T. A. LYTLE COMPANY, Limited

Manufacturers of High-Grade Pickles

124-128 Richmond St. West, TORONTO.

Messrs. Grimble & Co.

LIMITED

Specially request the trade to consider quality when placing their orders for

VINEGARS

NOTE OUR GRADES.—Orleans No 16, and Nos. 16, 18 and 24 malt, concentrated and distilled.

All inquiries addressed to their Canadian agent, Mr. I. S. Wotherspoon, 204 Board of Trade Building, Montreal, will receive prompt attention.

I. S. WOTHERSPOON,

204 Board of Trade Building,

MONTREAL, P.Q.

GUARANTEED UNIFORMITY—Every grocer who handles coffee knows the value of getting it uniform ; a careful system of registering orders assures your coffee being always the same, if you handle

S. H. & A. S. EWING'S
High-Grade COFFEES

You are not experimenting when you place your order with a firm whose reputation for high-grade goods (both Coffee and Spices) has stood over half a century. Order now.

THEY EARN THEIR COST

while you pay for them.

SOLD ON EASY MONTHLY PAYMENTS.

The Computing Scale Co. of Canada, Limited

164 King Street West, Toronto, Canada.

Manufacturers of...

DAYTON COMPUTING SCALES.
MONEY-WEIGHT SCALES.

SOCKEYE SALMON

"Sovereign" and "Lynx" Brands

ARE THE CHOICEST IN THE MARKET.

EVERY TIN GUARANTEED.

TO BE HAD OF ALL GROCERS.

THE IMPORTANCE

of good condensed milk cannot be over-estimated.

REINDEER BRAND

is perfection and commands first place for quality.

W. G. A. LAMBE & CO., Agents.

"Imitation is the sincerest form of flattery."

JAPAN TEAS

have for some years past received very close attention at the hands of the imitator.

But

the human artist can only **paint** the rose without its fragrance--- no human hands can produce an equal to what the natural advantages of **Japan** produce, a tea

PURE,
FRAGRANT,
HEALTHY,
INVIGORATING.

If you value your tea trade buy

JAPAN TEAS

CORKS——

—We have special job lots of Grocery Corks, all sizes and shapes.
—Will be pleased to submit samples and prices suitable for grocery
—trade. You are often asked for corks, why send your customers to
—the drug stores when you can supply them?

S. H. EWING & SONS
96 KING ST., MONTREAL.
Telephone Bell Main 65.
" Merchants 522.

Toronto Branch, 29 Front St. West
TELEPHONE MAIN 2059
Telephone orders receive prompt attention.

We have recently taken up the manufacture and sale of the

Templeton Cheese Knife

It is the greatest device for merchants retailing cheese. "Soon pays for itself," the testimony of everyone who has used the machine for the past year.

KEEPS CHEESE FRESH
SAVES FROM WASTE
EASY TO OPERATE
PLEASES EVERY CUSTOMER

Sold on easy terms. Write us for particulars.

The Computing Scale Co. of Canada, Limited, - 164 King St. West, Toronto

YEARS of "Imperial Brand" Maple Syrup Success

have worn off the sharp corners of doubt and established the goodness and reliability of "Imperial Brand" as one of the chapters of Maple Syrup history that will everlastingly and eternally stick.

ROSE & LAFLAMME,
Agents,
MONTREAL.

There is Another Side to the Question.

Besides the mercenary, money-making side of business there is the satisfaction of it all that makes living and working worth while. Don't you like to sell satisfactory goods—satisfactory to yourself and to your customer?

Paterson's Camp Coffee Essence

gives satisfaction. A customer once a customer always.

ROSE & LAFLAMME,
AGENTS,
MONTREAL.

BY AN OVERWHELMING MAJORITY

The Canadian people have declared their preference for **Ceylon Tea** (black and green) over all other teas.

It is the best tea for consumer, whether price or quality is considered.

It is the best tea for the grocer, both for profit and as a trade bringer.

Build up your tea business in 1904 by stocking with a full line of Ceylon Tea.

CEYLON TEAS
BLACK AND GREEN
are
Customer Pleasers.

CEYLON TEAS
BLACK AND GREEN
are
Money Makers.

TEA.

AGENTS REQUIRED in Canada and United States to sell and obtain wholesale orders for **Ceylon Black and Green Teas** on commission. Apply,

"COMMISSIONER,"
CANADIAN GROCER,
109 Fleet Street E.C. London, Eng.

"Royal" Salad Dressing

Every detail of manufacture, all materials used and the circumstances governing the production of **"ROYAL" SALAD DRESSING**, combine to make it the most popular salad dressing sold.

A carload of **"ROYAL" SALAD DRESSING** went through Buffalo on Saturday, en route for New York City.

New Yorkers know good stuff. Made only by

The Horton-Cato Mfg. Co.,
DETROIT, MICH., - WINDSOR, ONT.

ARE YOU USING OUR

Cold Blast or Jubilee Globes

Aetna or Quaker Flint Chimneys?

Give them a Trial.

THE SYDENHAM GLASS CO.
OF WALLACEBURG, LIMITED.

Modern Merchandising

demands modern methods. The ALLISON COUPON BOOK is a strictly modern CONVENIENCE and SAFEGUARD against mistakes and consequent loss of money. It is better than any pass-book, punch or check system ever invented, and its absolute accuracy makes it the CHEAPEST SYSTEM on this big earth—excepting, of course, the cash system. See here:

IF A MAN WANTS CREDIT

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. **NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING.** There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.
C. O. BEAUCHEMIN & FILS, MONTREAL.
ALLISON COUPON CO., Manufacturers, Indianapolis, Indiana.

ROW'S PURE SPRUCE LUMP GUM

ROW'S GUM in Lumps, 5c. Pkgs., in 1c. Stick, in 5c. Bars.

ROW & CO., Morristown, N.Y., and Brockville, Ont.

"ACME" TABLE SALT

Ask your wholesale grocer for it. Put up in 24 3-lb. cartoons in a case, and in 50-lb. box.

TORONTO SALT WORKS, Toronto, Ont.

IF FLIES CARRY DISEASE

AS YOUR CUSTOMERS WELL KNOW

WILL IT NOT offend your patrons if you offer them fly-blown and fly-specked goods?

WILL IT NOT be good policy on your part to spread out a few sheets of **Tanglefoot** in your store and shop windows to show that you are anxious to please your trade with clean, wholesome goods?

WILL IT NOT make you many profitable sales to keep **Tanglefoot** constantly at work within sight of every person who enters your store?

OAKEY'S 'WELLINGTON' KNIFE POLISH

The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

JOHN OAKEY & SONS, LIMITED

MANUFACTURERS OF
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:
JOHN FORMAN, 644 Craig Street
MONTREAL.

YOUR NAME IS WILLIAM.

Now, William, we want you to order a sample lot of our Tomato Pulp—Tomatoes with the Skin, Seeds and Fibre removed. Equal to three times the amount of ordinary tomatoes.

Price is $1.00 doz. F.O.B. Burlington.

HURRY, WILLIAM.

The Burlington Canning Co.

Limited
BURLINGTON, ONT.

Every Housewife...

knows the advantages of a good broom. It's the foundation of a clean home. We want you to know our brooms. They are good brooms. Drop us a line and our traveller will call.

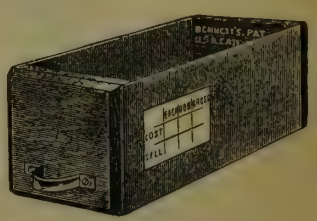
The Waterloo Broom and Brush Co.,
WATERLOO, ONT.

...THE...

Bennett Manufacturing Co.

Bennett's Patent Shelf Box and Cabinets for Hardware, Grocery, Seed and Drug Trades, etc.

Owing to the steady and rapid growth of ourbusiness new quarters were needed.



Address all communications to our New Factory:

Pickering, Ontario

CHAS. P. CLARK, President. **CHAS. L. BECKWITH, Secretary.**

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, $1,500,000. **Offices Throughout the Civilized World.**
Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker o mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

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——OFFICES IN CANADA——

HALIFAX, N.S.
OTTAWA, ONT.
VANCOUVER, B.C.
HAMILTON, ONT.
QUEBEC, QUE.
LONDON, ONT.
ST. JOHN, N.B.
WINNIPEG, MAN.
MONTREAL, QUE.
TORONTO, ONT.

THOS. C. IRVING, Gen. Man. Western Canada, Toronto.

AURORA CORN SYRUP

A Pure Golden Syrup Made from Golden Grain. A Great Spread for Daily Bread.

Better in flavor and purity than any other.
Good for everybody. A pleasaant surprise to all.

2-lb. tins, cases, each 24 tins, $1.90 per case.
5 " " " 12 " 2.35 "
10 " " " 6 " 2.25 "
20 " " " 3 " 2.10 "

Freight paid on 5-case lots. Price subject to change without notice.

Ask our travellers about our Pure Maple Syrup.

W. H. GILLARD & CO., Wholesale Grocers, - HAMILTON.

Branch CANADA GROCERS LIMITED.

WOOD'S BOSTON COFFEES
THOMAS WOOD & CO.
IMPORTERS AND ROASTERS
BOSTON, MASS.
PURITY, UNIFORMITY AND EXCELLENCE GUARANTEED

"What's in a Name?"

A great advantage to the grocer in handling goods of solid worth and character is the certainty that they will increase his business.

"Where **DID** you get this fine coffee?" asks one friend of another at the social dinner hour. Quite a common question.

"This," is the answer, "is one of **WOOD'S COFFEES**—my favorite brand."

Sell Coffees that have achieved a name of distinction and a reputation for true value.

Canadian Factory and Salesroom,
No. 428 St. Paul St., MONTREAL.

WOOD'S BOSTON COFFEES
THOMAS WOOD & CO.
IMPORTERS AND ROASTERS
BOSTON, MASS.
PURITY, UNIFORMITY AND EXCELLENCE GUARANTEED

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The Proper Caper
—FOR THE—
Housecleaning Season

is good housecleaning appliances. If you are looking for the best to stock, here they are:

Bryan's London Brushes,
Boeckh's Standard Brushes and Brooms,
Cane's Newmarket Woodenware.

If we make the price right and guarantee the goods, what more can we do?

UNITED FACTORIES,
LIMITED.

OPERATING:
Boeckh's Toronto Factories
Bryan's London Factories.
Cane's Newmarket Factories.

Head Office: TORONTO, Ont.

MONTREAL BRANCH: 1 and 3 DeBresoles St.
LONDON BRANCH: 71 Dundas St.

DEPARTMENT OF ADVERTISING SUGGESTION AND CRITICISM

Edited by John C. Kirkwood, TORONTO.

NOTE—Herein are discussed the principles and practice of advertising. Subscribers are invited to send Mr. Kirkwood specimens of their newspaper and other advertising, for the purpose of review in this department. Address care of Department of Advertising, THE CANADIAN GROCER.

SOME NEWFOUNDLAND ADVERTISEMENTS.

A CORRESPONDENT sends me a copy of a St. John's evening paper, and I am reproducing a few of the advertisements of grocers found therein. This newspaper, by the way, is printed on pink stock—something not to

Oats and Feed Selling Cheap

CORN, CORN MEAL, CATTLE FEED and BRAN.
5,000 bushels Heavy Black OATS.

TRY "PURITY" BAKING POWDER

A tin equals the weight of a 10c. size in other brands.
5 cents each.

½-pound tins, 8 cents each.
½-pound tins, 14 cents each.
1-pound tins, 25 cents each.

FRANK JOHNSON, 76-78 Shooter St.

be commended—and the "make-up" or general arrangement of matter is about as poor as it could be. The entire first page is made up of general advertising, and is likely to be skipped by the average reader holus bolus. The remaining pages are likewise very poor. Advertisers in this paper get the minimum of help from the publishers. It is the duty of every newspaper publisher to make his newspaper a good medium for advertising, and the man who is careless in this regard should be taken

A DELICIOUS DISH

FRESH TURBOT

Just Received,
1000 Pounds
Fresh TURBOT.
A Splendid Dish.

GLOBE FISH, POULTRY, AND GAME MARKET.

sharply to task. This criticism of an example of poor newspaper-making can certainly be applied to many Canadian sheets, and if any of the readers of this department find the service which their publishers are providing is second-class or worse, they have excellent reason for lodging a protest. Many a really good advertisement gets a poor chance to sell goods because of its being carried in a poorly gotten up newspaper.

It will be seen by reference to the examples reproduced that they do not fulfil the conditions of good advertising. Take, for example, the advertisement beginning "Oats and Feed Selling Cheap." This advertisement, from a quick glance, suggests an announcement of oats and feed. Yet it will be found that it is quite as much a baking powder advertisement. There is absolutely no occasion to introduce baking powder

HAY SEED

Just received,
40 SACKS
NEW TIMOTHY
HAY SEED

Retailing at
5 cents per pound.

ORANGES

For Marmalade.
10 cases SEVILLE ORANGES.
15 cents per dozen.

100 brls. LOCAL POTATOES.
By the quarter, half or brl., sent home.

JOHN PERCENT & Co.
40 HIGH ST.

into this advertisement. The effect is weakening to the whole announcement. "One thing at a time, and that done well," is a good rule to remember. The mixing up of utterly unlike and unrelated announcements is bad. This same criticism applies to another advertisement—the one beginning "Hay Seed." Timothy seed, oranges and potatoes are not at all related, and make when mixed up a poor advertisement.

If an advertiser feels that he "must fill up his space with something," it is a pretty sure indication that he has bought too much space. It is a good plan oftentimes to contract for so many inches of space, to be used as desired, at so much per inch, and to use each day or week just enough to tell the story effectively. Waste of space is something to be guarded against.

THIS ADVERTISEMENT

is not for the purpose of reminding you of

SWIFT'S PRIDE SOAP

—AND—

WASHING POWDER

but to call your attention to the celebrated

WHITE STAR FLOUR.

which is regularly sold at the following stores, viz.:

(LIST.)

In the advertisement, "A Delicious Dish," is exemplified a tendency of many advertisers—to use big figures. I do not like to call it boasting, but it certainly smacks of bragging. The public doesn't care whether the advertiser has 1,000 lbs. or 5,000 lbs. of fish on hand. If there were a famine in turbot then the statement of the amount on hand would have some significance to the customer, but not otherwise. It will perhaps have

At The LeMarchant Store.

New Valencia Raisins,
Best Granulated Sugar,
Oranges, Lemons, Nuts,
Essences, Spices, Jellies,
Seeded Raisins, Cleaned Currants, and a large variety of other Choice Groceries.

A. MAXIM,
131 LeMarchant Street.

been observed that in the two other advertisements reviewed the same tendency is at work—"5,000 bushels black oats," "40 sacks hay seed," "10 cases Seville oranges," "100 barrels potatoes." The public is not interested in

Our packages are larger and more attractive in style than any others.

The quality of our goods is superior to anything else on the market.

MORSE BROS., Proprietors, Canton, Mass.

For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

these quantities and it is useless and worse to talk on uninteresting items.

In the advertisement of "1,000 lbs. fresh turbot,—a splendid dish," there is a note of humor: 1,000 lbs. would certainly make a magnificent dish!

In the advertisement beginning "This advertisement is not for the purpose of reminding you of Swift's Pride Soap and Washing Powder, but to call your attention to White Star Flour," one comes across an old trick that cannot be called a good one. It is an effort to advertise three things while seeming to advertise only one. It is poor advertising, however, and the defect is easily seen directly it is pointed out.

SATURDAY ONLY.

50c. PAIL GRAHAM'S JAM 43c.

This is a strictly pure Jam made from firm ripe fruits, and has as good a flavor as if you made it yourself. We are confident of the superiority of this Jam, and to prove our claims will, on Saturday, sell a 7-lb. pail in any of the following flavors at

43c. A PAIL.

Peach Plum, Raspberry, Strawberry, Apricot, Red Currant, Black Currant,

Also a 7-lb. pail pure Orange Marmalade, 43c.

The Noted Tea Store and China Palace.

J. A. McCrea.

Phone No. 48. WE PROVE OUR ADS. No. 2 Day's Block, Guelph.

The remaining example—that beginning "At the LeMarchant Store," is of a very common sort,—namely, the mere enumeration of a list of things found in any grocery store. Such an advertisement is not of much use. It will not sell goods, and hence is a failure. Yet it is an example of advertising found everywhere. I sincerely trust that grocers who advertise are endeavoring to make better use of their space than Mr. Maxim is doing.

By way of contrast I reproduce an advertisement sent in by a correspondent who has acquired by diligent practice a facility in writing pretty good advertisements. He assures me that his advertisements sell the goods advertised, and that his firm's business has grown appreciably as a result of advertising. It will be seen that in this jam advertisement there is a style wholly lacking in the other examples. There is more attention paid to display and arrangement; an appeal is made to the prospective buyer which is sure to win a response; there is a definiteness about the whole advertisement that must be appreciated by every reader.

Sometimes I think that it is impossible for some people to write good advertisements; at other times I think that everyone honestly trying to do so must soon or late learn to prepare announcements concerning his business that will leave nothing to be desired. It is mainly a matter of practice. Simplicity, straightforwardness, definiteness and brevity are the watchwords.

AN ENTERPRISING MONTREALER.

THE Acme Can Works, Montreal, have recently installed a new gas plant in their factory. In conversation with a representative of The Grocer the manager, Mr. Campbell, stated that the service supplied by the Montreal Light, Heat and Power Company has proved very unsatisfactory, and that often during their busiest season the pressure has been so low that it has been impossible to turn out anything like the required amount of work. The installation of the new gas plant will remove all these difficulties, since it has a capacity of fifty thousand feet per day, whereas the requirement during the busiest season is never more than twenty-five thousand feet per day. It is also claimed that the new plant will effect a saving of not less than 70 per cent.

This gas plant, which is quite unique, is the third of the kind to be installed in Canada on an extensive scale, one being in St. Catharines and the other in Hamilton. The main peculiarity of the Acme gas system is the process of forcing air under pressure through a series of generators containing a crude distillation of petroleum. The oil is stored underground, and admitted to the generators by means of a pump with automatic devices which control the amount in exact proportion to the volume of gas produced. The plant is absolutely automatic in regard to amount of gas produced, and there is therefore no storage of gas on the premises.

TRADE IN THE FAR NORTH.

THE following item from a recent issue of the Dawson Daily News tells rather eloquently of the vicissitudes of trade in the north, especially to those engaged in speculative lines. Late shipments were caught in the freeze-up last Fall, and have remained there ever since:

"Ten or twelve tons of fresh apples, oranges, pears and potatoes at Steamboat Slough, near Kirkman, 100 miles above Dawson are doomed to be ruined by the warm weather, which will be here within two or three weeks. The entire stock is worth perhaps $2,000, or would bring that much if laid down here in the middle of Winter. If not frozen it would have sold for far more. The goods were aboard the steamer Canadian, and were frozen in when that steamer was caught in the ice last Fall."

Some new lines to hand.

Marvelli Macaroni, 1-lb. pkts.
Carolina Rice, in 1-lb. bags.
Togo Japan Rice.
Also Yuma (Cal.) Peaches, in 25-lb. Boxes.
At 7½c.—5 Boxes, 7¼c.—A Bargain.

LUCAS, STEELE & BRISTOL, Wholesale Grocers, **Hamilton.**
THE ORIGINAL QUICK SHIPPERS.

We take pride in the fact that we are noted for our quick shipping. We give special attention to the filling of letter orders, all goods leaving our warehouse same day as letter is received.

Give us a trial order and be convinced.

Mecca Coffee is a good line to handle, as are also our other brands of Coffee---**Damascus, Cairo, Sirdar, Old Dutch, Rio.**

James Turner & Co.

Wholesale Grocers

Branch, Canada Grocers, Limited. HAMILTON, ONT.

When in a hurry for goods, our Long Distance Telephone is

No. 596.

Do not forget TARTAN Brand Tea, Canned Goods, Coffee, Spices, etc. And we pay telephone charges.

BALFOUR & COMPANY, Branch Canada Grocers, Limited, WHOLESALE GROCERS, **HAMILTON.**

TEAS

We are offering exceptional value in all grades of Tea—

INDIA **HYSON**

CEYLON **JAPAN**

Our lines of Green Ceylon (Japan Style) surpass anything hitherto offered.
Communicate with us or see our travellers before buying. It will pay you.

THOS. KINNEAR & CO., Wholesale Grocers, 49 Front St. E., Toronto

IMITATORS

have for a good while past tried to make money on the reputation of MacLAREN'S IMPERIAL CHEESE by putting an inferior article into similar jars. So far they have left our CANADA CREAM CHEESE alone, but that won't last, and doubtless before long the grocery trade will be canvassed on behalf of some cheap imitation of our well-known CANADA CREAM package.

Be Wise, Mr. Grocer,

when that day comes. It isn't quality that the imitator sells (quality costs too much for him). He won't put CANADA CREAM quality in his bogus package. If he could do that he wouldn't need to be an imitator. He will simply try to trade on another man's good name.

An article that is imitated

is good enough to be handled exclusively. It is certainly too good to be set aside for the imitation.

DON'T BE FOOLED, MR. GROCER.

A. F. MacLAREN IMPERIAL CHEESE CO., LIMITED,
MANUFACTURERS AND AGENTS,
TORONTO, ONT.

Business Changes

ONTARIO.

A MEETING of the creditors of W. B. Reid & Company, wholesale tobacconists, Toronto, was held on May 2nd. The liabilities are estimated at $183,000, with probable assets totalling $134,000.

C. Whitney, grocer, Prescott, is dead.

G. Hunter, grocer, Kingston, is offering his business for sale.

G. Henderson, grocer, Kingston, has sold out to W. K. Smith.

J. R. McKinnon, grocer, Cannington, has sold out to W. Mullen.

J. A. Tuckey, general merchant, Lobo, has assigned to A. M. Towe.

C. Mitchell, grocer, Toronto, has sold out to the Vair Produce Co.

W. P. Tucker, tobacconist, Toronto, has assigned to H. W. Church.

J. Aubin, general merchant, Wallaceburg, is removing to Belle River.

R. R. Paul, general merchant, Poland, has been succeeded by R. B. Paul.

I. J. Radcliffe, grocer, Toronto, has given up business.

C. P. Sellars, grocer, London, has sold out to H. Coates and A. Mitchell.

G. E. Train, flour and feed merchant, Toronto Junction, has sold out to J. A. Hortop.

C. J. Lafebave, general merchant, Ruscom Station, has sold out to A. and D. Laporte.

The Weston Trading Co., general merchants, Weston, have been succeeded by D. Rountree & Sons.

M. T. Cathcart, general merchant, Barwick, has executed a trust deed in behalf of his creditors.

A meeting of the creditors of J. A. Tuckey, general merchant, Lobo, has been called for May 10th.

C. E. Steere, general merchant, Mount Brydges, has admitted C. W. Dingman to partnership; the style of the firm name now is C. E. Steere & Co.

QUEBEC.

P. Grisson, grocer, Montreal, has sold out.

J. Bussiere, grocer, Quebec, has assigned.

A. D'Anjou, general merchant, Riviere Ouelle, is dead.

J. B. Audet & Co., grocers, Lauzon, have registered.

V. E. Charrier & Co., grocers, Levis, have registered.

The Standard Confectionery Co., Montreal, has registered.

J. Z. Gagne, general merchant, Howick, has compromised.

C. Brosseau & Cie., grocers, St. Johns, have registered.

Every good grocer should sell

Upton's

JAMS
JELLIES
and
ORANGE
MARMALADE

because they are the kind the people want.

A. F. MacLAREN IMPERIAL CHEESE CO., Limited, SELLING AGENTS, TORONTO.

The assets of C. St. Onge, grocer, Montreal, have been sold.

W. McWilliam & Son, confectioners, Quebec, have registered.

The assets of C. L. Bedard, grocer, Plessisville, have been sold.

Chaquet & Frere, grocers, Montreal, have dissolved partnership.

Robillard & Poissant, butter makers, St. Edouard, have registered.

A. D. Belisle, grocer, Masson, has been succeeded by A. Mongenot.

O. Longtin, grocer, Valleyfield, has been succeeded by J. H. Longtin.

St. Arnaud & Clement, provision merchants, Montreal, have registered.

J. L. Sequin, general merchant, St. Simon, has assigned to H. Lamarre.

Doucette & Laverdiere, fruit dealers, Montreal, have dissolved partnership.

The stock of E. Duquay, grocer, Hull, has been sold at 65c on the dollar.

U. Phoenix, general merchant, Windsor Mills, is offering to compromise.

The stock of Dufour & Co., general merchants, Chicoutimi, has been sold.

The stock of Lecker Bros., general merchants, New Carlisle, has been sold.

T. Boudreau, general merchant, St. Francois De Salle, is offering to compromise.

T. Bastien, general merchant, St. Therese, has assigned to Chartrand & Turgeon.

The assets of H. A. Sirois, manufacturer of self-raising flour, Montreal, have been sold.

A meeting of the creditors of E. E. St. Jean & Co., grocers, Hull, was called for May 4th.

G. B. Morrison, general merchant, Glen Gyle, has been succeeded by the McKee Supply Co.

The business of F. Valliere, grocer, Quebec, has been advertised to be sold by bailiff's sale on May 7.

A meeting of the creditors of Z. Forget, general merchant, North Temiscamingue, was held an April 28.

A meeting of creditors of J. Samson, grocer, Ville Marie, was held on April 28; the assets are to be sold.

E. F. Levoie & Co., grocers, Hedleyville, have assigned; V. E. Paradis has been appointed provisional guardian.

Simard, Brassard & Cie., tea and coffee merchants, St. Johns, Newfoundland, have registered dissolution of partnership.

NOVA SCOTIA.

Consent has been registered for J. McDonald, grocer, Halifax, to do business in her own name.

MANITOBA AND N.W.T.

S. B. Mitchell, general merchant, Irvine, has sold out to D. Roades.

A. H. Walker, general merchant, Rokeby, has sold out to W. R. Hipwell.

E. S. Brooks, general merchant, Francis, has sold out to Dundas & Mihm.

Hole & Scott, Edrans, have bought the general store business of J. A. C. Blackson of that town.

The creditors of the estate of H. Collins, general merchant, Methven, have been requested to file claims with Macdonald, Haggart & Whitla, barristers, Winnipeg.

BRITISH COLUMBIA.

The Trites Wood Co., general merchants, Fernie, have been burnt out.

W. F. Wood, general merchant, Lumby, has assigned to the B. A. Trust Co.

The Crow's Nest Trading Co., general merchants, Fernie, have been burnt out.

The premises of Purdy & Co., confectioners, Fernie, have been destroyed by fire.

J. Phair, cigar and tobacco dealer, Nelson, has been succeeded by McNichol & Smyth.

5 and 2

gallon pails of Pickles. Quality second to none.

Price very attractive.

THE

Davidson & Hay,

LIMITED,

Wholesale Grocers,

TORONTO.

DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

Dairy Inspectors Meet.

THE annual meeting of dairy inspectors was held in the Board of Trade Building, Montreal, last week, the object of the meeting being to formulate instructions for the inspectors during the coming season. In addition to a full attendance of inspectors there were several members of the Department of Agriculture present, and a contingent of about fifty inspectors who are under the control of the Dairymen's Association.

J. D. Leclair, general butter inspector, presided and delivered an address. E. Bourbeau, cheese instructor at the Ste. Hyacinthe School, also gave an instructive and clever talk and answered several interesting technical questions which were provoked by his remarks.

At the afternoon session C. H. Parmelee, M. P., presided and a number of local representatives of the butter and cheese trade spoke on questions of interest to the trade. R. M. Ballantyne and J. H. Scott, representing the Montreal Produce Association, also gave some new ideas as to the requirements of the export trade.

Dairy Butter.

The Grocer has received the following valuable letter on the subject of dairy butter from one of its subscribers :

Mr. Editor :

During the past twenty-five years Canadian dairymen and farmers have made great strides in cheese, and creamery and dairy butter production, largely owing to the efforts of various governments and dairy schools.

Dairy butter, however, has not kept to the front as well as it should. A number of consumers prefer dairy butter to creamery when it is good quality. And why ? Because no encouragement is given the farmer to improve the quality of dairy butter. The country dealer appears to be too anxious to trade off his sugar and tea for any old thing so long as it can be called butter. It would make a "cow cry" to see what poor results are obtained from her efforts to produce good cream.

Why cannot some concerted action be taken by those in the trade for the mutual benefit of all concerned ? Farmers' wives are ready to listen to any proposition that will enhance the value of their goods in the consuming markets.

Would it not be a good idea to have all uniform rolls of 1 and 2 lb. sizes packed in proper sized boxes after the manner of a 30 doz. egg box ? I don't think a box of this construction would be far out of line; the partition in the centre stiffens the box and does not allow too many rolls together. Railway men can pick up a box of this weight and set it down, while a large box is tumbled about and the large rolls contained therein become more or less broken up and present a bad appearance on arrival at the receiving end. Besides, uniform rolls of 1 and 2 lbs. each could be made of a size to fill up each compartment of the box, allowing no shifting of the rolls in transit. This style of packing would land roll butter in fine order and realize a higher figure for both producer and dealer. Perhaps some large dealers in Toronto or Montreal can inaugurate some such system, appointing their agents throughout the country, thus insuring regular shipments. In addition a large and profitable connection might be built up. The butter boxes could go back and forth the same as egg boxes do now.

Could not the Dairy Division of the Department of Agriculture print a good dairy butter recipe and mail one to every farmer's wife in the country ? Even if she were a good butter maker she would value it more or less and put it away with her choice cake recipes to be used when the occasion demanded. When she wants a nice cake for a lady visitor she will also want some choice butter. How many women visit the travelling dairy when it is in their section of the country ?

Yours very truly,
NOW AND THEN.

Dairy Situation in Ontario.

ATTENTION has been called to the significant change that has been going on in regard to the dairy industry of Onatrio during the last few years. In the western district of the province dairy farming is on the decrease, while in the eastern districts it is increasing. In 1897 there were 820 cheese factories east of Toronto, producing 85,943,000 pounds of cheese, while in 1902 there were 885 factories, producing 107,100,000 pounds, an increase of 65 factories and of 21,000,000 pounds in the output. West of Toronto there were in 1897 343 factories, with an output of 51,420,000 pounds, while in 1902 there were only 242 factories, with an output of 39,700,000 pounds, a decrease of 191 in the number of factories and a falling off of 11,700,000 pounds in the output.

In the five counties, Oxford, Middlesex, Perth, Elgin and Norfolk, the cheese centre of the west, there has been a falling off of seventeen in the number of factories and of 1,537,000 pounds in the output, while in the eighteen other counties there are eighty-four fewer factories and the production is less by 10,200,000 pounds.

Western farmers have been driven to the raising of beef cattle, says Mr. James, deputy minister of agriculture, almost entirely, owing to the scarcity of labor, and had it not been for this difficulty there would have been a much greater increase in the cheese production of the east. Mr. James does not regard the movement as an injurious one, however, because the farmers are making just as much money by raising stock, and the decrease in the cheese output in the west is more than made up by the increase in the east.

Canned Vegetables.

CANNED goods are frequently viewed with a certain amount of suspicion, although it is not sufficiently strong to prevent their copious consumption. As far as canned vegetables are concerned, however, the public appears to be perfectly safe, at least with the Canadian brands. The Government analyst recently secured a hundred samples of all kinds of canned vegetables and subjected them to a rigorous analysis. Not one specimen was found to contain any adulterant, coloring matter, or even chemical preservative. Only two cases were found to be other than first-class, and these were packages of green corn which had obviously decayed, and would not have been used for food.

It is well known that copper is occasionally used to intensify the green tint of canned peas, pickles, etc., but only two cans of Canadian peas showed the slightest trace of this poison, while the test was so severe that the presence of less than ten parts in a million could easily be detected. On the other hand, samples of imported French peas exhibited over sixty parts of copper to the million. Foodstuffs in Canada are too plentiful and cheap to make it worth while to practice adulteration.

Telegraphic Address, "DOMINO," Charlottetown.

The Dominion Packing Company, LIMITED.

Codes Used A.B.C. LIEBERS PRIVATE.

Charlottetown, P.E.I. Canada

HAMS AND BACON

If you want the **BEST**
Buy our

BEECHNUT BRAND

of Mild-Cured, Full-Flavored
HAMS and BONELESS BREAKFAST BACON.

UNEQUALLED IN QUALITY.

We can fill your requirements promptly from our warehouses in Halifax, Sydney, Pictou or Charlottetown.

Special prices for quantities.

Write us for quotations.

THE DOMINION PACKING COMPANY, Limited.

CHEESE

Our stock of Colored Cheese has been reduced to very small proportions, and we think you have done wisely if you have bought what you may require for fine Summer trade.

We have a few of the finest cheese we ever saw in Canada, and we think they are equal to any English Cheddar Cheese. But these cheese are white.

Now, we cannot understand the objection there is to white cheese. They are the finest quality, and colored cheese are simply made so with artificial coloring.

We can give you these cheese at a low price, and we think if you once cut them up on your counter you will always ask for them.

F. W. FEARMAN COMPANY,
LIMITED,
HAMILTON, ONT.

WE ARE HAVING GREAT DEMAND FOR OUR

Sugar Cured Hams
Breakfast Bacon
Roll Bacon

The best quality obtainable is what your trade requires.

Our goods possess that full mild flavor that is so appetizing and pleasing to your customers. By handling our meats you will hold your trade.

The Park, Blackwell Co., LIMITED
PORK AND BEEF PACKERS,
TORONTO, ONT.

MATTHEWS'

BOILED HAMS

have no competitors for first place. Small tender hams, of our "Rose Brand" cure, and with all bone and surplus fat removed. Order by express from Peterborough, Hull or Brantford.

The George Matthews Co., Limited

ESTABLISHED 1868. Peterborough Hull Brantford

Tales of MAGIC

Let us tell you about

MAGIC BAKING POWDER

In the first place **IT** is **pure** and **wholesome**; secondly, **IT** is well advertised and an easy seller. **IT** does absolutely the best of work, and, what interests you particularly, **IT**

Pays you a good profit.

Order from your Jobber.

E. W. GILLETT COMPANY LIMITED

London, Eng. **TORONTO, ONT.** Chicago, Ill.

We are buyers of

Poultry, Butter AND Eggs.

The best facilities for handling consignments. Up-to-date Cold Storage.

The J. A. McLean Produce Co., Limited

73-75-77 Colborne Street

Telephone Main 2491. Toronto.

PROVISION AND DAIRY MARKETS.

Toronto.

Provisions—Trade in provisions is steady with prospects brightening, owing to the opening of navigation. Provision men report a number of orders already from lake ports. The demand for smoked meats continues good. The season for hogs is practically over and prices continue firm. Lard is unchanged, with steady trade reported. Trade in fresh meats continues brisk. Our quotations are as follows:

Long clear bacon, per lb	$ 0 08½	$0 08½
Smoked breakfast bacon, per lb	0 12½	0 13
Roll bacon, per lb	0 09½	0 10
Small hams, per lb	0 12½	0 13½
Medium hams, per lb	0 12½	0 13
Large hams, per lb	0 11½	0 12
Shoulder hams, per lb	0 09	0 09½
Backs, per lb	0 13½	0 14
Heavy mess pork, per bbl	16 50	17 00
Short cut, per bbl	18 00	18 50
Shoulder mess pork, per bbl	14 50	15 00
Lard, tierces, per lb	0 07½	0 08
" tubs "	0 08	0 08½
" pails "	0 08½	0 08½
" compounds, per lb	0 07½	0 07½
Dressed hogs, light weights, per 100 lb	6 00	6 25
" " heavy " "	5 50	5 75
Plate beef, per 200-lb. bbl	....	11 00
Beef, hind quarters	6 50	8 75
" front quarters	4 50	5 50
" choice carcases	6 50	7 25
" medium	5 50	6 50
" common	5 50	5 75
Mutton	7 00	9 00
Lamb	11 00	12 00
Veal	6 00	8 50

Butter—Supplies of butter are already beginning to accumulate, and as a result prices have eased considerably. Dairy prints 1c easier, and dairy in tubs, under qualities, is 1c easier. Creamery butter is also lower; prints have eased 3c and solids 2c. The trade will not pay a fancy price for creamery butter when good dairy is so cheap. Most of the creameries are now in operation. We quote the following prices:

	Per lb.	
Creamery prints	0 17	0 18
" solids, fresh	0 16	0 17
Dairy rolls, large	0 13	0 14
" prints	0 13	0 14
" in tubs, under qualities	0 11	0 12

Cheese—The cheese market is quiet this week, only small quantities of new cheese offering, and the export trade dull. New fodder is quoted 1-2c lower than last week with range of prices 1-4c less, although one dealer makes the range 3-4 less than last week's quotations. Twins are also 1-4c easier, with range of prices less by 1 1-4c. Quotations are as follows:

	Per lb.	
Cheese, large	0 09½	0 10½
" new fodder	0 08½	0 09
" twins	0 08½	0 09

Montreal and Quebec.

Provisions — The situation in provisions remains unchanged but strong. The tone of the market is firm for live hogs, at the advance quoted last week. The supply was good and sales were made freely at 5 1-4 to 5 1-2c per lb. weighed off cars. Trade continued fairly strong in fresh killed abattoir stock at $7.50 to $7.75 per hundred. A steadily increasing demand was noted for hams and bacon, and prices generally were steady. We quote:

Canadian short cut mess pork	$17 50	$18 00
American short cut clear	16 50	17 00
American fat back	....	17 50
Bacon, per lb	0 12½	0 13½
Hams	0 11	0 13
Extra plate beef, per bbl	11 50	12 00
Lard—" Boar's Head " brand, tierce basis	....	0 07½
Carloads, less	....	0 00¼
20-lb. tin pails, tierce basis		
Half-bbls., over tierce	....	0 00½
60-lb. tubs, "	....	0 00½
20-lb. wood pails "	....	0 00½
10-lb. tins, "	....	0 00½
5-lb. tins, "	....	0 00½
3-lb. tins, "	....	0 01

Wood net, tin gross weight—

	Wood.	Tin.
Pure lard, pails	....	1 77½
" tubs	....	0 08½
" cases (6 10-lb. tins)	....	0 0.½
" cases (12 5-lb. tins)	....	0 09½
" cases (24 3-lb. tins)	....	0 09½

Butter—Butter is dull, and while fine choice butter could hardly be sold under 16c, there is a brand that can be had for much less money. For instance, at St. Hyacinthe last Saturday 300 packages sold at 15c. As this little town is some distance from Montreal, it would be equal to 15 1-4c laid down here. However, there is another point of view. Navigation is open, and at the wharf yesterday morning there were plenty of sales at 15c. To be fair to all notions of trade, the prices would reach from 15 1-2 to 16c, with a decided weakening in tone of the market. From abroad, the old country market would indicate no great hope for an outlet for Canadian butter. Then, too, there is another interesting point reported, in that the Russian Government do not intend to cease shipping Siberian butter, notwithstanding the war, hence it behooves Canadian shippers to remember that creamery from Canada may meet competition this Summer. We quote:

Fancy creamery	0 15½	0 16
Summer goods	0 16	0 17
Dairy rolls	0 15	0 16
" tubs	0 15	0 16
Finest Fall made	....	0 19
" fresh prints	0 18	0 19

Cheese—Low prices prevail in cheese, and there seems to be little hope of an immediate advance for cheese. One hundred and fifty Quebec cheese have been purchased at the wharf at 7c. This indicates the low ebb that exists here—Ontario make advanced 1-4 to 1-2c for possible arrivals, yet it was very difficult to find any actual business taking place in the West. From abroad the demand is reported very unsatisfactory, as the offerings are very much in excess of the requirements and there is a lull in prices of cheese everywhere. Strictly finest quality have been offered at 47s and occasionally an extra shilling more, while their quality is obtainable at even a shilling less.

St. John, N. B.

Provisions—In barreled pork and beef there is very light business. Particularly in pork prices are easy. Hams and rolls are having a steady sale at even figures. In lard there is a large stock and not a large movement. There is no change in price. In fresh meats there is a fair market. Veal is plentiful and low. Mutton is quite firm. Lamb is more freely offered, but still high. Beef and pork remain unchanged.

Mess pork, per bbl	$18 00	$19 00
Clear pork "	....	20 00

FOR SALE.

No Fake—Town and city right for preserving eggs by a first-class process; no cold storage needed. Circular for your address. Box 118, CANADIAN GROCER, Toronto.

And are you

SELLING

Napoli Macaroni?

A better Macaroni than the imported, much lower in price, and more attractively packaged.

Many grocers have found out the profitableness of handling this brand. Have you?

Send for Samples.

NAPOLI MACARONI CO.,
Hayter and Teraulay Sts.,
TORONTO, CANADA

REFRIGERATORS Useful to every one. 40 different styles. Silver medal, Quebec, 1901. Diplomas: Toronto, Ottawa, Montreal.

C. P. FABIEN,
Merchant and Manufacturer.
3167 to 71 N. Dame St., **Montreal, Can.**
Write for Illustrated Catalogue.

Egg Cases

—AND—

Woodboard Fillers

BOTTOM PRICES.

WALTER WOODS & CO.

Hamilton and Winnipeg.

The Canadian Vinegar Company

HIGH-GRADE VINEGARS

Under Excise Supervision
Reputed the best on the market.

Factory and Office: 35a, 35c, 37 St. Antoine Street,

MONTREAL.

TRADE WITH ENGLAND

Every Canadian who wishes to trade successfully with the Old Country should read

"Commercial Intelligence"

(The address is 168 Fleet St., London, England.)

The cost is only 6c. per week. (Annual subscription, including postage, $4.80.)

Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.

The Best of all

FLY Killers

is

Wilson's Fly Pads

Sold Everywhere.

10 CENTS

MAPLE LEAF

Your goods are A1 quality.—J. H. Anderson, Produce Co'y., Winnipeg, Man.

Your goods are all right.—J. A. Mathewson & Co., Montreal.

Small's Maple Cream bids fair to become world famous—Ottawa Evening Journal.

Small's brand has captured all Gold and Silver Medals offered in Canada, with highest awards at Paris, Glasgow and Cork. With due appreciation of the many brands we believe Small's is market standard. Life long experience is ours. Results are: Quality, tasty packages, free from preservative acids, perfect keeping for all time, netting dealer fair profits and pleased customers Guarantee on every package.

MAY BE HAD THROUGH ALL WHOLESALE GROCERS.
'PUT UP BY

CANADA MAPLE EXCHANGE

DUNHAM, QUE. Head Office: MONTREAL.

SEND FOR PRICE LIST.

Plate beef	"	13 00	14 00
Mess beef	"	10 00	12 00
Domestic beef, per lb		0 06	0 07
Western beef	"	0 08	0 09
Mutton	"	0 08	0 10
Veal	"	0 05	0 09
Lamb	"	...	...
Pork	"	0 07	0 07½
Hams	"	0 12	0 14
Rolls	"	0 10	0 11
Lard, pure, tubs	"	0 09	0 09½
" " pails	"	0 09½	0 09½
Refined lard, tubs		0 08½	0 08½
" " pails		0 08½	0 09

Butter—Old butter moves slowly, and must be extra to bring full price. There is a fair sale for western creamery:

reamery butter	0 20	0 21
Best dairy butter	0 17	0 18
Good dairy tubs	0 16	0 17
Fair "	0 14	0 15

Eggs—The price is very low as compared with but a few weeks ago. The sale is but fair.

Eggs, hennery	0 18	0 22
" case stock	0 14	0 16

Cheese—New twin cheese are here. Prices are rather lower. Quite a few old cheese still held.

Cheese, per lb	0 12	0 12½

Expert Dairy Inspection.

It is the intention of the Ontario Agricultural Department this year to pay unusual attention to dairy instruction. To this end an extra $5,000 has been appropriated so as to provide a more efficient service. As many expert inspectors as are needed will be sent to the various cheese and butter factories throughout the province for the purpose of instructing the men working there in the most modern methods of cheese and butter making. They will also be required to make a careful inspection of all the sanitary arrangements in the factories they visit.

One result of the inspection will be that the quality of cheese and butter exported to foreign markets will be exactly as represented.

Provision Notes.

The White Valley Creamery Association, Victoria, B. C., has been incorporated.

B. F. Hare, chief of the Poultry Division of the Department of Agriculture, Ottawa, has resigned.

Kinnettles creamery, Fergus, has been thoroughly overhauled, and a complete cutfit of new machinery installed.

The Crescent Oyster Company, Vancouver, B. C., has been incorporated as a limited company, with a capital of twenty thousand dollars.

The Toronto Cream and Butter Co. have established a mail and 'phone order business in connection with the manufacture of butter. Heretofore they have manufactured for export and for the wholesale trade.

Editor Canadian Grocer:

The recent discussion in the Senate on the desirability of taking steps to exclude the circulation of United States currency in Canada is a step in the right direction, and at the same time opens the door to a much wider question, which we, as Canadians, wishing to build up Canada and the Empire, would do well to consider.

You will remember the howl of outraged patriotism that was heard from Halifax to Vancouver over the Alaska boundary award. England was afraid to decide against the U. S. for fear of giving offence, and sacrificed Canada to retain their friendship. Now, sir, I will prove to you that Canadians, individually and collectively, are yielding day after day to the Americans an hundred times more value than that paltry bit of rock on the Pacific Coast.

We begin by buying about three times as much goods from the United States as we sell to them, while we sell to Great Britain about three times as much as we buy—a left handed patriotism this, is it not?

The currency question was so ably debated in the Senate that I need not elaborate on it, beyond pointing out that the goods we buy for sterling gold, we allow our customers to pay us for, either in U. S. 50 per cent. silver coinage, or in rag money inscribed as often as not, "good for one silver dollar."

But the humility of the patriotic Canadian goes further and gaudily decorates his place of business with a brilliant sign, "American Hotel," Boston this, New York that. Why, even the candy vendors at the street corners flout their Coney Island candy at us, as if St. Helen Island sweets were not good enough for honest Montreal stomachs.

Our country is over-run with American commercial travellers, our newspapers are crowded with American advertisements, while our "Maple Leaf for Ever" patriots send their millions across the line for things they could obtain of Canadian or British manufacture as cheap, and mostly of better quality.

I admit that this state of affairs is largely due to habit, yet I venture to think that there is a latent desire in us to build up Canada and the Empire, which only requires awakening in us as individuals to bear fruitful results in the near future.

I shall be glad to see others agitate this question, so that it may be borne in on us that our country's prosperity lies in our hands as individuals, and that if each one of us will make it a personal matter to encourage our own industries and circulate our own currency, then we shall see our country develop more rapidly than has occurred in the past. Yours truly,

A MONTREAL MERCHANT.

INCREASING OUTPUT.

The Campbell Pottery Company, of Hamilton, have just completed a new kiln which will increase their capacity one-third.

Thanks, grocerymen,

for your cordial assistance in selling

Blue Ribbon *Ceylon* Tea

Push the Red Label, 40c.—worth fifty.

EASY

When it comes to fly felts, there's only one "kill-em-dead" kind—it's Smith's. **Made by Smith.** 15 years on the market without a complaint. We're fly felt specialists—and the only ones.

"We have handled your fly felts for several years and always found them give full satisfaction."
LAPORTE, MARTIN & Co.
Montreal, Feb. 27, '04.

CAUTION.—It's only good goods that are imitated; that's why ours are. If that Smith felt has not got SMITH BROS. on every package, it's the imitation. Do the right thing; send it back; get what you pay for.

Smith Bros., The Fly Felt Men.

Dutch Chemical Works
AMSTERDAM.

EXCEPTIONAL VALUE FOR THE GROCERY TRADE

SPECIAL OFFERS

Recommend Themselves.

WE OFFER OUR MAGNIFICENT

"Butterfly Brands"

	¼-lb.	½-lb.	1-lb.
COFFEE and CHICORY per doz tins..	2/3	4/–	7/–
PURE DUTCH COCOA per doz. tins.	4/3	8/–	15/–

Goods delivered, freight paid, to any Canadian port, duty not included. TERMS: Cash with order.

The COFFEE and CHICORY is packed in cases of one cwt., while the COCOA is supplied in cases of 56 lbs.

SAMPLES FREE ON APPLICATION.

Five Years from Now

you will take into account—perhaps—your losses through not selling

Mrs. Dooley's

LAUNDRY SOAP

—the Soap that pays you about 10% more profit than do most other Soaps.

If you want the extra profit begin at once to sell

THE BORAX SOAP.

THE
Metropolitan Soap Co.
LIMITED
TORONTO.

The

25c.

package of

Orange Meat

is good value to grocer and customer. A clean 25% to the grocer, and to the customer about 2½ times as much as the 15 cent package contains

Single case, 20 pkgs., $4.00.
Freight paid on 5 case lots.

Order from your wholesale grocer.

THE FRONTENAC CEREAL CO.,
Limited
43 Scott St., Toronto.

Fresh and Cured Fish

Herring Fishing in Belgium.

THE U. S. consul to Belgium reports that in view of the enormous quantity of herring consumed in Belgium, a number of Belgians, associated with Dutch capitalists, are now organizing a company for the purpose of exploiting the herring fisheries with a steam fleet.

In 1901 Belgium imported from Holland 14,520,000 pounds of salted and smoked herring. About the same amount was imported from France and England. In Holland the importance of herring fishing is annually increasing. In 1900 the Dutch fleet numbered 619 boats; in 1901, 643; in 1902, 686; and in 1903, 786. Some of the principal companies in Holland engaged in this trade pay a dividend as high as 13 per cent. Other companies during the past ten years have paid annual dividends averaging 9 per cent.

When it is considered that the Dutch fishers must seek foreign markets for about 90 per cent. of their product, among which Belgium is one of the most important, it is surprising that Belgian capitalists have not sooner created a national fishing fleet. Formerly, Germany was dependent upon foreign countries for its supply of herring, but understanding the advantages and necessities of a national fleet, she now owns a number of boats, providing very nearly the entire amount of fish required for home consumption.

The promoters of the enterprise in Belgium are members of Parliament, owners of fisheries, and fish brokers. In their efforts to interest their compatriots in this new venture they are encouraged by the king, who, in a recent address at Bruges, pointed out the great advantages to be derived by the country in directing its energy toward working the valuable resources of the sea.

Facts About Salmon in April, 1904.

From Astoria it is learned that the Alaska companies have on hand about 42,000 cases of red Alaska salmon. The Alaska Packers' Association is said to have about 300,000 cases. As the Sound packers sold all their pack last Fall, it is believed that these figures represent all the salmon that is in first hands.

A prominent fish dealer has the opinion from advices received that the Spring season in salmon will be late on the Pacific coast, as the water is very muddy from the floods. Last year the season commenced on March 1, which was remarkably early. It is already started this year, but not much is being done.

May Fish in Winter.

The difficulty over the French shore treaty has been satisfactorily adjusted. France agrees that the clause terminating the fishing on October 20th of each year applies only to her own fishermen. Newfoundland, Canadian, and American fishermen are not restricted in carrying on the Winter herring fishery.

U. S. Canners Vexed.

SALMON canners in Puget Sound are greatly displeased over the recent action of the Canadian authorities in prohibiting the foreign sale or exportation of fresh sockeye salmon. They claim that unless something is done to offset the new Canadian fishing regulations, United States packers will be open to attack without the possibility of reprisals being made. Canadian packers at present can come over into the American fishing grounds and bid up the price of raw fish on the American canners, and the latter are helpless, because of the prohibition of sale of Canadian fish to foreign interests.

The Secretary of State at Washington has accordingly directed the Consul-General of the United States at Ottawa to ascertain the precise form of the law or regulation prescribed by the Canadian Government prohibiting the export of fresh salmon from British Columbia to Puget Sound during the canning season. This action was taken at the request of U.S. fishing interests, who wish to introduce legislation prohibiting the export of fresh salmon from the Sound to British Columbia following the same lines as the Canadian law. By so doing they hope to accomplish a thorough means of retaliation against the Canadians.

J. Symington & Co., grocers, Brandon, have been succeeded by the Symington Co.

There are a good many people who keep telling you how much money you would make by selling this or that package tea. So you would—if you could only sell them. The trouble is that nearly all of them are "shelf goods"—they stay there.

Here's the difference:

"KOLONA" Pure Ceylon TEA

IS A SELLER—so much so that many retailers handle it to the exclusion of all other packet teas.

IT PAYS YOU a higher average percentage of profit than any other line.

IT GIVES THE CONSUMER, in each grade, better actual value than any other TEA on the market. A strong **reason** for its ever **rapidly-increasing sales.**

BLACK, MIXED and GREEN—½-lb. and 1-lb. packages.

To retail at **25, 30, 40, 50, 60 and 80c. lb.**

What one grocer says:

———, Oct. —, 1903.

Dear Sirs,—

We would like you to ship us at once, 1 case "KOLONA" 1-lb. packages, green, to sell at 25c.
1 " " ½-lb. " ass'd, " 40c.

We are having quite a run on "KOLONA." The other stores handle ——, but we are more than holding our own with "KOLONA." It gives good satisfaction.

Yours truly, ——— —— ——

SPECIAL—We pay freight on 120-lb. orders. Packed in 30 and 60-lb. cases.

THE EBY, BLAIN CO., LIMITED, Blenders and Packers, TORONTO.

Association News.

GROCERY COLLECTION DEPARTMENT.

THE collection department of the Montreal Retail Grocers' Association is booming, and Secretary Beaudry expresses himself as quite satisfied with the recognition it has received. By the time the federation of the different associations is accomplished it will be possible to bring a strong force into play; for instance, if a butcher is owed by a certain person he can let the grocer know about it and vice versa. At the same time a federation will increase the effectiveness of the work of the association and lessen the expenses connected therewith. The idea of the collection department is to carry the names of delinquent debtors, and general information regarding credits in the trade. It is expected that three-quarters of the grocers of Montreal will join the collection agency or bureau.

* * *

The seventh annual convention of the National Association of Retail Grocers of the United States, called for May 2-5, is in session at San Francisco as Grocer goes to press.

VANCOUVER ASSOCIATION.

The Retail Grocers' Association of Vancouver, B. C., are opposing the imposition of an annual license of $15 on sellers of tobacco, on the ground that the license is much too high. Some forty or fifty retail grocers have signed a petition which has been endorsed by the Wholesale Grocers' Association, and presented to the civic authorities. As a result the city council has been recommended to reconsider the matter with a view to lowering the fee.

FEDERATION OF ASSOCIATIONS.

A practical step towards the federation of several of the Montreal trade associations has at last been taken. Last week delegates from the four associations which propose to amalgamate met and discussed plans for a constitution, as a result of which a constitution was drawn up. All that remains to be done before the federation may be accomplished is to place this constitution before the different associations individually, and have the legal ratification of approval. The four associations comprise the butchers, grocers, dry goods and boots and shoes men.

The only association at all unlikely to be unanimous on the matter is that of the boot and shoe men. They do not give credit and feel that in many ways the business of the boot and shoe merchant is distinct in interest from the others. The grocers are very enthusiastic. They believe the early closing movement will interest all associations regardless of other elements. A complete federation seems likely in the near future.

CATALOGUES, BOOKLETS, ETC.

A. J. Stewart, Limited, Toronto, have just issued a very handsome little price list and catalogue covering the many lines they are placing on the market. It is printed on fine coated paper and may be had by the trade on application.

The Grocer is in receipt of an attractive folder issued by T. H. Estabrooks, tea importer and blender, St. John, N. B. It contains specimens of successful advertisements which have recently appeared in Canadian trade papers, two of them in The Grocer. There is also a very fine picture of the "Red Rose" tea warehouse in St. John, which is acknowledged to be one of the largest and best equipped establishments of the kind in Canada.

A Great Fire Makes Many Changes

THE PURE GOLD MANUFACTURING CO., Limited, being in possession of one of the finest warehouses left in the city of Toronto, has been naturally besieged with offers from many buyers, and have finally closed a sale at a good big round figure to the E. W. Gillett Manufacturing Co.

However, as The Pure Gold Company retains possession until December 1st, no difficulty is anticipated in securing building quarters, when new premises will be erected which will be even more roomy than the present ones.

This public announcement is made to the customers of The Pure Gold Co. who may be anxious to know the exact state of affairs occasioned by this change. It is hardly necessary to say that all orders will receive the same careful attention as heretofore, and that there will be no interruption in the course of business operations.

PURE GOLD MFG. CO., Limited

TORONTO.

"Condor" Japan and Black Tea, Baking Powder, Mustard, Vinegar.

Madam Huot's Coffee

The Gem of all Coffees.

"Nectar" Black Tea, in lead packets and fancy tins only.

SOME GOOD

Goods for Good Buyers

JUST IN :

108 Chests Pekoe Ceylon Black Tea, choice flavory liquor, at . . . . . **16c.**

175 Catties fine Imperial Gunpowder Tea, good liquor, well-made leaf, at . . . . . **21c.**
Could be sold as a pea leaf.

68 Half-chests Moyune Young Hyson Green Tea, clean leaf, good liquor, at . . . . . **14c.**

60 Half-chests Japan Tea Nibbs, a bargain at . . **15½c.**

A JOB :

10 Qr.-casks, about 30 gallons each, fine old imported Malt Vinegar, "PURNELL," high quality, per gal. **45c.**

Delivered less 5% 30 days.

Specialty of High Class Goods in Teas, Coffees, Spices and Vinegars.

"Old Crow" Baking Powder, Mustard, Vinegar, Black Tea.

E. D. MARCEAU

281-285 ST. PAUL STREET

MONTREAL

"EMD" Baking Powder, Vinegar, Spices, Coffee

Other things being equal, the successful merchant is the man who caters to the particular tastes of particular customers.

When a man whom you know to be fussy asks for Coffee give him

Chase & Sanborn's

and it will add his name to your permanent list.

CHASE & SANBORN
MONTREAL

RETURNED
UL 19 190
cut book 21
page 32

Lo, the poor Chinaman is leaving!

Chinese Starch, famous in China for its wonderful glazing properties, has, since its introduction in Canada, made the Chinese laundry sick. Every housewife and laundress can do just as fine work. Try a sample case. No Starch pays you such a profit as CHINESE STARCH.

Ocean Mills,
MONTREAL.

PUMPKIN.

Have you tried our Pumpkin yet? If not, you have not had the best.

700 CASES ONLY TO SELL.

Also a limited quantity of Tomatoes and Tomato Catsup in 3-lb tins.

THE INGERSOLL CANNING AND PRESERVING CO., LIMITED,
Ingersoll, Canada.

Ammonia.
Harvey, John G., Todmorden Ont.

Baking Powder.
Eagle Mnfg. Co., Montreal.
Gillett, E. W. Co., Toronto.
McLaren, W. D., Montreal.
Pure Gold Mfg. Co., Toronto.

Baskets.
Oakville Basket Co., Oakville, Ont.

Bird Seed.
Nicholson & Brock, Toronto.

Biscuits, Confectionery, Etc.
Browne & Wells, Toronto.
Christie, Brown & Co., Toronto.
Imperial Biscuit Co., Guelph, Ont.
Lamont, Corliss & Co., Montreal.
McGregor-Harris Co., Toronto.
Mooney Biscuit & Candy Co., Stratford.
Mott & Co., John P., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.
Stewart, A. J., Toronto.

Blue and Black Lead.
Oakey, John, & Sons, London, Eng.
Reckitt's—Gilmour Bros., Montreal.

Brooms, Brushes, Etc.
United Factories, Toronto.
Waterloo Broom and Brush Co., Waterloo, Ont.

Canned Goods.
Anglo-British Columbia Packing Co., Vancouver, B.C.
Balfour & Co., Hamilton, Ont.
Black Bros. & Co., Halifax, N.S.
Burlington Canning Co., Burlington, Ont.
Gardiner & Co., Vancouver, B.C.
Ingersoll Canning and Preserving Co., Ingersoll, Ont.

Cash Registers.
National Cash Register Co., Dayton, O.

Cheese Cutter.
Computing Scale Co. of Canada, Toronto.

Chewing Gum.
Row & Co., Brockville, Ont.

Cigars, Tobaccos, Etc.
American Tobacco Co., Montreal.
Empire Tobacco Co., Montreal.
Erie Tobacco Co., Windsor, Ont.
Fortier, J. M., Montreal.
Horrocks, T. J., Toronto.
McAlpin Consumers Tobacco Co., Toronto.
McDougall, D., & Co., Glasgow, Scot.
Payne, J. Bruce, Granby, Que.
Reid, W. B. & Co., Toronto.
Steele, W. H., Co., Toronto.
Tuckett, Geo. E., & Son Co., Hamilton.

Cocoanut.
Downey, W. P., Montreal.
Greig, Robt., Co., Toronto.

Cocoas and Chocolates.
Cowan Co., Toronto.
Dutch Chemical Works, Amsterdam, Holland.
Epps, James, Co., London, Eng.
Mott, John P., & Co., Halifax, N.S.
VanHouten's—J. L. Watt & Scott, Toronto

Coffee Essence.
Bromley's—W. G. Patrick & Co., Toronto.

Commission Merchants and Brokers.
Clark, R. W., & Co., Victoria, B.C.
Dawson Commission Co., Toronto.
Dingle & Stewart, Winnipeg.
Dunn, Wm. H., Montreal and Toronto.
Hopkins, John, St. John, N.B.
Lambe, W. G. A., & Co., Toronto.
Nicholson & Bain, Winnipeg.
Nicholson, Bain & Johnston, Calgary.
Patrick, W. G., & Co., Toronto.
Price, Chambers & Co., Winnipeg Man.
Rutherford, Marshall Co., Toronto.
Ryan, Wm., Co., Toronto.
Thomas, J. P., Quebec, P.Q.
Watt, J. L., & Scott, Toronto.
Wilson Commission Co., Brandon, Man.

Computing Scales.
Computing Scale Co. of Canada, Toronto.

Concentrated Lye.
Gillett, E. W., Co., Toronto.

Condensed Milk and Cream.
Borden's—Wm. H. Dunn, Montreal and Toronto.
St. Charles Condensing Co., Ingersoll.
Truro Condensed Milk & Canning Co., Truro, N.S.

Corks.
Ewing, S. H., & Sons, Montreal.

Crockery and Glassware.
Gowans, Kent & Co., Toronto.
Sydenham Glass Co., Wallaceburg, Ont.

Dairy Produce and Provisions.
Clark, Wm., Montreal.
Dominion Packing Co., Charlottetown,
Fearman, F. W., Co., Hamilton.
Matthews, Geo. Co., Brantford, Hull, Peterboro'.
Maclaren, A. F., Imperial Cheese Co., Toronto.
McLean, J. A., Produce Co., Toronto.
Park, Blackwell Co., Toronto.

Engravers.
Legg Bros. Engraving Co., Toronto.

Financial Institutions.
Bradstreet Co.

Fish.
Black Bros. & Co., Halifax.
Connors Bros., Ltd., Black Harbor, N.B.
Davidson & Hay, Toronto.
James, F. T., Co., Toronto.
Johnson, C., Gardiner & Co., Vancouver.
Kinnear, T. & Co., Toronto.
Robertson, Geo., & Son, Kingston.
Todd, J. H., & Son, Toronto.

Flours and Cereals
Force Food Co., Buffalo, N.Y.
Frontenac Cereal Co., Toronto.
Greig, Robt., Toronto.
McCann, Wm., & Co., Toronto.
McIntosh, P., & Son, Toronto.
Mackay, John, Bowmanville, Ont.
Napoli Macaroni Co., Toronto.

Fly Paper.
Smith Bros., Beachville, Ont.
Thum, O. & W., Co., Grand Rapids, Mich.
Wilson, Archdale, Hamilton, Ont.

Fruits—Dried, Green, and Nuts.
Davidson & Hay, Toronto.
Gibb, W. A., & Co., Hamilton.
Husband Bros. & Co., Toronto.
McWilliam & Everist, Toronto.
Tippet, A. P., & Co., Montreal.
Walker, Hugh, & Son, Guelph.
White & Co., Toronto.

Gelatine.
Canadian Gelatine Co., Toronto.
Cox, G. & J.

Grocers—Wholesale.
Balfour & Co., Hamilton.
Chaput, L., Fils & Cie, Montreal.
Davidson & Hay, Toronto.
Eckardt, H. P., & Co., Toronto.
Eby, Blain Co., Toronto.
Kinnear, T., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
Marceau, E. D., Montreal.
"Ozo" Co., Montreal.
Turner, James, & Co., Hamilton.

Grocers' Grinding and Packing Machinery.
Adamson, J. T., & Co,, Montreal.
Coles Mfg. Co., Philadelphia, Pa.
Eby, Blain Co., Toronto.

Hides.
Page, C. S., Hyde Park, Vt.

Infants' Foods.
Keen, Robinson & Co., London, Eng.

Interior Store Fixtures, Trucks, Etc.
Auer Light Co., Montreal.

Jams, Jellies, Etc.
Greig, Jas. R., Montreal.
"Nonpareil" Jellies—Rose & Laflamme, Montreal.
"Ozo" Co., Montreal.
Upton's — A. F. MacLaren Imperial Cheese Co., Toronto.
Pure Gold Mfg. Co., Toronto.

Macaroni
Napoli Macaroni Co., Toronto.
Tippet, A. P., & Co., Montreal.

Matches.
Walkerville Match Co., Walkerville, Ont.

Mince Meat
Wethey, J. H., St. Catharines.

Pass Books, Etc.
Allison Coupon Co., Indianapolis, Ind.

Patent Solicitor.
Cullen, Orlan Clyde, Washington, D.C.

Peels.
Colson, C. E., & Son, Montreal.

Pickles, Sauces, Relishes, Etc.
American Coffee & Spice Co., Toronto.
Capstan Mfg. Co., Toronto.
Colson, C. E., & Son, Montreal.
Davidson & Hay, Toronto.
Dominion Brokerage Co., Toronto.
Downey, W. P., Montreal.
Eby, Blain & Co., Toronto.
Flett's—Rose & Laflamme, Montreal.
Horton-Cato Mfg. Co., Windsor. Ont.
Laing's, Dr.—W. G. Patrick & Co., Toronto.
Lytle, T. A., Co., Toronto.
"Ozo" Co., Montreal.
Patterson's—Rose & Laflamme, Montreal.

Polishes—Metal.
Oakey, John, & Sons, Montreal.

Polishes—Stove.
Morse Bros., Canton, Mass.
Prescott's.—W. H. Dunn, Montreal and Toronto.

Pottery.
Foster Pottery Co., Hamilton, Ont.

Poultry Food.
Greig, Robert, Co., Toronto.

Refrigerators.
Eureka Regrigerator Co., Toronto.
Fabien, C. P., Montreal.

Salt
Canadian Salt Co., Windsor, Ont.
Patrick, W. G., & Co., Toronto.
Toronto Salt Works, Toronto.

Shelf Boxes.
Bennett Mfg., Co., Pickering, Ont.

Soap.
Metropolitan Soap Co., Toronto.

Soap Powder
Babbitt's. — W. H. Dunn, Montreal and Toronto.
Duncan Company, Montreal.

Sodas—All Kinds.
Winn & Holland, Montreal.

Starch.
Brantford Starch Works, Brantford.
Edwardsburg Starch Co., Cardinal, Ont.
Maiden, J. H., Montreal.
Ocean Mills, Montreal.

Steel Shingles.
Metallic Roofing Co., Toronto.

Sugars, Syrups and Molasses.
Canada Maple Exchange, Montreal.
Castle, F. J., Co., Ottawa.
Dominion Molasses Co., Halifax, N.S.
Edwardsburg Starch Co., Cardinal, Ont.
Tea Rose Drips — Rose & Laflamme, Montreal.
Wallaceburg Sugar Co., Wallaceburg, Ont.

Summer Beverages.
Downey, W. P., Montreal.
Evans & Sons, Montreal and Toronto.
Simson Bros. Co., Halifax.

Teas, Coffees, and Spices.
Balfour & Co., Hamilton.
Blue Ribbon Tea Co., Toronto.
Ceylon Tea Traders' Ass'n.
Chase & Sanborn, Montreal.
"Commissioner" Tea, London, England.
Dutch Chemical Works, Amsterdam, Holland.
Eby, Blain Co., Toronto.
Eckardt, H. P., & Co., Toronto.
Ewing, S. H. & A. S., Montreal.
Gillard, W. H., & Co., Hamilton.
Japan Tea Traders' Ass'n.
Kinnear, T., & Co., Toronto.
Marceau, E. D., Montreal.
"Ozo" Co., Montreal.
Rutherford, Jas., & Co., Montreal.
Salada Tea Co., Montreal and Toronto.
Turner, James, & Co., Hamilton.
Wood, Thos., & Co., Montreal.

Vinegars.
Canadian Vinegar Co., Montreal.
Grimble & Co., London, Eng.
Hill, Evans & Co., Worcester, Eng.
"Ozo" Co., Montreal.

Wall Paper.
Staunton's Limited, Toronto.

Wall Paper Cleaner.
Ridout, Geo., & Co., Toronto.

Warehousing.
Cameron, Gordon & Co., Winnipeg

Washing Compound.
Keen's—Frank Magor & Co., Montreal.

Woodenware.
United Factories, Toronto.
Woods, Walter, & Co., Hamilton.

Wrapping Paper.
Canada Paper Co., Toronto.

Yeast.
Gillett, E. W., Co., Toronto.

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"Where the Honey is

there are the bees."

You won't find the successful grocer trying to extract profits from second-class goods. He doesn't waste his time, energy and money for the purpose of building up his competitor s business. In the long run, quality wins where quantity fails—***quality is remembered long after price is forgotten.***

Windsor Salt is the Salt of highest quality and hence sold by grocers of high reputation. It is pure, white, dry, crystaline—it is the Salt that doesn't cake. "Where the honey is, there are the bees"—you can trust the high-class grocer ***to*** find out ***just where the honey is.***

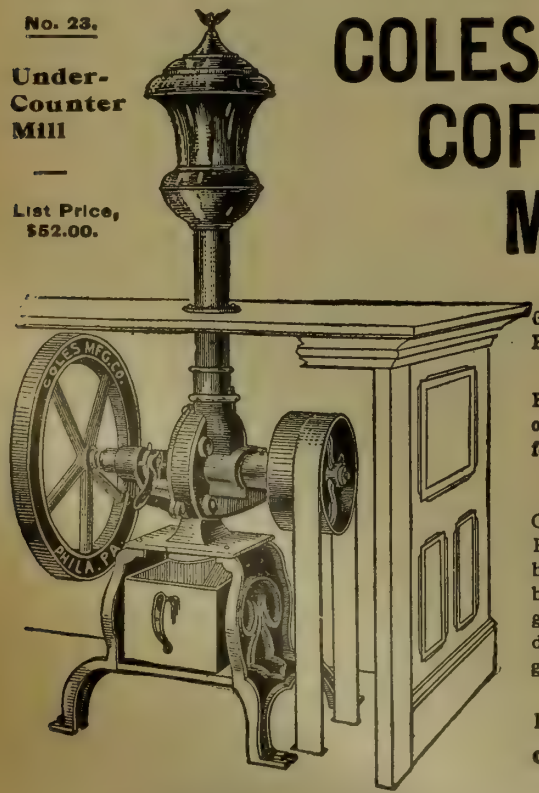
Windsor Salt

The Canadian Salt Co., Limited, Windsor, Ont.

No. 23.

Under-Counter Mill

List Price, $52.00.



COLES COFFEE MILLS

None better for Granulating or Pulverizing.

Our mills will Pulverize without heating Coffee.

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders.

A GREAT LABOR-SAVER.

Our Grinders wear longest.

Agents { TODHUNTER, MITCHELL & CO., Toronto
DEARBORN & CO., St. John, N.B.
FORBES BROS., Montreal.
GORMAN, ECKERT & CO., London, Ont

COLES MANUFACTURING CO., PHILADELPHIA

FIVE GALLONS FOR 25 CENTS
A HEALTHY AND DELICIOUS BEVERAGE
25c HIRES' IMPROVED 25c
ROOT BEER!
IN LIQUID. NO BOILING, OR STRAINING. EASILY MADE
THIS PACKAGE MAKES FIVE GALLONS

One bottle HIRES' ROOT BEER is better than a dozen bottles of cheap imitations. It is delicious, pleases your customers, and shows you a good profit.

"White Dove" Cocoanut

Best qualit of goods on the market, handsomest lithographed packages, catches customers' tastes, and is a ready seller for you. Put up in $\frac{1}{4}$, $\frac{1}{2}$ and 1-lb. pkgs., and bulk, in pails and barrels.

W. P. Downey

AGENT

26 St. Peter Street, - - MONTREAL.

THE CANADIAN GROCER

President:
JOHN BAYNE MACLEAN,
Montreal.

The MacLean Publishing Co.
Limited

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, North-West Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

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CO-OPERATING FOR THE EXPORT TRADE.

IT is some years since an agitation was first started in the columns of this paper for the appointment of a commercial agent in London, and it is nearly two years since the Dominion Government allotted $25,000 and the Ontario Government $5,000 for the expense of establishing such an office. The appointment of an agent has not yet, however, been made, and to all appearances it is as far away as ever from realization.

Why the Government has not made the appointment is something which the business men of this country cannot understand. There is need of such an agent, and the Government, by allotting the money for the maintenance of such an agent, evidently recognizes this. One can come to no other conclusion than that political exigencies are at the bottom of the delay in making the actual appointment. In the meantime the business interests of the country, as far as the British markets are concerned, are necessarily suffering.

While we still maintain that the Government should make the appointment of a commercial agent in London, it seems to us that groups of business men in Canada might themselves take some action in appointing a suitable representative or representatives in London for the purpose of looking after their interests. We have reference to business men who are desirous of developing the export trade with Great Britain, but who up to the present have been unable to individually bear the expense of a permanent representative there. The canners have recently set an example of what can be done by the manufacturers of any one particular line taking preconcerted action, they having recently sent a representative to England to see what can be done towards developing the export trade in canned goods. What one class of business men has done can be done by others, or by the co-operation of two or more in different lines of business.

It is an important matter and one which the boards of trade in the leading centres or the Canadian Manufacturers' Association might take into their serious consideration.

TO STAMP OUT CONSUMPTION.

IT is interesting to note that many of the most thoughtful and public-spirited men of the Dominion are numbered among the officers and members of the Canadian Association for the Prevention of Consumption and other Forms of Tuberculosis, which held its fourth annual meeting in Ottawa on April 20 and 21. Every thinking citizen must now be impressed with the necessity for united action to check the ravages of a disease which causes one death in every eight in this country, and gives rise to a vast amount of suffering and permanent ill-health. It is calculated that in Canada at the present moment between 30,000 and 40,000 persons are suffering from it, yet it is undoubtedly a disease which can be prevented and which is curable in its earlier stages.

The report of the executive council points out that the operations of the association have combined with other influences to concentrate public attention on the disease with the result that a desire has been awakened for information regarding the measures which should be taken to stay its ravages.

There are in the Dominion at the present time five institutions devoted to the treatment of consumption, one of which has just been erected at Kentville by the Nova Scotia Government. The total accommodation in all of these, together with that in hospitals to which consumptives are admitted, probably does not exceed 200 beds, whereas there ought to be a home for consumptives in nearly every county.

When the federal authorities take up the matter, when perennially poor municipal councils show their liberality and philanthropy by equipping cots in consumption sanitaria, and, last but not least, when retail grocers' associations vote appropriations towards the same end, as was the case the other day when the Hamilton Retail Grocers' Association voted a sum of one hundred dollars to the free department of the National Sanitarium Association at Gravenhurst, Ont., surely the outlook is not discouraging.

That the business men of Canada have always taken the deepest interest in humanitarian efforts, no matter under what auspices they were carried on, is shown by their munificence in building and equipping hospitals and charitable institutions all over the Dominion. It goes without saying that they will be equally interested in seeing sanitaria established and endowed for treating tuberculosis, and it is a matter for congratulation that among the first to rise to the occasion is a retail grocers' guild.

WRITING OFF STOCK.

FOLLOWING the announcement of increased fire insurance rates made public last week comes the news that the British America and Western Assurance Companies are about to write off a sufficient amount of their stock to cover the impairment in capital recently entailed and to issue new stock to recover the amount thus written off.

CANADA'S UNDERPAID JUDICIARY.

SO many persons are indifferent to public questions, no matter how directly they may affect one's business or one's liberty, that it is proof of the importance and the timeliness of a subject when two references to it arouse such widespread discussion as has been caused by the two editorials dealing with the salaries of the Canadian Supreme Court judges in the last two issues of this paper. Business men have in various ways manifested their approval of the stand taken in The Grocer that the salaries of the judges on the Supreme Court bench are altogether inadequate in comparison with the dignity and influence of the office, that some of the best, the most desirable, men could not accept an appointment even to the Supreme Court for the simple reason that they could not afford to at the present salaries attaching.

* * *

D. McNicoll, acting president of the Canadian Pacific Railway, when the matter was brought to his attention last week, expressed his convictions with great force. "I have long thought," said he, "that the meagre salaries paid to our Canadian Superior Court judges are a disgrace to the country. It is a well-known fact that the members of the bar in our great centres of population (these being the men who should be available for high judicial positions) are in receipt of incomes from three to four times as great as those paid our judges. How, therefore, can it be expected that the best material from the bar can be obtained for judicial positions?

"I do not wish to be understood as casting any reflection upon the ability of those who accept positions as judges. We all know it is impossible to secure men to take the management of banks and other large financial or industrial institutions at anything like the salaries paid even to the highest chief justice in the land. Does this not show that the present system is wrong? I think so."

The Globe, Toronto, endorses the views expressed by The Grocer almost verbatim. In the issue of Thursday, April 28, it says: "It is a cause of satisfaction to note occasional expressions of opinion favorable to the more adequate remuneration of judges of the Superior Courts of both the Dominion and the provinces. As to the desirability of having on the bench men of ability, learning and experience there is no room for doubt. The duties they have to discharge cannot be performed by those who have not such qualifications. Sometimes it is heard, as an objection to proposed increases of salaries, that there are plenty of applicants willing to take judicial positions at the present rates of remuneration; but the first consideration should always be fitness, and whatever salaries are necessary to secure the right sort of men should be cheerfully paid. The policy of entrusting inferior men with high judicial functions would soon hopelessly imperil the reputation of the country for civilization.

"Two comparisons may be cited as helping to a clear understanding of the importance of this question. (The comparisons quoted are those given in The Grocer of April 23rd. It is not necessary in considering the salaries of the Supreme Court judges to take into view those of the provincial Superior Court judges, but to do so would only strengthen the case for the payment of reasonable remuneration where qualifications so high are exacted."

* * *

In its comment on the subject the Ottawa Citizen, April 19, misses a vital point in the discussion. It says: "The Grocer has deflected its attention from trade subjects to the question of Canada's underpaid judiciary and quotes some interesting figures in support of the statement that the Supreme Court judges of the Dominion are the worst paid in the Empire." (The figures quoted are the same as were reproduced in the Globe.) The Citizen is wrong in saying that this paper has "deflected from trade subjects" in introducing this discussion. The matter is one of vital importance to readers of The Grocer. The judgments of the Supreme Court affect the business man much more vitally than they do the lawyers, for the former has to foot the bills and it is he who will gain or lose by the decisions. When this thought is fully grasped by the business men in Parliament and by the business men in Canada generally there will be an end to the dilatory treatment of this matter.

* * *

The first article on the subject was placed before Sir Wilfrid Laurier and his colleagues in the Dominion Cabinet. While declining to express any opinion on a matter on which the council as a whole has not passed, general recognition of the gravity of the question is evidenced.

Sir Richard Cartwright, Minister of Trade and Commerce, says: "The matter is doubtless one which deserves the very serious consideration of the Government and also of Parliament."

Hon. Wm. Mulock, Postmaster- General, says: "The question is one of very considerable importance and has for many years engaged the consideration of the various Governments. Up to the present it has not been satisfactorily solved."

This last sentence is worthy of attention. It is to be hoped a "satisfactory solution" will be reached during the present session.

* * *

Senator W. C. Edwards, one of the business men in the Upper House, expresses himself in a manner which manifests the progressiveness which has characterized his business career. He says: "If this matter should be up in Parliament for discussion, I will not hesitate for a moment to express my opinion on it, but outside of Parliament I would not like to go further than to say that all salaries to which you refer were arranged at a time when Canada was far from being in the position in

which it is to-day. In due time, no doubt, a revision will take place, not only in the salaries of chief justices, but those of all the courts and Ministers of the Crown and perhaps others as well."

* * *

Robert Munro, managing director of the Canada Paint Company, and a former president of the Canadian Manufacturers' Association, when asked by a representative of The Grocer for a statement of his opinion on the subject said: "I am in full sympathy with all you have said respecting the salaries of the judges in the Supreme Court. My observation leads me to believe that our brightest lawyers, speaking as a rule, find it less laborious and much more profitable to practise at the bar and that elevation to the bench would be to them quite a sacrifice. I feel sure that the business community will heartily support the Government in raising the emoluments of our judges to such figures as would attract the best men in the profession."

THE DOG FISH PROBLEM.

EVERYONE interested in Canadian fisheries, and especially in those upon the Atlantic coast, will sympathize with the agitation at present being made by the fishermen to induce the Government to take steps to stop the depredations of dog fish. These dog fish are aptly called wolves of the sea. They are at present dangerously numerous and they not only drive other fish away but they get into the seines of the fishermen and destroy them.

There are three or four kinds of dog fish. The most copious breeders are the picked dog or Spring dog fish. Outside of fishery interests not much seems to be known of these peculiar creatures. They are, however, shaped much like the shark tribes of fish and are usually about five feet in length and weigh from five to eight pounds. They travel about in large numbers and are exceedingly voracious.

In the annual report of the Department of Marine and Fisheries dog fish are discussed by Prof. Edward E. Prince, commissioner and general inspector of fisheries. He does not think that there is need to have grave fears about the dog fish but in no way does he depreciate their harmful habits and their undesirable character. He thinks their appearance is more like a pestilence and that it will die out of its own accord. The same plague has cropped up again and again and has gone. His observation of the dog fish shows that they do not usually stay long in any one place and, while there are hordes at work now, their visit is only temporary. Last year, however, they remained in the Canadian fishing grounds four or five months, though they usually move away after five or six weeks.

The ravages of dog fish first became serious in Canadian fisheries in 1898 and during the past three years they have been a great annoyance to fishermen. The direct harm that dog fish may accomplish is shown by Prof. Prince's paper. In 1882 the pack of cured herring in the Shetland Isles was 134,000 barrels, whereas in 1888, owing to the presence of the plague, the total quantity fell to 99,000 barrels, and in 1889 even lower; that is, 44,000 barrels or only about one-third of the pack two years before, and representing, therefore, an enormous total loss. It is estimated that west of Halifax, N.S., the fishery catch is $400,000 to $6,000 below the average.

In connection with the effort being made towards the extermination of the dog fish it is well to remember that although this fish is not used as food, it has some commercial value. Oil is extracted from the liver, while the head and skeleton make good glue. Fertilizers are also produced from the entrails and offal. Another important fact is that the nomadic habits of the dog fish will interfere materially with any regular commercial use being made of them.

Bounties have already been suggested as an effective remedy, and suggestions have been made along the line of establishing a factory for the extraction of dog fish oil. Produced on a large scale, dog fish oil could be made profitable, and be used for lighting and lubricating purposes. Those well acquainted with the subject are of the opinion that the offering of a bounty will be the quickest and most effectual way of inducing fishermen to take up seriously the problem of exterminating the dog fish.

TRADING STAMPS AND THE LAW.

ON Friday, April 29, the law stepped in and gave the Province of Quebec power to erase trading stamps, the decisive case being argued in Quebec city. The same trading stamp company which is so prominent in Montreal undertook to challenge the legality of the city's right to stop them from carrying on business. After considerable argument the judge maintained that according to the constitution every city had a right to enforce and control its own by-laws. His decision was that a law in Quebec City and Province existed against trading stamps and that a fine of $20 should be inflicted for every offence against the same.

As a result the Traders' Advertising Company, owned by H. A. Wilder & Company, Montreal, and operating in different cities in the province at once placed glaring announcements in all the big dailies to the effect that they had instructed their lawyer to appeal the case and that they would not cease using trading stamps until the highest court in the realm decided against them.

Meanwhile the Retail Grocers' Association of Montreal have not been idle in their endeavor to do away with trading stamps. It appears that by some slight error the civic authorities changed the enforcement of the by-law so as to make the penalty read $40 instead of $20; this will have to be changed in order to remove the possibility of the trading stamp people escaping upon a technicality of law. A number of the most prominent members of the Montreal association are aldermen, which means that they will bring strong influence to bear in the right direction. The City Council have already promised that the law above mentioned will be changed by May 15. A wait of two weeks now remains to see whether the notice of motion made on April 15 is carried, as will in all probability be the case. In this event the association are of the opinion that the day is done for trading stamps, at least in Montreal.

Mr. Wilder, of the Traders' Advertising Company, ridicules the whole thing, and the fact that his trading stamp store is continually crowded with eager bargain hunters is an evidence of his purpose to carry out his intention.

Our Infallible Recipe for the Bettering of Every Grocer's Tea Trade Conditions

Stock and Push "SALADA"

—AND—

"SALADA" ALONE.

Failure to carry out its satisfying obligation is an impossibility. This is why the recipe is termed "Infallible."

BLACK, MIXED, or NATURAL GREEN. Sealed Packets Only. Retailing 60c., 50c., 40c., 30c., 25c. per lb.

Wholesale Terms. "SALADA" TEA CO., Toronto or Montreal.

"Horse Shoe" SALMON

For 25 years the standard in Canada.

Every can guaranteed.

The quality unexcelled.

It is so thoroughly known among consumers that all grocers should give it prominence.

New Pack is in the hands of the wholesale trade.

Brantford Prepared Corn Starch

is a delicious, wholesome food. You will find that your customers will appreciate it. Let them see the many dainty recipes on the package and they will want to try it. Once they try it they will want more—that makes business for you.

THE BRANTFORD STARCH WORKS, LIMITED,

BRANTFORD, CANADA.

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

Toronto, May 5, 1904.

Groceries.

TRADE in groceries has shown a decided improvement during the week under review. The country is getting opened up after the recent severe Winter, and is so far as country merchants are beginning to experience increased activity in their business, the wholesalers are sharing the benefit. With the opening of navigation another influence conducive to health is being brought to bear on the market. Canned goods are in active demand at firm prices with corn and peas noticeably scarce and fruit showing an improved demand. Sugar is firm and has advanced 5c since last quotations. Syrups and molasses are in active demand at prices showing a tendency to become firmer; the New Orleans market continues uncertain. An active market in teas is reported, the principal demand being for medium-priced Ceylons and Indians. The recent increase in the duty on tea entering England has had the effect of increasing the demand for low grade tea.

Rio coffee has begun to move locally, several sales being reported for the week at firm prices. Prunes continue to move freely; reports from Smyrna say the coming crop of Sultana raisins is going to be short and currants show an upward tendency.

CANNED GOODS.

The market in canned goods is strong this week, corn and peas being particularly firm. Tomatoes are steady and fruit is in better demand. The market for canned fruits will continue to improve from now on. Nothing new has been heard about the condition of stocks. It is believed, however, that they are practically out of first hands. There are no changes in last week's prices to record. Our quotations are as follows :

Apples, 3's	....	0 90
" gallons	....	2 20
Asparagus	....	3 50
Beets, 2's	....	0 90
Beets, 3's	....	1 00
Blackberries, 2's	1 50	1 70
Beans, 2's	0 90	1 10
Corn, 2's	....	1 20
Cherries, red, pitted, 2's	....	2 20
" white	....	2 40
Peas, 2's	0 97½	1 45
Pears, 2's	1 45	1 60
" 3's	1 90	2 10
Pineapples, 1½'s	1 50	1 60
" 2's	1 80	2 00
" 3's	2 25	2 40
Peaches, 2's	1 55	1 70
" 3's	2 45	2 60
Plums, green gages, 2's	1 10	1 40
" Lombard	1 00	1 30
" Damson, blue	0 95	1 25
Pumpkins, 3's	....	0 95
" gallon	....	2 50
Rhubarb, 3's	....	1 80
Raspberries, 2's	1 40	1 60
Strawberries, 2's	1 40	1 60
Succotash, 2's	....	1 00
Tomatoes, 3's	....	1 12
Lobster, talls	....	3 35
" 1-lb. flats	3 50	3 70
" ½-lb. flats	1 90	2 00
Mackerel	1 00	1 25
Salmon, sockeye, Fraser	....	1 75
" " Northern	1 65	1 75
" Cohoes	....	1 15
Chums	0 95	1 00
Sardines, Sportsman ¼'s	....	0 15
" ½s	....	0 23
" Portugese ¼'s	0 08	0 10
" P. & C., ¼s	0 25	0 27
" P. & C., ½s	0 35	0 38
" Domestic, ¼'s	0 03½	0 04
" " ½s	0 09	0 11
" Mustard, ½ size, cases 50 tins, per 100	8 00	9 00
Haddies	....	1 00
Kippered herrings, domestic	....	1 00
" " imported	1 45	1 55
Herrings in tomato sauce, domestic	1 00	1 10
" " " imported	1 45	1 55

SUGAR

The strength reported in our last advice has been fully maintained, and it transpires that American refiners have secured fully 300,000 bags of raws, the bulk being at 2 7/8c c. and f., chiefly sugar for May shipment from Cuba. Since then we hear of purchases on the island at a further 1-32 advance, but the New York quotation remains unchanged. There have been sales of spot sugars on basis equivalent to $3.70 duty paid, which registers an advance hf fully 16c per cwt. from lowest recent point.

The unprecedented heavy rains in Cuba setting in so early, long before the regular rainy season, have completely upset all calculations and interfered greatly with grinding at a time when continual grinding was of the utmost importance to planters in order to enable them to complete the crop.

As an indication of the tone and temper of holders, Cubans are now being held for 2 7-16c c. and f., New York, and the tendency of the market favors sellers. We hear of the sale of a cargo of jobbers' sugars to Canada at 2 1-16c for basis 96 ex-warehouse in bond, New York, which is about 1-16 above the parity of recent spot sales to New York refiners.

Europe has made some advances during the week, the price going to 8s 10½d for 88 per cent beet, and as we go to press the nominal quotation is 8s 9¾d, or a net advance of 1½d per cwt. for the week.

The tone of the raw market has been reflected in the refined sugar situation, the American and National Refineries having advanced their prices 5c per cwt., while Arbuckle has advanced 10c per cwt. for the week. Just as we went to press last week a further advance of 5c per cwt. in Canadian quotations was recorded and we revise quotations accordingly.

Just as we go to press all Canadian sugars have advanced 5c per 100 lbs. Effective 12 noon to-day. This is following a similar advance made by all New York refiners this morning.

Receipts at U. S. Atlantic ports for the week ending April 27 were 59,949 tons, with meltings 37,000 tons, or 2,000 tons less than the previous week. Total stocks in all hands on April 27 were estimated at 183,627 tons, being 33,720 tons less than for the same time last year, while combined stocks of U. S. and Cuba show a decline of 147,983 tons from last year. Total stocks of Europe and America at latest uneven dates were 3,324,627 tons, as against 3,341,425 tons for the previous year, showing a decline of 116,798 tons.

The outlook appears favorable to steady prices, though at the moment the market is quiet with buyers and sellers apart, sellers asking 1-16 advance while buyers are not willing to pay over last prices, but would take further lots on the same basis. As we go to press we hear of the sale of a car of Cuban centrifugals for May shipment at 2 7/8c c. and f. We quote the following prices :

Paris lumps, in 50-lb. boxes	4 98
" in 100-lb. "	4 88
St. Lawrence granulated	4 33
Redpath's granulated	4 33
Acadia granulated	4 23
Berlin granulated	4 23
Domestic beet, granulated, 1902	4 03
Phoenix	4 23
Bright coffee	4 13
Bright yellow	4 08
No. 3 yellow	4 03
No. 2 "	3 83
No. 1 "	3 73

Granulated and yellow, 100-lb. bags, 10c. less than bbls.

SYRUPS AND MOLASSES.

There has been a good demand for syrups and molasses during the week under review at firm prices, with the tendency upwards. Several shipments of New Orleans molasses are reported to be on the way to Canadian dealers. New Orleans manufacturers, however, are not willing to quote prices f. o. b. Toronto, for fear of loss owing to the likelihood of the new test regulations coming into force at any time. What small quantities of West Indian syrups have arrived in the local market are meeting with good demand. We quote the following prices :

Syrups—		
Dark	....	....
Medium	0 30	0 32
Bright	0 35	0 37
Corn syrup, bbl., per lb.	....	0 02¾
" ½-bbls "	....	0 02¾
" kegs "	....	0 03
" 3 gal. pails, each	....	1 30
" 2 gal. " "	....	0 90
" 2-lb. tins (in 2 doz. case) per case	....	1 90
" 5-lb. " (in 1 ") "	....	2 35
" 10-lb. " (in ½ ") "	....	2 25
" 20-lb. " (in ¼ ") "	....	2 10
Molasses—		
New Orleans, medium	0 25	0 30
" ½ bbls	0 27	0 32
" open kettle	0 45	0 50
Barbadoes	0 35	0 40
Porto Rico	0 35	0 40
West Indian	0 32	0 35
Maple syrup—		
Imperial qts	....	0 27½
1-gal. cans	0 95	1 00
5-gal. cans, per gal	....	1 00
Barrels, per gal	....	0 75
5-gal. Imp. brand, per can	....	4 50
1-gal. " per case	....	5 10
½-gal. " "	....	5 60
Qts. " "	....	6 00

TEAS

The tea market continues active and steady with firm prices ruling. Medium priced Ceylons and Indians have been in special demand. Several sales of low-grade Congous to the Northwest Territories are reported.

The increase of 2d per lb. in the duty on tea in England has had the effect of bringing about a distinct advance in cost of tea for price, as well as an increased demand for low-grade teas. The new Japan crop is reported to be of average quality and of medium quantity.

The secret of the additional duty was so well kept that it was only during the last few days that any uneasiness became apparent in England. Consequent-

ly the amount withdrawn in anticipation from warehouses was unimportant.

Latest London reports say the demand for Indians is brisk with common kinds tending dearer. After the declaration of the Budget the feature of the market was the active inquiry for lower-priced descriptions at a further advance. Medium to fine, on the other hand, passed irregularly with a downward tendency. Considerable business has been done privately on the basis of the advance with the market closing at the best.

In Ceylons the demand has been brisk for leaf kinds under 7½d per lb., which often resulted in a rise of ¼d per lb. being established. Orange Pekoes and Pekoes with desirable flavor are again being taken for export at full firm to rather dearer rates.

Colombo telegrams give shipments to the United Kingdom for the first half of April as four and one-half million lbs., and estimate shipments for April at nine million lbs. If the current report that of this quantity 1½ million lbs. are for transhipment to Russia and America proves correct, the supply for England will be reduced appreciably below that of April last year, when 8¼ million lbs. were sent. We quote the following prices :

Congou—half-chests, Kaisow, Moning,	0 12	0 60
caddies, Pakling	0 19	0 50
Indian—Darjeelings	0 35	0 55
Assam Pekoes	0 20	0 40
Pekoe Souchongs	0 17	0 25
Ceylon—Broken Pekoes	0 36	0 42
Pekoes	0 22	0 30
Pekoe Souchong	0 18	0 25
China Greens—Gunpowder, cases, extra firsts	0 42	0 50
" half-chests, ordinary firsts	0 22	0 28
Young Hyson, cases, sifted, extra firsts	0 42	0 50
" cases, small leaf, firsts	0 35	0 40
" half-chests, ordinary firsts	0 28	0 38
" " seconds		0 23
" " thirds	0 16	0 18
" " common		0 15
Pingsueys—Young Hyson, ½-chests, firsts	0 28	0 32
" " seconds	0 18	0 19
" half-boxes, firsts	0 28	0 32
Japan—½ chests, finests May pickings	0 38	0 40
Choice	0 33	0 37
Finest	0 30	0 32
Fine	0 27	0 30
Good medium	0 25	0 28
Medium	0 21	0 23
Good common		0 20
Common		0 19

COFFEES.

The coffee situation as far as milder coffees are concerned remains unchanged. A number of local sales of Rios are reported on the street this week. Prices tend to become firmer, though it is difficult to say how much of this is due to the manipulations of speculators in the New York market, and how much to more or less unreliable reports from primary markets.

Latest New York reports say there has been a slight decline in prices. The market is flat for actual coffee and prices have weakened following the decline in the market for contracts. The Brazil markets have continued to hold steady, only an occasional small quantity of high-grade coffee being obtained from the Rio and Santos markets on the parity of values ruling in New York. Summing up the existing conditions in coffee the market may be classed strictly as a waiting one, and it would seem that the immediate course of values will be determined largely by the movement of Brazil and mild coffee crops during the coming month. We quote the following prices :

	Per lb.
Green Rios, No. 7	0 08
" " No. 6	0 08¼
" " No. 5	0 08¾
" " No. 4	0 08¾
" " No. 3	0 09 0 09¼
" Mocha	0 21 0 25
" Java	0 22 0 35
" Santos	0 10 0 12
" Plantation Ceylon	0 26 0 35
" Porto Rico	0 22 0 25
" Guatemala	0 22 0 25
" Jamaica	0 15 0 20
" Maracaibo	0 16 0 23

RICE AND TAPIOCA.

There are no new features to record in the rice and tapioca market. The market continues steady and prices are unchanged. Tapioca is a shade easier than rice if anything. We quote the following prices :

	Per lb.		Per lb.	
Rice, stand. B		0 03¾	Tapioca, staple	0 03¾ 0 03¾
Patna	0 05	0 05¼	" double goat	0 04½
Japan	0 06	0 07	Carolina rice	0 10
ago	0 03½	0 04		

SPICES.

The spice market continues quiet at steady prices. Some slight declines are noted in the general list, and particularly a downward tendency in peppers. Our quotations are as follows :

	Per lb.			Per lb.	
Peppers, blk	0 18	0 19	Cloves, whole	0 25	0 35
" white	0 23	0 27	Cream of tartar	0 25	0 30
Ginger	0 18	0 25	Allspice	0 14	0 17

Foreign Dried Fruits.

The market in foreign dried fruits has been quiet for the week at quotations unchanged from last week. At the Pacific Coast trade is reported to have been particularly dull. Prunes are still in fair demand and are holding the price firm. An upward tendency is noted in currants. There has been an advance abroad, although not much interest is being shown in this market.

Advices from C. Whittall, Smyrna, Turkey, state that it is now beyond doubt that the recent cold spell has interfered materially with the coming Sultana raisin crop. Estimates of next Summer's production have been reduced to about 30,000 tons, and the prospect of such a moderate yield has tended to impart additional firmness to the market. Prices have been slowly advancing on continued buying for export. Fig trees have not been affected by the cold weather, and although last year's production is not anticipated, present prospects point to a substantial yield. Our quotations are as follows :

PRUNES.

	Per lb.			Per lb.	
100-110s	0 04	0 04½	60-70s	0 06½	0 07
90-100s	0 05	0 05½	50-60s	0 07	0 07½
80-90s	0 05½	0 05½	40-50s	0 07½	0 08
70-80s	0 06	0 06½	30-40s	0 08¼	0 08½

CANDIED PEELS.

	Per lb.			Per lb.	
Lemon	0 10	0 12½	Citron	0 15	0 18
Orange	0 11	0 13			

FIGS.

	Per lb.			Per lb.	
Tapnets		0 03¾	Elemes	0 09	0 20
Naturals	0 06½	0 09½			

APRICOTS.

	Per lb.	
Californian evaporated	0 12½	0 15

PEACHES.

	Per lb.	
Californian evaporated	0 08½	0 12

CURRANTS.

	Per lb.			Per lb.	
Fine Filiatras	0 04¾	up	Vostizzas	0 07	0 08
Patras	0 06	0 06½			

RAISINS.

	Per lb.	
Valencia, fine off-stalk	06½	0 06½
" selected	0 07	0 07½
" selected layers	0 07½	0 09
Sultana	0 06½	0 10
Californian seeded, 12-oz	0 08½	0 09
" " 1-lb. boxes	0 10½	0 11
" unseeded, 2-crown		0 07½
" " 3-crown	0 08	0 08¼
" " 4-crown	0 09	0 10

DATES.

	Per lb.			Per lb.	
Hallowees	0 03¾	0 04	Fards	0 08¾	0 09
Sairs	0 03¼	0 03¼			

FOREIGN NUTS.

We quote peanuts for the first time this season.

Peanuts, green, per lb	0 10 0 11
" roasted "	0 11 0 12

Country Produce.

EGGS.

The egg market is firm this week, with demand big and supplies not so easy to obtain as heretofore. Prices have advanced 1-2c. Dealers' agents in the country report that a whole month's egg supply has been cut off owing to the severity of the Winter and the lateness of the season. It is not improbable that a shortage will follow. We quote the following prices:

Eggs, fresh laid, per doz	0 14 0 14½

POULTRY.

The poultry trade continues nominal, with nothing new to report. Our quotations are as follows:

Chickens, live per lb	0 09 0 10
Old hens " "	0 05 0 06
Chickens, dressed, per lb	0 10 0 13
Old hens, " "	0 06 0 07
Turkeys, " "	0 14 0 15

APPLES.

Evaporated apples are quiet this week. Last quotations continue unchanged. We quote the following prices:

Evaporated apples, per lb	0 06½

MAPLE SUGAR AND SYRUP.

Very little trade is being done in maple sugar and syrup, and the making season is now at an end. Sales for the season are reported to be behind those of last year. Our quotations are as follows:

	Per lb.
Maple sugar, 30-lb. boxes	08
" syrup, wine gallon, per tin	0 75
" " imperial gal. per tin	0 90

BEANS.

The bean market continues dull and uninteresting, even Lima beans finding slow sales. We quote the following prices:

Beans, mixed, per bush	1 40
" prime, "	1 50
" handpicked, per bush	1 65 1 75
" water-stained "	1 00
" Lima, per lb	0 05½ 0 06½

HONEY.

Trade in honey is quiet, no change in prices being reported from last week. Our quotations are as follows:

Honey, extracted clover, per lb	0 06½ 0 07½
" sections, per doz	1 50 2 00

Fish.

A fair business in fresh fish is reported for the week under review, with a scarcity in all lines. Flounders, halibut and sea salmon are quoted for the first time this season. We quote the following prices:

Flounders, per lb	0 06
Halibut, "	0 12
Sea salmon, "	0 18
Whitefish, fresh caught, per lb	0 12
Haddock " per lb	0 07
Cod, steak " "	0 08
Perch " "	0 06

Green Fruits.

A lively trade is reported in green fruits during the week under review, particularly in pine apples, bananas, tomatoes and strawberries. Oranges still continue in good demand, several large shipments from California having arrived within the week. Valencia oranges are slightly firmer in price. Lemons are easier; the regular spring shipment of lemons to Montreal from Mediterranean ports is now due, and it is thought the market will be affected according as stocks are purchased, principally in the east, or whether they meet with equal distribution over the Dominion. Grape fruit is difficult to obtain at firm prices. Pines are easier, and free arrivals are reported. North Carolina strawberries are from 6 to 9c easier, and arrivals are increasing daily. Our quotations are as follows:

California navels, per box	2 75	3 50
Mexican oranges, per box	....	2 00
Messina lemons, new, 300's, per box	2 50	3 00
" " 360's, per box	2 25	2 50
Valencia oranges, 420 case	4 75	5 00
Valencias, large, per case	5 50	6 00
Havana pineapples, per crate	2 75	3 50
Jamaica grape fruit, per box	6 50	7 50
Bananas, large bunches	1 75	2 25
Bananas, red, per bunch	....	2 50
Apples, per bbl	1 50	3 00
Almeria grapes, per keg	....	8 50
Florida tomatoes, per crate	2 25	2 50
Cranberries, Jersey, per bbl	....	5 50
" Budd's longkeepers	....	7 00
Limes, per box	....	1 40
Limes, in ½-straps	....	2 20
Strawberries, North Carolina, quarts	0 18	0 19

Vegetables.

The scarcity of home grown vegetables continues, while the demand for such is brisk as usual at this season. Green stuff and potatoes are very difficult to obtain; potatoes in bags have advanced 15 to 25c, and in carrots 10 to 15c. They will likely go higher as supplies are low in the country and being rapidly bought up. Old cabbage is nearly out of the market, its place having been taken by green stock, for which the demand is continually improving. Sweet potatoes are out of the market. Egyptian and Bermuda onions are 25c easier in price, respectively. Valencias are out of the market. Carrots and parsnips are firmer in price. California celery is off the market. Green onions and cucumbers are decidedly lower in price. Bermuda new potatoes are off the market; they have been replaced by Florida new potatoes, which are quoted below. Green beans, cabbage, peas, and asparagus are cheaper than last week. We quote the following prices:

Cabbage, per doz	0 75	1 00
" red, per doz	0 50	1 00
Potatoes, per bag	1 25	1 35
Potatoes, per bag, car lots	1 00	1 15
Onions per peck	....	0 50
Onions white, per bag	2 25	2 50
Egyptian onions, per sack	3 00	3 25
Bermuda onions, per bush crate	....	2 00
Bunch lettuce, per doz. bunches	....	0 30
Radishes, per doz. bunches	....	0 50
Mushrooms, per lb	....	0 75
Mint, per doz bunches	....	0 30
Parsley, "	....	0 20
Sage, per doz	....	0 15
Savoury, per doz	....	0 15
Beets, per bag	....	1 00
Carrots, per bag	....	1 25
Parsnips, per bag	....	1 25
Artichokes, per bush	....	1 00
Yellow turnips, per bag	0 35	0 40
Leeks, per doz	....	0 40
Rhubarb, per doz	1 00	1 25
" per bundle	0 10	0 15
Green onions, per doz	0 10	0 12½
Green house water cress, per doz	....	0 25
Green cucumbers, per bush. hamper	4 00	5 00
Green cucumbers American per doz	....	0 75
Asparagus, green house, per doz	1 60	1 75
Florida spinach, per bbl	2 50	3 00
Florida spinach, per bush. hamper	....	1 25
Florida new potatoes, per bbl	....	7 50
Green peas, per bush	....	3 00
" cabbage, per case	2 75	8 00
" beans, per bush	2 25	2 75

Seeds.

The demand for seeds is active this week with seeding in full swing. The range of prices in red clover is 65c greater than last week, finer quality of seed selling dearer. The range in alsike is 45c greater, timothy is 25 to 35c firmer, and the range of prices 10c less than those quoted last week. Timothy, flail-threshed, is 75c higher than last week. Our quotations are as follows:

Red clover, per bush	5 75	7 00
Alsike "	4 75	6 20
Timothy, per "	1 50	2 00
" flail threshed	....	2 75

Grain, Flour and Breakfast Foods.

GRAIN.

The grain market has exhibited some new features during the week under review. Ontario wheat is scarce and strong; red wheat is 1c firmer, and white wheat 2c firmer respectively. Manitoba wheat is weak and has dropped since last quotations; Manitoba wheat, No. 1 hard and northern No. 1 are each 4c easier; northern No. 2 has dropped 4 to 7c. The drop is attributed almost entirely to the manipulations of grain speculators. Barley is from 2 to 4c easier. Oats are 1-2c firmer. Peas are 1c easier. Our quotations are as follows:

Manitoba wheat, No. 1 hard, per bush, Toronto	0 94½	0 95
" " Northern No. 1 "	0 93	0 93½
" " No. 2 "	0 90	0 90½
Red, per bushel, on track Toronto	0 96	0 97
White " " "	0 97	0 98
Barley " " "	0 46	0 50
Oats " " "	0 35½	0 36
Peas " " "	0 69	0 70
Buckwheat " " "	....	0 57
Rye, per bushel, " " "	0 64	0 65

FLOUR.

The flour market for the week has been steady at quotation prices. This week's prices in Manitoba wheat patents are from 10 to 15c higher than those quoted last week, and those in strong bakers are from 15 to 25c lower. Ontario wheat patents are 10c below last week's quotations. We quote the following prices:

Manitoba wheat patents, per bbl	4 75	5 00
Strong bakers "	4 50	4 75
Ontario wheat patents "	4 60	5 00
Straight roller "	4 40	4 50

BREAKFAST FOODS.

The market in breakfast foods is reported as healthy at firm prices. There are no changes in last week's quotations to record. Our quotations are as follows:

Oatmeal, standard and granulated, carlots, on track, per bbl	....	5 05
Rolled oats, standard, carlots, per bbl., in bags	....	4 50
" " " " " in wood	....	4 75
" " " " for broken lots	....	4 90
Rolled wheat, per 100-lb. bbl	....	3 00
Cornmeal	....	3 50
Split peas	....	5 00
Pot barley, in bags	....	3 75
" in wood	....	4 00
Swiss food, per case	....	2 88
Aunt Sally's Pancake Flour, per case	....	2 00

Hides, Skins and Wool.

The hide market ascended to a high pitch this week when all grades except

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cured, which advanced 1-4c, went up 1c higher than they were last week. Prices are firmer at the following quotations:

HIDES.

No. 1 green, per lb	0 08
" 2 " " "	0 07
" 1 " steers, per lb	0 08½
" 2 " " "	0 07½
Cured, per lb	0 08¼

CALFSKINS.

Veal skins, No. 1, 6 to 12 lb. inclusive	0 10	
" " " 2 "	0 08	
" " " 1 15 to 20 lb "	0 09	
" " " 2 "	0 07	
Deacons (dairies), each	0 65	
Sheep skins	1 00	1 15
Lamb skins	0 20	

WOOL.

Unwashed wool, per lb	0 09	0 10
Fleece wool, new clip, per lb	0 15	0 16
Pulled wools, super, per lb	0 18	0 20
" " extra "	0 20	0 22

QUEBEC MARKETS.

Montreal, May 5th, 1904.

Groceries.

ACTIVITY marks the local market this week. The first ocean steamer, the Dominion, has arrived. This portends a general development of trade. From the country comes the news that collections are good and the demand for all kinds of groceries is strong. The sugar advance of ten cents last week has had a vital impression upon the trade and the demand has been limited for some days. Canned goods remain in fair demand with few offerings for new stock and the report regarding the falling off of the fruit crop in the west has been entirely dissipated. Other reports from the west indicate that the fruit crop will be very good indeed and the canned fruit men are looking anxiously after this information. Dried fruits remain firm with a good demand for Valencia raisins. Prunes also are in good demand and reported ½c easier for California. Regarding currants the market is moderately active. Deeper than the local market there is an influence of somewhat restricted supplies. This is caused by the absence of the usual shipment from Greece. The growth from this quarter is hindered from advancing in price to any extent by the abundance of better fruit at a very slightly higher range of values. From private sources there is supposed to be legislation on foot in respect to this article which is of a rather drastic character and it may raise prices unduly. As reported last week, Sultanas may be expected to rise in price. Reports generally agree to the effect that considerable damage has been done to the growing crop and holders are disposed to sell their stock at an advance on the prices now ruling.

The double advance of sugar last week, making ten cents all round, and making extra granulated quoted at $4.25, with the general effect upon all lines, phoenix, bright coffee and bright yellow, etc., is notable. There is a tendency towards a further advance on sugar. Tea is interesting. From Japan it is learned that the market opened 10 per cent. lower than last year, but this is only on first steamer and small parcels, and does not indicate any definite position. Quality is average and quantity is good. The importance of other brands of teas, India and Ceylon, is based upon the recent tax on British teas of 4c. This would indicate an increased demand for common teas in this country. The local tea dealers would like to see a tax on high-priced teas, but the tax in the Old Country has very little to do with this country, except that where the producers suffer the distributor also shares in the loss.

SUGAR.

In addition to the advance noted of five cents last week, another five cents per hundred pounds was placed on refined sugar at the end of week. This was done as a result of the further advances in New York. This makes a total of ten cents in the local market. We quote:

Granulated, bbls.	$4 25
" ½-bbls	4 35
" bags	4 05 4 15
Paris lump, boxes and bbls.	4 75
" ½-boxes and ½-bbls.	4 80
Extra ground, bbls.	4 60
" " 50-lb. boxes	4 75
" " 25-lb. boxes	4 85
Powdered, bbls	4 40
" 50-lb. boxes	4 50
Phoenix	4 15
Bright coffee	4 05
" yellow	4 00
No. 3 yellow	3 95
No. 2 "	3 75
No. 1 " bbls.	3 55
No. 1 " bags	3 45
Raw Trinidad	3 20
Trinidad crystals	3 30

SYRUPS AND MOLASSES.

There has been a good demand for syrups and molasses this week. Barbadoes molasses have been offered here at a laid down price of 24¼c cargo lots, and these are the figures which seem to be embodied in the offerings of brokers and import agents. No change in last week's prices has taken place. From the islands a report comes of an advance of half a cent. We quote:

Barbadoes, in puncheons	0 27
" in barrels	0 29½
" in half-barrels	0 30½
New Orleans	0 22 0 35
Antigua	0 37
Porto Rico	0 45 0 48
Corn syrups, bbls.	0 02¾
" ½-bbls.	0 02⅞ 0 03
" ¼-bbls.	0 03
" 38½-lb. pails	1 30
" 25-lb. pails	0 90
Bbls., per 100 lb.	2 75
½-bbls. "	2 75
Kegs "	3 00
Cases, 2-lb. tins, 2 doz. per case	1 90
" 5-lb. " 1 doz. "	2 35
" 10-lb. " ½ doz. "	2 25
" 20-lb. " ¼ doz. "	2 10

COFFEE.

Coffee is still solid and a steady demand would indicate little fear as regards the Rio crop. Considerable speculation is heard regarding the productiveness of the eastern field, yet the dealers generally have been holding off from buying, largely because there was no general selection. Prices have been well maintained, the finer qualities being in some instances dearer. The bad weather which was experienced at the time of harvesting has had its effect and the flavor has been spoilt in certain lines. The berry is reported to be very small and in consequence no high prices have been attained. From abroad, Salvador and Nicaragua are reported to have shown a decided improvement in quality. We quote:

Good cucutas	0 10	0 10½
Choice "	0 11½	0 12½
Jamaica coffee	0 10½	0 11
Java	0 18	0 22
Mocha	0 16	0 19
Rio	0 08	0 09

TEA.

The tea market has awakened. From Japan comes the news that a 10 per cent. decline was noted in the new crop market with considerable activity and the quality was quoted as average, and the quantity quite up to previous years. This applies only to opening prices and no definite report can be made as to future prices. In Indian and Ceylon teas the market was considered very interesting owing to the British Budget putting a tax upon tea. This, however, will not materially affect the Canadian market, only that common teas will come into great demand, while the distributors have an opportunity to push the sale of the better class teas, and by doing this greater satisfaction will be given to the consumer and a more remunerative result will be given to the retailer. The market continues firm for all descriptions of Congou tea and the quantity available of this tea is extremely small. There seems to be every prospect of an advance in this kind of tea. We quote:

Good to medium Japans	0 18	0 24
Fine to choice Japans	0 25	0 35
Ceylon greens	0 16	0 20
Indian greens	0 18	0 30
Japan style China congoes	0 10	0 10½
Pealeaf and Pinhead Gunpowders	0 23	0 40
Coarse to good Gunpowders	0 13	0 22
Ceylon blacks	0 14	0 30
Indian "	0 12	0 20

The following cablegram has been received by R. W. Forester from Bernard & Co., of Yokohama: "Settlement 3250 piculs, prices 5 per cent. lower than last year; market active at the advance; tea arriving slowly on account of bad weather."

CANNED GOODS.

Canned goods are firm and a great interest is being taken in the advance of 5 per cent. which the Canners' Association put upon fruit last week. This has not alarmed the local trade, inasmuch as the demand is active and the supply seems to be limited. Dealers' stocks are gradually running down and, if it were not for the fact that a fair supply of 1902 pack had been held, prices would perhaps have been very much higher than they are at the present time. Take salmon for instance as a canned article of great interest. The largest packers have not made public their fixed price for new season's Alaska, nor do they appear to be in any hurry to do so, as the pack of 1904 is expected to be rather light and canners are not optimistic regarding a new pack until 1905. This, of course, remains to be seen. The firmness of the market is more apparent than ever. There is a strong inquiry for sardines and the reduced stocks of Summer pack fish cause prices for the better qualities to be firm. On the other hand, the Winter packed fish suitable for export are much easier in price, so the reports come from abroad. California fruits continue to excite a good demand at firm prices. We quote:

Tomatoes	1 15
Corn	1 15
Peas	0 87½ 1 50
String beans	0 85 0 90
Strawberries, preserved	1 40 1 60
Succotash	1 00
Blueberries	1 10
Raspberries	1 47½
Lawtenberries, 2s	1 57½
Raspberries, black	1 42½
Gooseberries	1 63
Pears, 2s	1 52½ 1 67½
" 3s	2 00 2 20
Peaches, 2s	1 63 1 77½
" 3s	2 57½ 2 72½
Plums, Lombard 2s	1 35
" Green Gage, 2s	1 47½
Cherries, red pitted, 2s	2 30

CANNED SALMON

Golden Nett Salmon, = $1.10 doz.

F. O. B. Kingston. Terms, 30 days.

GEO. ROBERTSON & SON, Kingston, Ont.

OATMEAL.

A steady demand has marked the oatmeal market and considerable fluctuation has taken place during the week, owing to the prices quoted for oats. The actual prices have not changed and, notwithstanding the activity, the prices remain similar to those of last week. We quote :

Fine oatmeal, bags	2 06
Standard oatmeal, bags	2 90
Granulated " "	2 90
Rolled oats, bags	2 55
" bbls.	5 30

HIDES.

Not the slightest change has taken place, except that the demand has stiffened a little and a buoyancy marks the market in this district. We quote :

No. 1 beef hides	0 08 0 08½
No. 2 "	0 07 0 07½
No. 3 "	0 06 0 06½
Lambskins	0 75
No. 1 calfskins	0 11

BRITISH COLUMBIA MARKETS.

Vancouver, B.C., April 29, 1904.

ALMOST interesting piece of news in labor circles here this week was the announcement that a Chinese labor employer, a big "tyee," Sam Kee by name, is turning his attention to sugar beet culture in Alberta. The statement is made that this Chinaman, who is very wealthy, conducting mercantile business as well as being a labor contractor, is to take 150 Chinese laborers to Raymond, Alberta, where he has several hundred acres of land which he will plant with sugar beets. He has a contract to sell the beets to the sugar factory built in the Mormon settlement at Raymond. Last year Sam Kee contracted for and supplied 100 Chinese to some of the farmers in the Raymond district, to work in the sugar beet fields. Evidently concluding that he could handle the business himself, he has this year leased land and made his arrangements to go into the raising of beet roots on an extensive scale. The beet sugar factory, which was only operated last season for the first time, is to be enlarged next year, it is said.

* * *

Canadian flour may be selling well in Japan, and other lines of Canadian produce, such as salmon, both salt and canned, may find ready market with the Japanese now that the war is on, but one big order certainly slipped through the fingers of Canadian dealers. On the C. P. R. steamer Empress of China, which sails on Monday next, there is to be one big consignment of 500 tons of preserved beef from the United States packers. The beef was brought to this port from Seattle by the steamer Umatilla and transferred to the Empress. While this is the first shipment to be sent by way of Vancouver or British Columbia ports, since the outbreak of the Russian-Japanese war, several consignments have gone via ports of the States.

* * *

Live stock are beginning to move to the north very quickly. Last Saturday night the hulk Henrietta, in tow of the tug Czar, sailed for Skagway with 250 head of cattle and a large shipment of over 500 head of sheep, which are being sent north by the Pacific Cold Storage Company. To-night the steamer Cottage City sails with a big consignment of sheep and 50 head of cattle. Other shipments of cattle somewhat smaller have gone north on steamers in the past two weeks, so that in all there must be over 500 head of cattle and over 1,000 head of sheep on the road into Dawson. Nearly all the stock will be driven from the lower end of Lake Lebarge down the trail to the Klondike capital. Other shipments north are beginning to increase again in readiness for through transportation. Much of the goods will be held until the first open water, though a large proportion still consists of supplies for the new Alsek diggings. These goods are handled from White Horse. Naturally there is nothing to report of new finds in the Alsek district, at this season. The snow is all going off and the roads and trails are well-nigh impassable at present. The chief interest now centres in the awaiting of the time when work can be done to prove up the values on the creeks which have been prospected. On the results of the first operations rests the chance of a big activity, amounting to a boom in that country.

The large number of people moving to this province from Eastern Canada, and even from the Northwest and Manitoba is having its effect in very great activity in the principal farming and ranching districts of the province. On the mainland, the Fraser valley to Chilliwack, including the delta lands and islands at the mouth of the river, and the great Okanagan valley in the interior, are the two principal districts which have any considerable agricultural development. In the former the land which has been for years going begging for purchasers and for people to live on it and start in growing farm produce, is now being rapidly taken up. In the Okanagan, the chief change is that the big holdings formerly lying almost idle in the hands of a few men, are being sold to syndicates and broken up into small holdings, on which men and their families can produce sufficient for not only a good living but for a good profit. The fruit industry is likely to be the most attractive in the Okanagan district, as it is at present, though other farm products are equally well grown. In the Fraser valley while fruit growing, especially of small fruits, is an important line, the large areas make it more favorable for dairying and stock-raising, and, as there is considerable land very adaptable to this industry, while other land grows hay and feed profitably, it is very likely that dairying will continue to increase in importance, especially as there is such a large and attractive home market, which is not so true of the fruit, which has to seek its outlet in the Northwest Territories and Manitoba.

* * *

The salmon canners are much interested in the progress of negotiations at Ottawa to the end of allowing them the use of fish traps to catch salmon. There have been varying rumors current here, but it is evident that if not this season, then at farthest, next year, the traps will be allowed. The members of the Dominion House from Victoria and Vancouver Island are in favor of the traps, while those on the mainland, especially Mr. Aulay Morrison, representing Westminster, the Fraser River district, are opposing the traps. As the traps will,

if granted, be on Vancouver Island, west of the city of Victoria, the fish will have that much more of a handicap in reaching the Fraser River. From Steveston, at the mouth of the river, to New Westminster, has always been the principal seat of the salmon canning industry in the southern coast district. New Westmister people very naturally think that the industry, which is an important one to their city, will be injured by allowing traps on the coast of Vancouver Island, 75 miles before the salmon in their annual "run" to their native river reach its mouth. The same objections, of course, have always been entertained towards the fish traps on the United States side of the 49th parallel, which was senselessly drawn to cross Point Roberts when it should have stopped at the seashore. Point Roberts is a long neck of land running south and enclosing Boundary Bay. The boundary was made to continue from the mainland across the bay and also across Point Roberts. It thus lies directly belowthe mouth of the Fraser River, which it dominates in a most absurd fashion. The salmon traps are virtually a fence of piles and fish nets across the main course of the salmon as they come up the Gulf of Georgia from the Straits of Juan de Fuca on their way from the sea to the river. Over these the Canadian Government has had no control, and it is with mixed feelings that the canners view the proposal to put traps down on the Canadian side. Of course those who secured favored sites on the foreshore of Beechy Bay from the Prior Government are quite pleased to have traps.

The run of sockeye salmon on the Fraser is not expected until the middle of July each year. Spring salmon run in varying quantities all through the Winter, and are supposed to be running better now. In the northern waters of the B. C. coast the Spring salmon are running quite freely. Large quantities are being salted and from the Fraser two firms are shipping large quantities of frozen fish. In one or two northern canneries there is being put up this season a pack of canned Spring salmon. This is quite unusual, but it is on account of the demand for all grades of canned salmon from Japan.

* * *

The Retail Grocers' Association in the city of Vancouver this week succesfully fought by petition the imposition of a stiff license for the sale of tobacco in retail groceries. It was proposed by the tobacconists that a fee of $50 be fixed, and the city council partly consented to this. The fee for retail grocers was to be $15. The grocers appealed against this and succeeded in getting the fee fixed at $5 per year, to which they did not object.

* * *

Local market conditions are somewhat brighter as the season advances. The retail trade has every promise of a good month in May.

Prices and stocks are about as last quotations. In produce there has been some eastern butter forward since last week. It was slightly delayed in transit, but reached here on Saturday last. The price is quoted firm at 26c. Stocks of butter are light. A little fresh grass butter from Washington is brought in every day or two, but it is held at practically the same price as the eastern stock. Local supplies of butter are small yet.

The cheese market is a surprise to every one. A car of new eastern cheese has been sold to arrive here The price quoted was 8 1-2c Ontario, which would mean something like 10 1-2c here. This is very much less than any former experience. The car was sold at the quoted price without any trouble.

Local eggs are beginning to be more plentiful, but the price cannot be bettered at 30c wholesale, and few are offering at that. There are no other stocks coming in to speak of, and retail strictly fresh eggs bring 35 to 40c per doz.

MANITOBA MARKETS.

Winnipeg, May 3, 1904.

BUSINESS for the past week shows much improvement over the week before. Throughout Manitoba and the Northwest seeding is well under way, though there are still a great many farmers who have not sown a seed owing to the watery condition of the ground.

Sugar—The market is firm. Montreal granulated is quoted at $4.90 in barrels and $4.70 in sacks, and yellow at $4.25.

Canned Fruits—The market is now firm, since the advance in prices on all lines on the 25th inst. from 5 to 10 per cent. Pineapples have made their appearance this week and the market quotes 2 lb. whole pineapples at $3.75 a case of 2 doz., 1¾ lb. sliced at $3.75 a case of 2 doz., 1½ lb. sliced $7.20 a case of 4 doz., and 1¾ lb. grated $7.60 a case of 4 doz.

Evaporated and Dried Fruits—All lines are very firm. The market quotes evaporated apples as being sold here at 7½c a lb. Oregon prunes in large sizes are still very cheap—70 to 80 at 5¼c, 60 to 70 at 6c, 50 to 60 at 6¼c, and 40 to 50 at 6¾c.

Green Fruits—The market is firm. Tomatoes are quoted at $4 a case, cucumbers at $2 a doz., and rhubarb at 6c a lb. Bananas are scarce and are being sold from $3 to $3.50 a bunch. Apples are a little cheaper and the market quotes 2X high at $4, and 3X high at $5 a barrel.

Rolled Oats—The market is a little easier. 60 lb. sacks are quoted at $2.25, 40 lb. sacks at $2.30, 20 lb. sacks at $2.35, 8 lb. sacks at $2.65, and 5 lb. sacks at $2.85.

Flour—The flour situation remains unchanged. No. 1 patent is still quoted at $2.75.

Peanuts—The market expects to advance the price on peanuts, as the stocks throughout the United States are very light and the new crop will not be in before about the 1st of November.

Cured Meats—The market remains firm. Hams are quoted at 13¾c, shoulders 8¾c, picnic hams 9c, breakfast bellies 13¼c, breakfast backs 11¼c, long spice rolls 10¾c, and long dry clear 9c.

Lard—The market remains firm with pure lard in 50 lb. pails $5.20, 20 lb. pails $2.15, 10 lb. pails in cases $6.50, 3 lb. tins $6.65, 5 lb. tins $6.60, compound lard in 20 lb. pails $1.75.

OTTAWA TRADE GOSSIP.

May 3, 1904.

MERCHANTS here report business good with prospects very bright. The latter part of April was somewhat dull, but May has opened up with a much brighter tone. The weather is ideal, with enough warmth to increase the sale of fruits greatly.

Prices in most lines remain the same as for some time, although some lines show some change or likelihood of it.

In canned goods, tomatoes and corn are very firm. The supply of tomatoes is fairly good, but the increased demand from the west is likely to use up a great deal.

Salmon is expected to be high, although prices for new goods are not quoted. Present quotations are about $6.00 a case. Bulk pickles are in good demand just now and prices have advanced to $3.25 a keg. The rice market is weak with lower prices.

At the fruit exchange here the Summer trade commenced this week with a boom. The proprietor, Mr. G. W. Hunt, reports that they sold this week 5 cars of oranges, 3 cars of bananas, 2 cars of lemons, and one car of Florida tomatoes, the first full car ever offered in Ottawa at one sale. Prices were more than satisfactory for everything. Fancy navel oranges sold from $2.75 to $3.00; choice, $2.60 to $2.75; standards, $2.25 to $2.60; Messina lemons, 300s, $1.75 to $2.25; Messina lemons, 360s, $1.50 to $1.75. The demand for 360 lemons was poor, although with hot weather approaching the consumption of lemons will increase greatly. No. 1 bananas brought $1.60 to $2.25, 8 hands $1.35 to $1.50; No. 2s 75c to $1.00. Pineapples, 24s sold for 12 1-2 to 15c; 30s, 9 1-2 to 10c; 36s, 8c. Florida tomatoes, fancy stock, $2.25 to $2.65. Egyptian onions, $2.75 to $3.00 a sack.

In speaking of the Winnipeg branch of the Ottawa Fruit Exchange, Mr. Hunt said that since its establishment its growth has been phenomenal, and promises soon to be equal to Ottawa in size. The Winnipeg exchange is in charge of Mr. Wm. Borthwick, one of Ottawa's oldest fruit merchants.

The first full car of strawberries will be offered this week on the exchange. Commencing next week daily sales will be held. On the local market butter and cheese are selling at lower prices than for some time. Potatoes are very scarce with a prospect of advancing. Prices are now $1.10 a bag, by the load. Lard is low, 8c being the price of pure. Eggs are firm at 14c. Dealers are packing full blast, which looks as if prices are as low as they will be this season. Flour is quoted: Hungarian, $5.10 per barrel; bakers', $4.70 to $4.80 per barrel, with the usual charge of 20c for small pack-

1842 1904

IF YOUR CUSTOMERS

Are in Need of **MARMALADE** Tell Them You Have

THE FINEST STOCK, LIKE OURSELVES.

MARMALADE

1,434 TINS, 7-lbs. each, Finest Marmalade, LEMON and ORANGE.

625 DOZEN 1-lb. and 2-lb. Glass and Stone Jars, LEMON and ORANGE.

Including:—KEILLERS, Dundee,
CROSSE & BLACKWELL, London,
MACONOCHIE BROS. LTD., London.

Imported Goods Only.

TAPIOCA TAPIOCA

600 BAGS "MEDIUM PEARL," "SEED PEARL," "FLAKE," "SAGO."

Just arrived in store. ***"Prices are right."***

PATNA RICE (Imported)

500 BAGS (due in Montreal next week). "Finest quality imported."

PRUNES We want to clear the lot.

1,500 BOXES G. & S. "EASTER" Brand, 90/100, 25 lbs. (1903) at 5c. lb.

Don't forget all those goods were bought right. We are headquarters for the finest GROCERIES, WINES and LIQUORS in CANADA.

LET US HAVE YOUR ORDERS. ***WE ARE SELLERS.***

QUICK SHIPPERS.

L. Chaput, Fils & Cie.

WHOLESALE GROCERS and IMPORTERS of TEAS, WINES and LIQUORS.

Montreal

ages. Bran brings $19.00 and shorts $21.00.

NOTES.

The Ottawa merchants are preparing to entertain the New York grocers, who are members of the "Clique Tourists" of that city.

The New Yorkers are invited to come to Ottawa Sept. 1, and from now until then plans will be arranged whereby they will see Ottawa in good style.

The first carload of Salada tea consigned to Messrs. Provost and Allard, arrived here last Friday. It was sold by Mr. Owen, Salada's well-known representative, on the Monday previous, and was certainly delivered promptly. It took five trucks to handle the shipment, and in doing so the local firm took advantage and displayed their ad. on each truck, which proved a good hit for Messrs. Provost and Allard as well as Salada Tea.

The F. J. Castle Co. are meeting with great success in the sale of "Wee McGreegor Breakfast Food."

H. N. Bate & Sons are making extensive alterations in the interior of their warehouse. They are building a new salesroom, which is to be fitted up to date. Their old room has proved far too small for their increased business.

PLEASANT EVENT.

LAST Saturday, April 30th, the employes of L. Chaput, Fils & Cie, wholesale grocers, Montreal, held a very pleasant assembly in the large offices of the firm. All the employes, including travellers, warehousemen, and office and sample room staff, to the number of nearly one hundred, participated in the event. The occasion for the assembly was to present an address of congratulation and good wishes to Mr. Emile Chaput, son of Mr. Chas. Chaput, senior member of the firm, on the occasion of his approaching marriage to Miss Rosalie Loranger.

In the evening at the Club La Fontaine, of which Mr. Emile Chaput is a member, a soiree was held—tendered Mr. Chaput by his friends who had foregathered in the club to the number of about sixty or more. Mr. Chaput was presented with a superb cut-glass service. Mr. and Mrs. Chaput were married on Thursday, May 5th, and left for a trip to New York, Atlantic City, Philadelphia and Washington.

BUTTER AND CHEESE.

IN the present state of quietude the slightest move in the butter and cheese market is of interest. A few days ago there was a slight change in the dullness in Montreal and some shipments were reported. In country districts general dissatisfaction exists at the prices and the feeling is that makers in the country will sell their milk direct rather than manufacture it into cheese and butter. Buyers and sellers continue to offer these lines to suit their personal needs. At Brockville, where one of the best cheese boards in the district is located, no opening took place until yesterday.

The holders of fodder cheese seem to be holding off and the market which opened last week at 7½c may be stiffened a little this week. A little over 2,000 boxes are supposed to have been sent forward. Imagine the contrast with last year, when buyers were seeking fodder cheese at 13c and farmers could not supply the demand. This year the dairymen are holding back in the hope that there will be an advance. On the other hand, there is a certain anticipation of butter taking an advance and some attention is being directed towards this commodity. Notwithstanding all these facts, the outlook is not any too promising from the country point of view, owing to the cold, backward Spring and inadequate pasturage. Factory patrons, for instance, are not very hopeful as to their usual contribution to the cheese production.

The total shipments of Canadian cheese for the week ending April 29 are as follows :

Portland, 2,286; St. John, 1,596; New York, 11,595.

Same week last year : Portland, 10,187; St. John, 2, 398; New York, 9,444.

The total shipments of Canadian cheese from the opening of navigation, May 1st, 1903, to April 29, 1904, including rail shipments to New York and Boston, showing comparison with last year, are as follows :

	1904	1903
Grand total	2,924,334	2,518,305
Increase	406,029	

Interest in butter remains quiet yet the total shipments for the year from May 1, 1903, to the last day of April, are as follows :

	1904	1903
Total	361,763	594,595
Decrease	232,832	

A PLEASANT OCCURRENCE.

A VERY pleasant event occurred on Saturday, April 30, in the sample rooms of Balfour & Company, Hamilton, when Mr. St. Clair Balfour, on behalf of the employes, presented Mr. James A. Henderson with a very handsome cabinet of silver. Mr. Henderson has severed his connection with Balfour & Company to become a partner in the brokerage firm of J. W. Bickle & Greening, Hamilton. He has been a valued employe of Balfour & Company ever since he was a boy, and latterly travelled on their Northwest and British Columbia route. Mr. Henderson will be succeeded by St. Clair Balfour Jr.

Another presentation was made to Mr. Arthur Bell, the firm's shipper for the past ten years, who has severed his connection with Balfour & Company to start in business on his own account in Hamilton. Mr. Bell was presented with two antique chairs to show the good will and appreciation of the firm and employes.

DEATH OF JAMES MASSIE.

ON May 1 occurred the death of Mr. James Massie, Toronto, registrar of deeds for East and West York, and at one time a large wholesale grocer in Guelph, Ont.

Mr. Massie was born in Lumphanan, Aberdeenshire, Scotland, in 1833, and came to Canada when 19 years of age, settling in Guelph, where he established a wholesale grocery business. For two years he was mayor of Guelph, and in 1876 was elected by acclamation to the Ontario Legislature as Liberal member for South Wellington. At the end of his term he was appointed registrar for the county of Wellington. In 1880 he accepted the position of warden of the Central Prison, which position he held until 1896. In that year he became registrar of deeds for East and West York.

Mr. Massie was very prominent in connection with local charities, where his work will be greatly missed.

PERSONAL MENTION.

Mr. A. H. Lawson, for thirteen years associated with John Sloan & Company, wholesale grocers, Toronto, has accepted an offer to go on the road for T. Kinnear & Company, of the same city. That Mr. Lawson, by dint of long and varied experience in the wholesale grocery trade and sterling business ability, has become indispensable, is proved by his advancement to his new position of responsibility. Mr. Lawson began his rounds Monday, May 2, his particular territory being Eastern Ontario.

Mr. Thos. Upton, president of Thos. Upton & Co., Hamilton, sailed for England May 2nd, per S. S. Tunisian, from Halifax. He will be away about two months and is combining business with pleasure.

Mr. Geo. Ballantyne has withdrawn from the managership of the Stratford Wholesale Grocery Company, Stratford.

Mr. John Hopkins, for almost forty years one of the most active and enterprising men in the business community of St. John, N. B., is dead. Mr. Hopkins began business in 1867, and the establishment he founded is to-day being carried on by his sons.

B. T. Babbitt's Soap Powder.

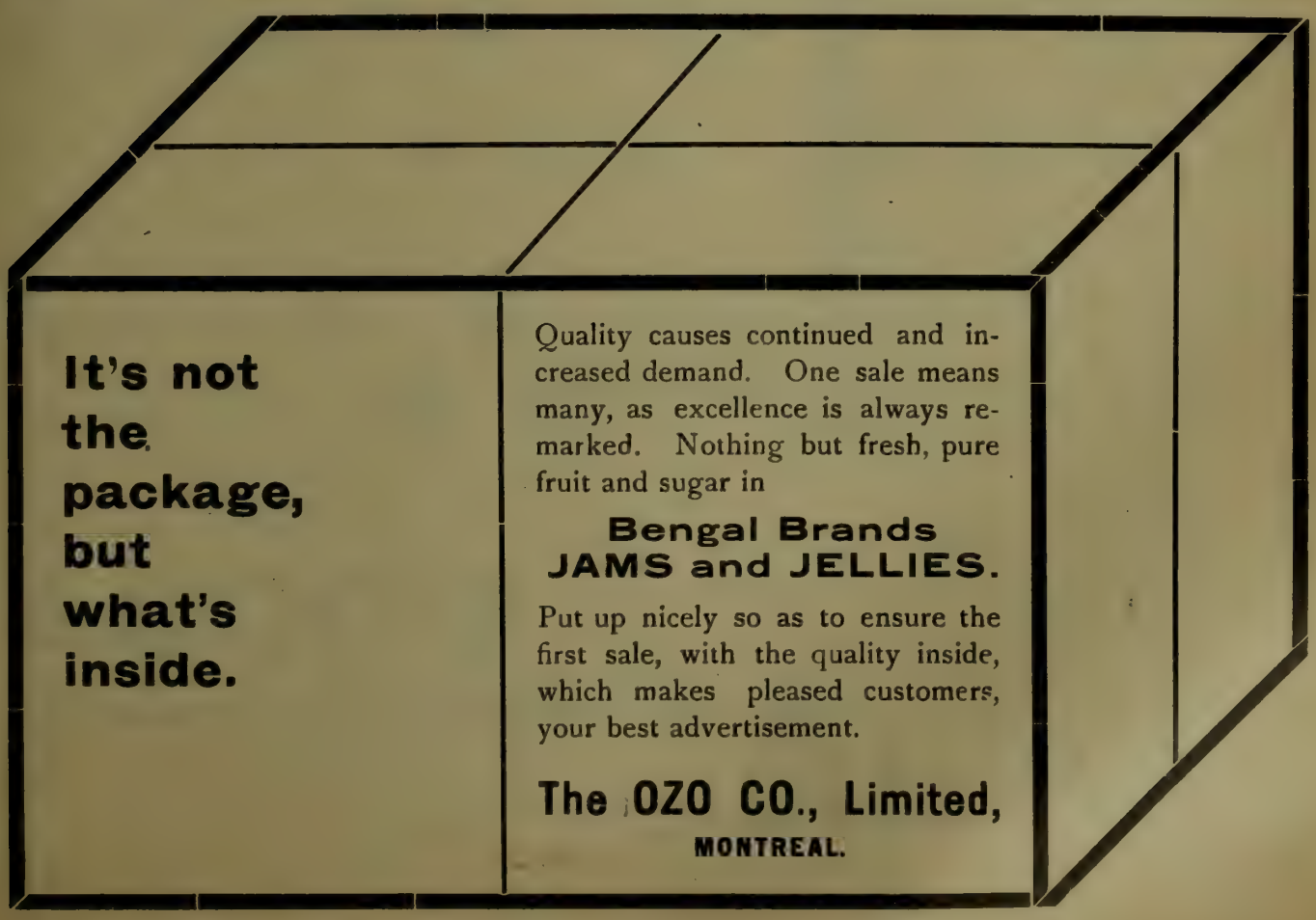
(TRADE 1776 MARK.)

The original Washing Powder, and still without an equal.

Has stood the test of public opinion for over 60 years.

OUR PRICES WILL INTEREST YOU.

WILLIAM H. DUNN,
TORONTO and MONTREAL.



It's not the package, but what's inside.

Quality causes continued and increased demand. One sale means many, as excellence is always remarked. Nothing but fresh, pure fruit and sugar in

Bengal Brands JAMS and JELLIES.

Put up nicely so as to ensure the first sale, with the quality inside, which makes pleased customers, your best advertisement.

The OZO CO., Limited,
MONTREAL.

NEW BRUNSWICK MARKETS.

THERE was even more than the usual amount of moving on the first of the month. This year there have been changes among the wholesale grocers. Four of our larger houses are changing their quarters, in two cases going to much larger premises. This is a good sign.

In former years the Winter was not a time when many made deposits in the savings banks, but this is changed since the Winter port business opened. A very large amount is now paid out largely for labor in this connection, and more than one would perhaps expect finds it way to the savings banks.

The molasses war is still a matter of interest. It is now at what might almost be called an acute stage. In the early part of the year our local importers received a cargo of Porto Rico molasses and advertised it as new. Those who oppose them said the statement was not true. Now when these are offering new goods our local importers, who have since received three direct cargoes, are found saying through the local press that this molasses which is offered by their opponents is not straight Porto Rico, but has been doctored. This molasses did not come to St. John direct. It is a fight between one St. John house and an American concern with whom the other members of the trade seem to stand in.

It is with the deepest regret that The Grocer reports the death of Mr. C. H. Dearborn, of the firm of Dearborn & Co. For some years Mr. Dearborn has not been actively engaged in the business, his son Mr. Fred. Dearborn having full management.

Oil.

In burning oil the price remains unchanged and business is but fairly active. Lubricating oils continue to have much attention and paint oils show large business. Linseeds are still very low. Turpentine is high. Fish oil is in light supply.

Salt.

In Liverpool coarse sale prices are unchanged, except that owing to less frequent receipts more orders have to be filled ex store rather than ex steamer, which always adds to the cost. Liverpool factory filled is rather light stock. Canadian fine is being quite freely received, this being the season of demand owing to the opening of the dairies.

Canned Goods.

The outcome of the coming season will be watched with interest for, while the Consolidated have put forth every effort to get more of our dealers in line and with, it is said, considerable success, some large buyers are still outside. It looks as if there would be more goods packed outside the Consolidated this year than last, which will likely mean competition. Present prices show little change. Corn is the firm line. Fruits are not a large stock. Salmon is firmly held. Oysters are very firm and tending higher. In local lines, clams and scollops are being packed.

Green Fruits.

Business is active. For apples, season is late. Bananas are not a large sup-

THE GREATEST BARGAINS

are those which appeal so strongly to customers that they sell on sight.

The extraordinary sale of

Clark's Pork and Beans in Chili Sauce

proves this line one of the

GREATEST BARGAINS ON RECORD.

"MONTSERRAT"

LIME FRUIT JUICE

THE STANDARD OF THE WORLD. STRONGER THAN OTHERS. PAYS BETTER PROFIT.

Guaranteed 7¼ per cent. Citricity and Undiluted.

FREE FROM MUSTINESS AND SEDIMENT.

Evans and Sons, Limited, Montreal and Toronto

CAPSTAN BRAND

High-grade Tomato Catsup

Put up in 10-oz. and 20-oz. bottles of a new design, and is very attractive.

This Catsup is far superior to many others and is giving perfect satisfaction.

Ask your wholesale grocer for it or see our travellers' samples.

The Capstan Mfg. Company, Toronto, Ont., Can.

EPPS'S

GRATEFUL. COMFORTING.

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.

...e Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg.

THE MOST NUTRITIOUS. COCOA

TRADE MARK

This design a guarantee of quality.

TOUGH FIBRE PAPER

FOR HEAVY WRAPPING

STRONG, STIFF. WILL NOT BREAK OR CRACK

Samples and prices gladly sent.

CANADA PAPER CO.

TORONTO LIMITED MONTREAL

The Roof

Gets the Worst of it

There is no shelter for it—it shelters the rest from the force of the elements.

That's why you need the very best shingles, no matter where else you stint.

Eastlake Steel Shingles

are absolutely Fire, Lightning, Rust and Leak proof, and easy to apply. They've been proved long since the most reliably perfect and long lasting kind you can find.

Galvanized or Painted.

The one kind that always satisfies.

THE

Metallic Roofing Co., Limited

TORONTO, MONTREAL, WINNIPEG.

Merchants Who Buy Hides

I purchase Hides, Calfskins, Sheep Pelts, Tallow and Bones. I pay spot cash, full market values, freights, customs charges. I want an agent in every town and village in Canada. I furnish the money and keep my agents fully posted. Write me for fuller particulars.

CARROLL S. PAGE, - HYDE PARK, VT.

Orlan Clyde Cullen, C.E.L.L.M.

Counseller at Law U.S. Supreme Court.
Registered Attorney U.S. Patent Office.

U S. and Foreign Patents, Caveats, Copy rights and Trade Marks. Military and Naval Inventions a specialty. Address,

Box 264, Station G., Washington, D. C.

GUN SHOP and MODEL SHOP,
Warren White Sulphur Springs,
Totten P. O. Virginia.

"I Want Brock's."

Price not Raised.

Notwithstanding the fact that our Bird Seed is costing us more money just now, we have not raised the price.

NICHOLSON & BROCK, - TORONTO

ply. Oranges, while firmer, show little change but sales are large. Lemons are still low. More strawberries are being received, but sales are still light. In rhubarb, the California is not popular, eastern stock being preferred. Pineapples are not large sellers here. Tomatoes are more freely offered.

Dried Fruits.

Business is somewhat quiet. In raisins the market is easy and lower values are likely to rule. Prunes have a fair sale, and prices are still low. In Oregon prunes large sizes are offered. Small prunes are still low though reported scarce. Currants and evaporated apples are firmer. In onions prices are steady. There is quite a large stock of Bermudas offered. Peanuts hold at full prices.

Sugar.

There have been two small advances this week in standard granulated. The first advance did not affect the second grade in bags. There is quite considerable foreign sugar here and to arrive. The market is very firm.

Molasses.

The situation is unsatisfactory. One large importing house has a large stock of new Porto Rico here. It is the only lot arriving direct this season. This house is holding its price firm while the molasses received by the other jobbers through the American company represented here is offered freely under their figures. Some nice Barbadoes is held and price is low.

Fish.

There are now quite large receipts of gaspereaux and good prices are obtained, there being a large demand for bait. Other fresh fish are in but fair supply. Lobsters are high. In dry cod and pollock the supply is light and full prices rule. Smoked and pickled herring are scarce and high.

Flour, Feed and Meal.

In flour prices are unchanged. There is a fair demand for feed, which is rather more freely offered. Cornmeal is not as firm, while oats are quite low. Oatmeal is high. There is much more difference in the relative price of oats and oatmeal than formerly. Package oats are largely sold. Beans are dull. Barley and peas are a light stock. Seeds are moving quite freely, but the season is late.

EXPORTS OF JAPAN TEAS.

The following statistics of exportations of tea from Japan to America for the season of 1903-4 up to March 31, 1904, have been supplied by C. M. Bernard, tea importer, of Chicago:

	Lbs.
To New York	15,183,552
" Chicago	18,321,469
" San Francisco	5,759,213
" Canada	5,696,410
Total	44,960,644

The total increase over the exportations of 1902-3 was 5,610,186 lbs., that to Canada being 1,426,118 lbs. in excess of last year.

CONDENSED OR "WANT" ADVERTISEMENTS

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postages, etc.

BUSINESS CHANCES.

FOR SALE -- Choice stock of groceries and crockery, amounting to about $2,700; good live business; best location; doing the best and highest class trade; can be proven to be a good paying business to bona fide purchaser; ill health reason for selling. Box 432, Dresden, Ont. (19)

MANUFACTURERS or packers of specialties suitable for Italian warehouses, grocers, etc. desirous of placing their goods on the Irish market should communicate with N. Morrow, 16 Kansas Ave., Belfast. (17tf)

STORE to let; best stand in town for dry goods and groceries. Apply box 1148 Almonte, Ont. (f)

TRAVELLER WANTED.

TRAVELLER for Main line Grand Trunk, Montreal to Toronto; Main line Canadian Pacific, Montreal to Sudbury; for coffee and spices and an important side line; state experience and terms. "Traveller," CANADIAN GROCER, Montreal. (19)

SITUATIONS VACANT.

GROCERY salesman, The Danford Roche Co. Limited, Newmarket. (f)

GROCERY clerk, Elmes Cash Grocery, 1166 Queen street west, Toronto. (f)

WANTED—At the town of Neepawa, Man., a dry goods or grocery clerk; a steady job to a first-class man; state wages and experience; must be a first-class lacrosse player. Address Box 60, Neepawa, Man. (f)

WANTED—Boy to learn wholesale grocery business. 21 Front street east, Toronto. (f)

WANTED—Four counter hands, with a knowledge of butchering, provisions or groceries, must have good references. Apply Mr. Nelson, The Wm. Davies Co., Limited., 24 Queen street west, Toronto. (f)

WANTED—Grocery salesman for large store in Portage la Prairie; good man; capable of taking charge of department required. Apply personally, top flat, 74 Wellington street west, Toronto. (f)

WANTED—Two good travellers; experienced men, with good connection preferred; must be hustlers. Address The R. & J. H. Simpson Co, wholesale grocers, Guelph. (f)

"CLEVELAND"

WALL PAPER CLEANER.

Should be Sold by all Grocers. Good Margin.

GEO. RIDOUT & CO., 72 York St., Toronto

EVERY GROCER DOES NOT SELL

VAN HOUTEN'S COCOA

but nearly **All First-Class Grocers** do. And **Every Grocer** who has a single customer that drinks Cocoa should retain that customer by supplying **Van Houten's.** Custom is retained by supplying the best goods in any line. The best Cocoa is **Van Houten's. Best and goes farthest.**

Dominion Agents { J. L. WATT & SCOTT, - - TORONTO
WATT, SCOTT & GOODACRE - MONTREAL

MOTT'S DIAMOND CHOCOLATE. JOHN P. MOTT & CO. HALIFAX, N.S. ESTABLISHED 1844

—the APPEARANCE of many articles is responsible for their sale, but MERIT is necessary to hold steady custom.

MOTT'S CHOCOLATES

have both
MERIT and APPEARANCE.

John P. Mott & Co.
HALIFAX, N.S.

SELLING AGENTS:
J. A. TAYLOR, MONTREAL. R. S. McINDOE, TORONTO. JOS. E. HUXLEY, WINNIPEG.
THORNE, BERRY & CO., VANCOUVER, B.C.

Prepare for the Biscuit Season

There's a time when you sell more Biscuits, both plain and fancy, than at any other period. It's coming right now. People are letting their coal stoves out—don't want the trouble of baking—and you'll have the demand. Better get stocked. "Pepsin" Sodas are good — very good — original. People appreciate a clever name and attractive package if the goods correspond. Test us.

The
IMPERIAL BISCUIT CO., Limited
Guelph, Ont.

New Crop Maple Syrup and Sugar

Prompt delivery guaranteed for **FOREST BRAND.** Freight prepaid in reasonable lots. Sugar in pound and half-pound blocks. Syrup in tins, bottles and wood.

We feel quite sure the quality will please you.

The F. J. Castle Co., Limited, WHOLESALE GROCERS
OTTAWA, ——— CANADA.

CONFECTIONERY

A New Confection.

A. J. Stewart, Limited, manufacturers of confectionery, Toronto, are making a line of Swiss milk chocolate creams. The makers claim for this line that it has all the virtues of the finest imported Swiss milk chocolate, possessing in addition a delicious flavored cream centre. These goods are meeting with a ready sale, and for grocers looking for strictly high-grade confectionery will prove eminently satisfactory. This firm are also putting out fruit and floral tablets and assorted butter cups in ½ lb. glass jars—a package admirably adapted for Summer trade. Grocers in particular should appreciate this package, which can be shipped with groceries to Summer cottages and camps, ensuring the customer fresh goods delivered in perfect condition.

SPICES THREATENED.

It is generally believed in the grocery trade that spices will be seriously affected by the Russo-Japanese war owing to the fact that the regular commercial steamers will be pressed into service as transports for war purposes instead of carrying merchandise for consumers.

BOUGHT NEW FACTORY.

WIPED out in the recent conflagration, in which they lost their entire stock and machinery, E. W. Gillett Company, Toronto, have lost no time in securing more suitable premises in which to carry on their business. The company on Friday last closed a deal for the purchase of the fine substantial factory of the Pure Gold Mfg. Co., built about two years ago, which stands on a lot at the corner of King and Duncan streets, with a frontage of 110 feet on King street and a depth of 186 feet on Duncan street. The building could not have been better adapted for the use of the Gillett Company had it been built under their own supervision. According to the terms of the agreement it is understood they will not take possession for a few months, thus giving the present tenants time to locate in a new factory, which it is understood they propose building in another part of Toronto. In the meantime, the Gillett Company have two temporary factories in full running order and are working day and night to fill orders which are pouring in on them. They are, however, able to keep the trade fairly well supplied with Royal Yeast and the other articles they manufacture, and thus tide over what looked to be a very serious crisis in their history.

TEN BUSY DAYS IN THE HISTORY OF E. W. GILLETT CO., LIMITED.

April 19th—Factory (32 and 34 Front street west), together with machinery and stock of goods, totally destroyed by fire at midnight.

April 20th—Opened offices at 15 Wellington street east and had them completely furnished and office staff at work at 1 p. m.

April 21st-22nd—Secured factory premises in two buildings.

April 23rd—Commenced fitting up factories and unloaded carload of material and machinery received by express from Chicago.

April 24th-25th—Installed machinery.

April 26th—Commenced shipping goods.

April 29th—Purchased fine factory building on King street west, now occupied by Pure Gold Co.

SALADA TEA COMPANY'S EXHIBIT AT ST. LOUIS.

Mr. P. C. Larkin, president of the Salada Ceylon Tea Company, is in St. Louis, completing arrangements for the installation of a tea exhibit in the Ceylon and Agricultural Buildings at the World's Fair. In an interview with the St. Louis Post-Dispatch Mr. Larkin states that his company will have one of the largest tea exhibits at the fair, costing over $200,000. Mr. Larkin will remain in St. Louis for several days.

PROMPT PAYMENT.

The Liverpool & London & Globe Insurance Company have already settled and paid several of their losses and they are pursuing the same practice as they have been accustomed to in similar large conflagrations, notably at Chicago and Baltimore, viz., paying all claims without discount immediately the loss is adjusted and the papers filed. Messrs. Jos. B. Reed & Sons are the Toronto general agents of this company.

AN ENTERPRISING COMPANY.

One of the representative concerns in the city of Montreal is the Gould Cold Storage Company. Their annual meeting, held last week, showed a very prosperous outlook. Their former success has been maintained and a substantial increase has taken place all around. The capable directorate were all re-elected, including J. B. Clearihue, president; John B. Dillon, vice-president; directors, W. Clark, R. Hersey, and O. M. Gould.

When our Salesmen call with . . .

PERFECTION CREAM SODAS

don't send them away without an order. They offer you the Sodas Superlative —Sodas which will increase the consumption of Soda Biscuits—of which you get the benefit.

3-lb. Cards or Tins.

THE **Mooney Biscuit & Candy Company**

LIMITED,

Stratford, - Canada.

BRANCHES:

WINNIPEG Manitoba and HAMILTON Ontario

STRONG DURABLE LIGHT

POROUS AND CHEAP

Sell Flower Pots

Our No. 1 and No. 2 Assortments, $5.10 and $4.15 respectively. Specially gotten up for grocers and general stores. Write for list.

The FOSTER POTTERY CO.

HAMILTON, ONT. Limited

Save Money by Writing for our Samples

Ceylon and **Indian** Greens, at **12**c. to **18½**c.—Special value. Try a sample lot.
Special values now in **Japans**, all grades, from 14c. to 35c
Also Japan Siftings and Fannings, from 5c. up to 10c.
We carry a full range of all other kinds and our prices will prove attractive.
Pleased to send you samples. Say what grade and price you want.

X Teas and Coffees

James Rutherford & Co.
DIRECT IMPORTERS
27 St. Sacrament St MONTREAL.

H. D. METCALFE, President. C. A. MORIN, Sec.-Treas.
CHAS. J. ANDERSON, Vice-President and General Manager.

The Walkerville Match Co.
LIMITED
WALKERVILLE, ONT.

Manufacturers of
PARLOR and SULPHUR **MATCHES**

OUR BRANDS:
Parlor—"Imperial," "Best," "Crown," "Maple Leaf," "Knights."
Sulphur—"Club."

SEE OUR PRICES BEFORE BUYING.

MOLASSES

New Crop 1904 Barbados.

We have just landed a small lot of the above which is very choice No. 1 quality. We can offer it at a low price. Send for sample.

The Dominion Molasses Co.,
Limited
HALIFAX - - - - NOVA SCOTIA.

RETURNED
JUN 29 190
Cut Books Paper

"I Want GEL-O"

People get cross when they don't get what they want.

They want Gel-O—the new dessert —a jelly powder.

We wish to send you a sample. Send your name.

THE CANADIAN GELATINE CO.
528-530 Front St. W.,
TORONTO, CANADA.

COWAN'S

Perfection Cocoa (Maple Leaf Label). **Royal Navy Chocolate, Queen's Dessert Chocolate, Chocolate Cream Bars, Cowan's Cake Icings,** Chocolate, Pink, Lemon Color and White

Cowan's Swiss Milk Chocolate, Famous Blend Coffee, etc., etc.

Are the standard goods for purity and excellence.

Manufacturers
THE COWAN CO., Limited - - TORONTO

An Irresistibly Delicious Confection

PETER'S
THE ORIGINAL
MILK-CHOCOLATE

Gives Eating Chocolate a New Meaning

MADE IN VEVAY, SWITZERLAND—FOR EATING ONLY.

A Wholesome Food, Especially Nourishing and Sustaining. Recommended for Invalids and Persons of Weak Digestion.

Push Peter's. The Original. Other Brands are Imitations. Send for Sample.

LAMONT, CORLISS & CO., Agents, 27 Common St., Montreal

STEWART'S FINE CHOCOLATES

Summer Specials

Swiss Milk Creams,
½-lb. jars Floral Tablets,
½-lb. " Pure Fruit Tablets,
½-lb. " Assorted Butter Cups.
ALL SELLERS.

If our traveller doesn't call—write.

A. J. STEWART, Limited
Manufacturers, TORONTO.

WARM WEATHER

is now at hand, and the thoughts of your lady customers will turn to their whitewear.

LAUNDRY STARCH

will be in demand. How is your stock? Let me suggest a brand which is sure to bring increased trade —

SAN-TOY

will give your customers perfect satisfaction. Write for prices to

J. H. MAIDEN, Agent,
MONTREAL.

McWILLIAM
Mc. AND E.
EVERIST

25-27 Church St., - TORONTO

TO BE CONVINCED

you only have to **SEE**—to see means to **HANDLE** — to handle means **MONEY** in your **POCKET**. We'll be surprised if you get a case and don't agree with us that we're the only people in America who can supply you with properly-ripened **PINES**.

Because in the past you have been unable to do a profitable **Pine Business** is no reason why you can't —your ill-success is directly due to your handling **green** or **badly-ripened stock** — start and handle something that will sell fast—by all means benefit by the results of our **NEW METHOD** of **RIPENING**.

The
DAWSON Commission Co., Limited

FRUIT, PRODUCE AND COMMISSION MERCHANTS.

Cor. Market and Colborne Streets. TORONTO

WE BUY

BRIGHT DRIED APPLES.
HIGHEST MARKET PRICES.

The W. A. GIBB CO.

5 and 7 Market St., HAMILTON

Pineapples...

Car just to hand. All sizes. Fancy stock. $2.75 per case of 24's, 30's, 36's.

Cabbage, Tomatoes.

Early Vegetables, lowest price.
Write, wire or phone your orders.

HUSBAND Bros. & Co.

Wholesale Fruit and Commission Merchants.
82 Colborne St., TORONTO
Phones—Main 54, Main 3428.

GREEN FRUITS

The Navel Orange.

FEW know the origin of the navel orange. Some think it is made by inserting an instrument in the orange and removing the seed, which causes the protuberance on the blossom end from which the fruit takes it name, but this is erroneous.

In the Summer of 1872 the agricultural department at Washington received a report from the consul at Bahia, Brazil, that a curious seedless orange had been found growing in the interior of that country. It was stated that it was of exceptional quality and a very prolific bearer. The consul was directed to procure cuttings and young trees, which was done, and these specimens were sent to Washington. They were distributed by the department to all orange growing districts. Some went to Texas, some to Louisiana, and some to Alabama, some to Florida and two cuttings were sent to Dr. Tibbits at Riverside, Cal.

The buds were sent on seedling trees and when they came to bearing the fruit was what is now termed the Washington navel orange. Only in California were growers successful. Trees are not good bearers, nor do they produce good fruit in other sections. For that reason they have not been grown extensively outside California. The Riverside trees produced such excellent oranges, tht they were soon being propagated extensively, and now practically all of Southern California is relying upon them for its oranges. Why navels do better in California than elsewhere is probably the climate. The soil and other conditions could be reproduced elsewhere, but climate is a consideration which man cannot govern.

The fruit being seedless, the trees are propagated by budding, which consists in grafting the buds of the navel upon seedling branches. When this bud grows the rest of the old tree is cut away and the branch from the bud forms a young tree.

The original two trees are still standing at Riverside and bearing small quantities of fruit. They have never been allowed to bear very liberally, because all of the wood grown has been wanted for buds to graft on seedling trees elsewhere. Many large orchards in Southern California have been reproduced from these two trees. The Washington navel is a regular bearer, never having any off years. Under proper conditions of soil, water, fertilization and cultivation the trees bear a liberal crop each year.

The name is derived from the fact that the trees were taken from Washington to California, and the term navel is used because of the navel like protuberance on the blossom end. They should have been called seedless oranges.—New England Grocer.

Apples in Tasmania.

"TASMANIA is bounding ahead of Canada at a great pace in her apple trade," says the Montreal Herald. "There is, of course, no rivalry between the Canadian and Tasmanian producer, for Tasmanian apples exported to England reach their destination at a time when no Canadian fruit is on the market. Canadians may, therefore, wish Tasmanians all success in the strenuous efforts they are making to enlarge their British market.

"By securing lower freight shipments Tasmanian apple growers hope to supply British markets with choice Tasmanian apples from April right away to October. The freight at one time was no less than 5s. per case, but it is now as low as 3s; and Tasmania looks forward to the time when, instead of sending a few hundred thousand cases annually to British markets, her export will be increased to a million or more.

"As regards the Canadian apple trade, it is interesting to note that Manchester is bestirring herself to get some share of what is now so profitable a business at Liverpool. Manchester is, of course, the centre of an immense population and the canal now carries trans-Atlantic steamers right into the midst of something like 5,000,000 of people who should be large apple consumers. At the present moment 19,000 barrels of Canadian apples are on their way to Manchester and will come up the ship canal. Of course, like all enterprises, the Canadian fruit trade will require time and some degree of patience for its development. The Manchester Guardian, generally a sound authority, declares, however, that it is bound to be successful with so large a market close to the Manchester docks."

B. C. Fruit in the Northwest.

ONE way by which British Columbia will benefit directly through the great process of settlement going on in the Northwest and Manitoba is in supplying the summer fruit demand in the Territories. As it is now, a great deal of Oregon and California fruit finds its way into the Northwest.

The prairies are not suitable for the growing of fruit; the tillers of the soil there content themselves largely with grain-raising, but they demand fruit in its season. The logical point from which fruit should be shipped into the Northwest is British Columbia, and there is every reason to believe that before very long the great market east of the mountains will be fully taken advantage of by British Columbia, which nature has so generously endowed with conditions essential to the proper and profitable carrying out of horticultural effort.

Tomato Vine as Tall as a Tree.

The skyscraper stage has been reached in the development of the tomato in Southern California, says the Los Angeles Times. One of the latest prodigies in that succulent vegetable is a group of three thirty-foot vines that have borne fruit at all seasons and under all sorts of climatic conditions.

It is necessary to use an eighteen-foot ladder to harvest the tomatoes, for the vines have covered a trellis twenty feet in height, where they have tangled themselves into a thick, compact mass of greenery. The seeds of these wonderful plants were sown last May and have been growing and bearing fruit ever since; in fact, the vines are always filled with bloom and both green and ripe fruit.

Fallawater Apples for Export.

THE inspector of the Department of Agriculture, at Glasgow, Scotland, writes W. A. MacKinnon, chief of the Fruit Division, Ottawa, with reference to Fallawater apples for export as follows:

"This variety is not esteemed generally by the trade here and is usually bought only by certain customers for a special purpose, viz., for baking. It is used by the better class of bakers where its appearance and size are in favor, although as an eating apple it is better thought of. It is also a good carrier. Limited quantities of XXX Fallawaters always do well, but it would be a mistake to ship too many of this variety. It is always retailed here by the pound."

PINEAPPLE TIME

They are now very reasonable in price. Crates ranging in sizes 18s, 24s, 30s, 36s and 42s. We ripen them scientifically with a uniform tropical heat, maturing them perfectly equal to fresh cut from the vines.

THE PRICE THIS WEEK is very low.

Strawberries. We received our first full car North Carolinas last week. Prices range from 17 to 19c. Regular arrivals from now on.

WHITE & CO., Wholesale Fruit and Produce. 64 FRONT ST. EAST, TORONTO.

PHONE Main 4106. Private Branch Exchange connecting all departments.

Arriving Almost Daily- Fancy Ripe BANANAS, PINEAPPLES and FLORIDA TOMATOES. Finest Quality. Prices Right.

Just in—Fresh car EXTRA FANCY NAVELS, all sizes.
Fresh arrivals—EGYPTIAN AND BERMUDA ONIONS. Mail or phone your orders.

Hugh Walker & Son, - Guelph, Ont.

To Repair the Ravages of Mice.

WITH reference to the serious damage done Canadian fruit trees by mice during the past Winter, the Fruit Division, Ottawa, offer the following suggestions:

If the tree girdled by mice is only one or two years old, it will be better to replant. If older "bridging" the wound by means of scions of last year's growth may be resorted to. These should be about three inches longer than the width of the girdled section and the ends should be cut to a wedge shape. Then with a sharp, narrow chisel or other similar tool, slanting incisions should be made into the new wood above and below the wound, beginning near the edge of the bark, extending about an inch in length and penetrating but little into the wood. The scions should fit nicely into these incisions and be held in place by their own elasticity. Each end should then be covered with a small piece of grafting wax. Three or four scions will be sufficient for a tree less than six inches in diameter.

If the rough outer bark has been removed all around the tree, but some of the new wood or cambium layer still remains fresh, the tree may often be saved by keeping the new wood moist till growth begins. This can be done by covering the wound with grafting wax or a mixture of clay and cow manure, equal parts. If the wound is low, a heap of earth will often be sufficient.

Dried Fruit

cleaned and renovated by the latest improved machinery and appliances.

GUARANTEED TO GIVE SATISFACTION.

J. T. ADAMSON & CO.
27 St. Sacrament Street,
MONTREAL.
Tel. Main 778.

U. S. Peach Trees Damaged.

Reports from along the Hudson and Connecticut say the peach trees have suffered severely from the hard Winter. In a considerable percentage of orchards the trees are killed outright, and in many others the prospect of recovery of the injured trees is slight. Pears suffered also, and some orchards have been killed entirely.

Ireland Wants Apples.

In a recent report of the Department of Trade and Commerce, P. B. Ball, agent of that department at Birmingham, Eng., mentions an inquiry from a firm in Ireland which is prepared to engage with shippers of apples for the coming season. Further information may be had on application to the Minister of Trade and Commerce, mentioning the report of the agent at Birmingham, Inquiry No. 35.

J. A. McGUANE, U.S., MG'R OF SALADA TEA CO.

The Grocer takes particular pleasure in publishing in this week's issue a portrait of J. A. McGuane, the American manager for the Salada Tea Company. Mr. McGuane is a young man, in the early thirties, whose commercial career has been almost wholly linked with that of the president of the Salada Tea Company, P. C. Larkin, and whose present position is a testimony of the high value placed upon keen business acumen and practical experience by a modern business enterprise.

J. A. McGuane, U.S. Manager of Salada Tea Co.

ARSENIC IN CREAM OF TARTAR.

A RECENT report regarding arsenic having been found in cream of tartar, which caused considerable flurry in the Montreal grocery market and serious agitation abroad, has taken on a new phase. The following article from the last issue of the London Grocer speaks for itself :

"Recent prosecutions under the Sale of Foods and Drugs Act in respect of the sale of cream of tartar containing lead or arsenic have had the effect of reducing the trade practically to the vanishing point, as manufacturers and their importing agents decline to give the wholesale houses a guarantee of purity, and the dealers, in turn, pending a settlement of the matter, are not in a position to do more than advise retailers to withdraw the article from sale for the present. Several conferences between the importing brokers (as representing the manufacturers in France and Spain) and the wholesale dealers have recently been held, but the former have expressed themselves as unable to explain the presence of arsenic in the article. Cream of tartar contains several constituents, and as London wholesalers are unable to elicit in which of these arsenic may be present, or, indeed, to secure any explanation of the cause of the presence of so obviously dangerous a substance, and being unable to obtain cream of tartar of sufficient purity, they decline for the present to execute orders.

"Every effort is being made by the dealers to induce the manufacturers to accept the responsibility which properly should rest upon their shoulders, but little success has so far been attained. Brokers express the opinion that they will be doing sufficient if they give analysts' certificates of the purity of the article; but in so far as supplies already distributed are concerned this proposition is wholly inadequate, since analysts' certificates six months old would probably describe cream of tartar as pure, although it contained a small proportion of arsenic, the analyses for arsenic having only recently been made. It would appear that the dealers are 'twixt devil and deep sea; since it is reported that almost every sample that has been examined for arsenic of late, from all parts of the country, has been found to contain the poison, though in more of less infinitesimal quantities. It will therefore be seen that the position is serious from the wholesalers' point of view, since if they give warranties to retailers they are running the risk of prosecution and heavy penalties, without any prospect of recompense from the real culprit.

"In the circumstances, the wholesalers' only possible course appears to be to follow the advice they have offered to the retailers, and withdraw the article from the market pending a satisfactory settlement. It is well to bear in mind that the dealers' agitation against the presence of lead in cream of tartar led to a great improvement in this direction, and if the agitation be continued on the present lines, it is certain that sooner or later manufacturers will take precautions either to free the article from the presence of arsenic entirely, or to reduce it below the limit of the 100th part of a grain per pound, which was the maximum recommended for articles of this class by the Royal Commission on Arsenic in Food."

ST. JOHN GROCER DEAD.

C. H. Dearborn, of the firm of Dearborn & Co., wholesale grocers, St. John, N. B., is dead. Mr. Dearborn began business in St. John away back in 1868, when Flint, Dearborn & Co.'s spice mills were established, a business which has been successfully developed until at the present time it extends far beyond the Province of New Brunswick. Mr. Dearborn leaves one son, F. R. Dearborn, who is a partner in the firm.

WINNIPEG BUTCHERS.

The latest organization to place itself on record in Winnipeg is the Butchers' Association. The new company, which is capitalized at $300,000, will operate on a large scale in Winnipeg, Rat Portage, Port Arthur and Dawson City.

Flett's

A Pickle Fact

Pickle sales jump up as soon as you push **FLETT'S.**

High quality the reason.

Satisfied customers the natural result.

ROSE & LAFLAMME

Agents, MONTREAL

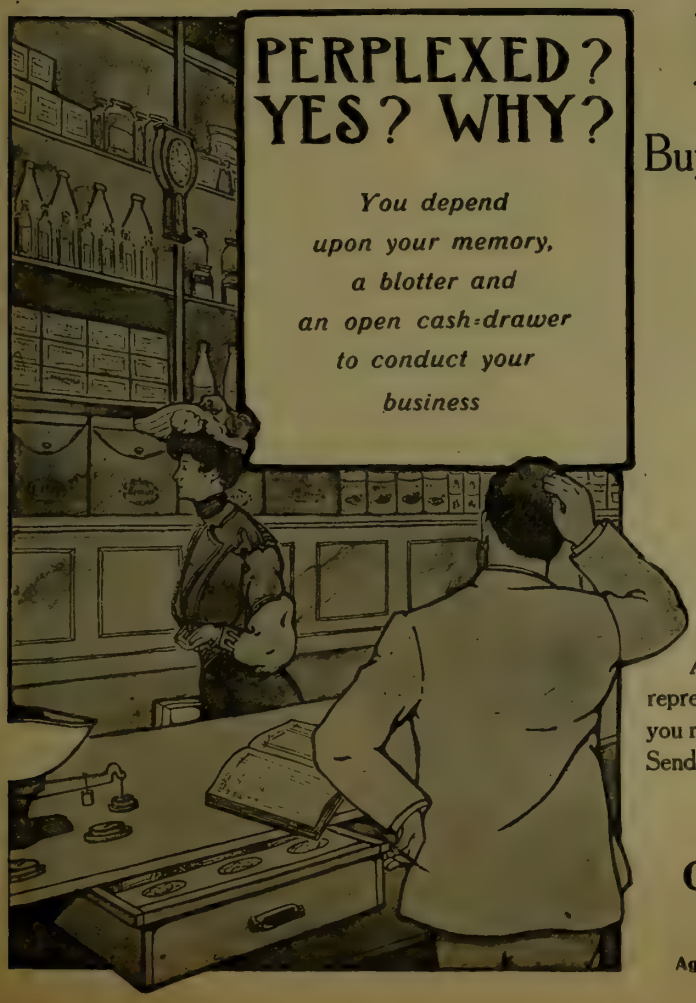
MHS

Nonpareil Jelliq.

Are at the top, when

A STRONG NATURAL FRUIT FLAVOUR IS BROUGHT INTO CONSIDERATION

Agents,
ROSE & LAFLAMME,
MONTREAL.



PERPLEXED? YES? WHY?

You depend upon your memory, a blotter and an open cash-drawer to conduct your business

DON'T WORRY

Buy a Cash Register and Save Your Energy to Sell Goods

A 1904 model "National" will do your bookkeeping.

It takes care of

1. CASH SALES
2. CREDIT SALES
3. CASH RECEIVED ON ACCOUNT
4. CASH PAID OUT
5. MONEY CHANGED

"Machinery makes no mistakes"

A few moments of your time talking to an N. C. R. representative will be a good investment. It will cost you nothing and puts you under no obligation to buy. Send the coupon today.

National Cash Register Co.
Dayton, Ohio

Agencies in All Principal Cities

CUT OFF HERE AND MAIL TODAY

N.C.R. Co.
Dayton, O.
Please have one of your agents call when next in my vicinity. I want to know more about your 1904 models. Saw your ad in
CANADIAN GROCER.

Name _____

Address _____

FLOUR AND CEREAL FOODS

Grading of Grain.

THE grain section of the Toronto Board of Trade has temporarily postponed the sending of a deputation to Ottawa to discuss with Sir Richard Cartwright the proposed amendments to the Grain Inspection Act.

The Toronto men held a meeting in the Board of Trade May 2, at which C. B. Watts presented the report of the committee which had in charge the matter. Mr. Watts said that the committee had made such amendments to the existing description of grain as would bring it up-to-date and make it conform, as far as Ontario conditions would admit, to the grading of the New York Produce Exchange. The committee had not touched Manitoba wheat, because the millers and exporters seemed satisfied with existing grades.

The grading for wheat which the Toronto men will recommend will include the description plump in all the No. 1 and No. 2 grades. No. 3 goose wheat, which under the present description must weigh only 55 pounds, was increased to 57 pounds. No. 1 mixed wheat, which formerly was of 60-pound weight to the bushel, was reduced to 59 pounds.

In oats the committee agreed that weights be recommended as follows: White—No. 1, 34 pounds; No. 2, 33 pounds; No. 3, 31 pounds; No. 4 oats, 28 pounds. Mixed oats—No. 1, 34 pounds; No. 2, 33 pounds; No. 3, 31 pounds; No. 4, 28 pounds. Rye weights were recommended as follows: No. 1, 57 pounds; No. 2, 56 pounds; No. 3, 54 pounds. In barley, weights were inserted and the proviso made in No. 1 that it must be well cleaned. The weights are as follows: No. 1, 49 pounds; No. 2, 48 pounds; No. 3, extra, 47 pounds; No. 3, 45 pounds; No. 4, less than 45 pounds. In peas, the proviso was made that peas graded white may contain a slight admixture of grey and green peas. They were largely an export commodity.

A general clause was adopted recommending that the inspectors issue a certificate upon all condemned or rejected wheat, with notation, describing the condition of the grain accurately.

Milling Industry in the West.

"CANADIAN mills in the Northwest and the Rainy River country, wherever there is power, are increasing their capacity faster than American mills are increasing their own output," says a prominent western railway official. The prospects point to the development of a tremendous milling industry north of the boundary line, which must sooner or later give Canadian railways a flour tonnage in Canadian flour that will compare very favorably with the tonnage of American roads out of Minneapolis.

An exchange in prognosticating on the probable location of a great western milling centre says that when the C. P. R., the C. N. R., and the G. T. P. are fully engaged in delivering wheat at Thunder Bay for transfer to steamers, a great number of elevators will be required, all of which must be operated by electric energy. There is no reason why, with cheap power available at the Kaministiqua River, the flourishing towns of Fort William and Port Arthur should not become a great milling centre, not even second to Minneapolis, Minn.

A Man of Force.

A. N. Reay, Canadian manager of the Force Food Company, has taken offices at 27½ Front street east, Toronto, from where all the sales business of the Force Food Company in Canada will be done. The Force for the Canadian trade is all manufactured at the Hamilton mills, and Mr. Reay told a representative of The Grocer who called on him last week that business so far this season had been far beyond anticipations, and that the prospects were very bright. "April," he said, "had been their biggest month so far in Canada."

G. T. R. Elevator at Montreal.

The new grain elevator now in process of construction for the G. T. R. at Montreal, when completed will have a capacity of 1,060,000 bushels. The power capacity of the elevator will also be very large as compared with anything in that section of the country. There will be ten legs, each with a capacity of 10,000 bushels, and one marine leg; thus canal craft, steamships and cars can be unloaded or loaded at one and the same time.

The Decline in Flour.

A LARGE flour manufacturer in Montreal when asked about the decline in the price of flour stated that the best markets could not sell flour at cut-throat prices. His firm, which had an enormous trade, knew of the workings of certain flour men to shade the price of flour both in straight rollers and patents. Buyers seemed to think that flour in patents for instance should be at least ten cents lower in certain grades such as the $4.60. He argued further that to sell flour at any such prices as certain western millers were offering was ridiculous and below cost. Flour though on the decline today would go up and buyers might find it very profitable to secure large quantities now.

Winter Wheat for Alberta.

THE success that has attended the growing of Winter wheat out from the foothills, but still within the area of moderate rainfall, is resulting in considerable activity in settlement and colonization in the vicinity of Lethbridge. Experiments with Fall wheat by E. E. Thompson, the turkey red being the variety that proved most suitable and prolific, has led to a sale of almost all the lands in that section to Illinois colonists. The same kind of soil, and identical character as to moisture, are leading to the buying and actual cultivation of the lands further north. It is an easy guess that the land south of Calgary to the boundary will attract much denser settlement than the Edmonton country has in the past three years. The land is equally as good, is free from scrub, the season is quicker, and the climate a rather strong contrast to the climate of the north country. The soil is a black loam with clay subsoil, and carries a very heavy top of grass. The settlement of this country will be depriving the rancher of the best feeding ground in the country, but will greatly increase the wealth and production of the district.

TELEPHONE { MAIN 1257 / " 4675

Wm. McCann Milling Co.

MILLERS
AND GRAIN DEALERS

192 King Street East
TORONTO.

John MacKay
Limited
Successors to John MacKay, deceased
ESTABLISHED 1854.

POT and PEARL BARLEY (by patent process), *SPLIT PEAS, BUCKWHEAT FLOUR, Etc., CHOP* of all kinds BY CAR LOAD.

Caledonia Mills,
BOWMANVILLE, ONT.
Correspondence solicited.

REFRIGERATORS.

Fit up your store with a Eureka Refrigerator and you will have a refrigerator that will dry wet matches.

Write for our catalogue, guarantee test and testimonials which are free.

Eureka Refrigerator Co.
WILBERT HOOEY, MANAGER.
Phone Park 513. 54 Noble St., TORONTO.

Has stood the test of every climate.

HIGHEST AWARD

Wherever demonstrated, including the following Dominion, State, and International Exhibitions

Industrial Exhibition	Toronto, Canada	-	1903
Provincial Exhibition	Halifax, N. S.	-	1903
Provincial Exhibition	Victoria, B. C.	-	1902
Pan-American Exposition	Buffalo, N. Y.,	-	1901
Paris Exposition	Paris, France	-	1900
Trans. Miss. Exhibition	Omaha, Neb.	-	1898
World's Fair	Chicago, Ill.	-	1893

The products of THE ST. CHARLES CONDENSING CO. are famous the world over for HIGH QUALITY, ABSOLUTE PURITY, and ADAPTABILITY for all the purposes of fresh milk.

Home Office and Address:
St. CHARLES, ILL., U.S.A.

Correspondence and trade orders solicited.
FACTORIES: Ingersoll, Ontario, Canada, St. Charles, and Chenning, Ill.

JUST OUT

A great big package of concentrated goodness.

Greig's WHITE SWAN Breakfast Food

3-lb. packages—to retail at 15c.—2 doz. in a case. THE BEST YET.

THE ROBERT GREIG CO., LIMITED, White Swan Mills, TORONTO.

Canada's Grain Exhibit at St. Louis.

CANADA'S wonderful grain exhibit at the World's Fair is a revelation, says a St. Louis correspondent, to anyone who may have had an idea that the great north country is one of cold and ice always.

Canada has a space of 10,000 square feet in the exposition's mammoth Palace of Agriculture—a structure that covers an area of twenty-three acres and contains all that is edible from all lands. A replica of a historic structure forms the centrepiece of this notable exhibit. One of the handsomest of the public buildings in the Dominion is the Library of Parliament at Ottawa. The dome of this building reproduced on a smaller scale, is one of the most commanding objects in the big building. It is an octagon, thirty-four feet across, and its top extends sixty feet upwards and brushes the rafters of the Agricultural Palace. Its frame is of pine, and the surface that shows is covered with glowing red burlap. Artistically fastened to this background are the grains and grasses of Canada, more than 3,000 specimens being shown in charming array. Great buttresses are built up of millet, a forage plant; brome grass, a fodder crop grown extensively in Western Canada and which appears shortly after the snow leaves the ground; wheat, oats, clover, blue grass and hundreds of other choice specimens. Corn, used so much in the embellishment of the exhibits of the states, finds no place in this display. The eight arches in the octagon afford a conspicuous place for oil paintings, typifying the live stock industry of the great country to the north. The pictures are works of art, and their great size makes the scenes very lifelike. The windows under the pointed arches are filled with bottles of thrashed grain.

Large Export Shipment.

The Robert Greig Company, Toronto, are making a large shipment of breakfast foods from their White Swan Mills to the West Coast of Africa, and another shipment to London, England.

Cereal Notes.

The Frontenac Cereal Company, Kingston, are sampling Toronto with their "Orange Meat." They are also giving pure food demonstrations at 197 Sparks street, Ottawa.

Latest reports concerning Ontario's wheat and clover crop vary somewhat, although on the whole they are more favorable than those of last week. In most districts Fall grain seems to have survived the rigorous Winter very well, and with good weather from now out a good average crop is expected.

EXTRA!!

FIFTEEN-DAY EXTENSION

OF THE LAST AND FINAL "DEAL" ON

"FORCE"

Until May 15 you will receive FREE
5 packages in 2 cases
18 packages in 5 cases

This is not a new "deal," but a late-Spring extension of the offer that was announced to end May 1.

We thought Spring would be in sight before the April leaf was torn off the calendar,—but the unseasonable cold and wet have made it advisable to consider the convenience of grocers whose customers are unlikely to increase the demand for "FORCE" till Spring has actually arrived.

Until May 15—and that ends it, weather or no weather.

Hereafter no more special "deals" or discounts to jobber or retailer.

We have notified your jobber of this extension of date, and he will allow you the free packages as above.

$500,000 has been appropriated for advertising "FORCE" in Canada and the States before October.

Stock up for Summer trade before May 15—while this extension holds good.

THE FORCE FOOD CO.,
Toronto.

MANUFACTURERS' AGENTS AND BROKERS.

TORONTO.

W. G. PATRICK & CO.,

AGENTS AND IMPORTERS.

29 Melinda St., - TORONTO

W. G. A. LAMBE & CO.

TORONTO.

Grocery Brokers and Agents.

Established 1885

QUEBEC, P.Q

J. P. THOMAS

GENERAL AGENT AND COMMISSION MERCHANT,

25 ST. PETER STREET.

QUEBEC.

VICTORIA, B.C.

JAPAN, CHINA, AUSTRALIA

Our Mr. A. R. Tufts, with headquarters at Kobe, Japan, is prepared to furnish information free to all Canadian shippers and manufacturers interested in Oriental trade.

Address correspondence to us.

R. W. CLARK & CO., Brokers, VICTORIA, B.C.

CALGARY.

CALGARY

is now the great Western

WHOLESALE and DISTRIBUTING CENTRE.

Consign your goods **to us.** We will **Reship and Distribute** them for you.

Our large **track Warehouse** where you can place your goods on **Storage** is also at your disposal.

Increase your trade.

Appoint us your Representatives.

We are in direct touch with all the **Wholesalers** from **Winnipeg** to the **Coast.**

Correspondence Solicited.

NICHOLSON, BAIN & JOHNSTON

Wholesale Commission Merchants and Brokers.

CALGARY, ALBERTA.

VANCOUVER, B.C.

C. Gardiner Johnson & Co.,

VANCOUVER, B. C.

Importers of . . .

Skinner's Queensland Turtle Soup.

Sole Agents for Canada.

Supply C.P.R. Company's Cars, Steamers and Hotels, and leading Clubs of Canada.

WINNIPEG.

Dingle & Stewart

WINNIPEG, - - CANADA.

COMMISSION BROKERS.

Excellent Storage Accomodation.

Consign Your Cars to Us.

PRICE, CHAMBERS & CO.

SUCCESSORS TO

CAMERON, GORDON & CO.

Wholesale Commission Agents

WINNIPEG.

EASTERN MANUFACTURERS

—AND—

SHIPPERS.

All EYES are turned on

MANITOBA AND THE WEST.

WE

Represent some of the leading houses in

CANADA and the U.S.

INCREASE YOUR TRADE. WRITE US.

NICHOLSON & BAIN, WINNIPEG,

Wholesale Commission Merchants and Brokers.

BRANDON.

THE WILSON COMMISSION CO, Limited

BRANDON, MAN.

Commission Brokers, Storage.

Correspondence Solicited.

If you have any snaps let us hear from you.

To Manufacturers' Agents

The Canadian Grocer has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a Special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

Address, Business Manager,
CANADIAN GROCER,
Montreal and Toronto.

Just like fishing

Building up trade is just like fishing.

If you use the right kind of bait and cast your line where the kind of fish you want are most plentiful, you'll quite likely get a number of bites.

Then if you go about it right you are pretty sure to land most of them.

Apply the illustration to business.

If you want to catch the grocery trade, cast your line where all the good grocers in Canada congregate every week—looking for bait to build up their businesses with—in The Canadian Grocer. But

Suppose results don't come at fust
What be yew goin' tur dew?
Take out yewr ad, and kick yewrself,
An' go ter feelin' blew?
Uv course yew hain't; yew're goin' tew fish,
An' bait an' bait again;
Bimeby some nibbles 'n bites 'll come,
Then yew'll pull 'em in.

Our Department of Advertising Service is now providing good bait for a number of our advertisers—and stands ready to help a few more in this connection.

Drop us a line about it.

The Canadian Grocer,

10 Front St. E. Toronto. 232 McGill St. Montreal

Department of Advertising Service

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR RETAIL MERCHANTS.

Cigarmakers at Odds.

IT turns out that the demand of the Hamilton cigarmakers for an increase of wages has not been sanctioned by the International Cigarmakers' Union. The matter was referred to the international organization, and without waiting for a reply the local union made known their demands to the manufacturers. On April 28 it was reported that the Executive Committee of the International Cigarmakers' Union had declined to sanction the demand.

The Hamilton Times comments as follows on the situation :

"At the head offices of the Tuckett Company in this city it is believed that the trouble will not be of long duration. The Tucketts have long been considered the best friends the International Union has had among the large cigar manufacturing firms. Other big Canadian firms have fought the union, but the Tucketts helped the union in its troubles in London and Montreal, besides having always been considered one of the strongest union shops in Hamilton. The company, therefore, believes that the International will not sanction a fight, particularly when it can be shown that the increase asked for simply cannot be paid.

"The company, however, is well prepared for a long fight. It has on hand five and a half million Marguerite cigars and, as its sales amount to a million a month, it has stock ahead for all Summer, and up to about the beginning of November.

"Vice-President H. B. Witton stated this morning that the company would not attempt to run a non-union shop — it prefers to maintain its reputation as a fair shop."

Overproduction of Tobacco.

A COMPLAINT has reached the tobacco trade from American growers in the Eastern and Southern States, that they are getting small results from last year's crop, although it was a large one. Two explanations have been given by men in the trade. A leaf tobacco dealer says :

"The trouble lies in over-production. The crop in 1903 amounted to 815,972,425 pounds. The exports amounted to 316,325,911 pounds. Domestic tobacco manufacturers absorbed 263,376,555 pounds. There is a surplus of more than one-fourth of the entire crop. The planters are crying out against the tobacco combine as the cause of their trouble, but if they produced less tobacco they would get higher prices."

Another view of the situation is taken by a prominent cigar manufacturer :

"Because of the cold weather last Summer the tobacco grown then was of poor quality. That is the real reason the planters cannot get as much money for the product as usual. One house bought sufficient good tobacco the year before so that they can get along without the 1903 crop, but some concerns have had to use it. Tobacco is usually kept two years before being manufactured into cigars. Those factories that use the 1903 crop next year will turn out inferior cigars."

Tax on Cigarette Selling.

An Owen Sound tobacconist has opened an interesting argument. Are cigarettes a necessity or a luxury? He is protesting at Osgoode Hall against the right of the Owen Sound Council to impose a $250 license fee on the sale of cigarettes. His lawyer is urging before Justice McMahon that the by-law is illegal, being in restraint of trade and aiding in constituting a monopoly. Besides, Lord Roberts has testified that cigarette smokers have more endurance than non-smokers, and Queen Victoria approved of them by presenting them to her soldiers. The Government receives a large revenue from their sale, and dealers are respectable men. Now, too, those wishing cigarettes have to enter bar rooms, which are exempt from the tax.

Old Chum

CUT PLUG
SMOKING
TOBACCO

satisfies the most exacting customers.

Sold By All Leading Wholesale Houses

CURRENCY

Plug Chewing Tobacco

is a

Quick Seller.

Handled by all Leading Wholesale Houses.

You are giving that young fellow Johnson a fine chance

to make good, clean money out of men that should be and can be your customers,---those men who smoke cigars. Why under the sun don't you sell cigars yourself? You don't risk a penny if you deal with us. We buy back for cash our own cigars every three months.

Take advantage of our offer.
"PEBBLE" for a 5-center. **"PHARAOH"** for a 10-center.

J. BRUCE PAYNE, Limited, Mnfrs., GRANBY, QUE.

Ever singing the praises of

T & B

Sell the 10-cent size.
Tobacco sales enlarge if you sell **T & B.**

GEO. E. TUCKETT & SON CO, Limited,
HAMILTON.

"I made well out of that lot of pipes. Please send duplicate lot."

You know our offer, 6 dozen Pipes, assorted, for $13.00. Express prepaid. Return if not satisfactory. Pipes worth retail from 25c. to $1.00 each.

Begin Pipe Selling Now.

W. B. REID & CO.,
Wholesale Tobacconists,
58 YONGE ST., TORONTO.

The Erie Tobacco Company
WINDSOR, ONTARIO.
T. J. HORROCKS, Wholesale Distributor, TORONTO

Be Sure
and stock
The **RONTO** 5c. Cigar.
Makes friends fast and fast friends.
Manufactured by
T. J. Horrocks,
176 KING ST. EAST, TORONTO.

The Chamberlain Cigar

The **best value** in Canada! Sold the **world** over! It will help your **trade tremendously!** Order a sample lot to-day!

SAVE THE BANDS AND RETURN THEM TO
J. M. FORTIER, Limited
MONTREAL.

MANUFACTURERS OF
Cigarettes and Cut Tobaccos

BRANDS

Smoking—
Tonka,
Solid Comfort,
Pinchin's
Hand-Made.

Chewing—
British Navy,
King's Navy,
Beaver,
Apricot.

UNION MADE

Why work a life-time for nothing?

—for a manufacturer who says "you've got to sell my tobacco—why should I try to humor you? I can't afford to bother over YOUR profits."

There are Tobaccos which are DEAD RIGHT—and which pay the grocer the profit due him.

**WE MAKE THEM.
WORK WITH US.**

McAlpin Consumers Tobacco Co., LIMITED,
TORONTO.

Origin of Tobacco.

"I HAVE been favored with an Indian tradition concerning the origin of tobacco, Indian corn and wheat," said the poet laureate of all the Pascagoulas to a New Orleans man. "At some distant period two Indian youths, pursuing the pleasures of the chase, were led to a remote and unfrequented part of the forest, where, being fatigued and hungry, they sat down to repose themselves and to dress their victuals. While they were thus employed the spirit of the woods, attracted, as it is supposed, by the unusual and savory smell of the venison, approached them in the form of a beautiful female and seated herself beside them. The youths, awed by the presence of so superior a being and struck with gratitude for the condescension which she had shown them in becoming their guest, presented to her in the most respectful manner a share of their repast, which she was pleased to accept and upon which she regaled with seeming satisfaction. The repast being finished, the female spirit thanked them cordially for their attention and informed them that if they would return to the same place after the revolution of twelve moons they would find something which would recompense their kindness, disappeared from their sight. The youths watched the revolving moons, and returning at the appointed time, found a plant of Indian corn, a stalk of wheat and a flourishing plant of tobacco."

U. S. Tobacco Interests in Japan.

The American Tobacco Company have recently invaded Japan with large capital and up-to-date methods, says an Eastern exchange, and are developing a very large trade. There were shipped from Kobe, Japan, last year cigarettes valued at $681,490, against a total export of $838,293, and nearly all the balance was sent from Osaka. Some 70 per cent. of the whole was shipped to China. During 1900 the export of cigarettes to China was more than doubled, and during 1901 that of 1900 was more than tripled.

Exports From the Transvaal.

The official statement of the quantity and value of goods exported from the Transvaal for the twelve months ended December 31st last gives the total number of cigarettes exported at 2,256,650, compared with only 266,900 in the previous twelve months. Altogether 170,932 pounds of tobacco were exported from the Transvaal last year, as against 102,072 pounds in the previous year. These figures strongly encourage the belief that the South African colonies will before long be supplying a good part of the tobacco sold in the English market.

Japanese Monopoly Organizing.

The Japanese Tobacco Monopoly recently created by law, has already established an agent at Havana, for the purpose of buying Cuban tobacco.

Combine for Mexico.

It is reported that three large Mexican cigarette factories, valued at over $1,000,000, including the famous Beuno Yono factory, which in 1893 made a profit of $600,000 on a capital of $4,000,000, is to be bought by a New York syndicate whose representatives are now in Mexico.

Experiments in New South Wales.

A year ago experimental work in tobacco growing in New South Wales was placed in charge of a competent expert on agriculture. The result has proved highly satisfactory. The varieties grown have been submitted to the tobacco manufacturing companies in Sydney, who have expressed high approval of the quality.

Million Cigars on Parade.

The largest recorded consignment of any individual brand of cigars reached Winnipeg this week, when 1,000,000 of Tuckett's famous Marguerite cigars loaded on six of the Manitoba Cartage and Warehousing Company's drays, and consigned to Tees & Persse, manufacturers' agents, Winnipeg, wended its way up Main street.

Canadian Tobacco Abroad.

One of the Canadian agents in Australia writes that Canadian cut tobaccos have made their appearance in Melbourne. He points out that nearly all cut tobacco in Australia is imported in hermetically sealed tins, and that Canadian tobaccos will require to be put up in this way. Canadian tobacco men would do better to look after their own trade at home instead of attempting to capture foreign markets. English tobaccos in sealed tins are growing more and more popular in Canada.

Duty on Cigars.

A petition has been presented to the Minister of Inland Revenue, Ottawa, Ont., on behalf of 125 foreign-leaf cigar factories, asking that the excise rate of $6 a thousand on this class of cigars be cut down to $4, to enable them to compete with the men who use domestic leaf. The foreign-leaf cigar men pay ten cents a pound excise on their tobacco, in addition to the rate on their finished goods. The manufacturers of domestic cigars pay nothing on their leaf, and only $3 on their cigars.

GROCERS!

JUST IN LAST WEEK

OUR NEW UNION BRAND ECHO 5 CENTS EACH.

Equal to most so-called 10c. Cigars.

THE W. H. STEELE CO, LIMITED
Importers and Wholesale Tobacconists.
40 Scott St., - - TORONTO
'Phone, Main 1987.

Should be in the mouth of every smoker. What? a

McDougall Scotch Clay Pipe

Be sure and ask for it, and see that you get it.

D. McDougall & Co., Glasgow. Scotland.

Cigars for Personal Use.

IN answer to applications from several parties for permission to make their own cigars for personal use only, the United States Commissioner advises that while he has ruled that in a number of cases a farmer or any person may make cigars for his own personal smoking, and not for sale, without qualifying as a manufacturer of cigars or incurring liability to tax on cigars so made and consumed, there is no provision under existing law and regulations for the sale of leaf tobacco to such persons, and the only way that they can legally obtain it would be to purchase it from the farmer or grower who is unrestricted in the sale of leaf tobacco to persons other than those prescribed in the regulations.

Tobacco Notes.

Sir William McDonald, the Canadian tobacco manufacturer, has given $100,000 to McGill University in Montreal to found a students' union hall.

The Erie Tobacco Co., Windsor, report a very large increase in the sales of "Queen's Navy" chewing tobacco. It is now being handled pretty generally by the grocery trade.

WALL PAPER

THE SAMPLE BOOK.

IN the majority of stores the salesmen consider that the only way open to them to display wall paper to a customer is by means of the sample book. A small stand is kept in a convenient, well-lighted position and beside it are the sample books ready to hand. A customer states the price he wishes to go, and possibly the room for which the paper is being bought, and the salesman simply selects a sample book, throws it on the stand, and proceeds to show its contents. Seldom does it enter his head that there are better or even other ways. If that is not the use of sample books, what are they for?

As a matter of fact the sample book need, and should, seldom be called into service. It would have been far better for the trade had they never been introduced. At the present time in spite of the prevalence of this method of showing goods, the first class wall paper stores do entirely without them. It may occasionally be found expedient to bring into use the book of samples, but this occurs only when a customer demands it, on account of having a perfectly definite and settled idea what he wants, such as he will have if looking for a sample to match a paper already in use.

In nineteen cases out of twenty the rolls themselves should be shown. For this purpose a permanent rack about six feet in height and of as great a width as is convenient should be built where the light falls squarely on the front of it. The width should be great in order to allow several rolls to be shown together, in order to make a choice between them. A little trough at the back of the top will hold the roll, while four or five feet hang over the front.

After serving a few customers by showing the rolls, the salesman will be thoroughly convinced of the advantages of this method, and if he has the interests of his employer at heart, rather than a sole idea of saving himself a little work, he will never return to the sample book. No sample a foot and a half or two feet long does justice to the pattern or coloring, and the customer has little idea of how the paper will look on the wall. The appearance of a five-foot strip hanging over the rack can be readily grasped, and when another strip of the same pattern is placed beside it and matched, there is no doubt as to its beauties or defects.

By this method of showing the salesman is called upon to display many less samples, and the customer is more quickly and better satisfied. The hasty turning over of the leaves of a sample book confuses and unsettles, and far more difficulty is encountered in making a selection. The two or three previous choices are forgotten because out of sight, while with the rolls, they are placed side by side and a final selection easily made. Sales can be made from rolls that would be lost if the sample book were used, and there is no chance of the customer being disappointed when the paper is put in place.

AN ENGLISH DECORATIVE CLOTH.

A NEW decorative cloth, says an exchange, has been lately introduced in England. The canvases of coarse texture in use hitherto served well on the walls of large halls or staircases, but for spaces of a more confined area a texture of a different kind is desirable. This is met by the new crush and buckram cloths. They all have that manifestation of being a woven fabric which is not to be imitated in paper. At the same time the surface is sufficiently smooth to prevent the accumulation of dust, which is one of the drawbacks of a coarser material. An immense variety of agreeable colors is available, and the artist and decorator can, therefore, obtain any kind of ground which he may seek in order to apply stenciling or other decoration. For ceilings and places where a colored ground is unnecessary there is a white buckram. It should be noted that the colors are not dyed. Pigment colors are employed, and the cloth itself is consequently suitable for covering walls. The hanging is not difficult, and the cloths are supplied in rolls. A thicker paste than is used in papering is sufficient.

THE UNFAIR DUTY.

A CORRESPONDENT directs our attention to a grievance in the wall paper trade. He writes: "I wish to direct your attention to the uncalled for and most unfair duty of 15 cents a pound that has been placed on wall paper sample books, at least on part of them, I should properly say. The duty itself is an excellent one as regards the books sent broadcast through the country by the jobbers on the other side of the line, but I think it is very unfair that a dealer who buys from one of the manufacturers and pays 35 per cent. duty on his goods, should be charged fifteen cents a pound for three or four sample books made up from the exact patterns and designs that he imports. In the smaller towns the average dealer cannot procure the facilities for putting these books together and consequently asks the manufacturer to do it for him so that he can show his goods to better advantage. I think if the wall paper dealers sent a deputation to Ottawa and put the matter before the Government they could procure a new ruling to govern the case. Say for instance that a limited number of sample books coming with a bona fide purchase of say $40 or over and which are shown to be and sworn as being only the same designs as said purchase, that they should come in free or as wall paper with a duty of 35 per cent. This would only be just and fair and I am sure that Canadian manufacturers would not object in the least to such a ruling. I have no doubt but that all dealers will agree with me on this matter as it means a duty of five or six dollars extra on the cost of their paper at the present rating."

WALL PAPER
This month's sales will show the lines you are short of; don't delay sending us your
Repeat Orders.
We will make immediate shipment. Our assortment is good now, but daily deliveries are cutting down the selection.
STAUNTON'S Limited
TORONTO
S
CANADA

How long does it take the people to recognise and appreciate a good thing?

This question has caused every manufacturer some very anxious moments when first placing some new product on the market. To such we would say: It all depends on the merit of the goods in question.

Look at the sale of Postal Orders. First year, 1881, only six hundred and forty-seven thousand were sold. **Second year, 1882,** four and one-half millions were used.

LEES & LANGLEY'S WORCESTERSHIRE SAUCE

was only placed on the market last year and our sales in the last month have been more than the combined sales of the first year.

The people soon recognise and appreciate a good thing.

AMERICAN COFFEE & SPICE CO.
TORONTO.

Current Market Quotations for Proprietary Articles

May 5, 1904.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

Cook's Friend—

	Per doz.
Size 1, in 2 and 4 doz. boxes	$4 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 3 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ½ " "	14 00

W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4 doz.	10c.	$0 85
3 doz.	4-oz.	1 20
3 doz.	6-oz.	1 75
1 doz.	12-oz.	3 50
2 doz.	12-oz.	3 45
3 doz.	12-oz.	3 40
2 doz.	16-oz.	4 45
3 doz.	16-oz.	4 35
1 doz.	2½lb.	10 40
1 doz.	5lb.	19 50

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

JERSEY CREAM BAKING POWDER.

⅛ Size, 5 doz. in case	$0 40
¼ " 4 " "	0 75
½ " 3 " "	1 25
1 " 2 " "	2 25

OCEAN MILLS.

	Per doz.
Ocean Baking Powder, ½ lb., 4 doz.	$ 45
Ocean Baking Powder, ½ lb. 5 doz.	90
Ocean Baking Powder, 1 lb., 3 doz.	1 25
Ocean Borax, ½-lb. packages, 4 doz.	40
Ocean Cornstarch, 40 pks. in a case	78

Freight paid, 5 p.c. 30 days.

ROYAL BAKING POWDER CO.

Sizes.	Per Doz.
Royal—Dime	$ 1 00
" ½ lb.	1 60
" 6 oz.	2 25
" ½ lb.	2 90
" 12 oz.	4 50
" 1 lb.	5 75
" 3 lb.	15 50
" 5 lb.	25 50

Sizes.	Per Doz.
Cleveland's—Dime	$ 1 00
" ½ lb.	1 50
" 6 oz.	2 20
" ½ lb.	2 80
" 12 oz.	4 25
" 1 lb.	5 50
" 3 lb.	15 00
" 5 lb.	25 00

"VIENNA" BAKING POWDER.

	Per doz.
1-lb tins, 4 doz in box	$2 25
½-lb tins, 4 doz in box	1 25
¼-lb tins, 4 doz in box	75

BEE BAKING POWDER.

1-lb. tins, cases 4 doz, per doz. ... $2 25

EAGLE BAKING POWDER

	Per doz.
Cases of 48-5c. tins	$0 45
" 48-10c. tins	0 75
" 24-25c. tins	2 25
" 48-25c. tins	2 25

Blacking.

HENRI JONAS & CO.

Jonas'	Per gross $9 00
Froments	" 7 50
Military dressing	" 24 00

Blue.

Keen's Oxford, per lb.	$0 17
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ½ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes, according to size	0 02 0 10

J. M. DOUGLAS & CO.—Laundry Blues.

"Blueol"—10-lb. boxes containing 50 pkgs., 4 squares each.....per lb. 15c

"Sapphire"—14-lb. boxes, ½-lb. pkgs. per lb.....12½

"Union"—14-lb. boxes, assorted, 1 & ½-lb. pkgs. per lb. 10

Black Lead.

Reckitt's, per box $1 15

Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz.; or ¼ gross, 4 oz.

JAMES' DOME BLACK LEAD.

	Per gross
6a size	$2 40
2a size	2 50

Borax.

"Bee" brand, 5 oz., cases, 40 pkgs.	1 40
" " 10 oz., cases, 48 "	3 25
" " 16 oz., cases, 48 "	4 25

EAGLE BORAX.

	Per doz.
Cases of 5-doz. 5c. packages	$0 40
" 5-doz. 10c. "	0 85

Brooms.

UNITED FACTORIES, LIMITED.

	doz. net.
Boeckh's Bamboo Handles, A, 4 strings	$4 70
" " " B, 4 "	4 40
" " " C, 3 strings	4 10
" " " D, 3 "	3 85
" " " F, 3 "	3 55
" " " G, 3 "	3 20
" " " I, 3 "	2 85

Canned Goods.

HENRI JONAS & CO.

Mushrooms, Rionel	$15 50
" 1st choice Dutheil	18 50
" " Lenoir	19 50
" extra Lenoir	22 00
Per case, 100 tins.	
French Peas, Delory's—	
Moyen's No. 2	$9 00
" No. 1	10 50
½ Fins	12 50
Fins	14 00
Tres fins	15 00
Extra fins	16 50
Sur extra fins	18 00
French Sardines—	
½ Rolland	9 50 10 00
¼ Delory	10 50
¼ Club Alpins	2

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag	0 18½
Quaker Oats, 2-lb. pkgs., per case	3 00
Tillson's Oats, 2-lb. pkgs., per case	00

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Hygienic, 1-lb. tins per doz.	$6 75
" ½-lb. tins "	3 50
" ¼-lb. tins "	2 00
" fancy tins "	0 85
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50
Perfection, ½-lb. tins, per doz.	2 40
Cocoa Essence, sweet, ½-lb. tins, per doz.	

Consider

Your Customers
by selling them only the Best.

Your Country
by supporting British Industries.

Yourself
by handling that which pays best.

BRUNNER, MOND & CO'S
BAKING SODA
WASHING SODA

WINN & HOLLAND, MONTREAL. | *Sole Agents for Canada.*

COME, COME!

Don't spend hours and wear off good hair in an effort to write a good advertisement.

Send a Dollar...

for our book of

"One Hundred Good Ads."

Written specially for the retail grocer.

What is a dollar when matched against 100 half hours of your time? Send quick.

The Canadian Grocer
TORONTO

Chocolate—	per lb
Queen's Dessert, ¼'s and ½'s	$0 40
" 6's	0 42
Mexican Vanilla, ¼'s and ½'s	0 35
Royal Navy Rock, " "	0 30
Diamond, " "	0 25
" 8's	0 28

Icings for cake—	Per doz.
Chocolate, pink, lemon color, lbs	$1.75
Orange, white and almond, ½-lbs	1.00

Confections—	Per doz.
Cream bars, large boxes	$2.25
" small "	1.35
Chocolate ginger, lbs	3.75
" ½-lbs	2.25
" wafers, ½-lb. boxes	2.25
" " ½-lb. boxes	1.30

FRY'S.

Chocolate—	per lb.
Caraccas, ¼'s, 6-lb. boxes	$0 42
Vanilla, ¼'s	0 42
"Gold Medal," sweet, ¼'s, 6-lb. boxes	0 29
Pure, unsweetened, ¼'s, 6-lb. boxes	0 42
Fry's "Diamond," ¼'s, 14-lb. boxes	0 24
Fry's "Monogram," ¼'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ¼'s, 1 doz. in box	2 40
" ½s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ¼'s, 14-lb. boxes	....
" ½'s, 12-lb. boxes	....
Epps's Cocoa, case of 14 lb., per lb.	0 35
quantities	0 37½

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

½ tins, 4½ doz. to case	per doz.,	$	90
" " 4 " "	"		2 40
" " 2 " "	"		4 75
" " 1 " "	"		9 00

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.

	Per lb.
Mott's Broma	$0 30
Mott's Prepared Cocoa, ¼s and ½-boxes	0 28
Mott's Breakfast Cocoa, ¼s in boxes	0 40
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caracas Chocolate	0 40
Mott's Diamond Chocolate	0 23
Mott's Navy Chocolate, ½s in boxes	0 27
Mott's Cocoa Nibbs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross	1 00
Mott's Confectionery Chocolate	0 21 0 32
Mott's Sweet Chocolate Liquors	0 20 0 36

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 38
Vanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 27
Breakfast cocoa, ¼, ½, 1 and 5-lb tins	0 43
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 35
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5's, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 56

LOWNEY'S.

Breakfast cocoa—
6-lb. boxes, 12 boxes in case, 1-5-lb. tins. 45c.
6-lb. boxes, 12 boxes in case, ½-lb, tins. 42c.
6-lb. boxes, 12 boxes in case, ½-lb. tins. 42c.
Sweet chocolate powder—"Always Ready."
6-lb. boxes, 12 boxes in case, ½-lb tins. 32c.

Premium chocolate—
6-lb bxs., 12 bxs. in case, ½-lb. pkgs. 34c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs. 34c.
6-lb. bxs., 12 bxs. in cose, ½-lb. pkgs. 36c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs. 36c.

Medallion sweet chocolate—
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. 48c.

Milk chocolate—
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. 40c.

Tid-Bit chocolate—
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. 25c.

Vanilla sweet chocolate—
3-lb. bxs. 24 bxs., in case, ½-lb. pkgs. 32c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. 32c.

Diamond sweet chocolate—
6-lb. boxes, 12 bxs. in case, ½-lb. pkgs. 19c.

Condensed Milk.

Anchor" brand, cases 4 doz., per case	$5 00
" evap. cream, cp. 4d. "	4 65

Borden's Condensed Milk Co.

Eagle" brand	$1 50
Gold Seal" brand	1 30
Peerless" brand evaporated cream	1 20

"Reindeer" Brand
Case (4 doz $5.60

Coffee.

"Bee" brand, 1 lb. tins, cases, 30 tins	9 00
" " 2 lb. tins, cases, 15 tins	8 70

THE EBY, BLAIN CO., LIMITED.

In bulk—	Per lb.
Club House	0 32
Royal Java	0 31
Royal Java and Mocha	0 31
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Fancy Bourbon	0 20
High Grade package goods—	
Gold Medal, 2-lb. tins	0 30
Gold Medal, 1-lb. tins	0 31
Kin Hee, 1-lb. tins	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars	0 30
English Breakfast, ground only 1-lb. tins	0 1?

JAMES TURNER & CO.

	Per lb.
Mecca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.

	Per lb.
"Old Crow" Java	$0 25
" Mocha	0 25
"Condor" Java	0 30
" Mocha	0 30

15-year-old Mandheling Java and hand-picked Mocha 0 50
1-lb. fancy tins choice pure coffee, 48 tins per case 0 20
Madam Huot's coffee, 1-lb. tins 0 31
" " " 2-lb. tins 0 30
100 lb. delivered in Ontario and Quebec.
Rio No. 1 0 15
Condor I. 40-lb. boxes 45c.
" II, 40-lb. boxes 42½c.
" III, 80-lb. boxes 37½c.
" IV, 80-lb. boxes 35c.

S. H. & A. S. EWING'S.

	Per lb
Mocha and Java coffee, in 1-lb tins, 30-lb cases	32
Mocha and Java coffee, in 2-lb tins, 30-lb cases	29

Cheese.

Imperial—Large size jars	per doz.	$8 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	15 00
Small size	"	12 00
Roquefort—Large size	"	2 40
Small size	"	1 40

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co. Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c

RECKITT'S BLUE and ZEBRA PASTE {Always give your Customers Satisfaction.

There is **ONE** Laundry Starch you can always rely on to please your customers, it is

Edwardsburg "Silver Gloss"

Never a complaint.

There is no Corn Starch as easy to sell, as satisfactory for the consumer as the well-known **"BENSON'S" Corn Starch.**

Both pay you better than any other starches, because you sell them **all the time,** and they please **all the time.**

Manufactured by

EDWARDSBURG STARCH CO'Y, Limited

ESTABLISHED 1858

53 Front St. East, TORONTO, ONT. | Works: CARDINAL, ONT. | 164 St. James St., MONTREAL, P.Q.

Allison's Coupon Pass Book.

$1 00 to 3 00 books	3 cents each
5 00 books	4 "
10 00 "	5½ "
15 00 "	6½ "
20 00 "	7½ "
25 00 "	8 "
50 00 "	12 "

Cane's Clothes Pins.

UNITED FACTORIES, LIMITED.

Clothes pins (full count), 5 gross in case, per case	$0 62
doz. packages (12 to a case)	0 75
6 doz. packages (12 to a case)	0 95

Cleaner.

	Per doz.
4-oz. cans	$ 0.90
6-oz. "	1.35
10-oz. "	1.85
Quart "	3.75
Gallon "	10.00

Wholesale Agents.

The Davidson & Hay, Limited, Toronto.

Extracts.

HENRI JONAS & CO.

	Per gross.
-oz. London extracts	$ 6 00
2-oz. " " (no corkscrews)	5 50
2-oz. " "	9 00
2-oz. Spruce essence	6 00
2-oz. " "	9 00
2-oz. Anchor extracts	12 00
4-oz. " "	21 00
1-oz. " "	36 00
1-lb. " "	70 00
1-oz. flat "	9 00
2-oz. flat bottle extracts	18 00
2-oz. square bottle "	21 00
4-oz. " " (corked)	36 00
8-oz. " " "	72 00

	Per doz.
8-oz. " glass stop extracts	$3 50
8-oz. " " "	7 00
2½-oz. round quint essence extracts	2 00
4-oz. jockey decanters "	3 50

Food.

	Per doz
Robinson's patent barley ½-lb. tins	$1 25
" " " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " " 1-lb. tins	2 25

Gelatine.

	Per gross.
Knox's No. 1 sparkling	$15 00
	Per doz.
" " " 6 doz., at	$ 1 30
" No. 3 acidulated, at	$ 1 50

Jams and Jellies.

SOUTHWELL'S GOODS. Frank Magor & Co., Agents.

	Per doz
Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant " "	1 85
Other jams	$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.

Pure Fruit Jams—	
1-lb. glass jars, 2 doz. in case, per doz.	$0 95
2½-lb. tin pail, 2 doz. in crate, per lb.	0 06½
5 and 7-lb. tin pails, 8 and 9 pails to crate, per lb.	0 06
7, 14 and 30-lb. wood pails, "	0 06
Pure Fruit Jellies—	
1-lb. glass jars, 2 doz. in case, per doz.	0 95
7, 14 and 30-lb. wood pails, per lb.	0 06
Home Made Jams—	
1-lb. glass jars (16-oz. gem.) 1 doz. in case, per doz.	1 50
5 and 7-lb. tin pails, per lb.	0 09
7, 14 and 30-lb. wood pails "	0 09

BRAND & CO.

Brand's calf's foot	$3 50
Real turtle jelly	7 75

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" " 100 sticks	0 73
Dulce large cent sticks, 100 in box	

Lye (Concentrated).

GILLETT'S PERFUMED.

	Per case.
1 case of 4 doz.	$3 60
3 cases "	3 50
5 cases or more	3 40

Matches.

UNITED FACTORIES, LIMITED.

	Per case.
Surelight (Parlor)	$3 50
Flashlight (Parlor)	5.75
Kodak (Sulphur)	3 80

WALKERVILLE MATCH CO.

	1 case.	5 cases
Parlor	$5 75	$5 50
Imperial	3 50	3 25
Best	1 70	1 60
Crown	1 90	1 80
Maple Leaf	4 75	4 50
Knights	3 90	3 70
Sulphur Club		

Mince Meat.

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., -lb. tins, per doz.	$1 40
" ½-lb. tins "	2 50
" 1-lb. tins "	5 00
Durham 4-lb. jar, per jar.	0 75
" 1-lb. jar	0 25
F.D., ¼-lb. tins, per doz.	0 85
" ½-lb. tins "	1 45

HENRI JONAS & CO.

	Per gross.
Pony size	$ 7 50
Imperial, medium	9 00
Imperial, large	12 00
Tumblers	12 00
Mugs	13 20
Pint jars	18 00
Quart jars	4

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—	
¼-lb. tins, per lb.	$ 0
½-lb. tins "	0 35
1-lb. tins "	0 32½
4-lb. jars, per jar	1 20
1-lb. jars "	0 35
Old Crow," 12-lb. boxes—	
¼-lb. tins, per lb.	0 25
½-lb. tins "	0 23
1-lb. tins "	0 22½
4-lb. jars, per jar	0 70
1-lb. jars "	0 25

Orange Meat.

Cases, 36 15c. packages...$4.50
5 case lots.... 4.40 (Freight paid.)
Cases, 20 25c. packages... 4.00
5 case lots.... 4.00 (Freight paid.)

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand 1-lb. glass	$1 50
" " quart gem jars	3 40

T. UPTON & CO.

1-lb. glass jars, 2 doz. case, per doz.	$ 0 95
Home-made, in 1-lb. glass jars "	1 50
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 06

Pickles.

STEPHENS'.

A. P. Tippett & Co', Agents.

Cement stoppers (pints) per doz.	$ 2 30
Corked "	1 90

Soda.

COW BRAND.

Case of 1-lb. containing 60 pkgs., per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. (containing 96 pegs.), per box, $3 00.

EMPIRE

"EMPIRE" BRAND.

Brunner, Mond & Co.

Case 120 ½-lb. pkts. (60 lb.), per case, $2 70.

Case 96 10-oz. pkts. (60 lb. case, $2 80.

"MAGIC" BRAND.

	Per case.
No. 1, cases, 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " { 30 1-lb. " / { 60 ½-lb. " }	2 75
No. 5 Magic soda---cases 100---10-oz. pkgs.	
1 case	2 85
5 cases	2 75

"BEE" BRAND.

	Per case
"Bee" brand, 8 oz., cases, 120 pkgs.	
" " 10 oz., cases, 96 pkgs.	$2 75
" " 16 oz., cases, 60 pkgs.	

Soap and Soap Powders.

A. P. TIPPET & CO., Agents.

Maypole soap, colors, per gross	$10 20
" " black "	15 30
Oriole soap "	10 20
Gloriola soap "	12 00
Straw hat polish "	10 20

Two Lines That Lead.

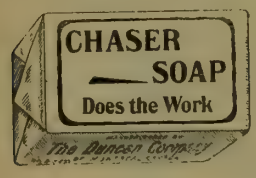
A Vinegar with Advantages.

You want a brand absolutely pure. One which will keep a long time without deteriorating. One known for its delicate aroma and its excellent flavour. **Hill, Evans & Co.** (Worcester, Eng.), produce **the** one. A Malt Vinegar which is unapproached by any other for these essential properties. A Vinegar you may always rely upon.

Quinine Wine with a Reputation.

Robert Waters' Quinine Wine enjoys a 50-year reputation as the finest tonic known.

Export Agents—ROBT. CROOKS & CO., Botolph House, Eastcheap London, England.



CHASER SOAP.

1 case	$2 40
5 cases	2 30
10 cases	2 20
20 cases	2 10

5 per cent. 10 days or 60 days acceptance.
Babbitt's "1776" 100 6-oz. pkgs. $3.50 per bx. 5 boxes, freight paid and a half box free.
Babbitt's "Best" soap, 100 bars, $4 10 per bx.
Potash or Lye, bxs.,ea.2 dz.,$2 per bx.
WM. H. DUNN, AGENT.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. cartons	$0 06
No. 1 " 3-lb. "	0 06
Canada laundry	0 05
Silver gloss, 6-lb. draw-lid boxes	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05½
Benson's enamel....per box 1 25 to	2 50
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 06½
Canada Pure Corn	0 05½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps	0 08½
"Bee" brand, cases, 4 packages	5 00

BRANTFORD STARCH WORKS, LIMITED Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 05
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 06
Barrels, 200 lb.	0 05½
Kegs, 100 lb.	0 05½
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 45 cartons, per case	40
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 05½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 06½
Crystal Maise Corn Starch	
1-lb. packages, boxes 40 lb.	0 06½

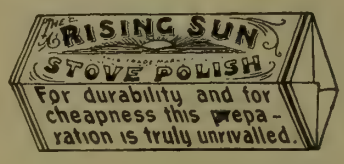
ST. LAWRENCE STARCH CO., LIMITED. Ontario and Quebec.

Culinary Starches—	
St. Lawrence corn starch, 40 lb	0 06½
Durham corn starch, 40 lb	0 05½
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 06
" 3-lb. cartons, 36 lb.	0 06
" 200-lb. bbl.	0 05½
" 100-lb. kegs	0 05½
Canada Laundry, 40 to 46 lb.	0 05
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 05½

OCEAN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$8 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00

WM. H. DUNN, AGENT.

	pr. dz.
Enameline No. 4, bxs., ea. 3 dz.	0 38
Enameline No. 6, bxs., ea. 3 dz.	0 65
Enameline liquid, bxs., ea. 3 doz.	0 75
Blackene, 5-lb. cans, per lb.	0 10

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

	Per case.
Enamelled tins, 2 doz. in case	$2 40
Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 90
5 " 1 " "	2 35
10 " ½ " "	2 25
20 " ¼ " "	2 10

(10 and 20 lb. tins have wire handles.)

"BEAVER" BRAND.

	Per case.
1 gal. tins, square, 6 in case	$4 40
½ gal. tins, round, 12 in case	4 50
¼ gal. tins, round, 24 in case	4 60

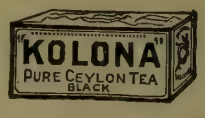
SMALL'S BRAND—Standard.

	Per case.
1 gal. tins, square, 6 in case	$4 70
½ gal. tins, round, 12 in case	4 90
¼ gal. tins, round, 24 in case	5 30

Teas.

SALADA CEYLON.

	Wholesale.	Retail.
Brown Label, 1's	$0 20	$0 25
" " ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c	$0 19
" " ½-lb. " "	0 20
Blue Label, retail at 30c	0 22
Green Label. " 40c	0 28
Red Label, " 50c	0 35
Orange Label, " 60c	0 42
Gold Label, " 80c	0 55

Cases, each 60 1-lb.	$0 35
" " 60 ½-lb.	0 35
" " 30 1-lb.	
" " 120 ½-lb.	0 36

LUDELLA CEYLON, 1's AND ½'s PKGS.

Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

"CROWN" BRAND.

	Wholesale.	Retail.
Red Label, 1-lb. and ½s	$0 35	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½s	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—	
"Condor" III 80-lb. boxes	$0 37
EMD AAA Japan, 40 lb " at	0 37½
" AA 40 "	0 35
Blue Jay, basket fired Japan, 70 lbs.	0 30
"Condor" IV 80-lb. "	0 43
" V 80-lb. "	0 30
" XXXX 80-lb. boxes	0 25
" XXXX 30-lb. "	0 26
" XXX 80-lb. "	0 22½
" XXX 30-lb. "	0 23½
" XX 80-lb. "	0 20
" XX 30-lb. "	0 21
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 28½

Black Teas—"Nectar" in lead packets	
Green Label, retails	0 26 at 0 20
Chocolate Label	0 35 at 0 25
Blue Label	0 50 at 0 36
Maroon Label	0 60 at 0 45
Fancy tins—Chocolate, 1-lb	0 32½
" " —Blue, 1-lb	0 42½
" " —Maroon, 1-lb	0 50
" " —Maroon, 1-lb	1 50

"Condor" Ceylon black tea in lead packets

Green Label, ⅛s, ¼s and ½s, 60-lb. cases, retail	0 25 at 0 20
Grey Label, ⅛s, ¼s and ½s, 60-lb. cases, retail	0 30 at 0 23
Yellow Label, ⅛s and ¼s, 60-lb. cases, retail	0 35 at 0 26
Blue Label, ⅛s, ¼s and ½s, 50-lb. cases, retail	0 40 at 0 30
Red Label, ⅛s, ¼s and ½s, 50-lb. cases, retail	0 50 at 0 34
White Label, ⅛s, ¼s and ½s, 50-lb. cases, retail	0 60 at 0 40

Black Teas—"Old Crow" blend—	
Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1 per lb.	0 35
No. 2 "	0 30
No. 3 "	0 25
No. 4 "	0 20
No. 5 "	0 17½

LIPTON'S TEA (in packages).

Color of Label.	1 lbs & per lb.	Sold for 1 lbs. per lb.	Sold for ½ lbs. per lb.
Ceylon-India, Ex. ch'st A Yellow	45	47	70
" " " B Red	40	42	60
" No. 1 C Pink	35	37	50
" 2 C Orange	28		40
" 3 C L. Blue	22		30
4 C L. Green	20		

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 3½s, 5s. and 10s	$0 39
" Amber, 8s. and 3s	0 39
Chewing—Stag, bars, 10½oz.	0 43
" Bobs, 5½s. and 11s	0 44
" 10½ oz. bars, 6s	0 44
" Currency, 12 oz. bars, 12s	0 47
" " 6½s. and 12's	0 47
" Old Fox, narrow, 12s	0 47
" Snowshoe, 14½oz b'rs, sp'c'd 6½	0 51
" Pay Roll, 7s and 6½s	0 53
" Fair Play, 8s. and 13s	0 53

Vinegars.

E. D. MARCEAU, Montreal.	Per gal.
EMD, pure distilled, highest quality	$0 30
Condor, pure distilled	0 25
Old Crow	0 20

Special prices to buyers of large quantities

GRIMBLE'S MALT.

Bulk, ¼-casks, 25 gals	$5 45 $10 90
" casks, 60 "	10 25 22 40
Bottles, cases, 3 doz.	3 25 4 40

Washing Powder.

FAIRBANK'S GOLD DUST.

Five cases assorted—	
24 25c. packages	$4 65
100 10c. "	7 80
100 5c. "	3 90

Freight prepaid.

Cane's Woodenware.

UNITED FACTORIES, LIMITED.

	Per doz
Washboards, Victor	$1 35
" Crown	1 45
" Improved Globe	1 60
" Standard Globe	1 70
" Original Solid Globe	2 00
" Superior Sld. Bk. Globe	2 15
" Jubilee	2 10
" Pony	0 95
Diamond King (glass)	3 10
Tubs, No. 0	10 50
" " 1	8 50
" " 2	7 50
" " 3	6 50
Pails, No. 1, 2 hoops	1 75
"	1 90

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case	$1 00
Gillett's cream yeast, 3 doz.	1 00
Jersey cream yeast cake, 3 doz. 5c.	1 00
Victoria " " 3 doz. 5c.	1 00
" " " 3 doz. 10c.	1 90

THE ONLY ESSENCE PRESCRIBED BY THE MEDICAL PROFESSION OF KING EDWARD'S DOMINIONS FOR PURITY AND EXCELLENCE OF QUALITY.

Bromley's Coffee Essence

NO GLUCOSE
NO CARAMEL
NO COFFEE FININGS
used in its manufacture.

WARRANTED under the FOOD AND DRUGS ACTS.

A SURE TRADE WINNER.

THE BEST SAUCE AND THE BEST VALUE IN THE WIDE WORLD.
IT PLEASES THE MOST FASTIDIOUS PALATE.

THE RESULT OF SEVEN YEARS SPENT IN SCIENTIFIC EXPERIMENT AND RESEARCH.

DR LAING'S CREAM SAUCE

ITS CERTIFICATE OF CHARACTER IS UNQUESTIONABLE.

The only Sauce in the world in which has been successfully achieved the thorough emulsification and blending therein a suitable proportion of
PURE GRAPE JUICE AND RICH DEVONSHIRE CREAM.

SOLE AGENTS FOR CANADA: W. G. PATRICK & CO., Merchants, 29 Melinda St., TORONTO

COX'S GELATINE

ALWAYS TRUSTWORTHY

Established 1725.

Agents for Canada:
C. E. COLSON & SON, Montreal.
D. MASSON & CO., Montreal.
ARTHUR P. TIPPET & CO., Toronto, St. John, N.B., and Montreal.

THE PEOPLE OF

JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.

BASKETS

We make them in all shapes and sizes. We have

Patent Strawboard Berry Box
Grain and Root Baskets,
Clothes Baskets,
Butcher Baskets,

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE . . .

Oakville Basket Co.

Oakville, Ont.

You are Interested in Something.

Why not get the best items that are printed on the subject.

We read and clip thousands of newspapers every week — therefore we can equip you **speedily** and **economically** for a debate, speech, lecture, essay or anything else requiring up-to-date information and more of it than your competitors are likely to get.

Terms—100 Clippings,	$ 5.00
250 "	12.00
500 "	22.00
1,000 "	40.00

Send for our Booklet which fully explains the scope of the clipping industry.

We have also lists of firms in every branch of trade in the Dominion, the professions, club members, society, etc., and we are prepared to address and mail circulars or letters to these at any time.

CANADIAN PRESS CLIPPING BUREAU,

232 McGill Street, MONTREAL, QUE.
Telephone Main 1255.
10 Front St. E., Toronto. Telephone Main 2701.

Is Honest Goods and just the Thing on Which to Make or Extend a Business.

McLAREN'S
COOK'S FRIEND
BAKING POWDER.

The Best Grocers make a point of Keeping it always in Stock.

New Packages
Glassware,
Assorted Crates,
Printed and
Whiteware,

New Toilet Sets. Full lines of all

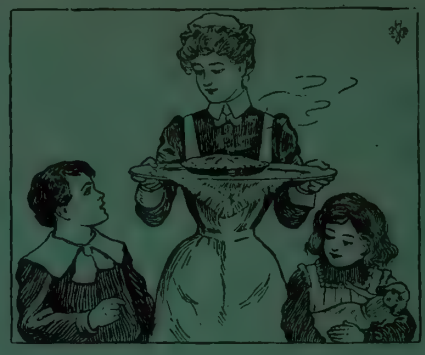
Regular Goods.

Crockery, China, Glassware, Lamp Goods.

GOWANS, KENT & CO.,

TORONTO and WINNIPEG.

16 Front St. East. Main street.



YOUR CUSTOMERS appreciate the goodness of

Wethey's Mince Meat

They won't be satisfied with any other once they have tried it. We are sure you will find Wethey's Mince Meat profitable to handle as many hundreds of merchants do. Let us have your trial order.

"One try satisfies."

J. H. Wethey, Limited

ST. CATHARINES, ONT.

Crosse & Blackwell's

Celebrated Candied and Drained Peels.

ORANGE, LEMON, CITRON and MIXED (O. L. & C.)

7-lb. Tins, 7-lb. Wood Boxes and 1-lb. Cartoons.

SPECIALLY LOW NEW SEASON PRICES.

C. E. COLSON & SON, AGENTS, MONTREAL

"KKOVAH"
JELLIES (all flavors).

"KKOVAH"
CUSTARD POWDERS.

"KKOVAH"
BLANC MANGE POWDERS, Etc.

JAMES R. GREIG,

Agent,

MONTREAL.

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 23.

VOL. XVIII. MONTREAL AND TORONTO, MAY 13, 1904. NO. 20.

THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, General and Allied Trades in Canada.

PUBLISHED EVERY FRIDAY

CIRCULATES IN EVERY PROVINCE

Robinson's Patent Barley.

Sales are increasing all over Canada.
New Buyers are cropping up everywhere.
You cannot afford to be without

ROBINSON'S PATENT BARLEY

Raised on it.

A Bad Foundation Means A Weak Superstructure

The Soda Biscuit is the foundation of the grocer's biscuit business. If it is inferior in quality his whole biscuit trade will naturally be affected. Christie's Sodas are the best made. Consequently they can be relied upon as a good foundation.

CHRISTIE, BROWN & CO., LIMITED

TORONTO and MONTREAL

ADOLPHE E. SMYLIE, President — HENRY ROWLEY, Vice-Pres't — H. W. PETHERBRIDGE, Sec'y and Treasurer

NATIONAL LICORICE CO.

Successors to
YOUNG & SMYLIE
BROOKLYN, N. Y.
S. V. & F. P. SCUDDER
BROOKLYN, N. Y.
MELLOR & RITTENHOUSE CO.
CAMDEN, N. J.
H. W. PETHERBRIDGE
BROOKLYN, N. Y.
DOMINION LICORICE & NOVELTY CO.
TORONTO, CAN.

Y. & S., SCUDDER, and M. & R. Brands of PURE STICK LICORICE, Acme Licorice Pellets, M. & R. Wafers in bags, Licorice Lozenges, and a full line of Licorice Specialties, including the celebrated soft licorice lines sold under the Company's brands as follows: THE FLEXIBLE LICORICE, THE PLIABLE LICORICE, THE ELASTIC LICORICE.

OFFICE—106 JOHN ST.
106-116 John St., 227-237 Plymouth St., } Brooklyn, N.Y.
Illustrated Catalogue on request.

THE AUER GAS LAMP

"Turns night-time into day-time"

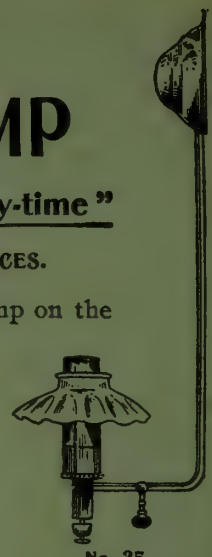
NEW MODELS. LOWER PRICES.

We offer you the best made lamp on the market, built scientifically.

We offer you a lamp that will light your store for half the cost of kerosene.

We offer you a lamp that is safer than a coal oil one.

We offer you a lamp which you can sell at a good profit.


No. 25
100 Candle Power.

Do you want the Agency for it?

THEN WRITE FOR OUR CATALOGUE AND DISCOUNTS.

EVERY LAMP GUARANTEED.

AUER LIGHT CO., 1682 NOTRE DAME ST., MONTREAL.

AS A MERCHANT

every pound of Canadian beet sugar you sell helps you to a double profit, because you keep the money at home instead of sending it to foreign countries. Where does money paid out to the farmers and laborers go if not to the merchants ?

DON'T FORGET

we have a sugar equal to any in Canada, in

Crystal Granulated

The Wallaceburg Sugar Company

LIMITED

WALLACEBURG, ONT.

CODOU'S

MACARONI

(Genuine French)

Made in a Model Factory, absolutely new and up to date. Made only from the finest Taganrog Russian Wheat—the only wheat from which the finest quality of Macaroni can be made. Nothing better can be produced.

ARTHUR P. TIPPET & CO., Agents,

8 Place Royale, Montreal.

20½ Front Street E., Toronto.

"HALIFAX," "ACADIA" AND "BLUENOSE" BRANDS OF PREPARED CODFISH

ARE PROFITABLE.

I. Because they are so nice that once introduced people will ask for them again. **Easy to Sell.**

II. Because once you get them selling well you will reap large profits. **A Good Margin on Every Pound.**

BLACK BROS. & CO., Limited,

HALIFAX and LA HAVE, N. S.

A. H. BRITTAIN & CO., Representatives for QUEBEC and ONTARIO,
BOARD OF TRADE BUILDING, MONTREAL.

THE DEMAND FOR

"Sterling" Pickles

SHOWS A

Big Trade Increase.

The explanation is simple. The best people all over the country have learned to value "Sterling" Pickles and Relishes. The people who want the best in these lines invariably ask their grocer for "Sterling" Brand goods.

—These famous pickles and relishes are
—made of the best grown Canadian
—vegetables, by well-tested and scientific
—methods, in Canada's greatest pickle
—factory. Write your jobber or direct
—to the manufacturer.

The T. A. LYTLE COMPANY, Limited

Manufacturers of High-Grade Pickles

124-128 Richmond St. West, TORONTO.

Messrs. Grimble & Co.

LIMITED

Specially request the trade to consider quality when placing their orders for

VINEGARS

NOTE OUR GRADES.—Orleans No 16, and Nos. 16, 18 and 24 malt, concentrated and distilled.

All inquiries addressed to their Canadian agent, Mr. I. S. Wotherspoon, 204 Board of Trade Building, Montreal, will receive prompt attention.

I. S. WOTHERSPOON,

204 Board of Trade Building,

MONTREAL, P. Q.

GUARANTEED UNIFORMITY—Every grocer who handles coffee knows the value of getting it uniform ; a careful system of registering orders assures your coffee being always the same, if you handle

S. H. & A. S. EWING'S High-Grade COFFEES

You are not experimenting when you place your order with a firm whose reputation for high-grade goods (both Coffee and Spices) has stood over half a century. Order now.

THEY EARN THEIR COST

while you pay for them.

SOLD ON EASY MONTHLY PAYMENTS.

The Computing Scale Co. of Canada, Limited

164 King Street West, Toronto, Canada.

Manufacturers of...

DAYTON COMPUTING SCALES.
MONEY-WEIGHT SCALES.

SOCKEYE SALMON

"Sovereign" and "Lynx" Brands

ARE THE CHOICEST IN THE MARKET.

EVERY TIN GUARANTEED.

TO BE HAD OF ALL GROCERS.

Paid For Itself.

C. WILSON & SON, Limited, Scale Manufacturers,
TORONTO. HAMILTON, MAR. 19th, 1903.

DEAR SIRS:—

I have used your **BALL-BEARING COMPUTING SCALE** for several years now and I believe it has paid for itself a good many times over during that period. Most of my profits went to my customers in overweights in the past. Now I have a little left for myself.

Yours truly, ———

One of a hundred similar testimonials secured by us. Let us put you on the same road to prosperity. Catalogue free for the asking.

C. WILSON & SON, Limited, TORONTO.

purity,
flavor,
aroma,
delicacy,
healthfulness,
cleanliness,
are a few of the many
characteristics of

JAPAN TEAS

—they please your customers, and
—pay you to handle.

SAVE 25% on your HOUSE PAINTING.

If the grocers who intend painting their residences next Spring will follow the directions given below and wash the buildings with a solution of ***GOLD DUST*** Washing Powder, they will use one-third less paint than if they merely attempted to brush the dust off the house without washing it.

DIRECTIONS.

Dissolve one-quarter pound of **GOLD DUST** in a pint of water, then add the solution to 4 gallons of hot water; apply with a stiff brush, and follow with use of a hose. The stronger the hose is turned on the quicker and more effectual the work will be.

The use of less paint can be accounted for by the fact that after washing the house with **GOLD DUST** it leaves a smooth surface, so that the same quantity of paint will go fully one-fourth further. Furthermore, it leaves no layer of dirt between the paint and the woodwork, and, as a consequence, the paint will wear longer.

We have letters from several of our customers who used this method, and after washing their houses with **GOLD DUST** they were so well pleased with the appearance of them that they concluded not to paint them at all.

Retail grocers will do well to call this matter to the attention of their customers, as $3.00 worth of **GOLD DUST** Washing Powder will make the house look as well as the expenditure of $100.00 in re-painting it would.

Any grocer may experiment with a 5c. package of **GOLD DUST** by emptying the contents into 8 gallons of hot water, which should convince him that it will pay him to continue.

GOLD DUST can be used for any kind of outdoor work that needs renovating.

THE N. K. FAIRBANK COMPANY,

Wellington and Ann Sts., MONTREAL, QUE.

Chicago, New York, St. Louis, New Orleans, San Francisco, Baltimore, Boston, Philadelphia, London, Eng., Hamburg, Ger.

CORKS——

—We have special job lots of Grocery Corks, all sizes and shapes.
—Will be pleased to submit samples and prices suitable for grocery
—trade. You are often asked for corks, why send your customers to
—the drug stores when you can supply them?

S. H. EWING & SONS
96 KING ST., MONTREAL.
Telephone Bell Main 65.
" Merchants 522.

Toronto Branch, 29 Front St. West
TELEPHONE MAIN 2059
Telephone orders receive prompt attention.

We have recently taken up the manufacture and sale of the

Templeton Cheese Knife

It is the greatest device for merchants retailing cheese. "Soon pays for itself," the testimony of everyone who has used the machine for the past year.

KEEPS CHEESE FRESH
SAVES FROM WASTE

EASY TO OPERATE
PLEASES EVERY CUSTOMER

Sold on easy terms. Write us for particulars.

The Computing Scale Co. of Canada, Limited, - 164 King St. West, Toronto.

TEA ROSE DRIPS

A PURE CANE-SUGAR SYRUP

of unsurpassed excellence, which sells well and gives uniform satisfaction—enough said.

ROSE & LAFLAMME, Agents,
MONTREAL.

Your Customers

say that it is a fact that

Paterson's Camp Coffee Essence

is the acme of Coffee perfection.
This means sales.

ROSE & LAFLAMME,
AGENTS,
MONTREAL.

British Brain

v.

The Chinese and Japs

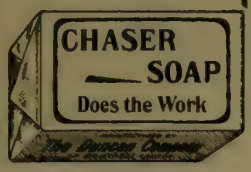
It is conceded that the Chinese and Japanese grew tea before it was cultivated in India and Ceylon, but it is not and never can be conceded that the Orientals can grow a better tea than the Britisher with science always at his elbow, and cleanliness as his habit.

Sell **CEYLON** Teas. If people want black tea, or if they want green tea, Ceylon Teas supply the need. The flavor and quality are better and the profits go to Britishers and the Empire.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

Two Good Reasons

Why You Should Sell



BETTER VALUE TO YOUR CUSTOMERS AND MORE PROFIT FOR YOURSELF. ORDER A SAMPLE CASE DELIVERED. P. O. Box 292.

The Duncan Company of Montreal.

TEA.

AGENTS REQUIRED in Canada and United States to sell and obtain wholesale orders for Ceylon Black and Green Teas on commission. Apply,

"COMMISSIONER,"
CANADIAN GROCER,
109 Fleet Street E.C. London, Eng.

Mrs. J. A. Smith

of _____ has spoken most highly of our Tomato Pulp.

Tomatoes with Skin, Seeds, and Fibre removed.

Better than common tomatoes

Do you sell Tomato Pulp ?
$1.00 a dozen F.O.B. Burlington.

SEND ORDERS DIRECT.

The Burlington Canning Co. Limited

BURLINGTON, ONT.

IF FLIES CARRY DISEASE

AS YOUR CUSTOMERS WELL KNOW

WILL IT NOT offend your patrons if you offer them fly-blown and fly-specked goods ?

WILL IT NOT be good policy on your part to spread out a few sheets of **Tanglefoot** in your store and shop windows to show that you are anxious to please your trade with clean, wholesome goods ?

WILL IT NOT make you many profitable sales to keep **Tanglefoot** constantly at work within sight of every person who enters your store ?

COX'S SPARKLING GELATINE

FAMED for SIXTY YEARS

Gives a bright Transparent Solution and is

Always Uniformly Strong, and always trustworthy.

Sold in shredded form in well-known checkerboard boxes.

Agents for Canada—
C. E. Colson & Son, Montreal.
D. Masson & Co., Montreal.
Arthur P. Tippet & Co., Toronto, St. John's, N.B., and Montreal.

"Royal" Salad Dressing

Every detail of manufacture, all materials used and the circumstances governing the production of "ROYAL" SALAD DRESSING, combine to make it the most popular salad dressing sold.

A carload of "ROYAL" SALAD DRESSING went through Buffalo on Saturday, en route for New York City.

New Yorkers know good stuff. Made only by

The Horton-Cato Mfg. Co.,

DETROIT, MICH., - WINDSOR, ONT.

Cultivating Weeds

wouldn't be considered very profitable by the farmers, yet thousands of merchants are cultivating the weeds of business by continuing the Old Style Pass book—errors every day. Forgotten charges. Hundreds of little things make a big aggregate amount. Adopt the modern Allison Coupon System and throw away your time wasting devices. Look here—

IF A MAN WANTS CREDIT

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING. There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.
C. O. BEAUCHEMIN & FILS, MONTREAL.
ALLISON COUPON CO., Manufacturers, Indianapolis, Indiana.

Waste Means Loss of Profits

BASEMENT OUTFIT.

THAT'S WHY THERE'S SO LITTLE PROFIT IN HANDLING OIL OR GASOLINE IN THE OLD WAY.

STOP THE WASTE

CAUSED BY EVAPORATION AND LOSS FROM LEAKY BARRELS AND DIRTY "SLOPPY" MEASURES BY INSTALLING AN IMPROVED

BOWSER 3 MEASURE --SELF-- MEASURING OIL TANK

It's the New Way

It pumps a gallon, half gallon or quart directly into the customer's can without use of measure or funnel

No Waste of Oil
No Loss of Time or Labor
No Dirty Oil-soaked Floors

We shall be glad to explain more fully.

ASK FOR CATALOGUE "B." IT'S FREE.

S. F. BOWSER & CO., FORT WAYNE INDIANA.

AURORA CORN SYRUP

A Pure Golden Syrup Made from Golden Grain. A Great Spread for Daily Bread.

Better in flavor and purity than any other.
Good for everybody. A pleasant surprise to all.

2-lb. tins, cases, each 24 tins, $1.90 per case.
5 " " " 12 " 2.35 "
10 " " " 6 " 2.25 "
20 " " " 3 " 2.10 "

Freight paid on 5-case lots. Price subject to change without notice.

Ask our travellers about our Pure Maple Syrup.

W. H. GILLARD & CO., Wholesale Grocers, - HAMILTON.

Branch CANADA GROCERS LIMITED.

CHANGE and SYSTEM.

WOOD'S BOSTON COFFEES
THOMAS WOOD & CO.
IMPORTERS AND ROASTERS
BOSTON, MASS.
PURITY, UNIFORMITY AND EXCELLENCE GUARANTEED.

Looking backward, one is impressed by the differences that creep into business from one generation to the other.

It has been our effort to meet the demands of the day by reducing our coffee business to a science. In **Wood's Coffees** the world is favored with purer, cleaner, better, and more uniform Coffee as to grade than ever before.

Our roasts are as **even** as is the character of our individual brands—the result of modern scientific handling.

Canadian Factory and Salesroom,
No. 428 St. Paul St., MONTREAL.

PORK AND BEANS

WHY NOT GET THE **BEST?**

"RED CROSS"
"LITTLE CHIEF"
"AYLMER" **"LOG CABIN"**
"DELHI"
"SIMCOE"

ARE THE BEST.

PRICE LOWEST. QUALITY HIGHEST.

Write your wholesale house TO-DAY for prices on any of the above brands. They will interest you.

Do Canned Vegetables, Fruits and Jams Contain Harmful Ingredients ?

THE following is an outlined report on a chemical analysis of various Ontario canned vegetables, fruits, and jams, made in the laboratories of the Provincial Board of Health, Toronto, under the supervision of Doctor J. Amyot, the chief chemist being G. G. Nasmith :

A detailed examination of the various canned vegetables, fruits and jams put up in Ontario was made for the purpose of finding out whether, as is often supposed and alleged in some quarters, poisonous metals are present, and whether adulteratives or preservatives are used in the process of manufacture. Specimens were selected indiscriminately from grocery stores, as it was thought to be the most likely means of selecting material such as is distributed over the country. A large number of tests were made, but the conclusions arrived at are not intended to be anything more than approximate.

Peas.

The canned peas examined were different brands representing four different manufacturers. Traces of copper were found in only one specimen, while four showed traces of zinc. None of the other poisons were found to be present. The zinc was probably derived from the solder of the can, although no lead was discovered. The discoloration of the can was greatest in the vicinity of the solder. Copper, which formerly was almost invariably present when peas were boiled up in large coppers, was found only once.

No adulteratives were found. Starch was used in two cases to thicken the menstrum, although the reason for the introduction of the same is not apparent since the flavoring was not improved and the peculiar pastiness was anything but pleasing to the eye. Three of the specimens contained cane sugar, five contained dextrose, and one common salt. These seemed rather to improve the flavor than otherwise. No swollen or fermented cans were found. One ingenious canner had evidently first sprouted his peas; they were sweet and tender, and it required only about three-fourths the usual number to fill the can. The result of these analyses would not seem to indicate that canned peas are in any serious way detrimental to health.

Tomatoes.

Four specimens of tomatoes from four different canners were pronounced to be sound and sweet. Traces of copper were found in all four; three showed traces of zinc. Evidently nothing but salt had been added to the contents. The juice was very acid and no tin was found, although it was expected that there would be as the cans were very bright except on the bottom. These traces of copper and zinc would not be considered harmful according to some of the leading authorities. A fresh tomato weighing 115 grams was incinerated, qut in the ash analysed not a trace of zinc or copper was found, so that these metals as found in the canned article evidently came from extraneous sources.

Corn.

Three cans of corn were examined, each representing an individual canner. Poisonous material was entirely absent except in one, which contained traces of zinc. The cans were all quite discolored and one in particular so badly rusted on the bottom that particles of metal adhered to the corn. This part, however, was not examined for metals. Tin would probably have been found in it.

Berries.

Every specimen of canned raspberries examined was of poor appearance, especially the white varieties, which had been improved by purple colored menstrum. All showed traces of zinc. They were about equal in acidity, and were all preserved with cane sugar.

Three samples of canned strawberries had an improved appearance, and looked exceedingly well, without a trace of coloring being added. The flavoring was especially good. Signs of zinc were found in three, and of tin in two. They were of about the same acidity as the raspberries and were also preserved with cane sugar. Two specimens of canned plums exhibited some traces of tin but none of zinc, and were decidedly more acid than the former. Nothing out of the way so far was found in canned fruits.

Jam.

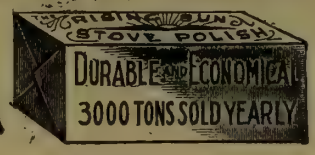
The varieties examined were mostly of the ten-cent jar variety, made up with quantities of apple pulp or filling added. In some a mere fraction of pure fruit was found, the balance being filler, coloring, flavoring and sugar. The samples of plum and peach, however, contained fair quantities of pure fruit, as well as did certain brands of raspberries, currants and strawberries. No preservatives were found here, nor were there traces of gelatin, which is frequently used for thickening purposes. Cane sugar was used exclusively, with probably a percentage of glucose. One manufacturer used the same coloring for raspberries as for currants, varying the quantity as desired. Apparently the colors were of the aniline dye variety.

A test was also made of albumenoid, which it is claimed that one pound will produce 32 gallons of thick cream from 28 gallons of thin cream and four gallons of milk. This was found to consist entirely of cane sugar, lime, and gelatin.

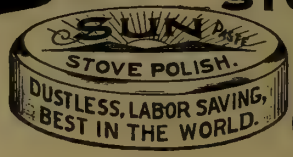
It is not long since The Grocer published an article by Professor Walker, of McGill University, Montreal, on the "Scientific Preparation of Foods." In this article Professor Walker endeavored to point out the commercial value of chemistry in the manufacture of foods of all kinds, principally products of the dairy and orchard. Manufacturers are beginning to see the economic advantages which may accrue to them from knowing the exact chemical constituents of their fruit and vegetable products. An instance of this was seen some time ago in the laboratories of the Board of Health for the Province of Ontario, when a certain canner submitted several specimens of spoiled vegetables with enclosing cans badly rusted. Analysis showed that at a certain point in the process of canning fermentation had been allowed to begin, quite unknowingly, by the processer. As a result that particular brand had met with poor success on the market.

Another way in which chemistry may be of inestimable service to the canner is that by chemical combinations he is able to obtain certain products which otherwise are not available. This item

RISING SUN STOVE POLISH IN CAKES
WELL KNOWN AND RELIABLE



SUN PASTE STOVE POLISH IN TINS
GUARANTEED TO THE TRADE



Our packages are larger and more attractive in style than any others.
The quality of our goods is superior to anything else on the market.

MORSE BROS., Proprietors, Canton, Mass.

For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

is not to be overlooked since the export trade is beginning to loom up in the eyes of most Canadian manufacturers. In order to create a market for their goods abroad, these will have to be equal in quality if not superior to the foreign article of competition. Individual peculiarities of tastes have always to be catered to in this connection. Besides, the home manufacturer finds it necessary to compete in what is known as the local fancy trade with certain imported novelties. Another reason why chemistry is of assistance to the canner and jam manufacturer is that he is enabled to make a maximum amount of use of the by-products of manufacture.

The Ontario Health Department is to be congratulated upon having begun in a systematic way chemical tests of the various food products manufactured within the province. It is impossible to say what far-reaching results its development may have, but at the present this much is easy to be seen: The Government in undertaking analyses of canned vegetables, fruits, etc., has in view the health interests of all consumers of the same; indirectly it aims at placing within the reach of Canadian canners and manufacturers scientific information, the commercial value of which can hardly be overestimated.

A VISITOR FROM ROSSLAND.

MR. J. G. MOODY, representing the Rossland Fruit and Produce Co., Rossland, B.C., is visiting Toronto and other points in Eastern Canada. Mr. Moody was for some years well-known among the wholesale houses in Toronto, and he received a warm welcome from a number of his friends in the Queen City. He has been in Rossland about seven or eight years, and his visit to the east just now is principally on business.

In conversation with The Canadian Grocer he said that the business outlook in the Kootenay country was much better than it had been for some years. When asked as to why he thought so, he said: "It is principally on account of what has taken place. That is, the experiments which have been made in treating low grade ores, which appear to be turning out satisfactorily. Experiments which have been carried on by the Elmore oil process of treating ores has been so satisfactory that a plant is being put in at Le Roi No. 2 to treat fifty tons of ore per day. Then Mr. Kirby, manager of the "War Eagle" and "Centre Star," at Silica, near Rossland, is erecting a plant near the Trail smelter to treat 25 tons a day. Had not the experiment proved successful, it is scarcely likely that this plant would have been erected. It is expected that as low as $5 grade ores can be treated profitably by this new process, while in the early days of Rossland camp $15 ore was thrown upon the dump. You can easily see what this means to Rossland."

Speaking of other mining districts of that part of the country, Mr. Moody said that in Slocan district conditions were more favorable than they had been on account of the bounty which the Government now gives to the lead-silver industry.

"The people in the West always seem hopeful," remarked The Grocer.

"Yes," said Mr. Moody, with a laugh, "but they have now good reason for it. They know the stuff is there.

Mr. Moody leaves the end of this week for New York, but will again be in Toronto, possibly when returning to Rossland.

ENGLAND HAS AWAKENED.

WHEN the Britisher does act in commerce or anything else he usually does it with marked earnestness. An illustration of this is in the movement recently set on foot to have another Indian and Colonial Exhibition at the Crystal Palace next year. It is good news, too, to see that Lord Strathcona and Sir Gilbert Parker have joined the advisory board. Among other prominent men identified with the work are the Dukes of Argyll and Westminster, Sir George Clark and others. In their committee announcement these able gentlemen of England modestly state that this exposition is to prove to the world that the British Empire "can be entirely self-sustained," and further to "demonstrate that the British Empire produces all the necessaries and luxuries of life in quantities large enough to supply the wants of all its inhabitants, while their quality is at least equal to those produced in any other portion of the globe." Another notable fact is that the "Colonial Products Exhibition," which was held recently in Liverpool, in which Sir Alfred Jones and the Duke of Marlborough took a prominent part, is to have a duplicate in January next. An interesting souvenir of the last one has been received at the Montreal Board of Trade.

F. A. Labelle has been appointed curator to E. E. St. Jean & Co., grocers, Hull; the assets are advertised to be sold.

Make Money and Make Friends.

Sell Diamond Crystal Salt

WE CARRY ALL SIZES.

The Salt That's All Salt.

'PHONES 447 488 1258 899 You use—we pay.

LUCAS, STEELE & BRISTOL, Wholesale Grocers, **Hamilton.**

THE ORIGINAL QUICK SHIPPERS.

James Turner & Co., Wholesale Grocers Hamilton

Will our friends in Ontario and Quebec, who are instructed to make enclosures in our cars to the West, always advise us before making shipment? On receipt of such advice we will promptly reply as to probable date of starting of cars.

Also will shippers please note the following:

Mark address of consignee in full.

Send typewritten copy, giving memorandum of contents and weight of each package.

Always prepay freight to our warehouse.

Unless the foregoing instructions are carried out by shippers, reluctantly we must decline the responsibility of forwarding such freight.

When in a hurry for goods, our Long Distance Telephone is

No. 596.

Do not forget TARTAN Brand Tea, Canned Goods, Coffee, Spices, etc. And we pay telephone charges.

BALFOUR & COMPANY, Branch Canada Grocers, Limited, WHOLESALE GROCERS, **HAMILTON.**

TEAS

We are offering exceptional value in all grades of Tea—

INDIA **HYSON**

CEYLON **JAPAN**

Our lines of Green Ceylon (Japan Style) surpass anything hitherto offered.
Communicate with us or see our travellers before buying. It will pay you.

THOS. KINNEAR & CO., Wholesale Grocers, **49 Front St. E., Toronto**

One Good Way to Be Healthy and to remain so.

Tell Your Customers about Cheese

as an article of diet. It is strengthening, palatable and easily digested. Doctors are now prescribing it as an admirable food in convalescence, while athletes use it for its invigorating qualities, etc., etc. In the hot months of summer it is one of the most healthy of foods. But be sure it is of the best quality. An imitation of good cheese is only a trouble-maker either in the store or in the home.

MacLaren's Imperial

is famous as the purest and most delicious cheese ever placed on the market. You can recommend it with perfect safety.

A. F. MACLAREN IMPERIAL CHEESE CO., LIMITED,
MANUFACTURERS AND AGENTS,
TORONTO, ONT.

Business Changes

ONTARIO.

RUSSELL & NELSON, general merchants, Erin, have dissolved partnership; D. C. Russel continues the business.

F. Hornsby, tobacconist, London, has sold out to G. W. Evans.

Ward & Son, grocers, Mimico, have sold out to Davidson & Shafer.

Lapointe & Dupont, fish dealers, Ottawa, have dissolved partnership.

The assets of M. P. McCall, general merchant, Lion's Head, have been sold.

M. T. Cathcart, general merchant, Barwick, has assigned to F. W. Simpson.

R. G. Holland, general merchant, Penville, has advertised his business for sale.

The stock of the Thompson Co., grocers, Toronto, is advertised for sale by tender.

The general store business of J. B. Waterworth, Wood Green, has been sold to J. Voce.

Hopper & Crafts, confectionery manufacturers, Peterboro, have sold out to J. B. Latremouille.

Talbot Bros., tobacconists, Peterboro, have dissolved partnership; W. E. Talbot continues in business.

The assets of A. E. Gauthier & Co., general merchants, Plantagenet Springs, are to be sold on May 14.

QUEBEC.

E. Trudel, tobacconist, Quebec, has registered.

Jobin & Frere, confectioners, Quebec, have registered.

J. Gagnon, general merchant, Pontbriand, has assigned.

The Royal Syrup Co., Montreal, have gone out of business.

M. Hobeika is starting a fruit and cigar store in Montreal.

SPARKLETS

J. O. Harbour, grocer, Montreal, has assigned to A. Desmarteau.

L. Cote, general merchant, Cavignac, has been succeeded by H. Cote.

Bessette, Ponton & Cie., grist millers, Marieville, have registered.

Chagnon & Pigeon, grocers, Montreal, have been succeeded by F. X. Brien.

The stock of C. Aboosamra & Co., fruit dealers, Montreal, is under seizure.

J. Roi & Sons, general merchants, Otter Lake, have been succeeded by J. H. Roi.

The assets of J. A. Michaud, general merchant, Chicoutimi, are to be sold on May 14.

The sale of the assets of J. O. Harbour, grocer, Montreal, was called for May 10.

The assets of F. Galipeau, general merchant, Weedon, are to be sold on May 19.

A statement of the standing of J. A. Boivin, grocer, Quebec, is being prepared by V. E. Paradis.

The assets of J. L. Roberge & Co, general merchants, Thetford Mines, were advertised to be sold on May 11.

PRINCE EDWARD ISLAND.

R. Ellis, general merchant, O'Leary, has been succeeded by Ellis & Kennedy.

NEW BRUNSWICK.

W. F. Campbell, grocer, St. John, has been succeeded by M. Godfrey.

MacAvour & Co., and V. S. White & Co., wholesale grocers, St. John, have been succeeded by the St. John Mercantile Co.

NOVA SCOTIA.

The grocery business formerly carried on by F. H. Barteaux, Yarmouth, is advertised to be sold.

Consent has been registered for H. E. Davis, fruit dealer, Dartmouth, to do business under the above style.

A. E. Stoneman & Co., general merchants, Yarmouth, have assigned for the benefit of their creditors.

The partnership of D. S. Sproule and F. B. Saunders, to carry on a fishing business in Canso, under the style of D. S. Sproule & Co., has been registered.

MANITOBA AND N.W.T.

T. E. Williams, grocer, Louise Bridge, has sold out to Green & Newton.

A. J. Nybert, general merchant, Burnt Lake, has sold out to O. Nelson.

Smith & Greenway, general merchants, Strathcona, have assigned to W. Short.

W. A. S. Magrath, general merchant, Theodore, has sold out to A. W. Wylie & Co.

W. J. Stinson, general merchant, Austin, has sold out to Wheeler & Duncan.

W. J. Jackson, grocer and confectioner, Neepawa, has sold his grocery stock.

Ramsay & Philip, general merchants, Gilbert Plains, have been succeeded by McCormick & Philip.

The stock of the estate of Smith & Greenway, general merchants, Strathcona, has been sold.

Reed & Slough, general merchants, Didsbury, have been succeeded in business by Reed & Mowers.

The stock of the estate of H. Collins, general merchant, Methven, has been sold at 68c on the dollar.

The stock of Sipes & Coventry, general merchants, Drinkwater, has been advertised for sale by tender.

The stock of the estate of H. Wilson & Co., general merchants, Waskada, has been sold at 60c on the dollar.

Carruthers Bros., general merchants, Creelman, have dissolved partnership; S. R. Carruthers continues the business.

BRITISH COLUMBIA.

W. J. Underhill, tobacconist, Victoria, has been succeeded by E. Abel.

McKillop & Johnson, confectioners, Vancouver, have dissolved partnership.

E. Whitney, cigar dealer and confectioner, Vancouver, has been succeeded by E. B. Little.

Blair & Hadden, general merchants, Cloverdale, have sustained a loss by fire; insurance covered the loss.

Upton's

HOME-MADE

JAMS and ORANGE MARMALADE

are guaranteed pure and the finest product of a factory that has had years' of experience in making Jams, Jellies and Orange Marmalade.

A. F. MacLAREN IMPERIAL CHEESE CO., Limited, SELLING AGENTS, TORONTO.

DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

Great Britain's Meat Imports.

THE British Board of Trade returns give the gross total of fresh, frozen, canned, cured and pickled beef, mutton, pork and rabbits entering the ports of Great Britain during the first quarter of 1904 as 4,206,958 cwts., an increase of 94,169 cwts. over the corresponding period of 1903. The money value of these imports is tabulated at £9,088,961, a decrease of $377,544. The United States are credited with live stock for food to the number of 112,235, as against 65,581 during the first quarter of 1903, the increase being attributed to the open ports of Boston and Portland and the lower prices paid at western markets. Canada sent over from Halifax and St. John 19,324, an increase of 634. Sheep from the United States total 104,277, being more than double the number of last year. Canada sent 14,233, an increase of 2,115. It is expected that at the end of the second quarter the United States increase will not be so manifest. The United States, Argentina and Australasia all show an increase in beef, while other countries show a phenomenal decline from 46,277 cwts. to 8,339 cwts. The most likely cause for this change would be Russia needing all her own beef. Holland still leads in the volume of fresh pork, amounting to 159,460 cwts., an increase of 16,400 cwts. United States follows with 43,633, a decrease of 12,000 cwts. Belgium has dropped from 20,069 to 12,762 cwts. Bacon is furnished upon the British table from the United States to the extent of 870,000 cwts., an increase of 92,500 cwts. Denmark comes next in order with 389,249 cwts., an increase of 30,000 cwts. Canada sent 140,349 cwts., an increase of 9,000 cwts.; other countries provided 16,917 cwts., an increase of 1,075 cwts. Ham is obtained only from the United States and Canada. The former leads with 358,000 cwts., an increase of 13,500 cwts. Canada contributed 17,775 cwts., a decrease of 350 cwts.

New Cattle Firm.

A partnership has just been completed between T. Bater & Co., cattle importers of Liverpool, Eng., and A. J. McLean, cattle exporter, of Winnipeg. The new firm will be known as Bater & McLean. It is expected that a very large export trade in western cattle will be done this season. Heretofore T. Bater & Co. have been represented in the west by H. A. Mullins, but for the future G. T. Bater will have charge of the Winnipeg office and A. J. McLean will look after the buying interests of the firm in the west.

Poland Will Export Bacon.

Poland is about to enter into competition with Canadian and other bacons. A bacon-curing factory will be established in Warsaw, whence the freight to London, Eng., is only three and sixpence per ton, or eighty-four cents.

Care of Refrigerator.

THE Dairy Division, Ottawa, recommends that every Spring before a creamery refrigerator is used, the whole interior should be gone over with some kind of disinfectant to destroy the germs and spores of mould that may be there. A solution of bi-chloride of mercury (corrosive sublimate) in the proportion of one part to 1,000 parts of water, is suggested. This is a very deadly poison, but one of the most effective fungicides known. The solution is safe to use so far as touching the hands is concerned. All of the Government cool curing rooms were disinfected with this solution last year, and it was found very effective. The use of a solution of this kind or a solution of formalin in refrigerators in the Spring will be helpful in keeping them pure and sweet during the Summer.

Shortage in Lima Beans.

THE New York Journal of Commerce comments on the Lima bean situation as follows:

After deducting the quantity required for seeding purposes there remain on the Pacific coast but 120,000 bags. The market is strong for three reasons: First, a year ago to-day there were over 250,000 bags on hand in California and the season was accounted an early one, as the April rains were sufficient to produce a crop. This year the season is late and the rainfall far short of what it was to the same time in 1903.

In the second place nearly 80 per cent. of the remaining stock is in the hands of less than six people, who believe in it, knowing the season to be at least three weeks late and recognizing the fact that October shipment will be impossible on a large part of the crop. It is not believed that there is a sufficient quantity of beans on the coast to supply the demand between now and the new crop. The third reason for the strength of the market is that considering the amount of rainfall to the present time the best authorities agree that if the same acreage is put into limas the crop cannot equal two-thirds of that of last year.

This would create an actual shortage, based on the known consumption of the 1903 crop and the carry-over from 1902, which combined amounted to 400,000 bags.

Cheese Not Ripe.

A report from P. Ball, Canadian agent in Manchester, to the Department of Trade and Commerce, Ottawa, states that there are complaints about the quality of Canadian cheese. The probability is that it has been rushed on to the market before it has been ripened. There is a good demand for Canadian bacon in England, which will increase if the quality is maintained.

Egg-Yoke Butter Coloring.

An egg-yoke butter coloring is the latest substitute offered to butter-makers for coal tar and analine dye butter colorings. The yolk of eggs, it is claimed, has been used as butter coloring by European buttermakers for some time. It is claimed that the results are entirely satisfactory, the yellow animal fat of the yolk producing a fine color with no injurious effects.

Bound to Bar American Meats.

By a recent ruling of the French customs administration American salted meats can only be admitted into France by payment of the maximum duty, even if they have been repacked and prepared for the French market in England, Germany, or other European country.

Telegraphic Address, "DOMINO," Charlottetown.

The Dominion Packing Company, LIMITED.

Codes Used A.B.C. LIEBERS PRIVATE.

Charlottetown, P.E.I. Canada

HAMS AND BACON

If you want the **BEST**
Buy our

BEECHNUT BRAND

of Mild-Cured, Full-Flavored
HAMS and BONELESS BREAKFAST BACON.

UNEQUALLED IN QUALITY.

We can fill your requirements promptly from our warehouses in Halifax, Sydney, Pictou or Charlottetown.

Special prices for quantities.

Write us for quotations.

THE DOMINION PACKING COMPANY, Limited.

This is a representation of the

"STAR BRAND" HAM

The original will please you and delight your customers. We shall be pleased in turn to receive your orders and can ship promptly either in Pickle, Smoked or Cooked.

F. W. FEARMAN COMPANY, LIMITED,
HAMILTON, ONT.

WE ARE HAVING GREAT DEMAND FOR OUR

Sugar Cured Hams
Breakfast Bacon
Roll Bacon

The best quality obtainable is what your trade requires.

Our goods possess that full mild flavor that is so appetizing and pleasing to your customers. By handling our meats you will hold your trade.

The Park, Blackwell Co., LIMITED
PORK AND BEEF PACKERS,
TORONTO, ONT.

IT PAYS TO PUSH——

MATTHEWS'

Cooked and Jellied Meats.

18 Varieties

Rose Brand Ham
Jellied Tongue
Jellied Veal
Jellied Tenderloin
Jellied Hock
Jellied Beef, and a dozen other toothsome articles, showing handsome profits to live merchants.

The George Matthews Co., Limited

ESTABLISHED 1868. Peterborough Hull Brantford

THERE ARE MANY BAKING POWDERS

"THE LIGHT OF THE KITCHEN"

BUT THERE IS ONLY ONE

MAGIC BAKING POWDER

It is Pure, Wholesome and Economical
SOLD IN ALL SIZES.

E.W. GILLETT COMPANY LIMITED
TORONTO, ONT.

We are buyers of

Poultry, Butter AND Eggs.

The best facilities for handling consignments. Up-to-date Cold Storage.

The J. A. McLean Produce Co., Limited

73-75-77 Colborne Street

Telephone Main 2491. Toronto.

PROVISION AND DAIRY MARKETS.

Toronto.

Provisions—The provision market is somewhat more satisfactory, a fair trade being reported. Navigation has advanced considerably during the past week and more openings are thus provided. Dressed hogs are out of the market, and quotations on them have been discontinued. The demand for fresh meat has been fairly good. There is always a ready sale at this time of the year for hind quarters, and accordingly prices have advanced from 25 to 50c. The market for front quarters has eased in the same proportion, but prices are practically unaffected. We quote:

Long clear bacon, per lb	$ 0 08	$0 08½
Smoked breakfast bacon, per lb	0 12	0 13
Roll bacon, per lb	0 09½	0 10
Small hams, per lb	0 12½	0 13
Medium hams, per lb	0 12½	0 13
Large hams, per lb	0 11½	0 12
Shoulder hams, per lb	0 09	0 09½
Backs, per lb	0 13½	0 14
Heavy mess pork, per bbl	16 50	17 00
Short cut, per bbl	18 00	18 50
Shoulder mess pork, per bbl	14 50	15 00
Lard, tierces, per lb	0 07½	0 08
" tubs "	0 08	0 08½
" pails "	0 08½	0 08½
" compounds, per lb	0 07½	0 07½
Plate beef, per 200-lb. bbl	....	11 00
Beef, hind quarters	7 00	9 00
" front quarters	4 50	5 50
" choice carcases	6 50	7 25
" medium	6 00	7 00
" common	6 00	6 50
Mutton	7 00	9 00
Lamb	11 00	12 00
Veal	6 00	8 50

Butter—Wholesale and commission houses are literally packed with baskets, barrels, boxes and tubs of butter. Supplies have been coming forward in such quantities that a large enough market for butter is difficult to obtain. The result is prices have dropped to a rock bottom level, and no one has satisfaction save the consumer. The prices quoted on creamery are perhaps a trifle high, but with some exceptions are the principal figures quoted. Dairy rolls have eased from 1 to 2c. We quote the following prices:

	Per lb.	
Creamery prints	0 17	0 18
" solids, fresh	0 16	0 17
Dairy rolls, large	0 11	0 13
" prints	0 13	0 14
" in tubs	0 11	0 12

Cheese—The market both here and in England is extremely poor. The level of prices has dropped to a marked extent since last week; the difference from last year at this time is fully 4 to 5c. New cheese is showing up in larger quantities and stocks of old are too large to allow a fair market for the new. Cheese is by long odds the worst line in the provision market at present, and immediate prospects of an improvement are not bright. We quote as follows:

	Per lb.	
Cheese, large, old	....	0 09½
" new fodder	0 08	0 08½
" twins	0 08½	0 08½

Montreal and Quebec.

Provisions—Increased receipts were noticeable in the provision market yesterday, which included 315 packages of tinned meats, 92 boxes of ham and bacon, and 250 packages of lard. The hog situation is unchanged. Prices were steady in spite of the decline of 10c reported from Toronto. With a good demand sales were made at 5 1-4 to 5 1-2c a lb. Prices remain unchanged for dressed hogs. Smoked meats have increased in demand owing to the fine weather, and there has been an improvement in the demand for lard. Pork seems to be moving slowly. From the Old Country Canadian bacon is reported to be somewhat stiffer in price. We quote:

Canadian short cut mess pork	$17 50	$18 00
American short cut clear	16 50	17 00
American fat back	....	17 50
Bacon, per lb	0 12½	0 13½
Hams	0 11	0 13
Extra plate beef, per bbl	11 50	12 00
Lard—"Boar's Head" brand, tierce basis	....	0 07½
Carloads, less	....	0 00½
20-lb. tin pails, tierce basis	....	
Half-bbls., over tierce	....	0 00½
50-lb. tubs, "	....	0 00½
20-lb. wood pails "	....	0 00½
10-lb. tins, "	....	0 00½
5-lb. tins, "	....	0 00½
3-lb. tins, "	....	0 01

Wood net, tin gross weight—

	Wood.	Tin.
Pure lard, pails	....	1 77½
" tubs	....	0 08½
" cases (6 10-lb. tins)	....	0 09½
" cases (12 5-lb. tins)	....	0 09½
" cases (24 3-lb. tins)	....	0 09½

Butter—Butter is still tame and featureless, and a weakness characterizes the market. At the wharf yesterday as many as 200 packages sold at 15c. Some exporters made the statement that they could buy reasonably large lots at 14c. The prices ruling, however, were 15 to 15 1-2c. We quote:

Fancy creamery	0 15½	0 16
Summer goods	0 16	0 17
Dairy rolls	0 15	0 16
" tubs	0 15	0 16
Finest Fall made	....	0 19
" fresh prints	0 18	0 19

Cheese—A weaker feeling seems to come over cheese every day. At the wharf yesterday 6 1-4c was paid for 150 boxes, which is exactly three-quarters of a cent decline from the same day a week ago. For Ontario spot prices were quoted at 7 to 7 1-4c, and Quebec 6 1-2c to 6 3-4c. From England gloomy reports keep coming in and heavy losses are expected amongst the cheese men, both here and in the Old Country.

Butter and Cheese Exports—Most of the local dealers in butter and cheese feel that the less said about the situation the better. The situation is weak, with a continual decline from day to day. The following are the shipments of cheese from Portland and St. John for the week ending May 6th, 1904. and for New York for the last week in April:

	Portland. Boxes.	St. John. Boxes.	New York. Boxes.
1904	5,317	17,153	11 595
Same week last year	5,926	50	9,444

There were no shipments at all of Canadian cheese for the past week by rail to Boston and New York.

The total shipments of cheese for the year, from the opening of navigation, 1903, to date, show a decided increase, to the extent of 421,386 boxes, the actual figures for the two years being as follows:

1904.	1903.
2,946.804	2,525,418

The butter shipments, on the contrary, show a falling off of 232,257 packages, the figures being:

1904.	1903.
362 353	594,610

FOR SALE.

No Fake—Town and city right for preserving eggs by a first-class process; no cold storage needed. Circular for your address. Box 118, CANADIAN GROCER, Toronto.

And are you

SELLING

Napoli Macaroni?

A better Macaroni than the imported, much lower in price, and more attractively packaged.

Many grocers have found out the profitableness of handling this brand. Have you?

Send for Samples.

NAPOLI MACARONI CO.,
Hayter and Teraulay Sts.,
TORONTO, CANADA

WILSON'S FLY PAD
POISON
THE BEST FLY KILLER

Stock the kind the housekeepers ask for. Avoid poor imitations.

Egg Cases
—AND—
Woodboard Fillers
BOTTOM PRICES.

WALTER WOODS & CO.
Hamilton and Winnipeg.

The Canadian Vinegar Company

HIGH-GRADE VINEGARS

Under Excise Supervision
Reputed the best on the market.

Factory and Office: 35a, 35c, 37 St. Antoine Street,

MONTREAL.

TRADE WITH ENGLAND

Every Canadian who wishes to trade successfully with the Old Country should read

"Commercial Intelligence"

(The address is 168 Fleet St., London, England.)

The cost is only 6c. per week. (Annual subscription, including postage, $4.80.)
Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.

REFRIGERATORS Useful to every one. 40 different styles. Silver medal, Quebec, 1901. Diplomas: Toronto, Ottawa, Montreal.

C. P. FABIEN,
Merchant and Manufacturer.
3167 to 71 N. Dame St., **Montreal, Can.**
Write for Illustrated Catalogue.

MAPLE LEAF

Your goods are A1 quality.—J. H. Anderson, Produce Co'y., Winnipeg, Man.

Your goods are all right.—J. A. Mathewson & Co., Montreal.

Small's Maple Cream bids fair to become world famous—Ottawa Evening Journal.

Small's brand has captured all Gold and Silver Medals offered in Canada, with highest awards at Paris, Glasgow and Cork. With due appreciation of the many brands we believe Small's is market standard. Life long experience is ours. Results are: Quality, tasty packages, free from preservative acids, perfect keeping for all time, netting dealer fair profits and pleased customers Guarantee on every package.

MAY BE HAD THROUGH ALL WHOLESALE GROCERS.
PUT UP BY

CANADA MAPLE EXCHANGE
DUNHAM, QUE. Head Office: MONTREAL.
SEND FOR PRICE LIST.

St. John, N. B.

Provisions—There is so little sale for barrelled pork and beef it is hard to state a market price. Pork is low and easy. Beef has shown little change. There is a fair sale for rolls and hams. Lard is a large stock, and the price keeps low. Lamb is still scarce and high. Mutton holds quite firm. Pork is very dull.

Mess pork, per bbl	$16 00	$17 00
Clear pork "	18 00	20 00
Plate beef "	12 50	14 00
Mess beef "	10 00	12 00
Domestic beef, per lb	0 06	0 07
Western beef "	0 08	0 09
Mutton "	0 09	0 10
Veal "	0 05	0 09
Lamb "	...	...
Pork "	0 06½	0 07½
Hams "	0 12	0 14
Rolls "	0 10	0 11
Lard, pure, tubs "	0 09	0 09½
" " pails "	0 09½	0 09½
Refined lard, tubs	0 08½	0 08½
" " pails	0 08½	0 09

Butter—Sale is slow and quality must be the best to command full figures.

reamery butter	0 20	0 21
Best dairy butter	0 17	0 18
Good dairy tubs	0 16	0 17
Fair "	0 14	0 15

Eggs—Price is again lower, and the supply large. Just a fair sale is noted.

Eggs, hennery	0 18	0 20
" case stock	0 12	0 13

Cheese—There is now a full supply of Ontario new twin cheese, and local cheese is also being offered. Prices are low.

Cheese, per lb	0 10½	0 11½

Requirements of Egg Market.

THERE is a growing preference in the home markets for brown shelled eggs. The shells of the eggs should be wiped clean if necessary, and the eggs graded in size. For shipment to the merchant they should be packed in cases holding twelve or thirty dozen each. Eggs to be palatable should be eaten in a strictly fresh condition; therefore they should reach the consumer without unnecessary delay. This requires (1) that the eggs be collected regularly every day and stored in a cool room (temperature 40 to 50 degrees F.), until a sufficient number are on hand to deliver to a dealer; (2) that the dealer forward the eggs to the merchant at least once a week, and (3) that the merchant protect the eggs from deterioration while in his possession.

Provision Notes.

The Canning Co., at Stratford, Ont., are making extensive alterations and improvements in their plant for the coming season.

SUGAR BY-LAW DEFEATED.

On May 5 the ratepayers of Peterboro defeated the by-law to guarantee the bonds of the Peterboro' Sugar Company for $100,000 conditional upon D. A. Gordon of Wallaceburg investing an equal amount of stock in the company.

HINTS TO BUYERS.

Contributors are requested to send news only, not puffs of goods they handle, or the arrival of standard goods that everyone has in stock, or that they are offering goods at close figures, or that they have had an unusually large sale this season.

H. P. Eckardt & Company, Toronto, are selling salmon at interesting prices.

The T. A. Lytle Co., Toronto, report a very large demand for their "Sterling" pickles and relishes this season. They are busy shipping to all points in the Dominion. That "Sterling" pickles are all that the name implies is in evidence in the continued call by the trade for these goods.

November cut lemons have made their appearance on the market about a week later than last year, owing to steamers being delayed on account of ice in the St. Lawrence. White & Co., Toronto, received a car of St. Nicholas brand this week.

The Eby, Blain Company, Toronto, are clearing out their stocks of fish at prices that will interest prospective buyers.

McWilliam & Everist, Toronto, report the arrival of 3 cars of strawberries direct from North Carolina so far this week. They expect 2 additional cars by Friday, which means they will handle on an average a car a day.

Dawson & Co., Toronto, report the arrival of a car of cabbage, a car of tomatoes, a mixed car of "Magnolia" and "California Beauty" brand navel oranges. They expect a car of pines to-day.

White & Co., Toronto, have received a car of Jamaica cocoanuts, being practically the first since the terrible cyclone which swept over Jamaica about a year ago. The quality is up to their former high standard, weighing to the standard sack of 100 about 140 lbs.

H. P. Eckardt & Co., Toronto, are selling "Crescent Brand" tomato catsup in quart bottles, which is exceptionally good value.

C. E. Colson & Son, Montreal, Canadian agents for Crosse & Blackwell, London, report that although the severe Winter and blockade of the railroads has interfered with business generally, the import orders for C. & B. goods to date show a very good increase over the same period last year.

The Imperial Biscuit Co., Guelph, report a greatly increased demand for "Pepsin" sodas. The biscuit season is almost here, and merchants are stocking in anticipation.

A. J. Stewart Limited, Toronto, are just now placing on the market a couple of new lines in the way of buttercups and pure fruit tablets in half pound bottles. They are particularly well adapted for the summer trade, being thoroughly well protected from the heat. They are reported to be going well.

CANNED MEATS—a timely hint for wide-awake grocers.

are particularly good buying NOW.

There has been a combination of circumstances that has enhanced the prices of meats. This will greatly affect CANNED MEATS. Prices are sure to advance,—in fact, in many lines have already advanced.

We give you the opportunity of placing your orders for your season's requirements at opening prices,—which means lowest prices.

DO NOT DELAY PLACING YOUR ORDER.

Although we placed our contract this year largely in excess of other years, yet we are nearly sold up to our limit and our present quotations will shortly be withdrawn.

Write for Special Freight Allowance on 5-case lots.

SPECIAL QUOTATIONS ON "Clark's," Montreal, and "Libby's," Chicago.

THE EBY, BLAIN CO., LIMITED, Blenders and Packers, TORONTO.

A WELL-ARRANGED STORE.

IT is to be regretted that the grocery trade is not given to much display. Dillon Bros., Halifax, is an unique exception. This store is a model in arrangement and system, and contains many attractive features. The ceiling is of pannelled steel, the fixtures being expressly made for the store. The firm's main warehouse is 40x100 feet, embracing four floors. Opposite they have another warehouse of the same size with two floors. A wholesale and retail trade is carried on.

The business was founded in 1850 by Patrick Dillon, whose death occurred some fifteen years ago. Mr. D. C. Wood at present acts as manager for Mrs. Katherine Dillon. He certainly possesses both energy and talents, as is evinced in the attractive way every article in the grocery line is artistically arranged and displayed.

A LITTLE GIRL'S LOVES.

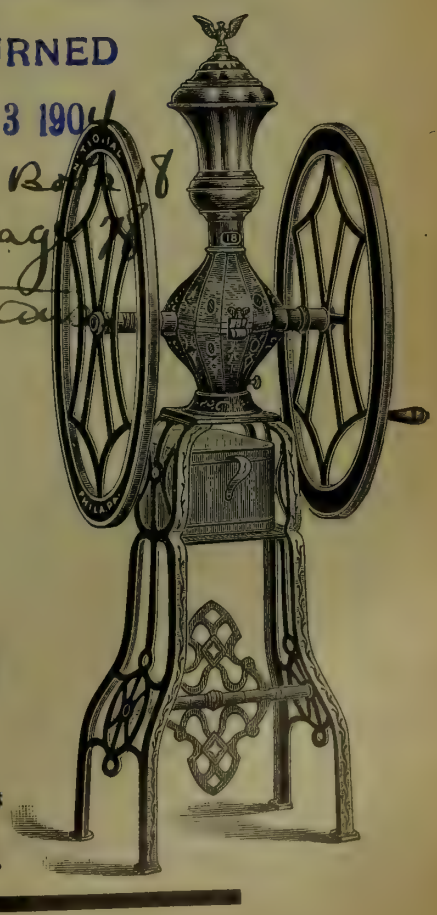
BESSIE (aged five) was accustomed to come to her mother's room before the family was up. One Sunday morning, while making the customary visit, the odors of breakfast in preparation managed to reach the sleeping quarters. Bessie, with her arms round her mother's neck, gave one or two vigorous sniffs, then with an air of anticipation announced, "Mamma, there's two fings I dess love mos' of enyfing in der world."

"What are they, Bessie?" asked her mamma.

"God and baked beans." Bessie replied, smacking her lips. —Lippincott's Magazine for May.

The Best MILL MANUFACTURED IS THE "NATIONAL" NO. 18

SOLD ONLY IN CANADA BY THE EBY, BLAIN CO., LIMITED WHOLESALE GROCERS TORONTO.



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There may be much money (for a year or two) in pushing inferior brands that pay larger profits, but those grocers who want a **lasting reputation**, and the **best trade**, will be careful to recommend the things that satisfy in the long run. This rule, applied to Coffee, means furnishing that sold by

Chase & Sanborn,

and **none other.**

Flett's

Pickle Advantage

Taking advantage of the best is your duty if you're in business to make money

FLETT'S PICKLES

are recognized as the maximum of quality.

ROSE & LAFLAMME

Agents, MONTREAL

MHS

Nonpareil Jellies.

Are at the top, when

A STRONG NATURAL FRUIT FLAVOUR IS BROUGHT INTO CONSIDERATION

Agents,
ROSE & LAFLAMME,
MONTREAL.

A MODEL JAM FACTORY.

SURROUNDED by fruit plantations and hundreds of acres of orchards, far from the heat and dust of a manufacturing town, it is not surprising that the jams and jellies issuing from the factory of Chivers & Sons, Histon, Cambridge, Eng., have acquired a unique reputation for their delicacy of flavor. It would be surprising were it otherwise, when it is remembered that the fruit comes straight from the fields in which it is grown into the factory, where in a few hours from the time of gathering it is converted into jam. The perfect flavor and the natural juices of the fruit are thus captured and preserved by the most up-to-date and scientific processes.

Mr. H. Rider Haggard, the famous author, in his standard work on "Rural England," says of Chivers & Sons:

"This firm has always been careful that the quality of its goods should be of the best. The factory itself, with its silver-lined boilers, its cooling rooms, its patent apparatus for filling the jars, its tramways, its printing and silver-plating, packing-case making, labelling, baking powder, mincemeat, and 'Cambridge Lemonade' departments, etc., is a truly wondrous place. Further, it is fitted with every possible convenience, such as electric light throughout, and a siding where the goods are loaded direct on to the railway cars in waiting."

Village Green, Histon.

Chivers' Works.

The firm own thousands of acres of land, a large proportion of which is devoted to fruit growing, and a writer describing his visit to their fruit farm says:

"For miles round land is given up to fruit, practically the whole of which is destined for Chivers' jam factory. The sight of the carts arriving at the factory in the fruit season, laden with fruit fresh from the fields, is one not easily forgotten; but the most interesting of all sights in that neighborhood is that of the strawberry fields, when the fruit is ripe, tenanted as they are by hundreds of women deftly picking the fruit."

In every department of the factory order and cleanliness are the most noticeable characteristics. The boilers, the ladles, and indeed every metal article which comes into contact with the jam, is made of copper, heavily lined and plated with silver to avoid any possibility of the poison of the copper affecting the fruit. This boiling room is no unhealthy shed, but a handsome, lofty

Picking the Fruit.

building, from which the steam caused by the boilers is dispersed by Blackman fans.

The Village of Histon, with its model cottages, erected by the firm for the employes at the factory, is rapidly becoming a second Bournville, associated with the name of Cadbury. For the workers who do not live in the village special trains are provided to and from the neighboring University Town of Cambridge.

The manufacture of table jellies, for which Chivers & Sons have won renown all over the civilized world, comes naturally in conjunction with the production of jams, as it enables the firm to introduce ripe fruit juices into the flavoring, and the vast popularity enjoyed by Chivers' Gold Medal jellies is largely due to the fact that they are flavored in this refreshing and perfectly natural manner. The Edinburgh Medical Journal, in referring to this feature says: "The jelly tasted exactly as if a squeeze of fresh juice had been added, and not as if an extract had been used —a not uncommon supposition upon partaking of such delicacies."

Chivers & Sons also send out in attractive packages Cambridge lemonade, a beautiful crystal, made direct from lemons, and guaranteed to contain no added acid. This article was welcomed with great unanimity on its introduction, for, backed by the reputation of the firm, it has become known in the trade by the complimentary description "As Good as Chivers' Jellies." Dr. Andrew Wilson, the eminent food specialist, recently wrote:

"The Cambridge lemonade is well known to me, and I can thoroughly recommend it as a most agreeable beverage. It is prepared from selected Sicilian lemons, and contains no added acid. Readily made at home, it should be ranked as amongst the necessities of a household, as a wholesome beverage for general use, and, I would add, one specially adapted for children. The Cambridge lemonade cannot be surpassed."

The opinion of the grocery trade of England is pithily summed up by J. H. Carling, grocer, Ryde, Isle of Wight:

"The Cambridge lemonade, I may say, is far and away the best I have sold yet. It has quite a refreshing flavor, and is without that horrid acid. A customer to whom I introduced it has within the last six weeks used four dozen. She said she had used every other lemonade she could get, and Cambridge beats all."

Chivers' patent custards and patent blancmanges have as their characteristics absolute purity, and the additional advantage that in preparation for the table the simple addition of milk only is required. No sugar is needed. They have won praise from all who have tried them, and a distinguished analyst commends them as being of the highest nutritive value. The baking powder bearing Chivers' name is likewise a preparation of great digestive and dietetic value. Absolutely free from alum and any injurious ingredients, it has won the unqualified approval of analysts and the good opinion of all who have adopted it in cookery.

The products of this great factory are all boxed in a handsome and artistic style, and the storekeeper will find that the packages give tone to his display as the handling gives substantial profits.

Labelling the Jam.

CLASSIFIED LIST OF ADVERTISEMENTS.

Ammonia.
Harvey, John G., Todmorden Ont.

Baking Powder.
Chivers & Sons, Histon, Cambridge, Eng.
Eagle Mnfg. Co., Montreal.
Gillett, E. W. Co., Toronto.
McLaren, W. D., Montreal.

Baskets.
Oakville Basket Co., Oakville, Ont.

Bird Seed.
Nicholson & Brock, Toronto.

Biscuits, Confectionery, Etc.
Browne & Wells, Toronto.
Canadian Swiss Trading Co., Montreal.
Christie, Brown & Co., Toronto.
Lamont, Corliss & Co., Montreal.
Lowney, Walter M., Co., Boston, Mass.
McGregor-Harris Co., Toronto.
Mooney Biscuit & Candy Co., Stratford.
Mott & Co., John P., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.

Blue and Black Lead.
James' Dome—W. G. A. Lambe & Co., Toronto.
Oakey, John, & Sons, London, Eng.

Canned Goods
Anglo-British Columbia Packing Co., Vancouver, B.C.
Balfour & Co., Hamilton, Ont.
Black Bros. & Co., Halifax, N.S.
Burlington Canning Co., Burlington, Ont.
Canadian Canners Limited, Hamilton.
Dominion Brokerage Co., Toronto.
Ingersoll Canning and Preserving Co., Ingersoll, Ont.

Cash Registers.
National Cash Register Co., Dayton, O.

Cheese Cutter.
Computing Scale Co. of Canada, Toronto.

Chewing Gum.
Row & Co., Brockville, Ont.

Cigars, Tobaccos, Etc.
American Tobacco Co., Montreal.
Empire Tobacco Co., Montreal.
Erie Tobacco Co., Windsor, Ont.
Fortier, J. M., Montreal.
Horrocks, T. J., Toronto.
McAlpin Consumers Tobacco Co., Toronto.
McDougall, D., & Co., Glasgow, Scot.
Payne, J. Bruce, Granby, Que.
Reid, W. B. & Co., Toronto.
Steele, W. H., Co., Toronto.
Tuckett, Geo. E., & Son Co., Hamilton.

Cocoanut.
Downey, W. P., Montreal.
Greig, Robt., Co., Toronto.

Cocoas and Chocolates.
Canadian Swiss Trading Co., Montreal.
Cowan Co., Toronto.
Dutch Chemical Works, Amsterdam, Holland.
Epps, James, Co., London, Eng.
Lowney, Walter M., Co., Boston, Mass.
Mott, John P., & Co., Halifax, N.S.
VanHouten's—J. L. Watt & Scott, Toronto

Coffee Essence.
Bromley's—W. G. Patrick & Co., Toronto.

Commission Merchants and Brokers.
Dawson Commission Co., Toronto.
Dingle & Stewart, Winnipeg.
Dunn, Wm. H., Montreal and Toronto.
Hopkins, John, St. John, N.B.
Lambe, W. G. A., & Co., Toronto.
Nicholson & Bain, Winnipeg.
Nicholson, Bain & Johnston, Calgary.
Patrick, W. G., & Co., Toronto.
Price, Chambers & Co., Winnipeg Man.
Rutherford, Marshall Co., Toronto.
Ryan, Wm., Co., Toronto.
Thomas, J. P., Quebec, P.Q.
Watt, J. L., & Scott, Toronto.
Wilson Commission Co., Brandon, Man.

Computing Scales.
Computing Scale Co. of Canada, Toronto.
Wilson, C., & Son, Toronto.

Concentrated Lye.
Gillett, E. W., Co., Toronto.

Condensed Milk and Cream.
Borden's—Wm. H. Dunn, Montreal and Toronto.
Colson, C. E. & Son, Montreal.
Truro Condensed Milk & Canning Co., Truro, N.S.

Corks.
Ewing, S. H., & Sons, Montreal.

Crockery and Glassware.
Gowans, Kent & Co., Toronto.
Sydenham Glass Co., Wallaceburg, Ont.

Dairy Produce and Provisions.
Canadian Canners Limited, Hamilton.
Clark, Wm., Montreal.
Dominion Packing Co., Charlottetown,
Eby, Blain Co., Toronto.
Fearman, F. W., Co., Hamilton.
Matthews, Geo. Co., Brantford, Hull, Peterboro'.
Maclaren, A. F., Imperial Cheese Co., Toronto.
McLean, J. A., Produce Co., Toronto.
Park, Blackwell Co., Toronto.

Financial Institutions.
Bradstreet Co.

Fish.
Black Bros. & Co., Halifax.
Connors Bros., Ltd., Black Harbor, N.B.
Davidson & Hay, Toronto.
James, F. T., Co., Toronto.
Kinnear, T. & Co., Toronto.

Flours and Cereals.
Frontenac Cereal Co., Toronto.
Greig, Robt., Toronto.
McCann, Wm., & Co., Toronto.
Napoli Macaroni Co., Toronto.

Fly Paper.
Smith Bros., Beachville, Ont.
Thum, O. & W., Co., Grand Rapids, Mich.
Wilson, Archdale, Hamilton, Ont.

Fruits—Dried, Green, and Nuts.
Davidson & Hay, Toronto.
Gibb, W. A., & Co., Hamilton.
Husband Bros. & Co., Toronto.
McWilliam & Everist, Toronto.
Simpson, R. & J. H., Co., Guelph.
Tippet, A. P., & Co., Montreal.
Walker, Hugh, & Son, Guelph.
Warren Bros. & Co., Toronto.
White & Co., Toronto.

Gelatine.
Canadian Gelatine Co., Toronto.
Cox, G. & J.

Grocers—Wholesale.
Balfour & Co., Hamilton.
Davidson & Hay, Toronto.
Eckardt, H. P., & Co., Toronto.
Eby, Blain Co., Toronto.
Kinnear, T., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
"Ozo" Co., Montreal.
Simpson, R. & J. H., Co., Guelph.
Turner, James, & Co., Hamilton.
Warren Bros. & Co., Toronto.

Grocers' Grinding and Packing Machinery.
Adamson, J. T., & Co., Montreal.
Coles Mfg. Co., Philadelphia, Pa.
Eby, Blain Co., Toronto.

Hides.
Page, C. S., Hyde Park, Vt.

Infants' Foods.
Keen, Robinson & Co., London, Eng.

Interior Store Fixtures, Trucks, Etc.
Auer Light Co., Montreal.

Jams, Jellies, Etc.
Chivers & Sons, Histon, Cambridge, Eng.
Greig, Jas. R., Montreal.
"Nonpareil" Jellies—Rose & Laflamme, Montreal.
"Ozo" Co., Montreal.
Southwell's—Frank Magor & Co., Montreal
Upton's — A. F. MacLaren Imperial Cheese Co., Toronto.

Macaroni
Napoli Macaroni Co., Toronto.
Tippet, A. P., & Co., Montreal.

Matches.
Walkerville Match Co., Walkerville, Ont.

Mince Meat
Wethey, J. H., St. Catharines.

Oil Tanks.
Bowser, S. F., & Co., Fort Wayne, Ind.

Pass Books, Etc.
Allison Coupon Co., Indianapolis, Ind.

Patent Solicitor.
Cullen, Orlan Clyde, Washington, D.C.

Peels.
Colson, C. E., & Son, Montreal.

Pickles, Sauces, Relishes, Etc.
American Coffee & Spice Co., Toronto.
Capstan Mfg. Co., Toronto.
Colson, C. E., & Son, Montreal.
Davidson & Hay, Toronto.
Dominion Brokerage Co., Toronto.
Downey, W. P., Montreal.
Eby, Blain & Co., Toronto.
Flett's—Rose & Laflamme, Montreal.
Horton-Cato Mfg. Co., Windsor, Ont.
Laing's, Dr.—W. G. Patrick & Co., Toronto.
Lytle, T. A., Co., Toronto.
"Ozo" Co., Montreal.
Patterson's—Rose & Laflamme, Montreal.
Snowdon, Forbes & Co., Montreal.

Polishes—Metal.
Oakey, John, & Sons, Montreal.

Polishes—Stove.
Morse Bros., Canton, Mass.
Prescott's.—W. H. Dunn, Montreal and Toronto.

Pottery.
Foster Pottery Co., Hamilton, Ont.

Poultry Food.
Greig, Robert, Co., Toronto.

Refrigerators.
Fabien, C. P., Montreal.

Salt.
Patrick, W. G., & Co., Toronto.
Toronto Salt Works, Toronto.

Soap.
Duncan Co., Montreal.
Metropolitan Soap Co., Toronto.

Soap Powder.
Babbitt's. — W. H. Dunn, Montreal and Toronto.
Duncan Company, Montreal.

Sodas—All Kinds.
Winn & Holland, Montreal.

Starch.
Brantford Starch Works, Brantford.
Edwardsburg Starch Co., Cardinal, Ont.
Maiden, J. H., Montreal.

Steel Shingles.
Metallic Roofing Co., Toronto.

Sugars, Syrups and Molasses.
Canada Maple Exchange, Montreal.
Castle, F. J., Co., Ottawa.
Dominion Molasses Co., Halifax, N.S.
Edwardsburg Starch Co., Cardinal, Ont.
Imperial Maple Syrup—Rose & Laflamme, Montreal.
Wallaceburg Sugar Co., Wallaceburg, Ont.

Summer Beverages.
Chivers & Sons, Histon, Cambridge, Eng.
Downey, W. P., Montreal.
Evans & Sons, Montreal and Toronto.
Simson Bros. Co., Halifax.

Teas, Coffees, and Spices.
Balfour & Co., Hamilton.
Blue Ribbon Tea Co., Toronto.
Ceylon Tea Traders' Ass'n.
Chase & Sanborn, Montreal.
"Commissioner" Tea, London, England.
Dutch Chemical Works, Amsterdam, Holland.
Eby, Blain Co., Toronto.
Eckardt, H. P., & Co., Toronto.
Ewing, S. H. & A. S., Montreal.
Gillard, W. H., & Co., Hamilton.
Japan Tea Traders' Ass'n.
Kinnear, T., & Co., Toronto.
Lipton, Thomas J., New York.
"Ozo" Co., Montreal.
Rutherford, Jas., & Co., Montreal.
Salada Tea Co., Montreal and Toronto.
Turner, James, & Co., Hamilton.
Wood, Thos., & Co., Montreal.

Vinegars.
Canadian Vinegar Co., Montreal.
Grimble & Co., London, Eng.
Hill, Evans & Co., Worcester, Eng.
"Ozo" Co., Montreal.

Warehousing.
Cameron, Gordon & Co., Winnipeg

Washing Compound.
Fairbank, N. K., Co., Montreal.
Keen's—Frank Magor & Co., Montreal.

Woodenware.
Woods, Walter, & Co., Hamilton.

Wrapping Paper.
Canada Paper Co., Toronto.

Yeast.
Gillett, E. W., Co., Toronto.

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Grocers in buying goods should always buy the best value for their money, in order that their customers will get the same. In buying Tea

Blue Ribbon *Ceylon* Tea

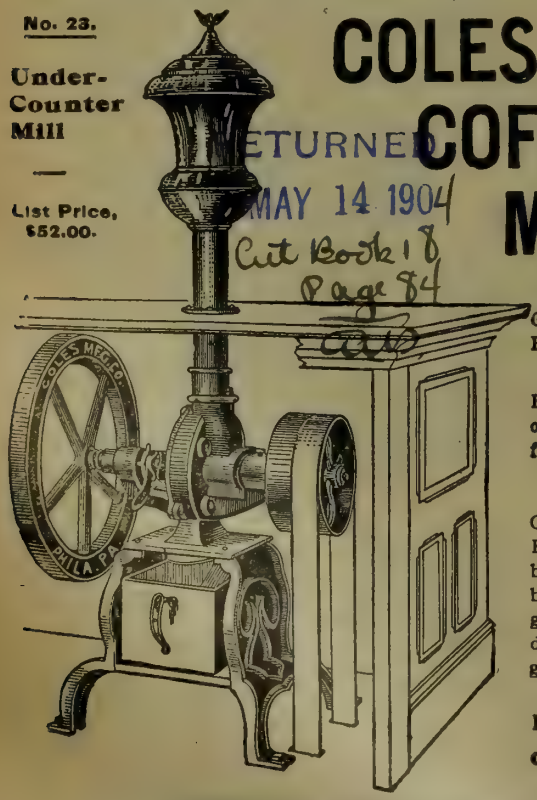
is the one they should keep for that purpose and thereby increase their trade.

Push the Red Label, 40c.—worth fifty.

No. 23.

Under-Counter Mill

List Price, $52.00.



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COLES COFFEE MILLS

None better for Granulating or Pulverizing.

Our mills will Pulverize without heating Coffee.

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders.

A GREAT LABOR-SAVER.

Our Grinders wear longest.

Agents { TODHUNTER, MITCHELL & CO., Toronto
DEARBORN & CO., St. John, N.B.
FORBES BROS., Montreal.
GORMAN, ECKERT & CO., London, Ont

COLES MANUFACTURING CO., PHILADELPHIA

FIVE GALLONS FOR 25 CENTS
A HEALTHY AND DELICIOUS BEVERAGE
25c HIRES' IMPROVED 25c
ROOT BEER!
IN LIQUID. NO BOILING, OR STRAINING. EASILY MADE
THIS PACKAGE MAKES FIVE GALLONS

One bottle HIRES' ROOT BEER is better than a dozen bottles of cheap imitations. It is delicious, pleases your customers, and shows you a good profit.

"White Dove" Cocoanut

Best quality of goods on the market, handsomest lithographed packages, catches customers' tastes, and is a ready seller for you. Put up in $\frac{1}{4}$, $\frac{1}{2}$ and 1-lb. pkgs., and bulk, in pails and barrels.

W. P. Downey

AGENT

26 St. Peter Street, - - MONTREAL.

THE CANADIAN GROCER

President:

JOHN BAYNE MACLEAN,

Montreal.

The MacLean Publishing Co.

Limited

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, North-West Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

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FALL WHEAT CROP SHORT.

UP to the present time The Grocer has been inclined to allow considerable margin on pessimistic reports which have come to hand concerning the prospects for the Fall wheat yield in Ontario, having in mind that this is the season when speculators do their best to "kill" the crop. Judging, however, from numerous reports received during the week, there can be no longer reason for doubting that Ontario Fall wheat has been rather hard hit generally. Only from one section, Wellington County, is the news reassuring; there present indications point to a splendid yield from a good average acreage. In most other districts wheat is reported to be in bad shape. The continued cold of the last Winter and immense quantities of snow had an injurious effect; the greatest damage seems to have been done by the thaw and the formation of ice over the crop. Wheat fields have shown a bad color, and in many cases where they did not exhibit ready signs of freshening farmers have ploughed them down and replanted with Spring wheat, oats or barley. In some districts the situation is not so gloomy, and farmers are still confidently expecting to see the hardly-used wheat plant come on even yet. The annual reports on crop prospects to the Department of Agriculture from the various sections of Ontario will not be in until the middle of the month, when it is hoped Fall crops will be found to be in better condition than is generally supposed.

The Deputy Minister of Agriculture for Ontario, C. C. James, in reply to a suggestion that provision be made against such a possible contingency in future, by growing Spring wheat, instead of the Fall variety as in Manitoba, stated that, all things considered, the Fall variety was better for the farmers of Ontario than Spring wheat. In the last twenty-one years the average yield of Fall wheat in Ontario has been a shade over twenty bushels to the acre, while Spring wheat has yielded on an average only about fifteen.

Meanwhile the direct effect of the unfavorable crop reports has been to advance the price of Ontario wheat from 1 to 2c, and that of straight roller flour 10c above the level of last week's quotation prices.

In the event of a total failure of the Fall wheat crop, it must be borne in mind that Ontario farmers are by no means at the end of their resources. Mixed farming is now carried on on such a large scale in Ontario that the failure of Fall wheat would only mean a curtailment in the large profits accruing to farmers from the pursuit of agriculture at the present time. In addition there remains to be reckoned with the fact that Spring wheat will largely make up for any possible deficit in Fall wheat.

CHEESE SITUATION.

AN interesting feature of the Canadian provision markets at the present time is the extremely low quotations given on cheese. To one unacquainted with the technique of the provision trade from year to year, and the influences which cause fluctuation in prices, it will seem all the more remarkable that there could be such wide differences in prices at even dates in two successive years as those existing between the second week of May, 1904, and the same week a year ago.

On May 15, 1903, The Canadian Grocer reported the following prices on cheese:

Large, old ....14½@15 c
Large, new ....12 @12½c
Twins, new ....12½@13 c

For the week of May 13 of this year the following quotations rule:

Large, old 9½c
Large, new ....8 @8¼c
Twins, new ....8¼@8½c

Showing a drop of 5 to 5½c in old and 4 to 4½c in new.

The explanation of this is that during the Winter of 1902-1903 the English market took all the cheese Canada could offer, and clamored for more, with the result that at the opening of the new season the stock of old cheese still held was so small as to make its entire elimination a matter of a very few weeks. Accordingly, holders of old stock readily bought up all the new cheese as quickly as it appeared, and held it until the old was entirely disposed of, thus retaining the high level at their pleasure.

The month of May, 1904, sees, however, a decidedly different condition. The English market has been very unsatisfactory during the past season and stocks of old cheese remaining on hand are large, although the new cheese is getting well under way. This has brought down the price of old, and on this account exporters have not the heart to buy up all the new cheese offering. Even if they did it would affect the level of old stock very little on account of the quantities carried. The new is thrown freely on the market and prices are low. At the beginning of this week, at the cheese sales in Belleville and Cornwall, Ont., new cheese was quoted so low as 6½c.

CANADA'S UNDERPAID JUDICIARY.

A STRIKING feature of the discussion regarding the salaries of the justices of the Canadian Supreme Court is the fact that no attempt to debate the question is made. Those who are convinced that a reasonable increase in the salaries should be paid do not hesitate to offer their arguments in favor of the advance, but those who are not ready to make the increase do not endeavor to discuss the matter on its merits. If they utter any views whatever they endeavor to draw a herring across the trail by a reference to the necessity of a re-arrangement of the salaries of all the judiciary or by a comparison of the salaries of the Dominion Ministers of the Crown with those of the Supreme Court judges or by the introduction of some other side issue.

It is hardly necessary to discuss these points—they cannot be termed arguments—further than to say though that Canada can well afford to pay, and should pay, more equitable salaries to its Prime Minister and to the Dominion Ministers of the Crown, and also to the judiciary generally. These questions are not relevant to the one at issue, the necessity of ensuring the future dignity and strength of the highest court in the Dominion by the payment of a salary large enough to permit the best equipped men to accept appointment to it.

* * *

A Montreal lawyer, whose name cannot be here inserted, but who, though a young man, is recognized as a man of brilliancy and power, in conversation with a couple of business men a day or so ago, expressed himself about as follows: "I suppose to some members of Parliament the present salaries of the Supreme Court judges are quite large enough. Yet it is the fact that I could not afford to take a seat on the Supreme Court bench. My practice, though a growing one, is not as big as that of many lawyers I could name. But it is large enough to make the sacrifice necessary to accept an appointment to the Supreme Court more than I would care to make."

In all probability if the proposed increase were made the difference would be sufficient to attract such men, whereas they could not to-day be secured. And it is such men that ensure the stability of our laws and the dignity of the Supreme Court.

* * *

Few men in Canada are in a better position to know the needs of the Dominion from a commercial man's point of view than Mr. F. W. Thompson, managing director of the Ogilvie Flour Mills Co., Limited. He stated to a representative of this paper that he was heartily in accord with the article written by Hardware and Metal on this subject. He believed the whole judiciary were underpaid to a criminal extent. This same principle applied to the Premier of the country, to the leader of the Opposition, and to all leaders of public offices of great trust. Their salaries should be commensurate with the responsibilities. Every man should be thoroughly independent, and by that he did not wish to imply that there were any men in the judiciary or the political leadership who had the slightest flaw upon their reputation or character. Both political parties should be in perfect unison on this matter. No prejudices should be allowed to step in to interfere with so serious and important a question. It was self-evident that the judges of Canada were more poorly paid than those of the other countries. The very opposite should be the case by reason of the increasing development of the country. He could not conceive of any fair minded man with any business qualifications who would offer to stand in the way, however sectional he might be in his ideas, to assist in applying immediate correction to this lamentable state of affairs. Salaries should be such as to encourage the bringing into public life the strongest and best men of the country. He complimented the MacLean papers upon the work they were doing and he felt sure that business men at all interested in this great country's development would be only too glad to hear of an advance in the salaries of the judiciary.

THE EVIL OF STRIKES.

With the advent of Spring and the quickening of trade and the increased activity on all sides, it is lamentable to see a revival of the striking instinct, coupled with its attendant evils. Just at a time more than any other, when employers and employes should be working hand in hand, striving for each others good, a rupture takes place, a strike, or a lock-out resulting in stagnation in that line.

In ordering a strike or a lock-out, there is a third party which forms the greater majority of those affected and whose interest is neither consulted nor taken into consideration. It is the consumer. He must bear the annoyance without expressing himself and wait calmly by and let matters take their course.

Unionism has done much to elevate the status of the workmen, and by its means they have received concessions otherwise unobtainable; but a union that is antagonistic to its employers, that seeks by fair means or foul to gain advantage, that assumes a dictatorship intolerant to all fair-minded people is a hindrance to our social advancement. Where firebrands or hot-heads rule, there can be little or no progress. Let a self-imposed walking delegate come along, championing the cause of the workman and he is listened to with feverish eagerness. His word means everything and his very suggestion is a command. "Why?" one may ask. It is only natural since he has, or pretends to have, their interest at heart. Let the workmen be educated to know that theirs and their employers' interests are one and the same. Let the employers take the same interest in the men as does the walking delegate. Let the two realize that the one is indispensable to the other. Let them get closer together and discuss matters in common. Let these things come to pass and our labor difficulties will no longer be what they too often are now, a source of bitterness and antagonism and disruption between employers and employes.

WHERE THE FAULT LIES.

IN answer to "Now and Then's" letter to The Grocer of last week, the provision houses of Toronto are unanimous in saying that although the blame for the large receipts of poor butter rests with the merchant, his position is such as to render any material improvement in the dairy situation almost a matter of impossibility. The grocer has his price set, and from the nature of his business must pay the same for good, bad and indifferent butter.

A farmer's wife offers him good stock and he willingly pays the price; another woman with poor butter cannot be refused the same price, or she takes her trade elsewhere. Thus the merchant finds it difficult to turn down a customer, no matter how inferior the produce offered may be; at any rate, trade is usually given, and a profit is made on the transaction, even though provision dealers pay for butter on its merits.

It is not probable that a dozen receipts for butter-making would effect any marked improvement in poor grades of butter, although they might in medium or higher grades. There is no excuse nowadays for the making of poor butter by any farmer's wife. She is in close touch with dozens of good butter makers, and their recipes are at her command. Inferior butter is the result only of carelessness and lack of desire to do better. At the same time, for the benefit of those who err through ignorance, The Grocer will at some near date in the future publish a recipe from Professor Robertson of the Dairy Division of the Department of Agriculture, Ottawa.

Regarding the advantages of uniform sized rolls and boxes, the suggestions in "Now and Then's" letter are certainly good; dealers as a rule, however, express themselves as satisfied with present conditions, in which case no remedy is likely to be attempted. The majority of rolls are quite uniform in shape and size, as are the prints.

The thirty-pound boxes suggested would facilitate handling, although the present conditions under which butter is shipped keep the rolls in good condition, in spite of rather rough handling. In Winter the rolls are sufficiently hard to withstand the jars, and in Summer butter is sent by express. In the centre of shipping boxes is a receptacle for ice which keeps the rolls in good condition. Boxes are usually of 100 lbs. or less.

The improvements suggested have been agitated for a great number of years, and if adopted would mean more than perhaps appears at first sight, but as long as wholesale dealers are satisfied with the present system, the movement cannot gain sufficient strength to accomplish the desired ends. If merchants could combine to pay for butter on its merits, as is done by the wholesale houses, something might be done. But who is willing to risk his customers' trade, and whose judgment as to the value of a certain roll is to be accepted as final ?

TORONTO GROCERS VISIT PURE GOLD MFG. CO.

ON May 11 the members of the Toronto Retail Grocers' Association to the number of 50 visited the Pure Gold Mfg. Co.'s factory, King street west, Toronto. This is the third manufacturing firm to be visited by the association within the past seven weeks.

The grocers showed the keenest interest in the different processes carried on in this big establishment, all of which were ably explained by the managing director, R. A. Donald, and spent a considerable portion of their time in watching the coffee bean scoured, sized, roasted, cooled, ground and distributed as souvenir packages while they waited, along with Japanese novelty packages containing samples of "Pure Gold" products.

Other interesting features were the baking powder and jelly powder departments, spice rooms, extract laboratories and jam and catsup departments, all of which were in full operation.

The president, F. W. Johnson, voiced the sentiments of all present when, in thanking R. A. Donald, the managing director of the Pure Gold Mfg. Co. on behalf of the Toronto Retail Grocers' Association for an enjoyable and profitable afternoon, he said that the Pure Gold establishment compared favorably with any the association had yet visited, and congratulated Mr. Donald on the excellent equipment of the plant. The grocers were unanimous in hoping to see the new factory which Pure Gold are about to build twice as large as the present commodious premises.

Mr. Donald responded briefly, saying that it had been a genuine pleasure to receive the members of the association and show them through the Pure Gold establishment. Mr. Donald was formerly a grocer, and expressed a desire that he might be considered a grocer always, as he had spent some of the happiest years of his life in the trade. The retail grocery trade was one which any man might well be proud to belong to. In conclusion Mr. Donald wished every grocer present the greatest possible success in all his undertakings.

In discussing the removal of the Pure Gold Mfg. Co. from their present premises, Mr. Donald volunteered the information that the recent change was purely the outcome of the recent fire in Toronto. His firm had a good offer to sell to the E. W. Gillett Co., and as they had for some time seen the advisability of locating farther from the centre of the city, where the air would be better, and accommodation more commodious, they decided to accept Gillett's offer. The Pure Gold Mfg. Co.'s new plant will be situated in the suburbs, and will be completed within the next few months.

TORONTO FAILURE.

The recent assignment of the Thompson Company, retail grocers, Toronto, has aroused more or less interest in grocery circles, principally on account of the novel business methods employed by the late firm.

The proprietor of the Thompson Company was several years ago the manager of a retail store in Hamilton, which went to the wall about 1897. Five years later he started business in Toronto, establishing four stores, two on Yonge street, one on College, and another on Queen street. Some time ago the business was organized as a limited company, and numerous "get-rich-quick" men were induced to become shareholders in a concern which promised twenty-eight per cent. profits. Cutting of prices followed, and trade flourished like a green bay tree for the time being. This was, however, too good to last; first, the lower store on Yonge street found it convenient to close, and the most recent development was the liquidation of the company, with liabilities stated at $10,000 and assets totalling something over $9,000.

Several wholesalers are believed to be among the creditors to a slight extent; one firm, however, is known to have refused to do business with the assignors except on a cash basis, directly they found out the peculiar business methods employed by the latter.

NEW SAMPLE TINS.

The agents of the Acadia Sugar Refining Co. are distributing specially decorated sample tins for display of their XXX granulated in their customers' sample rooms throughout the country. This firm claim for their sugar that it is refined only from West Indian cane sugar, which fact will undoubtedly meet with general approval in view of the efforts now being made to create a large market in Canada for West Indian products.

Grasp Your Opportunities "Now" "Later On" May Mean "Too Late."

If you cannot believe the evidence of your own sense of taste and hearing—what the cup results are—and what has been done in the way of bettering every grocer's tea trade conditions, then your case is well-nigh hopeless. But, if otherwise, surely this "SALADA" question is worthy of attention.

We have much bona-fide testimony showing where the using of "SALADA" as a leader has sent up sales all the way from 50 per cent. to 300 per cent. increase over any previous alike period.

Don't Argue
Pocket your Scepticism
Try it Yourself.

PACKED IN BLACK, MIXED OR NATURAL GREEN | **Sealed Packets only.** **Write for wholesale terms to "SALADA," Toronto or Montreal**

RETAILERS, ATTENTION!

Write us on

FUTURE
CANNED GOODS.

We are making very interesting prices to introduce our **Brands.** Full delivery guaranteed through the **Jobbing Trade.**

Dominion Canning Co., Limited

24 SCOTT STREET,
TORONTO, - CANADA

Lily White Gloss Starch is good Starch. It makes starching easier and ironing better. We put up

LILY WHITE GLOSS STARCH

in handsome packages—drums and trunks. They make attractive store displays.

DRUMS—6 lbs. Starch, 8 drums in a case, a pair of drum sticks with each drum.

TRUNKS—6 lbs. Starch, 8 trunks in a case.

THE BRANTFORD STARCH WORKS, LIMITED,
BRANTFORD, CANADA.

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

Toronto May 12, 1904.

Groceries.

THE grocery trade is reported to be in a healthy condition. Business during the week under review has been good for this season of the year, when the farmers are all getting their seeding operations under way. Collections are said to be fair on the whole. The same remarks apply to the local city trade. Trade in canned goods is brisk, with canned vegetables already in very small compass. The local sugar market is healthy, indications pointing to a large consumption. There is no further advance to record in refined sugar, but the tone of the market is strong. West Indian molasses has advanced a shade, on account of the increased demand due to the New Orleans test, which is still standing fire. The tea market is quiet, with tea for price higher on account of the Budget. Rio coffees are somewhat easier in price for the present. Trade in foreign dried fruits is only fair, and the same remarks apply to rice and tapioca. Peppers are noticeably easier.

CANNED GOODS.

The market in canned goods continues strong, with prices firm, and the market in very small compass, particularly with respect to canned corn, of which very little is obtainable. Good peas are also scarce, and there are just about enough tomatoes to last through until fresh supplies come in. The demand for canned goods, including canned fruits, is brisk. Our quotations are as follows:

Apples, 3's	....	0 90
" gallons	....	2 20
Asparagus	....	3 50
Beets, 2's	....	0 90
Beets, 3's	....	1 00
Blackberries, 2's	1 50	1 70
Beans, 2's	0 90	1 10
Corn, 2's	....	1 20
Cherries, red, pitted, 2's	....	2 20
" white	....	2 40
Peas, 2's	0 97½	1 45
Pears, 2's	1 45	1 60
" 3's	1 90	2 10
Pineapples, 1½'s	1 50	1 60
" 2's	1 80	2 00
" 3's	2 25	2 40
Peaches, 2's	1 55	1 70
" 3's	2 45	2 60
Plums, green gages, 2's	1 10	1 40
" Lombard	1 00	1 30
" Damson, blue	0 95	1 25
Pumpkins, 3's	....	0 95
" gallon	....	2 50
Rhubarb, 3's	....	1 80
Raspberries, 2's	1 40	1 60
Strawberries, 2's	1 40	1 60
Succotash, 2's	....	1 00
Tomatoes, 3's	....	1 12
Lobster, talls	....	3 35
" 1-lb. flats	3 50	3 70
" ½-lb. flats	1 90	2 00
Mackerel	1 00	1 25
Salmon, sockeye, Fraser	....	1 75
" Northern	1 65	1 75
" Cohoes	....	1 15
Chums	0 95	1 00
Sardines, Sportsman ¼'s	....	0 15
" ½'s	....	0 23
" Portugese ¼'s	0 08	0 10
" P. & C., ¼s	0 25	0 27
" P. & C., ½'s	0 35	0 38
" Domestic, ¼'s	0 03½	0 04
" " ½'s	0 09	0 11
" Mustard, ¼ size, cases 50 tins, per 100	8 00	9 00
Haddies	....	1 00
Kippered herrings, domestic	....	1 00
" " imported	1 45	1 55
Herrings in tomato sauce, domestic	1 00	1 10
" " " imported	1 45	1 55

SUGAR

There have been few new developments in the market during the week under review; offerings of raw sugars have been limited, and only small quantities could be purchased at 2 7-16c for basis 96, c. and f. New York, for second half May shipment from Cuba. Sellers' ideasare 2 7-16c for 95 test, and with buyers and sellers apart there is not much business transpiring. Since the large business of the last two weeks at 2 3-8c for basis 96, there have been sales to American refiners of fully 50,000 bags at 2 3-8c for basis 95, thus recording an advance of 1-32 for the week. The tone and tendency of the market favor sellers, and to-day's quotations may be regarded as entirely nominal.

The strong position in Europe has been fully maintained, and the price of 88 per cent. beet has advanced to 9s per cwt. for May-June shipment, basis f. o. b. Hamburg, thus recording an advance of 2 1-4d for the week. Persistent reports of restricted savings in Europe and the mean of recent estimates of the prospective crop, indicate a shortage of fully 650,000 tons, as compared with last year's final outturn. Estimates of the current Cuban crop have been reduced 100,000 tons, or from 1,200,000 to 1,100,000 tons.

The campaign is rapidly drawing to a close, and eleven more central factories have ceased operations, there being 144 grinding, according to cable of May 4, as against 155 at the same time last year, and a maximum of 171 this year. Receipts at shipping ports also show a falling off for the week ending May 4, being only 28,000 tons, with exports 30,800 tons, leaving a stock of 242,000 tons, which is 130,000 tons less than last year.

Receipts at U. S. Atlantic ports for the week ending May 4 were 42,692 tons, with meltings 38,000 tons, leaving total stocks of 188,319 tons, or 60,404 tons less than for the corresponding week of 1903. Combined stocks of U. S. and Cuba were 190,000 tons less than last year. It is estimated that the remainder of the Cuban crop still to be marketed is 375,000 tons, or just about ten weeks' supply for U. S. refiners on present basis of meltings; but as we are just approaching the large sugar-consuming season it is probable that this stock will disappear much faster than is estimated above.

Coupled with the estimate of reduced production in Europe and Cuba there is noticeably an increase in the consumption of sugar. This is especially marked in continental countries, following on the reduction in the home consumption taxes and consequent cheaper prices to consumers ruling in these countries.

Combined stocks of Europe and America at latest uneven dates were 3,326,319 tons, against 3,490,464 tons last year, and 3,722,480 tons on January 1, 1904. The decrease of stock is 164,145 tons, against a decrease of 116,798 tons last week, and an increase of 209,885 tons January 1, 1904.

There is no further advance to record in refined, but the tone of the market is very strong, in sympathy with raws, and U. S. reports indicate an eventual advance in New York.

The local demand for sugar has been healthy, and indications are favorable to large consumption. Refiners seem disposed to follow the New York market closely, and thus it would seem good policy to keep well covered against all contingencies.

The advance which took place in Canadian prices just as we went to press last week was not evidenced in quotation prices. We now make the necessary revisions.

Paris lumps, in 50-lb. boxes	....	5 03
" in 100-lb. "	....	4 93
St. Lawrence granulated	....	4 38
Redpath's granulated	....	4 38
Acadia granulated	....	4 28
Berlin granulated	....	4 28
Domestic beet, granulated, 1902	....	4 08
Phoenix	....	4 28
Bright coffee	....	4 18
Bright yellow	....	4 13
No. 3 yellow	....	4 08
No. 2 "	....	3 88
No. 1 "	....	3 78

Granulated and yellow, 100-lb. bags, 10c. less than bbls.

SYRUPS AND MOLASSES.

The situation in the syrup and molasses market shows a tendency towards higher prices this week in West Indian, Barbadoes stuff, etc., largely on account of the uncertainty of the New Orleans market and the resulting increased consumption of the former. Considerable business on the street in West Indian molasses is reported for the week. Practically nothing is doing in New Orleans, some shippers have withdrawn altogether from the market until the test difficulty is finally settled, others will give quotations on guarantee of duty paid price, but they are so high that there is no profit to be made on New Orleans goods in this country at the present time. Our quotations are as follows:

Syrups—		
Dark	....	....
Medium	0 30	0 32
Bright	0 35	0 37
Corn syrup, bbl., per lb.	....	0 02½
" ½-bbls "	....	0 02¾
" kegs "	....	0 03
" 3 gal. pails, each	....	1 30
" 2 gal. " "	....	0 90
" 2-lb. tins (in 2 doz. case) per case	....	1 90
" 5-lb. " (in 1 ") "	....	2 35
" 10-lb. " (in ½ ") "	....	2 25
" 20-lb. " (in ¼ ") "	....	2 10
Molasses—		
New Orleans, medium	0 25	0 30
" " ½ bbls	0 27	0 32
" open kettle	0 45	0 50
Barbadoes	0 35	0 40
Porto Rico	0 35	0 40
West Indian	0 32	0 35

Maple syrup—		
Imperial qts		0 27½
1-gal. cans	0 95	1 00
5-gal. cans, per gal		1 00
Barrels, per gal		0 75
5-gal. Imp. brand, per can		4 50
1-gal. " per case		5 10
½-gal. " "		5 60
Qts. " "		6 00

TEAS.

The tea market has been exceedingly quiet during the week under review, with very little to record and last week's quotations practically unchanged. There has been an advance in lower grade teas, attributable entirely to the English Budget. High-grade teas have been exceptionally fine value. The price of new crop Japans has advanced steadily since the opening of the market, and on account of bad weather receipts have only been 5,000 piculs, against 15,000 piculs last year.

Latest London reports show that there has been an active market for Indians on basis of the advance noted in last reports. Teas up to 7d, especially leaf grades, continued in most request; a satisfactory feature, however, was the more general bidding for medium to fine kinds, which at the sale immediately following the Budget met with very languid support. Now there is practically no sweet common leaf with fair appearance selling under 6 1-2d. Mail advices indicate a great want of moisture and that the growth has been checked; hail is reported to have done some damage, although so far it does not seem to have been very serious.

In Ceylons, competition was again keen for leaf kinds up to 7c per lb., which sold at firm to rather dearer rates, only a few lines of low grade Pekoe Souchong out of garden invoices being obtainable under 6 1-2d per lb. Medium grades for the most part were steady, although Broken Pekoes ruled a little irregularly. Many arrivals showed desirable quality, and such were in request at full quotations. There were brought forward during April 61,800 packages which averaged 7 5-8d per lb., as against 71,200 packages for the same period last year, averaging 7 3-4d per lb.

Clearances of all teas on which duty has been paid from London warehouses, as per official returns, from April 1-20, 1904, were 16,767,725 lbs., as against 13,487,718 lbs. for 1903. We quote the following prices:

Congou—half-chests, Kaisow, Moning,	0 12	0 60
caddies, Pakling	0 19	0 50
Indian—Darjeelings	0 35	0 55
Assam Pekoes	0 20	0 40
Pekoe Souchongs	0 17	0 25
Ceylon—Broken Pekoes	0 36	0 42
Pekoes	0 22	0 30
Pekoe Souchong	0 18	0 25
China Greens—Gunpowder, cases, extra firsts	0 42	0 50
" half-chests, ordinary firsts	0 22	0 28
Young Hyson, cases, sifted, extra firsts	0 42	0 50
" cases, small leaf, firsts	0 35	0 40
" half-chests, ordinary firsts	0 28	0 38
" " seconds		0 23
" " thirds	0 16	0 18
" " common		0 15
Pingsueys—Young Hyson, ½-chests, firsts	0 28	0 32
" " seconds	0 18	0 19
" half-boxes, firsts	0 28	0 32
Japan—½ chests, finests May pickings	0 38	0 40
Choice	0 33	0 37
Finest	0 30	0 32
Fine	0 27	0 30
Good medium	0 25	0 28
Medium	0 21	0 23
Good common		0 20
Common		0 19

COFFEES.

Firm prices still rule in the coffee market, and there is a seasonable demand for milder coffees. Mexicans are coming in in fine quality; up to the last six months these coffees have been too acid altogether, but the flavor of new arrivals is exceptionally desirable.

Brazils have eased considerably, although whether this condition will continue long is hard to say. Brokers attribute the change to the increase in the world's visible supply and the manipulations of speculators. The parity in Brazil continues higher than New York, the latter of which is the price paid locally with 1-2c per lb. added for freight and insurance. Our quotations are as follows:

	Per lb.
Green Rios, No. 7	0 08
" " No. 6	0 08½
" " No. 5	0 08¾
" " No. 4	0 08¾
" " No. 3	0 09 0 09½
" Mocha	0 21 0 25
" Java	0 22 0 35
" Santos	0 10 0 12
" Plantation Ceylon	0 26 0 35
" Porto Rico	0 22 0 25
" Guatemala	0 22 0 25
" Jamaica	0 15 0 20
" Maracaibo	0 16 0 23

RICE AND TAPIOCA.

The market for rice and tapioca continues unchanged from last week, with fair demand. We quote the following prices:

	Per lb.		Per lb.
Rice, stand. B	0 03¾	Tapioca, staple	0 03¾ 0 03¾
Patna	0 05 0 05½	" double goat	0 04½
Japan	0 06 0 07	Carolina rice	0 10
ago	0 03½ 0 04		

SPICES.

The spice market continues firm and quiet. Peppers are a shade easier than last week. Otherwise there are no changes to note. Our quotations are as follows:

	Per lb.		Per lb.
Peppers, blk	0 18 0 19	Cloves, whole	0 25 0 35
" white	0 23 0 27	Cream of tartar	0 25 0 30
Ginger	0 18 0 25	Allspice	0 14 0 17

Foreign Dried Fruits.

Trade in dried fruits is only fair, as usual at this season. The demand for prunes continues good. A decline of 2c is reported in raisins at the Pacific coast; the demand for Californias is fair within a small compass. California growers are not predicting as to the size of the raisin crop as yet. Quite a lot of Valencias are moving. We quote the following prices:

PRUNES.

	Per lb.		Per lb.
100-110s	0 04 0 04½	60-70s	0 06½ 0 07
90-100s	0 05 0 05½	50-60s	0 07 0 07½
80-90s	0 05½ 0 05¾	40-50s	0 07¾ 0 08
70-80s	0 06 0 06½	30-40s	0 08¼ 0 08½

CANDIED PEELS.

	Per lb.		Per lb.
Lemon	0 10 0 12½	Citron	0 15 0 18
Orange	0 11 0 13		

FIGS.

	Per lb.		Per lb.
Tapnets	0 03¾	Elemes	0 09 0 20
Naturals	0 06½ 0 09½		

APRICOTS.

	Per lb.
Californian evaporated	0 12½ 0 15

PEACHES.

	Per lb.
Californian evaporated	0 08½ 0 12

CURRANTS.

	Per lb.		Per lb.
Fine Filiatras	0 04¾ up	Vostizzas	0 07 0 08
Patras	0 06 0 06½		

RAISINS.

	Per lb.
Valencia, fine off-stalk	06¼ 0 06½
" selected	0 07 0 07¼
" selected layers	0 07½ 0 09
Sultana	0 06½ 0 10
Californian seeded, 12-oz	0 08½ 0 09
" 1-lb. boxes	0 10½ 0 11
" unseeded, 2-crown	0 07½
" " 3-crown	0 08 0 08¾
" " 4-crown	0 09 0 10

DATES.

	Per lb.		Per lb.
Hallowees	0 03¾ 0 04	Fards	0 08¾ 0 09
Sairs	0 03¼ 0 03½		

FOREIGN NUTS.

Spanish peanuts are on the market this week for the first time, the reason being the shortness in the Virginia crop this season, which warrants the importation of stocks from Spain. Fresh cocoanuts are arriving on the market. Grenoble walnuts are scarce. We quote the following prices:

Peanuts, green, per lb	0 10	0 11
" roasted "	0 11	0 12
" Spanish, green, per lb		0 09
" " roasted, "		0 10
Almonds, Taragona, per lb		0 12
Walnuts, Grenoble, "		0 12
" Bordeaux, "		0 12
Filberts, per lb		0 09
Brazils "		0 15
Cocoanuts, Jamaica, per sack		4 25

Country Produce.

EGGS.

Supplies of eggs have been very backward in appearing in any quantity, but of course the demand stays up. During the past week there has been a little improvement in receipts, but so little as to have no effect on prices. With eggs at present prices, dealers do not find it profitable to pickle, and consignments are used exclusively for supplying local demand. Just now should be the height of the pickling season, but prices must come down two cents before exporters will risk putting eggs away for export. There is a ready sale for all that is being sent in, and it is likely that pickled stocks will be lower than usual. Should really warm weather come on immediately, the effects of such a late season might be little felt in the future, the present and past high prices being the only result. Prices are unaltered from last week. We quote:

Eggs, fresh laid, per doz	0 14	0 14½

POULTRY.

The poultry season is practically over, and prices are nominal only. For those who may be interested a little longer than the average, we quote:

Chickens, live per lb	0 09	0 10
Old hens " "	0 05	0 06
Chickens, dressed, per lb	0 13	0 14
Old hens, " "	0 06	0 07
Turkeys, " "	0 14	0 15

APPLES.

Trade in evaporated apples is dull, and last week's quotations are unchanged. Our quotations are as follows:

Evaporated apples, per lb	0 06½

HONEY.

The market in honey is quiet, with no change in last week's quotations. Rumors of a honey famine do not seem to be without foundation. The past Winter has been a hard one on the bees, following an unfavorable Summer. Last Fall in many cases there was not enough

ALL·IN·A·GARDEN·FAIR

M.FABIAN.

CHIVERS' FIRST PRIZE COUNTRY-MADE JAMS

ROYAL COMMISSION ON AGRICULTURE, 1895.

"Messrs. Chivers' Factory at Histon, where Jams, Jellies, etc., are made has been established about 21 years, and is now well known throughout the country for the excellence of its manufactures."—*Extract from Royal Commissioner's Report.*

CHIVERS' GOLD MEDAL HOME-GROWN FRUIT JAMS

DIRECT from the ORCHARD to the HOME.

The News, (Eng.:) "Our readers will agree that it is far better to buy preserves manufactured from freshly gathered fruit amid fresh and beautiful surroundings, as at Histon, than those manufactured in close proximity to London slums, and after the fruit itself has travelled miles by railway to reach the factory."

CHIVERS & SONS, Ltd., Histon, Cambridge, Eng.

First English Fruit Growers' Jam Factory.

See Also Pages 21, 22, 32 and 33.

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"The highest possible state of perfection."

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ABSOLUTELY PURE.

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honey in the hives to yield supplies to owners, to say nothing of sufficient stores to last the bees through the Winter. Many beekeepers had to feed the bees with sugar, and notwithstanding their efforts many have died. Our quotations are as follows:

Honey, extracted clover, per lb	0 06½	0 07½
" sections, per doz	1 50	2 00

BEANS.

The bean market is nominal at the present time. White beans are likely to be higher in price on account of extensive railroad construction being undertaken, and the scarcity of potatoes; when potatoes go beyond a certain price, beans tend to take their place. Prospects point to good prices. We quote the following prices:

Beans, mixed, per bush		1 40
" prime, "		1 50
" handpicked, per bush	1 65	1 75
" water-stained "		1 00
" Lima, per lb	0 05½	0 06½

MAPLE SUGAR AND SYRUP.

The season for maple sugar making is now over, but a fair trade in sugar and syrup is reported for the week. We quote the following prices:

	Per lb.
Maple sugar, 30-lb. boxes	08
" syrup, wine gallon, per tin	0 75
" " imperial gal. per tin	0 90

Fish.

Trade in fresh fish is improving, and supplies are coming more plentifully. Mackerel are on the market this week, also trout from the upper lakes. We quote the following prices:

Flounders, per lb	0 06
Halibut, "	0 12
Sea salmon, "	0 18
Whitefish, fresh caught, per lb	0 12
Haddock " per lb	0 07
Cod, steak " "	0 08
Perch " "	0 06
Mackerel, fresh, per fish	0 25
Trout, lake, per lb	0 12

Green Fruits.

The green fruit market has been active during the past week. The demand for oranges is fair. Valencias 420s have advanced 25 to 50c, and large Valencias 50c. Mexican oranges are out of the market. Lemons show a tendency to advance. During the week prices advanced, but they are down again to last week's level. Jamaica grape-fruit is out of the market. The demand is brisk for bananas, ruling prices being higher relatively than last year. A few Almeria grapes are seen in the market, and are quoted at $7. Limes are 15c easier. Stocks of cranberries are getting pretty well cleaned up. Strawberries are 2 to 3c easier, and in big demand. Supplies are coming very freely. We quote the following prices:

California navels, per box	2 75	3 50
Mexican oranges, per box		2 00
Messina lemons, new, 300's, per box	2 75	3 00
" " 360's, per box	2 25	2 50
Valencia oranges, 420 case	5 00	5 50
Valencias, large, per case	6 00	6 50
Havana pineapples, per crate	2 75	3 50
Bananas, large bunches	1 75	2 25
Bananas, red, per bunch		2 50
Apples, per bbl	1 50	3 00
Almeria grapes, per keg		7 00
Florida tomatoes, per crate	2 25	2 50
Cranberries, Jersey, per bbl		5 50
" Budd's longkeepers		7 00
Limes, per box		1 25
Strawberries, North Carolina, quarts	0 15	0 17

Vegetables.

There is a brisk demand for all kinds of roots, all of which are difficult to obtain, especially potatoes. It is believed they are within very small compass. It is usually found desirable to open up root-cellars before undertaking farming operations; this year farmers are at their seeding, but visible supplies of roots are scanty. Potatoes are very firm, and will advance in price; some dealers have increased prices already to $1.40 and $1.50 per bag. Green stuff is more plentiful than last week, and most imported vegetables are easing in price. There is a ready market for green vegetables. Our quotations are as follows:

Cabbage, per doz	0 75	1 00
" red, per doz	0 50	1 00
Potatoes, per bag	1 25	1 35
Potatoes, per bag, car lots	1 00	1 15
Onions per peck		0 50
Onions white, per bag	2 25	2 50
Egyptian onions, per sack	3 00	3 25
Bermuda onions, per bush crate		2 00
Bunch lettuce, per doz. bunches		0 30
Radishes, per doz. bunches		0 50
Mushrooms, per lb		0 75
Mint, per doz bunches		0 30
Parsley, " "		0 20
Sage, per doz		0 15
Savoury, per doz		0 15
Beets, per bag		1 25
Carrots, per bag		1 25
Parsnips, per bag		1 25
Artichokes, per bush		1 00
Yellow turnips, per bag	0 35	0 40
Leeks, per doz		0 40
Rhubarb, per doz	1 00	1 25
" per bundle	0 10	0 15
Green onions, per doz	0 10	0 12½
Green house water cress, per doz		0 25
Green cucumbers, per bush. hamper	2 50	3 25
Green cucumbers per doz		1 50
Asparagus, green house, per doz	0 75	1 00
Asparagus, Cananian, per box, (of 2 doz.)		2 00
Florida spinach, per bush. hamper	0 75	1 00
Florida new potatoes, per bbl		6 50
Green peas, per bush		1 50
" cabbage, per case	2 25	2 50
" beans, per bush	1 75	2 00
Waxed beans, per bush	2 25	2 75

Seeds.

An active trade in seeds is reported during the week under review. The range of prices in red clover is 50c wider than last week, and that of alsike $1 wider. We quote the following prices:

Red clover, per bush	5 75	7 00
Alsike "	4 75	6 20
Timothy, per "	1 50	2 00
" flail threshed		2 75

Grain, Flour and Breakfast Foods.

GRAIN.

Wheat has been quiet during the week under review. Manitoba wheat is higher, No. 1 hard having advanced 1 1-2c and Northern No. 1, 1-2c. Ontario wheat is up as a result of unfavorable grain crop reports; red wheat has advanced 2c, and white 1c. Oats are 1-2c firmer. We quote the following prices:

Manitoba wheat, No. 1 hard, per bush, Toronto	0 96	0 96½
" " Northern No. 1 " "	0 93½	0 94
" " " No. 2 " "	0 90	0 90½
Red, per bushel, on track Toronto	0 98	0 99
White " " "	0 98	0 99
Barley " " "	0 46	0 50
Oats " " "	0 36	0 36½
Peas " " "	0 69	0 70
Buckwheat " " "		0 57
Rye, per bushel, " " "	0 64	0 65

FLOUR.

Flour continues firm this week, and a healthy market is reported. Straight roller has advanced 10c as a result of unfavorable reports concerning prospects for the coming wheat crop in Ontario. Our quotations are as follows:

Manitoba wheat patents, per bbl	4 75	5 00
Strong bakers "	4 50	4 75
Ontario wheat patents "	4 60	5 00
Straight roller "	4 50	4 60

BREAKFAST FOODS.

The market in breakfast foods is reported healthy during the week under review, the demand being first-class at firm prices. Last week's prices continue unchanged. Our quotations are as follows:

Oatmeal, standard and granulated, carlots, on track, per bbl	5 05
Rolled oats, standard, carlots, per bbl., in bags	4 50
" " " " " in wood	4 75
" " " " for broken lots	4 90
Rolled wheat, per 100-lb. bbl	3 00
Cornmeal	3 50
Split peas	5 00
Pot barley, in bags	3 75
" in wood	4 00

Hides, Skins and Wool.

The market is sharp and a good demand for all lines is reported. All grades of veal skins have advanced 1c per lb., and lambskins have advanced 10c apiece. This is attributed to the better class of goods being placed on the market. Cured hides have gone up another 1-4c per lb., and unwashed wool 1-2c per lb. We quote:

HIDES.

No. 1 green, per lb	0 08
" 2 " "	0 07
" 1 " steers, per lb	0 08½
" 2 " "	0 07½
Cured, per lb	0 08½

CALFSKINS.

Veal skins, No. 1, 6 to 12 lb. inclusive	0 11
" " " 2 " "	0 09
" " " 1 15 to 20 lb "	0 10
" " " 2 " "	0 08
Deacons (dairies), each	0 65
Sheep skins	1 00 1 15
Lamb skins	0 30

WOOL.

Unwashed wool, per lb	0 09½	0 10½
Fleece wool, new clip, per lb		0 16
Pulled wools, super, per lb	0 18	0 18
" " extra "	0 20	0 22

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QUEBEC MARKETS.

Montreal, May 12, 1904.

Groceries.

BUSINESS was fair this week. The arrival of the first ocean steamers boomed things along a little and activity marked most departments of trade. Collections are improving from the country and there is a steadily increasing demand for all kinds of groceries. Sugar has maintained its advance and has jumped up another 5c. American and Canadian refiners are, it is rumored, enquiring for beet sugar. This can be understood by the Americans because of the closing of the Cuban crop prematurely. Reports from abroad show there will be a very small total reduction in the new beet sowings. Cane sugars are very active and the refined market is strong for centrifugals. Tea is exciting considerable interest, inasmuch as the reports from Japan show a steady advance of a quarter to a half a cent over last season for particular basket fired teas. A special cable from Japan reports that the backwardness of the season and the lack of transportation facilities are blamed for the advance. Latest advices just to hand report Japan tea market opened practically on same basis as last year.

Coffee has fluctuated slightly, but no changes in prices are to be reported. Dried fruits are attracting considerable notice and, owing to the reported further advances in currants from Greece, higher prices are expected. There is an unusual calm overtaking sultanas, yet there is no modification of the unfavorable crop prospects which were evident two weeks ago; reports from the pro-

Foreign Dried Fruits.

There is generally a quiet time prevailing. Currants are interesting and from Greece advances are reported. Otherwise nothing is notable in the market. Firmness and steadiness are characteristics.

Messrs. Watt, Scott & Goodacre report: Currants—This is about the only article of dried fruits that is not in an uninteresting rut. Further advances in Greece are reported and still higher figures expected. In the Greek Chamber of Deputies there is a new bill pending, which is said to be more practicable than the bill of 1903, although the latter had a decidedly beneficial effect in maintaining prices. Sultana Raisins—The most conservative shippers are now conceding that the coming crop will be much smaller than that of last year. Spring frosts have been followed by dry and prematurely Summerlike weather, greatly to the detriment of the vines. Shelled Walnuts—The sharp decline following on serious liquidation of stocks in Bordeaux has been checked and a reaction of 5 per cent. from the lowest point has set in. Shelled Almonds—The approaching scarcity in Malaga, coupled with unfavorable condition of the trees, has resulted in the expected advances in both Valencias and Jordans. Filberts—The report from Messina is to the effect that export demand for prompt and near shipment is very light. Holders, however, show no anxiety in carrying their stocks. Future delivery of new crop attracts no attention, although by this date considerable contracts are usually placed. We quote:

VALENCIA RAISINS,

New, finest off-stalk, per lb	0 06	0 06½
Selected, per lb.		0 07
Layers "	0 07½	0 07½

FIGS.

Comadres, per tapnet	1 00	1 10
Elemes, per box, new		0 90

DATES.

Dates, Hallowees, per lb	0 03½	0 03¾

CALIFORNIAN EVAPORATED FRUITS.

Apricots, per b		0 12½
Peaches "		0 09½
Pears "		0 12½

MALAGA RAISINS.

London Layers	1 75	1 90
"Connoisseur Clusters"		2 00
"Royal Buckingham Clusters," ½-boxes		1 00
"Excelsior Windsor Clusters"		4 25
" " ⅛s		1 25

CALIFORNIAN RAISINS.

Loose muscatels, per lb.	0 07½	0 08
" " seeded, in 1-lb. packages		0 10½
" " in 12-oz. packages		0 08

PRUNES.

	Per lb.	Per lb.
30-40s		0 09
40-50s		0 08
50-60s		0 07½
60-70s		0 06½
70-80s		0 06
80-90s		0 05½
90-100s		0 05
Oregon Prunes (Italian style) 40-50s		0 08
" " 50-60s		0 07½
Oregon prunes (French style), 60-70s		0 06½
" " 90-100s		0 04½
" " " 100-120s		0 04

CURRANTS.

Fine Filiatras, per lb. in cases	0 04½	0 05
" " cleaned	0 05	0 05½
" " in 1-lb. cartons	00 6	0 06½
Finest Vostizzas "	0 06½	0 07½
Amalias "		0 05½

SULTANA RAISINS.

Sultana raisins, per lb	0 06½	0 08
1-lb. carton		0 09
Shelled Walnuts	0 19	0 20

Green Fruits.

The warm weather has had its effect on the green fruits, which have been steady all the week. However, trade has been quieter than usual for the time of year. Lemons have been in good demand and a few limes have sold at good prices, while apples remain at very high prices. The anticipated arrival of the Mediterranean boats keeps the market in a state of more or less timidity. Florida oranges are no longer on the market. Egyptian and Bermuda onions rule the market as there are no longer any Spanish and French available. California celery is out of the market. The drop in strawberries has had the effect of sending them out very freely, as the price of 16c to 20c makes them easily within the reach of all classes. We quote:

Cranberries		7 00
Cocoanuts, per bag of 100		4 00
Canadian apples, in bbls.	2 75	4 50
Pineapples, 24 to case		3 25
" 30 to case		2 75
Bananas	1 50	2 25
Sweet potatoes, per bbl		6 50
Egyptian onions, per lb		0 02½
Bermuda onions, crates		1 00
New Messina lemons 300's		2 75
" " " 360's		2 50
California navels	2 50	3 00
Florida tomatoes, per crate		3 00
Boston lettuce, per doz		1 00
Cucumbers, per doz		0 75
Spinach, bbl		3 25
Asparagus, doz. bunches		5 00
Radishes, per doz		0 45
Strawberries, qts	0 16	0 20
Peanuts, Bon Tons		0 10
" Sun brand		0 12
" Diamond G brand		0 09½
" Coon brand		0 07½
New Brazils		0 13½

Fish.

All kinds of fish are plentiful. Halibut is coming from the east in much better condition than that from the Pacific Coast. Haddies are arriving freely and kippered herring are also coming in more freely. Smoked herrings in small boxes are higher, owing to scarcity. Haddock and cod are plentiful. Fresh trout and white fish are expected next week as navigation has opened on Lake Superior. The demand for salt fish is, as usual, very quiet. Blue fish are available at 9c to 12c, and shad are selling at from 25c to 50c. Small lobsters continue to sell readily at 10c to 12c, the large ones retaining better prices. We quote:

Haddies		0 07½
Smoked herring, per box		0 18
Fresh haddock, per lb.	0 04	0 04½
Pike, " round		0 07
Halibut, frozen, per lb.		0 10
Gaspe salmon, frozen, per lb		0 15
Fresh B. C. salmon	0 16	0 17
Fresh steak cod		0 05
No. 1 Labrador herring in 20-lb. pails	0 75	0 85
No. 1 Herring, Labrador, per bbl.		4 75
" " " half bbl.	2 75	3 00
No. 1 Holland herring, per half bbl.		6 50
No. 1 Scotch herring, " "		6 50
" " per keg		0 95
Holland herring, per keg	0 65	0 75
No. 1 green codfish, new, per 200 lb.		7 00
No. 2 green cod, bbls. 200		5 00
No. 1 large green codfish, new, per 200 lb.		7 50
Green pollock, bbls. 200		4 00
Salt mackerel, pail of 20 lbs		1 60
Boneless cod, 1 and 2-lb. blocks, per lb.		0 06½
" fish, " "		0 05
" " loose, in 25 lb. boxes		0 04½
Boneless fish, in crates 12 5-lb. boxes		0 05
Pure Georges cod, 40 lbs		0 7½
Skinless cod, cases 100 lb.		4 75
B. C. salmon, choice red, per bbl.		15 00
B. C. salmon, ½-bbl.		8 00
Marshall's kippered herring, per doz.		1 40
Canadian kippered, per doz.		1 00
Canadian ¼ sardines, per 100	3 75	4 00
Canned cove oysters, No. 1 size, per doz.		1 30
Canned cove oysters, No. 2 size, per doz		2 25
Standard bulk oysters, per gal.		1 50
Selects		1 75

Country Produce.

EGGS.

The demand for eggs has been good and the arrivals are coming in freely, as may be indicated from the fact that 1,840 cases arrived on Monday and 1,459 on Saturday. The reason eggs are so strong in price is because the supplies are not sufficient to cover the local consumption as well as the demands of the packers who are putting them away. It will not be surprising to see eggs advance in price if the supplies do not increase very rapidly. There was no trouble in maintaining 15c a dozen.

BEANS.

Not the slightest change has taken place in beans and business is very quiet. Jobbers report choice primes selling at $1.45 to $1.50 a bushel. Primes in car lots at $1.40. Car lots of choice primes were $1.40 and $1.35.

HONEY.

Honey remains featureless, with white clover at 13½ to 14c. Extracted white clover remains at 8½ to 9c in 10 lb. tins, and 7 to 7½ in 300 lb. kegs. Buckwheat remains at 6 and 7c.

POTATOES.

Potatoes are holding a firmness quite unusual owing largely to the small receipts and the very strong demand. Car lots were sold at from 95c to $1 a bag ex track, and in a jobbing way at $1.05 to $1.10 a bag ex store.

MAPLE PRODUCTS.

Steady prices hold for these goods throughout. We quote:

Maple syrup, in wood, per lb	0 05½	0 06
Maple syrup, in large tins	0 80	0 85
Pure sugar, per lb	0 07	0 07½
Pure Beauce sugar, per lb	0 08½	0 09

Flour and Feed.

FLOUR.

Flour dropped 15c yesterday, which leaves Manitoba Spring wheat at $5.10 and strong bakers at $4.90. Most of the flour merchants are just awaiting events and state that flour may go up or down at any moment. The decline is said to be in sympathy with wheat, but this cannot be verified by the big millers. We quote:

Manitoba spring wheat patents		5 10
" strong bakers'		4 90
Winter wheat patents	5 10	5 25
Straight rollers	4 85	5 00
Extra	3 80	3 90
Straight rollers, bags	2 30	2 35

FEED.

No special change has taken place in the feed market here. A steady demand has been maintained. We quote:

Ontario bran, in bulk		19 00
" shorts		21 00
Manitoba bran, in bags	19 00	20 00
" shorts		21 00
Mouillie	26 00	28 00

OATMEAL.

The demand for rolled oats and oatmeal is quite limited and in consequence the market is quiet and prices unchanged. We quote:

Fine oatmeal, bags		2 06
Standard oatmeal, bags		2 90
Granulated " "		2 90
Rolled oats, bags		2 55
" bbls.		5 30

HIDES.

A firmness marks the hide market, but no quotable change has taken place in prices. We quote:

No. 1 beef hides	0 08	0 08½
No. 2 "	0 07	0 07½
No. 3 "	0 06	0 06½
Lambskins		0 75
No. 1 calfskins		0 11

TRADE CONDITIONS IN BRITISH COLUMBIA.

Special Correspondence of The Grocer.

Vancouver, B.C., May 6.

WITH big orders for northern shipment awaiting the granting of through bills of lading from here to Dawson, the wholesale men are anxiously looking for signs of opening navigation on the Yukon River and the lakes and streams of its headwaters. All advices received from the north indicate that the opening is not far off. In fact, it is practically the opening now, as long stretches of the river are free of ice. The ice on Lake LaBarge is melted all round the edges, so say the latest arrivals from White Horse, who reached the city on the steamer City of Seattle on Tuesday afternoon. The ice on the lake is so bad that no traffic of any kind had been attempted for a week or more. A strong wind would break up the lake and the ice would then move out and possibly begin to run in the river. The weather has been warm and Summerlike for nearly two weeks.

The early break-up of Winter transportation prevented the transportation across the ice of a lot of early supplies which were sent up for that purpose. Many shipments were of perishable goods, and unless the weather keeps warm and the river opens right away, there will be a big loss for some of the "scow-men," as the dealers are called who take in goods and have them on scows at the head of navigation, ready to follow the ice down the river. These scows are usually dragged across the ice of Lake LaBarge to the head of the river, and then sent on from there when the ice breaks up. This time they will have to wait till the lake is free of ice before being towed across, and that means that they will not be able to follow the ice as it clears down the river.

* * *

So far as meagre advices from the north go, the conditions in Dawson are very commonplace. There is no marked shortage in any of the staple lines of food supplies. Mail advices will not be forthcoming for a week or so now, as the stages have suspended, and no mail will come out till the river is open.

* * *

The wholesale trade here will be well able to supply all the requirements of the Spring trade to the north in most lines. The stocks of canned goods, especially vegetables, are large enough for filling all the orders which are being held subject to through shipping. The demand for potatoes and onions, which is one of the first of the opening season, will be met promptly this year. There are liberal supplies of Ashcroft potatoes available, and lower Fraser Valley stocks are large also. The former is the favorite with the northern trade. The supply of dried onions is well kept up with the importations from New Zealand and Australia. There will be 100 tons more received on the next steamer to arrive from Sydney.

* * *

The union journeymen bakers of the city formed a co-operative union bakery reecntly to supply bread. The bakery trades union was in a somewhat demoralized state in the view of union men, and to assist the bakers who were union men the idea of starting a bakery which would have union help and also union patronage was set on foot. The business is to be capitalized at $10,000 in five-dollar shares. Many unions, as well as the Trades and Labor Council and the Building Trades Council, have taken stock in the company, though the issue of shares is not limited to union men, as the intention is to run the bakery purely as a business venture and investment.

* * *

The grocery markets here are fairly interesting as to prices now. Evaporated apples, both from Ontario and California, are quoted higher, and the tendency of other dried fruits is also up. Evaporated pears, which come from California entirely, are away up now for some reason, the price being quoted here at 13 1-2c. Apricots are firm at 11 and 12c. Other fruits are about the same; prunes are still 4 1-2 to 7c, according to size. The tendency is to order the evaporated apples from Ontario as the price is not higher, and so long as there is no big advantage in favor of the California article, the trade here favors the Eastern Canada supply.

* * *

Canned goods are stocked freely, as explained above. The dealers have been ordering very little, in most cases having had their stocks in since last Fall. Prices are held firm and a little higher. The fact is that no large orders will be filled for single firms at the prices now being asked. Though this is the feeling of dealers, it does not indicate that there will be much necessity of re-ordering unless for sorting orders. Prices now quoted are $1.20 for corn and beans, peas $1.15, and tomatoes $1.50. No California canned tomatoes have been imported this year.

* * *

Flour has dropped back 20c per barrel, though there has been no definite explanation of the cause, the price of wheat being about as it was in eastern markets. There has been a good deal of Oregon and Washington flour imported into this market, and that may have had some influence on the local quotation, which is now $5.80 per barrel for all the standard makes.

* * *

In produce there is still a light stock of butter. A car or two of new early creamery from the east is expected in next week. It is to be quoted at 22 1-2c, so it is said, but there is none on the market at that price now. The cheapest is 26 and 26 1-2c for some old eastern creamery. There is some small quantity of Washington and Oregon creamery being brought in and selling at about the same price. A little of the last stock received from Australia is still offering, but it is quoted at 28c and 29c. Local creameries are turning out rather more liberal quantities lately. The price is still firm at 30c, and not much danger of it going lower. The local creamery supply is so limited that it is almost a fixed quantity, and there is a certain demand here for it, which ensures the sale of the whole stock at almost any price put on it in the springtime.

Eggs are still scarce. There are, of course, none from the east. Oregon and Washington supply the importations, and the price this week is quoted at 26 1-2c and 27s. There was a slight drop owing to some dealers getting a little nervous and for a week no eggs were brought in. The stocks disappeared and the price went up. The local supply is very limited and irregular. The price is firm at 30c, though the New Westminster market last week was lower in sympathy with lower quotations on the Oregon eggs.

Cheese is not moving very freely yet. A car to be divided among the trade is due here in a few days from Ontario. It is new make, and quoted at about 12 1-2c to the trade here. The cheaper price given from the east on this cheese is taken to indicate that it is not stock which would do for the Old Country export trade, of which your eastern cheesemaker is very careful.

* * *

In fruits, strawberries are new this week. They are from California, of course. The wholesale price is $4.50 per case of 15 boxes. The supply is limited yet, and as the retail price is 35c the demand is likely to be no greater than the supply.

Oranges are somewhat firmer in tone. The top of the market for choice navels is $3,25, and from that down to $2 the fruit is still quoted. A feature of the stocks is the form of shipping, some being in half boxes, and even in quarter-oxes. The low price needs such taking devices to aid in working off the stock.

Apples are quoted at $2.25 for such as are in the market. At present the variety is mainly Ben Davis, and the supply comes from Washington and Oregon. There is one car of Coldstreams to arrive from Lord Aberdeen's ranch in the Okanagan, and that will close the stock for this season. Bananas are scarce this week, and run from $3 to $4. Pineapples imported from Mexico via California are quoted at $4.50 per dozen.

* * *

The Australian and New Zealand onions, which have been stocking the market for the past two months, are moving off well. There will be a quantity to arrive next week on the steamer Miowera. Most of this will go north. Ashcroft potatoes are quoted at $25 per ton, with lower mainland stock at $18 to $20. Fresh vegetables are nearly all local supply now, except asparagus, cabbage and green peas. Prices are beginning to drop considerably too.

From the ATLANTIC to the PACIFIC

across this broad Dominion the sale of

ROWAT'S PICKLES

has made money for the dealer and
given satisfaction to the consumer.

Rowat's Pickles are sellers all the time.

Agents for Ontario, Quebec, Manitoba and Northwest Territories,

SNOWDON, FORBES & CO., Montreal

F. H. TIPPET,
St. John, N.B.

H. WARREN,
Halifax, N.S.

C. E. JARVIS & CO.,
Vancouver, B.C.

Business Vitality, Longevity and Health

are dependent on your stock. It must be bright, clean and well bought. You must be able to continue to please old customers and to add new ones. This is an impossibility, unless quality is made the watchword. In selling you **Bengal Brand Jam** we offer you nothing but fresh fruit and sugar. This we guarantee. Absolute purity is the highest proof of quality.

THE OZO CO., Limited
MONTREAL.

MANITOBA MARKETS.

Winnipeg, May 11, 1904.

FOR the past week business has been good and jobbers report all around trade in the city quite satisfactory. Throughout the country things are a little quiet. There are still a number of farmers in Western Canada who are waiting patiently for their watery farms to resume a fit condition for seeding.

Sugar—The market remains firm. Montreal granulated is quoted at $4.90 in barrels and $4.70 in sacks, and yellows $4.25.

Canned Vegetables—The market is firm and corn, which is rather high, is quoted at $2.50 to $2.65 a case.

Butter—The demand for choice butter is heavy and the market quotes fresh creamery at 25c and rolls from 16c to 19c.

Eggs—The market is easier and the demand is strong. Eggs are now jobbing at 13c.

Evaporated and Dried Fruits—All lines are firm. The market quotes evaporated apples at 7½c a lb. Oregon prunes are still very cheap in large sizes, 70 to 80 at 5½c, 60 to 70 at 6c, 50 to 60 at 6½c, and 40 to 50 at 6¾c.

Cornmeal—The market still quotes cornmeal at the advanced price of 90c per ½ sack, and $1.75 per sack.

Flour—The market still holds the price of No. 1 patent firm at $2.55.

Canned Fruits—The market is quite firm since the advance in prices on all lines on the 25th of last month. Pineapples, which are now on the market, are being quoted 2 lb. whole pineapple $3.75 a case of 2 dozen, 1¾ lb. sliced $3.75 a case of 2 dozen, 1½ lb. sliced $7.20 for a case of 4 dozen, 1¾ lb. grated $7.60 a case of 4 dozen.

Rolled Oats—The market is now firm and quotes 80 lb. sacks at $2.25, 40 lb. at $2.30, 20 lb. at $2.35, 8 lb. at $2.65, and 5 lb. at $2.85.

Green Fruits—The market is a little firmer. Strawberries are quoted at $5.50 a case, tomatoes at $4 a case, oranges at $3 to $3.50 a case, cucumbers $2 a dozen, and rhubarb at 5c a lb. Bananas, which are still very scarce, are holding their prices strong at $3.50 to $4 a bunch. The market quotes XX apples at $4 a barrel and XXX at $5 a barrel.

Cured Meats—The market remains firm. Hams are quoted at 13¾c, picnic hams at 13¼c, shoulders 8¾c, breakfast backs 11½c, long spice rolls 11¼c, short rolls 10¾c, long dry clear 9c, and dry salt backs 10c.

Lard—The market remains quite firm with pure lard in 50 lb. tubs quoted at $5.20, 20 lb. pails $2.15, 10 lb. pails in cases $6.50, 5 lb. pails $6.60, and 3 lb. pails $6.65, compound lard in 20 lb. pails $1.75.

STARTING FOR THEMSELVES.

TWO men of experience and capability, A. Fortier and F. Monette, have combined under the firm name of Fortier & Monette, to enter the produce business, and have opened a suitable store at 604 St. Paul street, Montreal. For fifteen years Mr. Fortier has been actively engaged in the produce business, and for thirteen years was confidential clerk of the late firm of C. Langlois. Mr. Fortier has established the reputation of being an expert at his business, and his opinion is known to be reliable and correct in the lines in which he deals. His partner, F. Monette, is also thoroughly posted in his business, having been for nineteen years confidential clerk and buyer for J. A. Vaillancourt. Their premises are equipped with fine cold storage for receiving perishable stock, and on account of their excellent business connection they have already carried on extensive operations in the produce business. A large number of interested friends join in wishing them every possible success.

REMOVAL OF WHOLESALE GROCERY.

Lockerby Bros., wholesale grocers, Montreal, who have for many years been located on McGill street, near St. Paul, have removed "lock, stock and barrel" to 152 McGill street, directly opposite Lemoine street, where more commodious premises have been secured.

SWISS MILK CHOCOLATE AGENCY.

THE Canadian Swiss Trading Co., 17 St. John St., Montreal, have secured sole control for Canada of the F. Klaus Improved Swiss Milk Chocolate Works, Le Locle, Switzerland. The F. Klaus milk chocolates have an old-established continental reputation for purity, healthfulness and digestibility. Since the introduction of these goods in Montreal and other eastern cities, most satisfactory repeat orders have been received, and the excellent qualities of the various brands will no doubt secure a good share of Canadian trade. It may be mentioned as an idea of the reception with which these goods were favored in England last year, that the shipments from Switzerland to that country exceeded 3,000,000 francs in value.

PERSONAL MENTION.

Mr. D. Gorman, of Toronto, was introduced on Montreal 'Change Saturday by Mr. A. Chaplin.

W. H. Millman & Sons, Toronto, have been appointed agents for the Old Homestead Canning Co., Picton, Ont.

Mr. C. W. Swasey, manager of the Creamery Package Co., of Cowansville, was in Montreal this week. He said business was booming.

Mr. F. W. Hudson, president of the Canada Brokerage Co., Toronto, was a visitor to Montreal trade this week, and honored The Grocer with a call.

John L. Ranney, an old-time miller on the Welland Canal, died in St. Catharines May 8. He was one of the first millers in Canada to ship flour direct to England in Canadian vessels.

Mr. A. Durocher, commission merchant, Montreal, representing some of the leading French and United States manufacturers, was doing the trade of Ottawa. The Grocer met him hustling in several of the wholesale houses.

Mr. Wm. Goodhue has opened offices at rooms 13 and 14 G. N. W. building, 6 St. Sacrament street, Montreal, where he will carry on a commission business in groceries and provisions. Mr. Goodhue is well known, and his energy and capacity for the work should bring him a large measure of success.

Mr. Albert Hebert, of Hudon, Hebert & Cie., Montreal, who has been spending four weeks at Atlantic City, New York and Philadelphia, has returned. A very enjoyable holiday was spent and in Mr. Hebert's view Atlantic City is particularly adapted for a beneficial rest. There is enough of interest on all sides and the music, concerts and exhilirating sea breezes are conducive to a healthy and enjoyable recreation.

Jack Greig, of Surprise Soap Co., and Imperial Cheese, Toronto, was met in Ottawa last week. Jack this time was accompanied by Mr. Wright (not Mr. Henry Wright) and the two gentlemen were busy advising the citizens of Ottawa and Hull, by means of enormous posters, hangers and cards, of the merits of a certain line of goods that "makes child's play of wash-day."

A representative of The Grocer had the pleasure last Saturday of an interview with Mr. John Macintosh, "the Toffee King," in the offices of Mr. Chas. Gyde, Canadian agent, Montreal. Mr. Macintosh, who is thoroughly convinced of the superiority of his goods, has made arrangements for placing them before the public in as thorough a manner as is possible, and an active advertising campaign has been entered on in the United States and Canada.

Mr. J. D. Gill, of Buenhamthorpe, Ont., gave The Grocer a call this week.

Mr. J. Symington, of Brandon, Man., visited the Toronto offices of The Grocer this week, en route to Ireland. Mr. Symington has been a valued subscriber to The Grocer for fourteen years, and says he finds his "Grocer" indispensable. He is having an extra copy sent to him every week while he is in the Old Country.

TEMPORARY QUARTERS

After a successful business career of a great many years, the tea firm of W. D. Stroud & Sons, Montreal, have found their old premises inadequate to the demands upon their business. They have given out contracts for the erection of handsome new offices and warehouses on St. Paul street, opposite the Coristine Building. As they have had to vacate their old premises on St. Sacrament street they have removed to temporary offices at the Hamilton Chambers, 17 St. John street, occupying the suite of offices Nos. 11, 13 and 15.

ANOTHER NEW FIRM.

The commission house of D. Rattray & Sons, Quebec, have decided to open premises in Montreal. D. J. Rattray was in the city last week making arrangements for suitable quarters in Montreal, which will be completed this week. Mr. Rattray has recently returned from Europe and has there established stronger connections, so that in every way their house will be equipped to carry on a continually growing commission business in the grocery and provision lines.

NO TALKING

required to get people to take

REINDEER BRAND

Condensed Milk. It sells itself after once tried.

W. G. A. LAMBE & CO., Agents.

H. D. METCALFE, President. C. A. MORIN, Sec.-Treas.
CHAS. J. ANDERSON, Vice-President and General Manager.

The Walkerville Match Co.

LIMITED

WALKERVILLE, ONT.

Manufacturers of

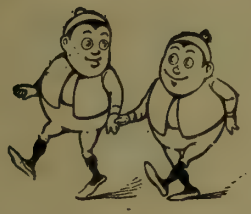
PARLOR and SULPHUR MATCHES

OUR BRANDS:

Parlor—"Imperial," "Best," "Crown," "Maple Leaf," "Knights."
Sulphur—"Club."

SEE OUR PRICES BEFORE BUYING.

WELL SATISFIED.



Your felts have always been satisfactory.—Chaput, Fils & Cie, Montreal.
Find your felts give good satisfaction.—Robertson & Son, Kingston.
Have sold your felts for many years with every satisfaction.—Quintal Fils, Montreal.
Your fly felts have always given the best satisfaction.—Letang Hardware Co., Montreal.
Have sold your felts many years with best satisfaction.—Morin & Co., Quebec.
Have always had satisfaction with your felts. Robertson & Co., Kingston.
Your fly felts are very satisfactory.—Doyle & Co., Halifax.
They are always satisfactory. Davidson & Co., Quebec.
Have always found them satisfactory.—Demers, Fletcher & Co., Montreal.
Your felts always give satisfaction.—L. H. Hebert, Montreal.
What we had from you were perfectly satisfactory.—Whitehead, Turner & Co., Quebec.
Have sold your felts for many years with perfect satisfaction. Jos. Amyot, Quebec.

IT'S YOURS for the asking - fly felt satisfaction—and it doesn't cost **you** more, just see that **SMITH BROS.** is on every package, that's all. Fifteen years on the market without a complaint, is our reputation, is why you are offered an imitation under our name.

SMITH BROS. on every package is a warranty of perfect goods. See to it; friends, see to it.

SMITH BROS. THE FLY FELT MEN.

Cow's Head BRAND CONDENSED SWISS MILK.

Prepared by Societe Suisse d'Industrie Laitiere. Yverdon, Suisse.

Guaranteed perfectly pure, full cream, completely sterilized and germless. Gold medals, International Exhibition, Paris, 1900. As used by the British Navy, the British Army, the India Office, H. M. Colonial Governments, London School Board, etc.

AGENTS,

C. E. COLSON & SON, MONTREAL

NEW BRUNSWICK MARKETS.

St. John, N. B., May 9, 1904.

NOW that the Winter port business is closed, we are able to take a comprehensive view of the season's business. We find the same number of sailings as last year, viz., ninety-six. The tonnage represented was, however, 50,000 more. The exports show an increase of about seventeen per cent., the total export this year being valued at $15,870,000, of which say $10,150,000 was Canadian goods and $5,720,000 foreign, chiefly United States products. The increase over last year was $2,793,700. The most valuable cargo was taken by the steamer Montezuma, valued at $486,056. There were four steamers cleared for Africa, their cargoes being valued at $772,727. It is estimated that $200,000 was spent by the steamers, besides a very large amount indirectly. It is easy to see the great value of this business to St. John.

This Summer will see more export and import business of this nature than ever before, as we are to have quite an increased number of regular steamer sailings. In business some report it quiet, but it is the time of bad roads and busy farmers. The state of business will depend, of course, largely on the markets, and there are many bears. However, millers talk of quite firm prices.

The feature of the week has been the cut of some two cents in the coast price of California seeded raisins. The molasses market is still of great interest. As yet it is very one-sided, at least in the quantity received, as one local importer has so far had the only direct goods arriving here.

Oil.

In burning oil prices are unchanged and seem quite firm. A large tank steamer arrived this week. In lubricating oils dealers are busy. Prices are held firm. Paint oils have a large movement, while there is no change in linseeds, the market being weak. Turpentine holds firm.

Salt.

In Liverpool coarse salt the market is well supplied. Prices are held firm. In Liverpool factory filled the sale of late years has shown a falling off, Canadian fine being largely used. This is the busy season in this line.

Green Fruits.

Dealers are very busy. Green stuff is having increased attention as prices get lower. The quantity of cabbage, cucumbers, rhubarb and strawberries coming in from Boston increases with every steamer. Some splendid rhubarb has been received. In oranges the sale is not so large, as bananas are now the big line. Valencia oranges are higher. Californias, of which but a limited quantity have been sold, are unchanged. Lemons are still low. Apples have but little attention. Pines are slow sellers.

Dried Fruits.

The cut in California seeded raisins of over two cents on the coast, as well as a big cut in loose muscatels, particularly Four Crown, has somewhat upset

THE GREATEST BARGAINS

are those which appeal so strongly to customers that they sell on sight.

The extraordinary sale of

Clark's Pork and Beans in Chili Sauce

proves this line one of the

GREATEST BARGAINS ON RECORD.

"MONTSERRAT"

LIME FRUIT JUICE

THE STANDARD OF THE WORLD. STRONGER THAN OTHERS. PAYS BETTER PROFIT.

Guaranteed 7¼ per cent. Citricity and Undiluted.

FREE FROM MUSTINESS AND SEDIMENT.

Evans and Sons, Limited, Montreal and Toronto

CAPSTAN BRAND
High-grade Tomato Catsup

Put up in 10-oz. and 20-oz. bottles of a new design, and is very attractive.

This Catsup is far superior to many others and is giving perfect satisfaction.

Ask your wholesale grocer for it or see our travellers' samples.

The Capstan Mfg. Company, Toronto, Ont., Can.

EPPS'S GRATEFUL. COMFORTING.

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.

In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg.

THE MOST NUTRITIOUS. COCOA

TRADE MARK

This design a guarantee of quality.

GREY BREAD WRAPPER —A— SPECIALTY

ALSO TASTELESS AND ODORLESS PARCHMENT PAPER FOR CAKE BAKING

Samples and prices with pleasure.

CANADA PAPER CO.

TORONTO LIMITED MONTREAL

The Roof

Gets the Worst of it

There is no shelter for it—it shelters the rest from the force of the elements.

That's why you need the very best shingles, no matter where else you stint.

Eastlake Steel Shingles

are absolutely Fire, Lightning, Rust and Leak proof, and easy to apply. They've been proved long since the most reliably perfect and long lasting kind you can find.

Galvanized or Painted.

The one kind that always satisfies.

THE

Metallic Roofing Co., Limited

TORONTO, MONTREAL, WINNIPEG.

Merchants Who Buy Hides

I purchase Hides, Calfskins, Sheep Pelts, Tallow and Bones. I pay spot cash, full market values, freights, customs charges. I want an agent in every town and village in Canada. I furnish the money and keep my agents fully posted. Write me for fuller particulars.

CARROLL S. PAGE, - HYDE PARK, VT.

Orlan Clyde Cullen, C.E.L.L.M.

Counseller at Law U.S. Supreme Court.
Registered Attorney U.S. Patent Office.

U S. and Foreign Patents, Caveats, Copy rights and Trade Marks. Military and Naval Inventions a specialty. Address,

Box 264, Station G., Washington, D. C.

GUN SHOP and MODEL SHOP,
Warren White Sulphur Springs,
Totten P. O. Virginia.

"I Want Brock's."

A Dead Canary.

Cause: Poor seed.

Don't sell unknown seed.

SELL BROCK'S.

NICHOLSON & BROCK, - TORONTO

the raisin market. Our dealers had fair stocks. Prunes are still easy. Demand is not large. Fine 40 to 50s are offered low. In dates the foreign market is firmer. Currants are rather higher. Evaporated apples are firmer. In onions the trade find the situation different from what they expected, as prices are higher. Dealers have been selling very low. The high price of Virginia peanuts has caused French and Japan nuts to be offered. The supply of Japan proves very small. The French are a meaty nut but shells are small.

Canned Goods.

There is little of interest. All lines seem firm. Salmon packers advise that they look for a short pack and expect higher prices than last year. Meats did not show much advance. In domestic fish packers are beginning to put up sardines. In vegetables, the coming season has attention. It looks as if there would be quite a large pack outside the association.

Sugar.

Prices are again higher. While the advance has been light each time, it continues upward with considerable regularity. It causes increased sale of foreign sugars.

Molasses.

The situation is unchanged. One local importer holds about all the new Porto Rico here and is very firm in his price, quoting well above the price asked for the stock imported indirectly. It is a matter of much interest if he can maintain his price, as he has set out to do. Barbadoes is offered low.

Fish.

Fresh fish are quite plentiful. The catch of gaspereaux so far is not large, and full prices rule. A few shad are seen and an odd salmon. In dry codfish and pollock supply is light and will be for some time. Pickled herring are scarce and smoked are a very light stock.

Flour, Feed and Meal.

In flour, while dealers here are bears, the market seems quite firm, particularly Ontarios. Feed is quite freely offered. Oats are low and not selling so freely. Oatmeal is firm at full prices. Cornmeal is unchanged. Beans are dull at rather easier figures. Barley and split peas are a light stock. In seeds the sale has not been very large, which is rather a surprise, as prices were low.

AN EXCELLENT REPORT.

Without exception, the 1903 report of the Board of Trade of Toronto is the best ever published by that institution. This excellence is largely due to the illustrated description of the city, placed at the beginning of the report. Excellent pictures of the striking features of the city, together with condensed descriptive matter, make up an admirable introduction to the reports and membership lists which follow. President J. F. Ellis' annual address takes up ten pages, and contains considerable valuable information. There follow the secretary's, treasurer's and section reports, the book being completed with a list of the members.

CONDENSED OR "WANT" ADVERTISEMENTS

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postages, etc.

BUSINESS CHANCES.

AT A DECIDED BARGAIN—The Paisley pork factory can be purchased before May 22nd; factory is well equipped and situated in the best pea-growing district in America. Address D. McIntyre, Paisley. (f)

FOR SALE -- Choice stock of groceries and crockery, amounting to about $2 700; good live business; best location; doing the best and highest class trade; can be proven to be a good paying business to bona fide purchaser; ill health reason for selling. Box 432, Dresden, Ont. (19)

MANUFACTURERS or packers of specialties suitable for Italian warehouses, grocers, etc. desirous of placing their goods on the Irish market should communicate with N. Morrow, 16 Kansas Ave., Belfast. (17tf)

TRAVELLERS WANTED.

EXPERIENCED grocery traveler wanted; must have connection in Perth, Huron and Bruce. Apply Box 131, CANADIAN GROCER, Toronto. (20)

TRAVELLER for Main line Grand Trunk, Montreal to Toronto; Main line Canadian Pacific, Montreal to Sudbury; for coffee and spices and an important side line; state experience and terms. "Traveller," CANADIAN GROCER, Montreal. (19)

WANTED—A first-class traveler on commission; to sell vinegar and cider to the retail trade, Box 2, CANADIAN GROCER, Toronto. (f)

TO CANADIAN EXPORTERS.

AN ENGLISHMAN, thoroughly acquainted with the grocery and provision trade, who has recently retired from business, is open to represent Canadian exporters in Bristol on a commission basis; highest references. Address Box 130, CANADIAN GROCER, Toronto. (28)

SITUATIONS VACANT.

BAKER WANTED—First-class only, on bread, cake and pastry; steady job to right man; state wages. Parlmer & Co., Hensall, Ont. (f)

BAKER WANTED—To take charge; must be first-class man on bread and cakes. Crick Bros, Seaforth. (f)

MILLER WANTED—To take charge of country mill; state wages; references required; must be strictly temperate; steady employment to right man. Henry Bracken, Boston Mills, Ont. (f)

BUSINESS FOR SALE.

BUTCHER BUSINESS—On Queen street west; doing a good trade; bargain. A. Hudgin, 9 Adelaide east, Toronto. (1)

EVERY GROCER DOES NOT SELL

VAN HOUTEN'S COCOA

but nearly **All First-Class Grocers** do. And **Every Grocer** who has a single customer that drinks Cocoa should retain that customer by supplying **Van Houten's.** Custom is retained by supplying the best goods in any line. The best Cocoa is **Van Houten's. Best and goes farthest.**

Dominion Agents { J. L. WATT & SCOTT, - - TORONTO
WATT, SCOTT & GOODACRE - MONTREAL

MOTT'S DIAMOND CHOCOLATE
JOHN P. MOTT & Co
HALIFAX, N.S.
ESTABLISHED 1844

a satisfied customer is a profitable one—appreciation strengthens a manufacturer's hands.

MOTT'S CHOCOLATES

are appreciated by those who use them, and MOTT'S qualities will be maintained.

John P. Mott & Co.
HALIFAX, N.S.

SELLING AGENTS:
J. A. TAYLOR, MONTREAL. R. S. McINDOE, TORONTO JOS. E. HUXLEY, WINNIPEG.
THORNE, BERRY & CO., VANCOUVER, B.C.

Received Highest Award **GOLD MEDAL** Pan-American Exposition

The full flavor, the delicous quality, the absolute **purity** of **Lowney's Cocoa** distinguish it from all others. It is a **natural** product; no "treatment" with alkalies or other chemicals; no flour, starch, ground cocoa shells or coloring matter; nothing but the the nutritive and digestible product of the **choicest** Cocoa Beans. A quick seller and a **profit** maker for dealers.

THE WALTER M. LOWNEY COMPANY, No. 447 COMMERCIAL STREET, BOSTON, MASS.

New Crop Maple Syrup and Sugar

Prompt delivery guaranteed for **FOREST BRAND.** Freight prepaid in reasonable lots. Sugar in pound and half-pound blocks. Syrup in tins, bottles and wood.

We feel quite sure the quality will please you.

The F. J. Castle Co., Limited, WHOLESALE GROCERS,
OTTAWA, ——— CANADA.

Association News.

The First Step Satisfactory.

REGARDING the federation of Montreal associations, another practical move was made at a recent meeting of the Boot and Shoe Association. Advantage of the occasion was taken by the secretary of the federation delegates, Mr. Beaudry, to present to the meeting the newly formed constitution, which the delegates had previously drawn up. After considerable discussion the constitution generally was approved. The boot and shoe men were the only ones from whom any objection was anticipated, and now that the doubt has been removed, the completion of federation is looked forward to as being comparative easy.

Montreal Monthly Meeting.

THE Montreal Grocers' Association held their monthly meeting last week and decided upon several important matters. They first of all accepted the constitution for federation as submitted by their special delegates and which was accepted similarly by the boot and shoe men last week. In regard to trading stamps they passed a resolution asking the city council to enforce the law. The resolution, as well as trading stamps generally, formed a part of the agenda for the business of the day at the first meeting of the council this week.

The grocers have fixed July 15 as the date for their annual picnic. This year it will be held at Delorimier Park, which will give abundance of room for a fine sporting programme and, it is thought, will serve as a much more convenient place for the picnic.

Toronto Retail Grocers Meet.

The regular monthly meeting of the Toronto Retail Grocers' Association was held on May 9, in the rooms of the association, Elm street, Toronto.

It was unanimously decided to hold the annual excursion to Buffalo, N. Y., on July 20, via the Niagara Navigation Co. The following gentlemen were elected as members of the excursion committee: H. Kelly, R. Van Loon, R. W. Davies, F. Thom and T. Clark.

Two weeks ago the wholesale fruit dealers of Toronto announced their intention of leaving unchanged for the coming season the regulations for fruit delivery which are in force at the present time.

MONTREAL GROCERS' PICNIC.

THE annual grocers' picnic which has been such a success in past years will not be held outside the City of Montreal this year. Formerly there has been a large excursion to some point within a hundred or more miles of Montreal, patronized at great expense by hundreds of grocers and their families. After some deliberation it has been decided to hold the annual picnic at Delorimier Park, some time in July. New plans and bigger and better features are promised.

JAPAN TEA ADVANCING.

JAPAN tea is advancing and there is every indication of a very decided improvement in the situation reported at the opening of the market. On Monday Mr. Shaw T. Nishimura, of the Central Tea Traders' Association, Montreal, stated that he had just received a cable to the effect that the price of Japan tea was advancing steadily and that the crop was 4,500 piculs shorter than last year. When it is remembered that the picul means 133 lbs., the shortage must be considered as quite worthy of note. Mr. Nishimura was of the opinion that the advance occurred owing to the lack of railway facilities, as he was told by cable that only two trains a day were available for the tea service. That would mean a serious blow to the big tea men, as in the old days before the war there were at least twenty trains a day, so that the losses of active transportation would have a very noticeable effect upon the tea trade of Japan this year. He was quite unable to explain whether the war was the cause or not, but one thing was sure, Japan tea was lower than it was last year at the same time.

PEANUTS FIRM.

"The peanut market is firm, with supplies exceedingly light, both in second and primary markets," says the New York Journal of Commerce. Reports from Virginia state that combined stocks of Spanish in that state and North Carolina are but 15,000 bags, against 40,000 last year. It is also reported that there are a few Japanese peanuts on the way, but that the Japanese Government will allow no further shipments on account of the war.

In regard to Africans, it is too late to import them for speculative purposes. These so-called African nuts have an odor which is not pleasant and which tends to hinder confectioners and the trade generally from using them. In Europe they are ground for oil principally, the oil being used in soap-making.

Our factory,
Our facilities,
Our help,
Our carefulness,
Our standards,
—all unite in making

PERFECTION CREAM SODAS

what they are—the acknowledged premier Biscuits wherever used.

The entire grocery trade of Canada should give them first place—on their merits.

3-lb. Cards or Tins.

THE Mooney Biscuit & Candy Company,
LIMITED,
Stratford, - Canada.

BRANCHES:
WINNIPEG Manitoba and HAMILTON Ontario

STRONG DURABLE LIGHT

POROUS AND CHEAP

Sell Flower Pots

Our No. 1 and No. 2 Assortments, $5.10 and $4.15 respectively. Specially gotten up for grocers and general stores. Write for list.

The FOSTER POTTERY CO.
HAMILTON, ONT. Limited

Save Money by Writing for our Samples

Ceylon and **Indian** Greens, at **12**c. to **18½**c.—Special value. Try a sample lot.
Special values now in **Japans**, all grades, from 14c. to 35c
Also Japan Siftings and Fannings, from 5c. up to 10c.
We carry a full range of all other kinds and our prices will prove attractive.
Pleased to send you samples. Say what grade and price you want.

X Teas and Coffees

James Rutherford & Co.
DIRECT IMPORTERS
27 St. Sacrament St MONTREAL.

SPECIAL PRICES. EXTRA QUALITY.

CANNED FRUITS

APPLES, PEACHES, PLUMS,
STRAWBERRIES, RASPBERRIES, BLUEBERRIES,
PINEAPPLES, PEARS, CHERRIES.

WARREN BROS. & CO.,
35 and 37 Front Street East, - TORONTO.

JUST OUT

A great big package of concentrated goodness.

Greig's WHITE SWAN Breakfast Food

3-lb. packages—to retail at 15c.—2 doz. in a case. THE BEST YET.

THE ROBERT GREIG CO., LIMITED, White Swan Mills, TORONTO.

"Mother, Buy GEL-O"

Sell what the public asks for.
Sell Gel-O, the new dessert—a jelly powder.
Send for sample.

THE CANADIAN GELATINE CO.
528-530 Front St. W.,
TORONTO, CANADA.

COWAN'S

Perfection Cocoa (Maple Leaf Label).
Royal Navy Chocolate, Queen's Dessert Chocolate, Chocolate Cream Bars, Cowan's Cake Icings, Chocolate, Pink, Lemon Color and White

Cowan's Swiss Milk Chocolate,
Famous Blend Coffee, etc., etc.

Are the standard goods for purity and excellence.

Manufacturers
THE COWAN CO., Limited - - TORONTO

An Irresistibly Delicious Confection

PETER'S
THE ORIGINAL
MILK-CHOCOLATE

Gives Eating Chocolate a New Meaning

MADE IN VEVAY, SWITZERLAND—FOR EATING ONLY.

A Wholesome Food, Especially Nourishing and Sustaining. Recommended for Invalids and Persons of Weak Digestion.

Push Peter's. The Original. Other Brands are Imitations. Send for Sample.

LAMONT, CORLISS & CO., Agents, 27 Common St., Montreal

old reputation Attention! old reputation

The BEST
of
Swiss Milk Chocolates

KLAUS'S
CHOCOLATES

are now introduced in the Canadian Market.

(Klaus's Chocolates were awarded the Gold Medal at the Glasgow Exhibition.)

Wholesale Depot for Canada:
Canadian Swiss Trading Co.
17 ST. JOHN ST.,
MONTREAL.

GIVE ME
A Trial Order For
SAN-TOY
STARCH

It will please your customers and pay you a good profit.

Put up in 10c. packages.
5 doz. in a case.

J. H. MAIDEN, Agent
MONTREAL.

McWILLIAM
Mc. AND E.
EVERIST

25-27 Church St., - TORONTO

YES

We can send you Berries that it would be well worth your while to handle.

We have cars arriving daily direct from North Carolina—**fine fresh stock.**

Our man in N. C. apparently knows his Book—as a result, our Strawberry business this Spring bids fair to double that of any previous season.

Without doubt you could make a success of handling the stock we're getting—we'd like to have an order from you to prove what we say. The market changes daily, but we'll bill them to you as low as possible.

By the Way!

Don't forget to include in your order **PINES** and **BANANAS.**

The
DAWSON Commission Co., Limited
FRUIT, PRODUCE AND COMMISSION MERCHANTS.
Cor. Market and Colborne Streets. TORONTO

WE BUY
BRIGHT DRIED APPLES.
HIGHEST MARKET PRICES.
The W. A. GIBB CO.
5 and 7 Market St., HAMILTON

Pineapples...
Car just to hand. All sizes. Fancy stock.
$2.75 per case of 24's, 30's, 36's.
Cabbage, Tomatoes.
Early Vegetables, lowest price.
Write, wire or phone your orders.
HUSBAND Bros. & Co.
Wholesale Fruit and Commission Merchants.
82 Colborne St., TORONTO
Phones—Main 54, Main 3428.

GREEN FRUITS

Fruit Steamers for Montreal.

THE following fruit steamers direct from Mediterranean ports have been reported direct for Montreal: s.s. "Fremona," s.s. "Jacona," and s.s. "Bellona." The first two steamers have loaded full cargoes of lemons and oranges. The "Bellona" will take a general cargo at Leghorn and other places, calling at Messina, Catania and Valencia, in order to complete full cargo.

The following are reports of cargoes received to date:

"Fremona,"	31,250	boxes	Messina lemons.
"	37,185	"	Sorrento oranges and lemons.
"Jacona"	37,500	"	Messina lemons.
"	10,000	"	Palermo lemons.
"	9,500	"	Sorrento oranges and lemons.
"Bellona"	10,000	"	Messina lemons and oranges.
"	6,500	"	Sorrento oranges.
"	3,000	cases	Valencia oranges.

The s.s. "Fremona's" cargo will be offered at auction about Wednesday, May 18, and the s.s. "Jacona's" about Saturday, May 21.

Giant Pineapples.

THE culture of the "Smooth Cayenne Pineapple" in Jamaica is re-reported to have been attended with such extraordinary success that the plants have produced mammoth fruits weighing as much as 20 lbs. each. It is said that these giant pineapples frighten the buyers in the English markets, whose idea of a salable pine is limited to one of 6 lbs. to 8 lbs. each. The popular St. Michael pines now coming in for the present season range from 3 lbs. to 6 lbs. in weight, and meet the wants of the English dealers. Still fruits of 20 lbs. should command a large and profitable sale for shop window show purposes alone. In one district it is stated that 80 per cent. of the plants will, on account of the richness of the soil, produce monstrosities in pineapples heavier than the weight named. The soil contains six times the normal quantity of nitrogen and to this fact the remarkable vegetable exuberance is attributable. The soil of Jamaica suits the orange as well as the pineapple. Giant Mandarins cultivated in this colony are selling in England first hand at 7s per case of 64 fruits, which is nearly at the rate of 1s 6d a dozen. These are fancy prices, 100 per cent. more than is paid for Spanish Mandarins. The Jamaica Mandarin oranges as marketed lately are the finest of their class which have ever been imported into the United Kingdom.

The Greek Currant Trade.

AT a recent meeting of the Ionian Bank, London, Eng., the chairman spoke of the general prosperity of Greece, due to an abundant crop of wheat, wine, oil, tobacco, and currants, especially the staple crop of currants, than which there was no more uncertain crop in Greece or in the whole world, suffering as it did from such vicissitudes and from such unaccountable fluctuations in price within such short periods. Since the monopoly scheme, owing to the opposition of the British Government, has not been persevered with, it will probably be in the direction of this local industry, and in the efforts that are being made by the Greek Government to prevent extension of production, that the remedy will be found for what has been termed "the currant problem." To help forward the solution of this question the proposal has been made that the banks connected with Greece should become consignees for currants in England.

New Fruit Destroyer.

A new species of scale has been discovered in the vicinity of St. Catharines by T. Beattie, San Jose scale inspector. It was found on a lilac bush, and when examined under a magnifying glass was found to be different from the San Jose scale, being more elongated, while the effect on bush and tree is the same as the San Jose scale on fruit trees. Samples have been forwarded to the Ontario Agricultural College.

California Orange Industry.

THE orange industry of California just now is in a bad situation. Where a few years ago a smaller crop paid the growers of the state $15,000,000 in profits, this year a much larger crop will pay only $4,000,000 at the outside, and possibly less than that. Under these circumstances it is only natural that there should be dissatisfaction with prices and also with methods of selling.

The unfortunate controversy which is now raging in California promises to make some difference in the orange in-

dustry before the beginning of another season. Instead of selling in auction rooms in the East, it is proposed to sell at auction in the growers' own districts or virtually return to the old system of f.o.b. sales, as they were termed. It is believed that this would be fairer to all concerned and that the entire trade from grower to consumer would be largely benefited. The California crop this year will be about 12,000,000 boxes, the largest ever known.

Currant Growing in Australia.

Although Australia is far from being self-supporting in currants, yet the production is annually increasing, and South Australian growers are fully awake to the importance of this industry. The Angaston District is rapidly increasing its annual production of currants, but the season has hardly been favorable for dryers. Wind, dust, and rain have made it necessary for dryers to be on the constant look-out whilst their fruit was on the trays, but, nevertheless, a good quality currant has been produced. At the present rate of increase South Australia at least should be able to supply her own wants in currants in the course of the next few years. In Mildura the unusual rainfall made the fruit swell and crack, so that the average quality will be somewhat lower than usual.

West Indian Fruit Exports.

A return has just been issued by the Colonial Office, London, Eng., showing the amount of sugar and fruit exported from the British West Indies in the two financial years, 1899-1900 and 1902-3, the latter term being influenced by the service of Canada and the Jamaica banana service to this country. Shipments of fruit in 1899-1900 were estimated to be worth £872,100 and in 1902-3 had risen to £1,362,300.

New Fair for Toronto.

A new fair, to be conducted on the lines of the Guelph Fat Stock Show, will be held in Toronto in November next. It will be known as the Fruit, Flower and Honey Show. One of the rinks will be filled with fruit and honey, the other with flowers, while the machinery and appliances used in these three industries will be shown on the grounds.

The Government will assist the show to the extent of $1,000, the amount having been passed in the supplementary estimates.

NOVEMBER CUT

St. Nicholas Brand New Lemons

Our Spring arrivals of these celebrated **Summer Keeping** Lemons are here, and we are selling them too. Hot, thirsty weather ahead of us, **be prepared.**

GET IN AT PRESENT PRICES

WHITE & CO., Wholesale Lemon Importers 64 FRONT ST. EAST, TORONTO.

PHONE Main 4106.
Private Branch Exchange connecting all departments.

Arriving Almost Daily- Fancy Ripe BANANAS, PINEAPPLES and FLORIDA TOMATOES. Finest Quality. Prices Right.

Just in—Fresh car EXTRA FANCY NAVELS, all sizes.
Fresh arrivals—EGYPTIAN AND BERMUDA ONIONS. Mail or phone your orders.

Hugh Walker & Son, - Guelph, Ont.

SULTANA RAISINS
Choice quality in excellent condition at 6½c. per pound.

SELECTED VALENCIA RAISINS
Best Brands, 6½c. per pound.

CALIFORNIA PRUNES
25 and 50-lb. boxes, different sizes, at low prices

VINEGARS, WHITE WINE AND CIDER
If interested, it will pay you to get our quotations.

SEPTEMBER CHEESE
We have a limited quantity left which we are selling at greatly reduced prices.

TAP FIGS
Cold Storage, 28 to 30-lb. mats, 1c. per lb. to clear them out.

The R. & J. H. Simpson Co.,
TEA IMPORTERS AND WHOLESALE GROCERS,
Guelph, Ont.

Orchard Meetings in Quebec.

The fruit division of the Dominion Department of Agriculture is holding a series of orchard meetings in the Province of Quebec during the month of May. At these meetings the present-day problems of fruit-growing will be thoroughly discussed by experienced growers, and the operations of pruning, grafting and spraying will be demonstrated by practical men.

Fruit Notes.

Advices from California state that an exceptionally good crop of prunes, pears and peaches may be looked for this season.

Dried Fruit

cleaned and renovated by the latest improved machinery and appliances.

GUARANTEED TO GIVE SATISFACTION.

J. T. ADAMSON & CO.
27 St. Sacrament Street,
MONTREAL.
Tel. Main 778.

The entire holding of prunes in the State of Oregon was estimated last week at 125 cars.

RICH BUSINESS MEN AND THE POOR.

CHARLES M. SCHWAB'S Summer haven for poor children on Staten Island, which he has built, will be ready when the first breath of hot weather strikes New York. The Happy Day, the fine new boat built with all the machinery encased in glass, will make daily trips to the island, carrying all who care to go free of charge. The philanthropy is typically American. It is designed to help children of all classes and no questions asked. Black, white, Christian, Jew and heathen will be alike welcome. There are thousands of children above the age of 12 on the eastside who have never seen a cow or a pig. There are many who have never even seen a tree. To take them into the country for a few weeks is as transporting them into a fairyland where every natural object is a fresh wonder. More and more in New York the importance of providing children with means and leisure to play is being recognized. Froebel's dictum, "Let the child play if you want him to develop," has become a rule to be followed. The city child of to-day has no games that can be played within the limits of the space open to him. With the establishment of recreation places such as the one provided by Mr. Schwab experts in child study see the solution of one of the most pathetic complexities in city life. Over on the eastside the workers along these lines are very optimistic. They say that rich men are learning to give money away in directions where it will do some substantial and immediate good. The fact that men of wealth are devoting themselves more to the art of giving than to the art of getting, they say, is due to a sense of social responsibility recently accelerated by many splendid acts of genuine philanthropy. There is a public sentiment which declares that the man who gets without giving has not realized the responsibilities of his position.

THE TEA DUTY.

THE grocery trade generally has shown a more or less lively interest in the recent addition to the tax on tea entering England. The history of the tea-duty is as follows: The first advance, which occurred some time ago, was from 8 to 12c; the latest addition brings the tea tax to 16c, double what it was four years ago. At the present time the British tea merchant is paying one hundred and thirty-three per cent. on the price of common tea and one hundred and ten per cent. on the average value of tea.

A recent memorial of the Indian and Ceylon Tea Associations, London, Eng., states that for sixteen years previous to 1900 the increase in the consumption of tea averaged four and one-half million lbs. per annum, and that since that date consumption has practically remained stationary. The natural increase in consumption due to the normal growth of the population in these last two years should have been three and three-quarter million lbs., so that it is evident that Englishmen are consuming less tea per head than formerly, which is no doubt due in a large measure to the raising of the duty to 12c and latterly to 16c.

The immediate effect of the new duty in England has been to increase the demand and price of lower grade Indian and Ceylon teas, while medium to fine teas, on the other hand, have passed irregularly with a downward tendency. It is thought that this tendency will continue to become marked.

TRADE WITH SOUTH AMERICA.

At a recent meeting of the Nova Scotia section of the Canadian Manufacturers' Association, in Halifax, the feasibility of establishing direct trading connections between Canada and South America was discussed. There appears to be no reason why Canada should not endeavor to secure a share of South American trade; the initial difficulty, however, is that of transportation. The matter is being investigated by the Nova Scotia section for the benefit of Canadian manufacturers producers and shippers.

NOVEL BUSINESS CONCERN.

A company known as the Farmers' Wholesale Buyers' Association has been formed in Winnipeg, for the purpose of selling groceries and general merchandise direct to the consumer at wholesale prices. The total present capitalization is placed at $100,000.

The plan of operation, according to a statement of the promoters, is to establish large wholesale warehouses in Winnipeg and to open branches at various points in the country, to which goods will be sent direct. One of the important departments of the company will be a general commission business. Farm produce will be accepted from clients of the company and resold at the big city stores. For the present the company will only erect a warehouse in Winnipeg, but as soon as the volume of business warrants they intend opening a departmental store. The field of operations will extend over the whole of Manitoba and the Territories.

ST. JOHN AS A PORT.

"EVERYTHING points to us having a new dry dock at St. John, N.B.," said Mr. George Robinson, formerly Mayor of that city and at present M. L. A., while chatting about many things at the Windsor, Montreal, the other evening. He is president of the Imperial Dry Dock Company, and they are likely to start work there in about a month. He referred to the winter port business and said that it had been very satisfactory, as the exports had been larger in volume than any previous season. The tonnage of ocean craft reached 50,000 tons. The number of ships was about the same as the previous year, but they were much larger and the aggregate was higher. The total export trade for this year reached the magnificent sum of $15,000,000, as against something less than $13,000,000 in the corresponding period of 1903.

CABLE FROM JAPAN.

A cable from Japan has been received to the effect that the war in the East will not affect this year's tea crop. Teas are coming to market slowly on account of bad weather, settlements to May 4 being 3,250 piculs. The market is five per cent. under last year, and active.

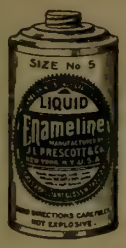
NEW COMPANY.

A new company, known as the Brantford Produce & Cereal Company, has been formed in Brantford to manufacture and deal in cereals, coffee and foods, leather dressings, grocers' supplies, and the products of the farm and the dairy. The capitalization is $40,000, and the incorporators are: A. E. James, J. Denning, W. H. Hammond, H. V. Hutton, W. Grierson and W. A. Russell. The provisional directors are: A. E. James, W. H. Hammond and H. V. Hutton.

NEW PARTNER.

J. W. Bickle & Greening, brokers and commission merchants, Hamilton, Ont., have admitted to partnership J. A. Henderson, for many years associated with Balfour & Company of the same city. The business will be carried on under the same firm name as heretofore.

Nothing yet made to do the work so well as Enameline



The Modern Stove Polish.

Quality Guaranteed.

Quality Sells the Goods.

Our New Enameline Liquid is as much better than any other liquid or cake stove polish as our old reliable Enameline Paste is superior to all other paste stove polish.

WM. H. DUNN, Agent
MONTREAL.

Borden's

PEERLESS Brand CREAM
EAGLE Brand MILK

You cannot afford to pass these lines.

They are the most extensively sold brands of Milk or Cream on this or any other market, which is proof conclusive that they are **the best.**

SELLING REPRESENTATIVES:

WM. H. DUNN, Montreal and Toronto.
SHALLCROSS, MACAULAY & CO., Vancouver and Victoria.
ERB & RANKIN, Halifax, N.S.
W. S. CLAWSON & CO., St. John, N.B.
SCOTT, BATHGATE & CO., Winnipeg, Man.

FIVE THINGS MUST BE WATCHED BY A STOREKEEPER

Are you taking it for granted, or do you KNOW they are done correctly? You WILL know if you use an IMPROVED NATIONAL. YOU will not have to GUESS. It records every transaction.

IT TELLS

1 How much CASH business was done.
2 The goods sold on CREDIT.
3 What was RECEIVED ON ACCOUNT.
4 The amount PAID OUT.
5 If a mistake was made CHANGING MONEY.

MACHINERY MAKES NO MISTAKES.
NO MISTAKES—NO LOSSES.

NATIONAL CASH REGISTER CO.
DAYTON, OHIO, U. S A.
AGENCIES IN ALL PRINCIPAL CITIES

CUT OFF AND MAIL TODAY

N. C. R. Co.
Dayton, O.
If it costs nothing and puts me under no obligation to buy, I will look at your improved registers when your agent is next in this vicinity with his samples.
Saw your ad in CANADIAN GROCER.

Name_____
Address_____

Montreal Office, 1685 Notre Dame St.
Regina N. W. T.—W. Brizzolari
Calgary, N. W. T.—B. L. Robinson
Toronto Office, 129 King Street, West
Winnipeg, Man., 414 Main Street
St. John, N. B., 60 King Street

FLOUR AND CEREAL FOODS

Manitoba Seeding in Full Swing.

LATEST reports from Manitoba say May 12 will see the completion of wheat-seeding if the weather continues favorable. G. V. Hastings, manager for the Winnipeg offices of the Lake of the Woods Milling Company, estimated that at least 50 per cent. of the seeding would have been finished by Saturday last. Manitoba is several days ahead of the Territories in seeding, especially in the higher lands.

The crop is going in under most favorable circumstances, and unless there is an unusually severe drouth or excessive rain during the growing season the crop cannot fail to be a heavy one. In spite of the heavy floods which followed the breaking up of the Winter season, there has been but little loss or damage from this source.

It is estimated by harvest experts that the area under wheat this year will be little different from last. Last Fall it was expected that there would be an increase of from ten to fifteen per cent., but the late season has delayed Spring work to such an extent that this expectation cannot be realized. This area, however, will be put into other crops, so that the total area under cultivation will show an increase of at least ten per cent. over last year. This increase will be chiefly in coarse grains.

——

Complaint Against Bread.

LONDON, Eng., just now is exercising its mind on the subject of bread. It is charged against London bread that it is short in weight, sometimes adulterated, and often contaminated. For a long time past the Public Control Committee of the London County Council has been in communication with the bakers of London, and the negotiations have resulted in a proposal to repeal the Bread Act of 1822. This statute still controls the sale of bread, and it is suggested that a measure more in keeping with modern conditions should be drafted. This new measure would provide that all bread, except fancy bread, should be sold in loaves of one, two, four or six pounds, and that the weight should be impressed upon the loaf in large figures. It would also impose a penalty for selling short-weight loaves unless it were proved that the deficiency came from the fact that they had been kept for forty-eight hours. It is also proposed that the inspector of weights and measures shall have power to test the weight of loaves either when on sale in the shop or in the course of delivery.

——

Fall Wheat Winter Killed.

The wheat crop of Wentworth County, Ont., will be very short this year; presumably not more than half of last year's crop, owing to the severity of the late Winter. A number of farmers have already ploughed in their Fall wheat, and will sow Spring wheat instead.

——

"100 Million of Wheat."

ONE hundred million bushels of wheat is the anticipated output of the great Manitoba wheat fields for this season. Such was the estimate put upon the reports and observations of the western situation by a leading grain man who has established connections with the Northwest. He went on to remark upon the acreage of last year, which was three and a-quarter million, and this year there would be four millions of acres under cultivation. Estimating at twenty bushels to the acre, which was a very modest one, he believed that by adding twenty millions to that reckoning it would easily reach the hundred million mark. Up to date the weather had been most favorable.

——

Wheat Samples from Peace River.

SEVERAL samples of grain raised in the Peace River district have just been received by Commissioner Smith of the Immigration Department at Winnipeg. These come from the Roman Catholic mission at Smoky River, 200 miles northwest from Edmonton, and compare most favorably with the best samples raised in Manitoba or the most favorable localities in the Territories.

The samples of White Russian and Red Fife wheat are remarkably hard and clean berries. They are hard and plump and from the appearance would go well over 60 pounds to the bushel. They are not as good a color as some of the prize samples raised in Manitoba, but this is probably due to lack of proper facilities for harvesting.

Samples of black and white oats were also sent, and a thorough search of a number of grains failed to find a false seed. They are heavy for the bulk and are bright and free from foreign seed.

——

To Stop Food Adulteration.

The superintendent of food exhibits at the World's Fair, St. Louis, says the food exhibitions there will be of significance in so far as they will show the importance of pure raw materials and of the careful manufacture of the same. There will be illustrations of what has been done in the matter of adulterating foods, and of the means by which the adulterants may be detected. The processes of preparing the different foods properly will also be presented in an educational way.

——

Indian Crops.

The Indian wheat crops of the past seven years are thus returned: 1904, 37,000,000 qrs.; 1903, 36,000,000 qrs.; 1902, 28,000,000, qrs; 1901, 31,000,000 qrs.; 1900, 23,000,000 qrs.; 1899, 29,000,000 qrs.; 1898, 31,000,000 qrs; average, 30,714,000 qrs. This year's crop is considerably above the average, and if India's average shipments are about 3,000,000 qrs. an exportable surplus of 9,286,000 qrs. would seem to be disclosed. Nobody, however, expects India to ship that quantity, for the farmers of that country are a careful race, and the dry climate enables them to store wheat. Indian wheat shipments from the 1st of August to the 31st of March are cabled at 3,735,000 qrs., as compared with 1,300,000 qrs. in the same period of the previous shipping year. This large increase has been almost entirely in shipments to the United Kingdom.

BE FIRM

when ordering BLACK LEAD, and get

JAMES' DOME

It is the best, as everybody knows.

W. G. A. LAMBE & CO., Canadian Agents.

PUMPKIN.

Have you tried our Pumpkin yet? If not, you have not had the best.

700 CASES ONLY TO SELL.

Also a limited quantity of Tomatoes and Tomato Catsup in 3-lb tins.

THE INGERSOLL CANNING AND PRESERVING CO., LIMITED,
Ingersoll, Canada.

MOLASSES

New Crop 1904
Barbados.

We have just landed a small lot of the above which is very choice No. 1 quality. We can offer it at a low price. Send for sample.

The Dominion Molasses Co.,

Limited

HALIFAX - - - - NOVA SCOTIA.

Dutch Chemical Works
AMSTERDAM.

EXCEPTIONAL VALUE FOR THE GROCERY TRADE

SPECIAL OFFERS

Recommend Themselves.

WE OFFER OUR MAGNIFICENT

"Butterfly Brands"

	¼-lb.	½-lb.	1-lb.
COFFEE and CHICORY per doz tins.....	2/3	4/–	7/–
PURE DUTCH COCOA per doz. tins.	4/3	8/–	15/–

Goods delivered, freight paid, to any Canadian port, duty not included. TERMS: Cash with order.

The COFFEE and CHICORY is packed in cases of one cwt., while the COCOA is supplied in cases of 56 lbs.

SAMPLES FREE ON APPLICATION.

Wheat Exports and Stocks on Hand.

BRADSTREET'S weekly reports of exports of wheat show that during the four weeks ending with April 28 Canada and the United States shipped only 5,724,503 bushels of wheat, flour included, an amount less than half that shipped during the same period a year ago, one-third that of 1902 and one-quarter that of 1901. This contraction in export business is reflected in a decrease smaller than usual at this time of year in stocks held in Canada and the United States. For instance, the supply held on May 1 this year in both countries was 47,385,000 bushels, a decrease of 4,726,000 bushels for the month of April, against a decrease of 15,496,000 bushels in April a year ago and 22,731,000 bushels in 1902. Following will be found the stocks held on the first of each month for five years past:

[Three figures omitted.]

	1904.	1903.	1902.	1901.	19 0.
January 1	65,109	85,791	102,086	96,597	99,287
February 1	64,702	86,121	95,321	95,041	96,396
March 1	58,389	79,771	88,332	86,272	91,749
April 1	52,111	71,764	81,026	81,826	86,897
May 1	47,385	56,268	58,295	65,382	77,814
June 1	....	38,586	40,815	51,781	64,483
July 1	....	25,917	29,511	41,047	64,966
August 1	....	22,880	33,781	44,859	66,168
September 1	....	24,622	35,390	43,614	73,723
October 1	....	36,270	48,953	60,025	86,270
November 1	....	46,910	68 199	71,878	92,221
December 1	....	62,641	82,649	93,000	96,648

Stocks on May 1 for twelve years past follow:

	East of Rockies.	Pacific coast.	Total, U.S. and Canada
May 1, 1904	45,307,000	2,078,000	47,385,000
May 1, 1903	52,585,000	3,683,000	56,268,000
May 1, 1902	54,610,000	3,685,000	58,295,000
May 1, 1901	60,298,000	5,084,000	65 382,000
May 1, 1900	70,764,000	7,050,000	77,814,000
May 1, 1899	47,258,000	4,455,000	51,713,000
May 1, 1898	31,030,000	3,051,000	34,090,000
May 1, 1897	49,684,000	1,614,000	51,298,000
May 1, 1896	80,390,000	3,182,000	83,572,000
May 1, 1895	80,454,000	10,150,000	90,604 000
May 1, 1894	82,085,000	9,378,000	91,463,000
May 1, 1893	95,710,000	3,537,000	99,247,00

The stock held on May 1 this year, it will be seen, is the smallest held, with one exception, on that date in twelve years. This latter fact, of course, goes to explain partially the failure of exports to show up any larger than they do. The fact is that because of smaller stocks and high prices at home, with large supplies available from all other countries, the wheat trade of the North American Continent has been brought to a situation as regards export trade seldom equaled of recent years. It might be added that all indications favor a gain in European stocks during April fully enough to offset the small decreases in America, the outlook therefore being that the world's visible supply during April will show a fair increase.

End of Western Grain Rate War.

After many futile attempts the western railroads of the United States have settled the grain rate war between Missouri River points and Chicago. All have agreed to make proportional rates from Kansas City. Heretofore the rate from the former points was two cents a hundred pounds higher. The St. Louis differential rate is reduced from five cents to three cents a hundred pounds, which affords the eastbound roads a better chance to compete with the Gulf roads. Present rates—five cents on wheat and four cents on other grain—will remain in effect until the new rates are checked off, and the latter will probably not go into effect until June.

Movement of Grain in Northwest.

F. O. Fowler, secretary of the Northwest Grain Dealers' Association, has issued a report showing the movement of the 1903 crop to May 1, 1904. According to Mr. Fowler's figures, there is now in the farmers' hands only 160,974 bushels, though he states that he is satisfied there yet remains to be marketed between 1,500,000 and 2,000,000 bushels. The total marketed to date is 36,130,000 bushels.

Home From the West.

Mr. B. H. Blakeslee, a representative of the Frontenac Cereal Company of Kingston, called at the Toronto offices of The Grocer this week. Mr. Blakeslee has just completed a transcontinental trip in the interests of his firm, extending from Glace Bay, Cape Breton, to Victoria, B.C.

Naturally enough, Mr. Blakeslee is enthusiastic over Western Canada, which is making such phenomenal strides at the present time. He says the business activity all along the line is simply marvellous, and what is more, western business men have no longer an eye for the small things; to suit them everything must be on a colossal scale. Emigrants of the most desirable class are pouring into the West. Every Pacific liner leaving Vancouver carries large consignments of Canadian goods destined for eastern markets. Mr. Blakeslee is a firm believer in the virtues of goods "made in Canada," and predicts a splendid future for Canadian manufacturers, who are just awakening to a sense of the possibilities of Canadian trade.

Cereal Notes.

The acreage of wheat in Great Britain was nearly 150,000 less in 1903 than in 1902.

The Columbia Milling Company of Enderby, B.C., are reported to be making arrangements for the erection of a forty-thousand bushel elevator at Lethbridge, Alta.

Twenty-five boxes of Soap

—if it be

Mrs. Dooley's

LAUNDRY SOAP

—will pay the grocer a very nice sum extra in profit—in the neighborhood of $7.50—and the Soap is better than any other Soap.

Seven dollars and a half is always worth having.

THE **Metropolitan Soap Co.** LIMITED

TORONTO.

The Temptation to Sell 2 for 25 cents

is too great to resist for some grocers. The best remedy is to boom

Orange Meat

25 cent. size.

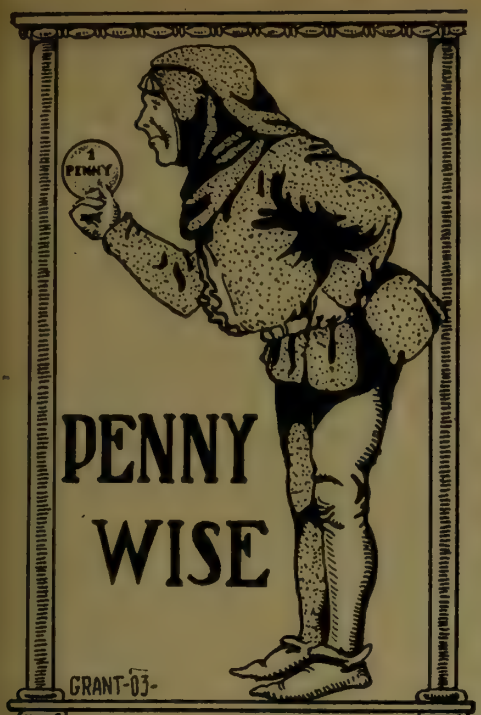
Pays the grocer an even 25 per cent.—gives the customer about 35c. worth for 25c. Orange Meat is a perfect ready-for-serving breakfast food.

Single cases, 20 pkgs., $4.00.
Freight paid on 5-case lots.

Order from your wholesale grocer.

THE FRONTENAC CEREAL CO., Limited

43 Scott St., Toronto.



The only real value of money lies in making use of it.

The money that lies there in your safe from day to day doesn't do you any good until you commence to use it.

Then its value to you depends on how you use it.

Now, if you would only invest some of it in advertisng space in THE GROCER, and then use the space right, you'd have a valuable assistant, working to increase your trade with grocers and to make yourself and your goods better known among them.

Some folks would sooner save (?) the money—but they are "penny wise and pound foolish."

But you're not.

Ar you?

MACLEAN PUBLISHING CO.-DEPT. OF ADVERTISING SERVICE

MANUFACTURERS' AGENTS AND BROKERS.

TORONTO.

W. G. PATRICK & CO.,

AGENTS AND IMPORTERS.

29 Melinda St., - TORONTO

W. G. A. LAMBE & CO.

TORONTO.

Grocery Brokers and Agents.

Established 1885

CALGARY.

CALGARY

is now the great Western

WHOLESALE and DISTRIBUTING CENTRE.

Consign your goods **to us.** We will **Reship and Distribute** them for you.

Our large **track Warehouse** where you can place your goods on **Storage** is also at your disposal.

Increase your trade.

Appoint us your Representatives.

We are in direct touch with all the **Wholesalers** from **Winnipeg** to the **Coast.**

Correspondence Solicited.

NICHOLSON, BAIN & JOHNSTON

Wholesale Commission Merchants and Brokers.

CALGARY, ALBERTA.

ROW'S PURE SPRUCE LUMP GUM

ROW'S GUM in Lumps, 5c. Pkgs., in 1c. Stick, in 5c. Bars.

ROW & CO., Morristown, N.Y., and Brockville, Ont.

TELEPHONE { MAIN 125 " 467

Wm. McCann Milling Co.

MILLERS AND GRAIN DEALERS

192 King Street East TORONTO.

QUEBEC, P.Q

J. P. THOMAS

GENERAL AGENT AND COMMISSION MERCHANT,

25 ST. PETER STREET,

QUEBEC.

WINNIPEG.

Dingle & Stewart

WINNIPEG, - - CANADA.

COMMISSION BROKERS.

Excellent Storage Accomodation.

Consign Your Cars to Us.

PRICE, CHAMBERS & CO.

SUCCESSORS TO

CAMERON, GORDON & CO.

Wholesale Commission Agents

WINNIPEG.

EASTERN MANUFACTURERS

—AND—

SHIPPERS.

All **EYES** are turned on

MANITOBA AND THE WEST.

WE

Represent some of the leading houses in

CANADA and the U.S.

INCREASE YOUR TRADE. WRITE US.

NICHOLSON & BAIN, WINNIPEG,

Wholesale Commission Merchants and Brokers.

BRANDON.

THE WILSON COMMISSION CO, Limited

BRANDON, MAN.

Commission Brokers, Storage.

Correspondence Solicited.

If you have any snaps let us hear from you.

To Manufacturers' Agents

THE CANADIAN GROCER has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a Special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

Address, BUSINESS MANAGER,
CANADIAN GROCER,
Montreal and Toronto.

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR RETAIL MERCHANTS.

Tobacco Tax in England.

ACCORDING to the newly adjusted tobacco tax in England, the consumer pays an additional duty of 6 cents per lb. on all tobacco manufactured out of strips, while the duty on leaf remains unchanged.

The manufacturers in England will also be allowed to use 32 per cent. of water instead of 30 in their tobacco. This increase of 2 per cent. is said to be equal to 4 cents per pound, so that manufacturers will be benefitted to that extent; that is, the consumers of Black Roll tobacco, who are the poorer classes, will not only have to pay 6 cents extra duty but 4 cents more for water on that class of tobacco. This kind of tobacco is made very largely in Ireland, hence the name of "Irish Roll," although it is made extensively in Liverpool and Glasgow. It is out of the 32 per cent. of water that the manufacturer has to pay for the tobacco and the cost of manufacture, as he sells it to the wholesaler at 75 cents per pound, which is the duty he pays on tobacco in perfectly dry condition, but sells it with 32 per cent. moisture added at 75 cents a pound. The consumer pays 6 cents per ounce, or 96 cents per pound. In the higher grades of tobacco the moisture does not form so important a factor in the cost or selling prices, as they are made in dryer condition. Water is the only ingredient allowed to be put in tobacco—neither licorice or flavoring being permitted.

The object of the English Government in placing 6 cents per pound on strips is, no doubt, that they consider it as partly manufactured tobacco. By allowing the duty to remain at 75 cents on leaf, the result will be that British and Irish manufacturers will be compelled to employ a large number of people to stem tobacco, thus giving employment to thousands of women and girls, instead of the leaf being stemmed in other countries and sent to England in strips. The additional duty has already caused the discharge of about one thousand stemmers in Henderson, Kentucky.

Tobacco in Russia.

The beginnings of tobacco culture in Russia are of recent date, as during the sixteenth and seventeenth centuries the smoking and snuffing of tobacco were forbidden. The growth of the cultivation of tobacco during the second half of the nineteenth century is shown by the following figures :

Year.	Area in Tobacco. Dessiatinas.	Product. Poods.
1865	32,691	1,840,700
1870	49,362	3,363,100
1885	51,180	3,302,600
1896	56,131	5,016,100

Tobacco production is carried on chiefly in the southeastern governments of Russia, such as Chernigov, Poltava, the Kuban District, the Crimea, Voronezh, etc. The size of tobacco plantations, except in the Kuban District, where the better grades of tobacco are cultivated on a large scale, is rather small, the average size of the plantation being below three acres.

The Finest Snuff Box.

At a recent sale held by Christies at London, Eng., a snuff box of the eighteenth century, which is without doubt the most magnificent of that period, was sold for $32,000. The sides, top and bottom are formed of panels of enamel, ornamented with paintings of various flowers by Hainelin, signed and dated 1758. The frame work of the box is of solid gold, incrusted with diamonds of the first water.

THE PIPE SMOKER'S FAVORITE—

Meerschaum

CUT SMOKING TOBACCO.

Sold by all Wholesale Houses.

Popularize your store and make money by selling

CURRENCY

Plug Chewing Tobacco.

THE ESTABLISHED FAVORITE.

You Sell Smoking and Chewing Tobacco, Why Don't You Sell Cigars?

Tobaccos make you poor.
Cigars add profit upon profit.

Cigars---good cigars, that is---are a little gold mine to an enterprising grocer.

Sell **PEBBLE,** a 5-center, and **PHARAOH,** a 10-center. The public knows about these cigars, and is buying them from some dealer. Why not from you?

J. BRUCE PAYNE, Limited, Mnfrs.
GRANBY, QUE.

FEELING AFTER
T & B

A good and growing—and, incidentally, profitable—tobacco trade is done by every grocer who makes prominent T & B Smoking—a 10-cent plug.

GEO. E. TUCKETT & SON CO., Limited
HAMILTON, ONT.

"I made well out of that lot of pipes. Please send duplicate lot."

You know our offer, 6 dozen Pipes, assorted, for $13.00. Express prepaid. Return if not satisfactory. Pipes worth retail from 25c. to $1.00 each.

Begin Pipe Selling Now.

W. B. REID & CO.,
Wholesale Tobacconists,
58 YONGE ST., TORONTO.

The Erie Tobacco Company
WINDSOR, ONTARIO.
T. J. HORROCKS, Wholesale Distributor, TORONTO

SYMBOL

10c. Cigar

A success from the start.

STOCK IT.

Manufactured by

T. J. Horrocks,
176 KING ST. EAST, TORONTO.

The Chamberlain Cigar

The best value in Canada! Sold the world over! It will help your trade tremendously! Order a sample lot to-day!

SAVE THE BANDS AND RETURN THEM TO

J. M. FORTIER, Limited
MONTREAL.

MANUFACTURERS OF
Cigarettes and Cut Tobaccos

BRANDS

Smoking—
Tonka,
Solid Comfort,
Pinchin's
Hand-Made.

Chewing—
British Navy,
King's Navy,
Beaver,
Apricot.

UNION MADE

Do you sell to Union Men?

If so, you can score some good points with our Tobaccos, which are strictly Union Made.

Our tobaccos pay a good profit, and being good tobaccos they ought to be sold by every grocer in the Dominion.

McAlpin Consumers Tobacco Co., LIMITED.
TORONTO.

Tobacco Display at St. Louis.

ONE of the most attractive exhibits in the Palace of Agriculture at the World's Fair, says the Western Tobacco Journal, is that of the tobacco growers and manufacturers of the United States. Every feature of the industry is treated—the growing plant, the curing of the leaf and its manufacture all being shown by live and well-planned exhibits.

While each state has it individual exhibit, the attractive feature of the whole display is the ornamental effects which have been created through the united efforts of exhibitors. A facade, artistically trimmed in tobacco leaves, extends the entire length of the four blocks occupied by the display. In the centre of the booth thus formed, there rises to a height of fifty-two feet an octagonal pagoda surmounted by a sphere, which supports a ship sailing in a sea of tobacco. The entire structure is covered with tobacco and the weed is used in working out clever decorations and trimmings.

Kentucky is the leading state in the production of leaf tobacco, and has been accorded the first block in which to demonstrate the magnificent resources of its domestic and export tobacco. Here planters and manufacturers illustrate many of the processes of culture and curing in vogue in that state.

Passing from the Kentucky exhibit the visitor next enters the fermenting rooms which are in charge of a United States Government expert who illustrates the manner of treating the Cuban and Sumatra tobaccos. This is an important exhibit and one that has attracted attention, since the industry has attained such remarkable proportions and tobacco raising has been reduced to a science. The exhibit is really a training school for those who desire to cure tobacco by this method.

Next is the attractive working exhibit contributed by the Sanchez-Haya factory, showing the process of making Cuban cigars. On the left Pennsylvania cigar makers, in a space of similar size, are manufacturing domestic cigars of all grades, thus demonstrating side by side the products of both the American and Cuban factories.

Further on are to be seen the cigarette making machines, as well as a considerable number of special exhibits, showing the finished product from Cuban factories.

Around the dome, which ornaments the pagoda, North Carolina, Virginia, New York and other tobacco producing states show the varieties, character and quality of leaf grown in the respective states, together with manufactured products from the same.

Perhaps the most interesting exhibit is the sales warehouse, wherein is shown not only the piles of tobacco ready for the auctioneer, but around the walls and under glass is to be seen the leaf tobacco grown in each of the tobacco states. This feature will prove of special interest to the foreigners, because it enables them to compare the products of the states and study the blending of tobacco that they may better meet the demands of their home market.

Further on the States of Georgia, Texas, Connecticut and Tennessee are vieing with each other in presenting the advantages claimed by each in the production of fine leaf for both home and foreign consumption. The Connecticut display is confined almost exclusively to the showing of fine cigar tobacco. Tennessee has erected in the centre of its space a typical field curing barn, which is in common use in all territory where bright and mahogany tobaccos are grown.

Extensive displays are also made by the manufacturers of machinery, tools and appliances used in the cultivation of tobacco. The large space allotted to this industry has in fact given ample opportunity for a thorough exploitation of every branch of the tobacco trade.

Color Line Drawn in Havana.

The race issue has been raised in Havana by the Havana Tobacco Company. Heretofore negroes, mulattoes, Spanish and creoles have been employed indiscriminately, both men and women. But recently a number of negro and mulatto women were dismissed from several of the larger factories, and their places were filled with Spanish girls.

Egyptian Cigarette Manufacturers Combine.

A London report states that an English syndicate is negotiating for the purchase of eight of the leading cigarette manufacturers of Cairo, Egypt. The promoters of the syndicate are not known, neither details of the deal.

1903 Sumatra.

Prices in 1903 Sumatra leaf are high, principally owing to the prospective demand. The general opinion seems to be that desirable domestic wrapper will be scarce, and that consequently there will be a run on the Sumatra. A feature on the market this year was the exceptionally high prices paid by some of the German houses for leaf of particular quality.

GROCERS!

JUST IN LAST WEEK

OUR NEW UNION BRAND ECHO 5 CENTS EACH.

Equal to most so-called 10c. Cigars.

THE W. H. STEELE CO, LIMITED
Importers and Wholesale Tobacconists.
40 Scott St., - - TORONTO
'Phone, Main 1987.

Should be in the mouth of every smoker. What? a

McDougall Scotch Clay Pipe

Be sure and ask for it, and see that you get it.

D. McDougall & Co., Glasgow. Scotland.

As regards quality, it is thought that the crop was a satisfactory one, and that the yield will be good, though as yet it is hardly possible to speak with certainty.

Tuckett's Factory Reopened.

The Tuckett Co. resumed operations at its Hamilton factory as well as at its Montreal and London branches on May 3, when the majority of workmen returned to work. It is reported that the decision of the local union not to press its demands was arrived at as a result of the visit of former President Strausser, of the Cigarmakers' International Union, to Hamilton.

New Brand of Cigars.

A new cigar brand "Symbol" has been placed on the market by T. J. Horrocks, Toronto. All "Symbol" cigars are packed in Cuban cigar boxes, edged and labelled with handsome lithographic designs.

Tobacco Notes.

The annual convention of the National Cigar Leaf Board of Trade, which met last week at Atlantic City, New Jersey, was rather more slimly attended than usual. One reason given for the falling off is the disappointment of many delegates who had hoped the place of meeting would be St. Louis, and when the convention was changed to Atlantic City refused to act. Many local boards are reported to have failed to elect delegates altogether.

A CHILLIWACK MAN.

MR. J. H. ASHWELL, manager of Ashwell's department stores, Chilliwack, B. C., was in Toronto last week en route for the World's Faie at St. Louis. He is making his journey by easy stages. Before reaching the "Queen City" he spent four or five days in Winnipeg. Mr. Ashwell is one of the most progressive business men in the west, and although he works hard he believes that it pays in the long run for business men to take an occasional vacation as they not only gain in health but in experience.

Besides their store at Chilliwack the firm also have stores at Sardis and Rosedale, B. C. Their store at Chilliwack has recently undergone some improvements and has now a frontage of 93 feet and a depth of 50 feet. Their Chilliwack and Sardis stores are connected by a private telephone system 2½ miles long, and it has been found very convenient. The system is now being connected with every department at the firm's headquarters.

Mr. Ashwell, to use his own words, is a crank on system. He believes that a business man to be successful must be systematic and have his methods thoroughly up-to-date. He is always on the lookout for up-to-date methods and his system of bookkeeping is of the very latest design. He has recently introduced into business a card system for keeping stock. By this system the firm are able to tell every night just how their stock stands in the particular lines to which it applies and not only does the system enable them to ascertain this but also to check any mistakes which may have been made by a clerk in not entering goods which have been sent out to customers. At present the system only applies to the chief staple lines in the store, but Mr. Ashwell expects in time to have it so extended that it will include every line. He is so far very enthusiastic over the results obtained.

Speaking of business in his neighborhood during the past Winter he says it has been fairly good, although the weather had been more severe than usual. The outlook for the future he considers good.

"Seeding was well on the way when I left home," he said, "and the apple trees and cherry trees were in blossom."

Within the last year or two a couple of creameries have been started in the vicinity of Chilliwack, and Mr. Ashwell said that one of them last year made 176,000 lbs., which had netted the farmers an average price of 23c. The butter from these creameries retails in Chilliwack at 30c, and in Vancouver at 35c per lb.

"These creameries," said Mr. Ashwell, "have been a great benefit to us and have solved for us the problem of rank butter. Now nearly all the farmers take their milk to the creamery where it is made into good butter."

The Ashwell firm is one of the pioneers in that part of British Columbia, they having been in business for 33 years. The father of J. H. Ashwell was the founder of the business and he settled in Chilliwack about 40 years ago.

INQUIRIES FOR CANADIAN TRADE.

THE following were among the inquiries relating to Canadian trade recently received at the Canadian section of the Imperial Institute, London, Eng.:

27. A French firm claiming a large connection among dealers in fruits, vegetables, preserved goods, butter and other produce is desirous of representing Canadian shippers of these goods, or would undertake the sale for their account. References furnished.

Among inquiries relating to Canadian trade received from Birmingham, Eng., are the following:

38. A firm in Great Britain wishes to get in touch with Canadian firms prepared to ship cider.

39. A firm in the Midlands wishes to get in communication with a Canadian firm who can ship quantities of eggs regularly.

42. A large firm in Great Britain doing big business with South Africa wishes to represent Canadian firms manufacturing mealie milling machinery (a cheap one already in this market), leather dressing plants, flour milling plants, wool washing plants, jam making plants.

43. A large user of flax wishes to be put in touch with a firm in Canada capable of shipping regular supplies.

The following inquiries relating to Canadian trade have been received by the High Commissioner of Canada at London, Eng.:

47. An agent with experience in the patent food business seeks to take up the English representation of a Canadian house.

49. A London house already representing a few exporters of foodstuffs to Great Britain, are seeking a few more agencies in this line.

51. A firm of commission merchants in London are looking out for some reliable Canadian shippers of produce who require representation in England.

The following inquiry relating to Canadian trade has been received from the Canadian commercial agent, Manchester, Eng.:

35. A Manchester firm dealing in all kinds of woodenware, wooden house furnishings, box boards, crates, etc., desire to get into communication with any Canadian firm able to furnish them with these articles.

[The names and addresses of those making inquiries may be obtained from the Department of Trade and Commerce, Ottawa. Persons desiring the same will please quote the office under which the inquiry appears and the number.]

BLENDING OF COFFEE.

"THE desirable blending of coffee is a matter of discovery," says the Interstate Grocer, "and this in turn must be made by mixing the various growths of coffee, while the only test is in the cup.

"In making up blends, it is safest to blend the same growth of coffee, but it is not always possible to get the same results from the same growths.

"From what is known as the washed species of Mexican, Salvador, Hawaiian, Porto Rico, Costa Rica, Caracas and Guatemala are obtained the largest growth in the coffee bean. The most popular of these are Guatemala, Salvador and Mexican. None of these coffees will blend one with the other. It causes a conflict which seems to destroy the distinctive flavor of each. Tests made with only coffee grown under the rule of the United States Government have not proved satisfactory.

"Coffee with blights or quakers in them are not favorites, but many a good drinking coffee has been turned down on account of quakers and a poorer one taken that is free of quakers; when, as a matter of fact, tests prove that these quakers act as an absorbent for any rankness which may be in the coffee, especially Rio and Santos. A mark of Santos which has 25 per cent. of quakers may, upon testing, show up to be a very fine drink.

"Large bean coffees, such as Santos, aside from the washed qualities that have just been described, are found to be what is called a 'woody' flavor. This is frequently encountered in the very old crop, large beans, and it is a fact acknowledged by planters that the overgrowth of these coffees is liable to take in the 'woody' taste of the tree, which is caused by over-development. In Santos, also in Rio, may be included Maracaibos, Natural Mexican, in fact most any unwashed coffee is liable to take on that flavor for reasons mentioned.

"The medium-sized plump bean, full, fat, and well developed, is always the best. By this is not meant that all large bean coffees are 'woody.' If they get to be two or three years old, however, they will become so to a greater or less extent. This was brought out very clearly by the crop of 1901 and 1902, which is known in Brazil as the 'Bumper Crop.'"

Name a better Jam than Southwell's, if you can.

Standard in England.
Standard in Canada.

Now is the season for it.

Send for Price List.

FRANK MAGOR & CO.,

CANADIAN AGENTS, 403 St. Paul St., MONTREAL.

How long does it take the people to recognise and appreciate a good thing?

This question has caused every manufacturer some very anxious moments when first placing some new product on the market. To such we would say: It all depends on the merit of the goods in question.

Look at the sale of Postal Orders. First year, 1881, only six hundred and forty-seven thousand were sold. **Second year, 1882,** four and one-half millions were used.

LEES & LANGLEY'S WORCESTERSHIRE SAUCE

was only placed on the market last year and our sales in the last month have been more than the combined sales of the first year.

The people soon recognise and appreciate a good thing.

AMERICAN COFFEE & SPICE CO. TORONTO.

Current Market Quotations for Proprietary Articles

May 12, 1904.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes	$4 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 3 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ¼ " "	14 00

W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4 doz.	10c.	$0 85
3 doz.	4-oz.	1 20
3 doz.	6-oz.	1 75
1 doz.	12-oz.	3 50
2 doz.	12-oz.	3 45
3 doz.	12-oz.	3 40
2 doz.	16-oz.	4 45
3 doz.	16-oz.	4 35
1 doz.	2½lb.	10 40
1 doz.	5lb.	19 50

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case $4 55
1 "	12 "	
1 "	16 "	

JERSEY CREAM BAKING POWDER.

½ Size, 5 doz. in case		$0 40
¼ " 4 " "		0 75
¼ " 3 " "		1 25
1 " 2 " "		2 25

OCEAN MILLS.

	Per doz.
Ocean Baking Powder, ½ lb., 4 doz.	$ 45
Ocean Baking Powder, ¼ lb. 5 doz.	90
Ocean Baking Powder, 1 lb., 3 doz.	1 25
Ocean Borax, ½-lb. packages, 4 doz.	40
Ocean Cornstarch, 40 pks. in a case	78

Freight paid, 5 p.c. 30 days.

ROYAL BAKING POWDER CO.

Sizes.	Per Doz.
Royal—Dime	$ 1 00
" ½ lb.	1 60
" 6 oz.	2 25
" ½ lb.	2 90
" 12 oz.	4 50
" 1 lb.	5 75
" 3 lb.	15 50
" 5 lb.	25 50

Sizes.	Per Doz.
Cleveland's—Dime	$ 1 00
" ½ lb.	1 50
" 6 oz.	2 20
" ½ lb.	2 80
" 12 oz.	4 25
" 1 lb.	5 50
" 3 lb.	15 00
" 5 lb.	25 00

"VIENNA" BAKING POWDER.

	Per doz.
1-lb tins, 4 doz in box	$2 25
½-lb tins, 4 doz in box	1 25
¼-lb tins, 4 doz in box	75

BEE BAKING POWDER.

1-lb. tins, cases 4 doz, per doz	$2 25

EAGLE BAKING POWDER

	Per doz.
Cases of 48-5c. tins	$0 45
" 48-10c. tins	0 75
" 24-25c. tins	2 25
" 48-25c. tins	2 25

Blacking.

HENRI JONAS & CO..

Jonas' Per gross	$9 00
Froments "	7 50
Military dressing "	24 00

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ¼ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes, according to size	0 02 0 10

J. M. DOUGLAS & CO.—Laundry Blues.

"Blueol"—10-lb. boxes containing 50 pkgs., 4 squares each.....per lb. 15c

"Sapphire"—14-lb. boxes, ½-lb. pkgs. per lb 12½

"Union"—14-lb. boxes, assorted, 1 & ½-lb. pkgs. per lb. 10

Black Lead.

Reckitt's, per box $1 15
Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz.; or ¼ gross, 4 oz.

JAMES' DOME BLACK LEAD.

	Per gross
6a size	$2 40
2a size	2 50

Borax.

"Bee" brand, 5 oz., cases, 40 pkgs.	1 40
" " 10 oz., cases, 48 "	2 25
" " 16 oz., cases, 48 "	4 25

EAGLE BORAX.

	Per doz.
Cases of 5-doz. 5c. packages	$0 40
" 5-doz. 10c. "	0 85

Brooms.

UNITED FACTORIES, LIMITED.

	doz. net.
Boeckh's Bamboo Handles, A, 4 strings	$4 70
" " " B, 4 "	4 40
" " " C, 3 strings	4 10
" " " D, 3 "	3 85
" " " F, 3 "	3 55
" " " G, 3 "	3 20
" " " I, 3 "	2 85

Canned Goods.

HENRI JONAS & CO.

Mushrooms, Rionel	$15 50
" 1st choice Duthell	18 50
" " Lenoir	19 50
" extra Lenoir	22 00

Per case, 100 tins.

French Peas, Delory's—	
Moyen's No. 2	$9 00
" No. 1	10 50
½ Fins	12 50
Fins	14 00
Tres fins	15 00
Extra fins	16 50
Sur extra fins	18 00
French Sardines—	
½ Rolland	9 50 10 00
½ Delory	10 50
¼ Club Alpins	2

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag	0 12½
Quaker Oats, 2-lb. pkgs., per case	3 00
Tillson's Oats, 2-lb. pkgs., per case	00

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Hygienic, 1-lb. tins per doz.	$6 75
" ½-lb. tins "	3 50
" ¼-lb. tins "	2 00
" fancy tins "	0 85
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50
Perfection, ½-lb. tins, per doz.	2 40
Cocoa Essence, sweet, ½-lb. tins, per doz.	

BRUNNER, MOND & CO.'S

SODAS

Bicarb
Sal
Concentrated Sal
Caustic

EVERYWHERE KNOWN TO BE THE BEST.

WINN & HOLLAND, Sole Agents for Canada, MONTREAL

LIPTON'S TEAS

HAVE THE LARGEST SALE IN THE WORLD.

Over 93,000,000 Packets were sold during 1903.

SOLD ONLY IN AIR-TIGHT CANS, NEVER IN LEAD PACKETS.

LIPTON'S TEAS are far more popular in Canada than any other teas carried by the grocer. The only teas in Canada offered to the grocer direct from the tea gardens—packed by the grower.

AGENTS IN MONTREAL—**Laporte, Martin & Cie., and all wholesale grocers.**

AGENTS IN TORONTO—**Canada Grocers, Limited, and all wholesale grocers**

THOMAS J. LIPTON, 39 Pearl Street, New York City.

Chocolate—	per lb
Queen's Dessert, ¼'s and ½'s	$0 40
" 6's	0 42
Mexican Vanilla, ¼'s and ½'s	0 35
Royal Navy Rock, " "	0 30
Diamond, " "	0 25
" 8's	0 28

Icings for cake	Per doz.
Chocolate, pink, lemon color, lbs.	$1.75
Orange, white and almond, ½-lbs.	1.00

Confections	Per doz.
Cream bars, large boxes	$2.25
" small "	1.35
Chocolate ginger, lbs	3.75
" " ½-lbs	2.25
" wafers, ¼-lb. boxes	2.25
" " ½-lb. boxes	1.30

FRY'S.

Chocolate—	per lb.
Caraccas, ¼'s, 6-lb. boxes	$0 42
Vanilla, ¼'s	0 42
"Gold Medal," sweet, ¼'s, 6-lb. boxes	0 29
Pure, unsweetened, ¼'s, 6-lb. boxes	0 42
Fry's "Diamond," ¼'s, 14-lb. boxes	0 24
Fry's "Monogram," ¼'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ¼'s, 1 doz. in box	2 40
" ½'s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ¼'s, 14-lb. boxes	....
" ½'s, 12-lb. boxes	....
Epps's Cocoa, case of 14 lb., per lb.	0 35
quantities	0 37½

BENSDORF'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

½ tins, 4½ doz. to case	per doz.	$ 90
" " 4 "	"	"	2 40
" " 2 "	"	"	4 75
" " 1 "	"	"	9 00

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.

	Per lb.
Mott's Broma	$0 30
Mott's Prepared Cocoa, ⅛s and ¼-boxes	0 28
Mott's Breakfast Cocoa, ⅛s in boxes	0 40
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caracas Chocolate	0 40
Mott's Diamond Chocolate	0 23
Mott's Navy Chocolate, ⅛s in boxes	0 27
Mott's Cocoa Nibbs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross	1 00
Mott's Confectionery Chocolate	0 21 0 32
Mott's Sweet Chocolate Liquors	0 20 0 36

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 38
Vanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 27
Breakfast cocoa, ¼, ½, 1 and 5-lb tins	0 43
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 35
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5's, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 56

LOWNEY'S.

Breakfast cocoa—
6-lb. boxes, 12 boxes in case, 1-5-lb. tins. 45c.
6-lb. boxes, 12 boxes in case, ½-lb. tins. 42c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins. 42c.
Sweet chocolate powder—"Always Ready."
6-lb. boxes, 12 boxes in case, ½-lb tins. 32c.

Premium chocolate—
6-lb bxs., 12 bxs. in case, ½-lb. pkgs. 34c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs. 34c.
6-lb. bxs., 12 bxs. in cose, ½-lb. pkgs. 36c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs. 36c.

Medallion sweet chocolate—
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. 48c.

Milk chocolate—
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. 40c.

Tid-Bit chocolate—
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. 25c.

Vanilla sweet chocolate—
3-lb. bxs. 24 bxs., in case, ½-lb. pkgs. 32c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. 32c.

Diamond sweet chocolate—
6-lb. boxes, 12 bxs. in case, ½-lb. pkgs. 19c.

Condensed Milk.

Anchor" brand, cases 4 doz., per case	$5 00
" evap. cream, cp. 4d. "	4 65

Borden's Condensed Milk Co.

Eagle" brand	$1 50
Gold Seal" brand	1 30
Peerless" brand evaporated cream	1 20

"Reindeer" Brand
Case (4 doz $5.60

Coffee.

"Bee" brand, 1 lb. tins, cases, 30 tins	9 00
" " 2 lb. tins, cases, 15 tins	8 70

THE EBY, BLAIN CO., LIMITED.

In bulk—	Per lb.
Club House	0 32
Royal Java	0 31
Royal Java and Mocha	0 31
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Fancy Bourbon	0 20
High Grade package goods—	
Gold Medal, 2-lb. tins	0 30
Gold Medal, 1-lb. tins	0 31
Kin Hee, 1-lb. tins	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars	0 30
English Breakfast, ground only 1-lb. tins	0 1?

JAMES TURNER & CO.

	Per lb.
Mecca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MAROEAU, Montreal.

	Per lb.
"Old Crow" Java	$0 25
" Mocha	0 25
"Condor" Java	0 30
" Mocha	0 30

15-year-old Mandheling Java and hand-picked Mocha 0 50
1-lb. fancy tins choice pure coffee, 48 tins per case 0 20
Madam Huot's coffee, 1-lb. tins 0 31
" " " 2-lb. tins 0 30
100 lb. delivered in Ontario and Quebec.
Rio No. 1 0 15
Condor I. 40-lb. boxes 45c.
" II. 40-lb. boxes 42½c.
" III. 80-lb. boxes 37½c.
" IV. 80-lb. boxes 35c.

S. H. & A. S. EWING'S.

	Per lb
Mocha and Java coffee, in 1-lb tins, 30-lb cases	32
Mocha and Java coffee, in 2-lb tins, 30-lb cases	29

Cheese.

Imperial—Large size jars	per doz.	$8 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	15 00
Small size	"	12 00
Roquefort—Large size	"	2 40
Small size	"	1 40

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co. Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Un-numbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c

in the Spring the merchant wisely thinks of new features for trade.

Did you ever try a **Starch** Window ?

A stock of **Edwardsburg Silver Gloss** and **Benson's CORN Starch**

will draw attention and bring trade. Try it.

EDWARDSBURG STARCH CO'Y, Limited

ESTABLISHED 1858

53 Front St. East, TORONTO, ONT. | Works: CARDINAL, ONT. | 164 St. James St., MONTREAL, P.Q.

Allison's Coupon Pass Book.

$1 00 to 3 00 books	3 cents each
5 00 books	4 "
10 00 "	5½ "
15 00 "	6½ "
20 00 "	7½ "
25 00 "	8 "
50 00 "	12 "

Cane's Clothes Pins.

UNITED FACTORIES, LIMITED.

Clothes pins (full count), 5 gross in case, per case	$0 62
doz. packages (12 to a case)	0 75
6 doz. packages (12 to a case)	0 95

Cleaner.

	Per doz.
4-oz. cans	$ 0.90
6-oz. "	1.35
10-oz. "	1.85
Quart "	3.75
Gallon "	10.00

Wholesale Agents.
The Davidson & Hay, Limited, Toronto

Extracts.

HENRI JONAS & CO.

	Per gross.
-oz. London extracts	$ 6 00
2-oz. " " (no corkscrews)	5 50
2-oz. " "	9 00
2-oz. Spruce essence	6 00
2-oz. " "	9 00
2-oz. Anchor extracts	12 00
4-oz. " "	21 00
1-oz. " "	36 00
1-lb. " "	70 00
1-oz. flat "	9 00
2-oz. flat bottle extracts	18 00
2-oz. square bottle "	21 00
4-oz. " " (corked)	36 00
8-oz. " " "	72 00
	Per doz.
8-oz. " glass stop extracts	$3 50
8-oz. " "	7 00
2½-oz. round quint essence extracts	2 00
4-oz. jockey decanters "	3 50

Food.

	Per doz
Robinson's patent barley ½-lb. tins	$1 25
" " " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " " 1-lb. tins	2 25

Ge'atine.

	Per gross.
Knox's No. 1 sparkling	$15 00
	Per doz.
" " " 6 doz., at	$ 1 30z.
" No. 3 acidulated, at	$ 1 50

Jams and Jellies.

SOUTHWELL'S GOODS. Frank Magor & Co., Agents.

	Per doz
Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant " "	1 85
Other jams	$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.

Pure Fruit Jams—	
1-lb. glass jars, 2 doz. in case, per doz.	$0 95
2½-lb. tin pail, 2 doz. in crate, per lb.	0 06½
5 and 7-lb. tin pails, 8 and 9 pails to crate, per lb.	0 06
7, 14 and 30-lb. wood pails, "	0 06
Pure Fruit Jellies—	
1-lb. glass jars, 2 doz. in case, per doz.	0 95
7, 14 and 30-lb. wood pails, per lb.	0 06
Home Made Jams—	
1-lb. glass jars (16-oz. gem.) 1 doz. in case, per doz.	1 50
5 and 7-lb. tin pails, per lb.	0 09
7, 14 and 30-lb. wood pails "	0 09

BRAND & CO.

Brand's calf's foot	$3 50
Real turtle jelly	7 75

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" " 100 sticks	0 73
Dulce large cent sticks, 100 in box	

Lye (Concentrated).

GILLETT'S PERFUMED.

	Per case.
1 case of 4 doz	$ 3 60
3 cases "	3 50
5 cases or more	3 40

Matches.

UNITED FACTORIES, LIMITED.

	Per case.
Surelight (Parlor)	$3 50
Flashlight (Parlor)	5.75
Kodak (Sulphur)	3 80

WALKERVILLE MATCH CO.

	1 case.	5 cases
Parlor —		
Imperial	$5 75	$5 50
Best	3 50	3 25
Crown	1 70	1 60
Maple Leaf	1 90	1 80
Knights	4 75	4 50
Sulphur—		
Club	3 90	3 70

Mince Meat.

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., 1-lb. tins, per doz.	$ 1 40
" ½-lb. tins "	2 50
" 1-lb. tins "	5 00
Durham 4-lb. jar, per jar.	0 75
" 1-lb. jar "	0 25
F. D., ½-lb. tins, per doz.	0 85
" ¼-lb. tins "	1 45

HENRI JONAS & CO.

	Per gross.
Pony size	$ 7 50
Imperial, medium	9 00
Imperial, large	12 00
Tumblers	12 00
Mugs	13 20
Pint jars	18 00
Quart jars	4

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—	
¼-lb. tins, per lb.	$ 0
½-lb. tins "	0 35
1-lb. tins "	0 32½
4-lb. jars, per jar	1 20
1-lb. jars "	0 35
Old Crow," 12-lb. boxes—	
¼-lb. tins, per lb.	0 25
½-lb. tins "	0 23
1-lb. tins "	0 22½
4-lb. jars, per jar	0 70
1-lb. jars "	0 25

Orange Meat.

Cases, 36 15c. packages	$4.50
5 case lots (Freight paid.)	4.40
Cases, 20 25c. packages	4.00
5 case lots (Freight paid.)	4.00

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand 1-lb. glass	$1 50
" " quart gem jars	3 40

T. UPTON & CO.

1-lb. glass jars, 2 doz. case, per doz.	$ 0 95
Home-made, in 1-lb. glass jars "	1 50
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 06

Pickles.

STEPHENS'.

A. P. Tippett & Co., Agents.

Cement stoppers (pints) per doz.	$ 2 30
Corked "	1 90

Soda.

COW BRAND.

Case of 1-lb. containing 60 pkgs., per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. (containing 96 pegs.), per box, $3 00.

EMPIRE

"EMPIRE" BRAND.
Brunner, Mond & Co.

Case 120 ½-lb. pkts. (60 lb.), per case, $2 70.

Case 96 10-oz. pkts. (60 lb. case, $2 80.

"MAGIC" BRAND.

	Per case.
No. 1, cases, 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " { 30 1-lb. " / 60 ½-lb. " }	2 75

No. 5 Magic soda—cases 100—10-oz. pkgs.

1 case	2 85
5 cases	2 75

"BEE" BRAND.

	Per case
"Bee" brand, 8 oz., cases, 120 pkgs.	
" " 10 oz., cases, 96 pkgs.	
" " 16 oz., cases, 60 pkgs.	$2

Soap and Soap Powders.

A. P. TIPPET & CO., Agents.

Maypole soap, colors, per gross	$10 20
" black "	15 30
Oriole soap "	10 20
Gloriola soap "	12 00
Straw hat polish "	10 20

Two Lines That Lead.

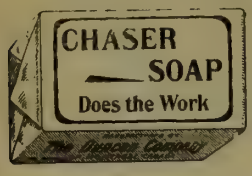
A Vinegar with Advantages.

You want a brand absolutely pure. One which will keep a long time without deteriorating. One known for its delicate aroma and its excellent flavour. **Hill, Evans & Co.** (Worcester, Eng.), produce **the** one. A Malt Vinegar which is unapproached by any other for these essential properties. A Vinegar you may always rely upon.

Quinine Wine with a Reputation.

Robert Waters' Quinine Wine enjoys a 50-year reputation as the finest tonic known.

Export Agents—ROBT. CROOKS & CO., Botolph House, Eastcheap London, England.



CHASER SOAP.

1 case	$2 40
5 cases	2 30
10 cases	2 20
20 cases	2 10

5 per cent. 10 days or 60 days acceptance.
Babbitt's "1776" 100 6-oz. pkgs. $3.50 per box.
5 boxes, freight paid and a half box free.
Babbitt's "Best" soap, 100 bars, $4 10 per box.
Potash or Lye, bxs., ea. 2 dz., $2 per box.
WM. H. DUNN, AGENT.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. cartons	$ 0 06
No. 1 " " 3-lb. "	0 06
Canada laundry	0 05
Silver gloss, 6-lb. draw-lid boxes	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 06½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05½
Benson's enamel....per box 1 25 to	2 50
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 06¾
Canada Pure Corn	0 05½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps	0 08½
"Bee" brand, cases, 4 packages	5 00

BRANTFORD STARCH WORKS, LIMITED Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 05
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 06
Barrels, 200 lb.	0 05½
Kegs, 100 lb.	0 05½
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 45 cartons, per case	40
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 05½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 06½
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.	0 06½

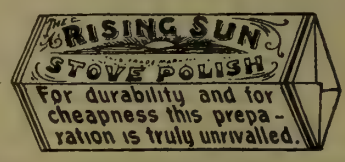
ST. LAWRENCE STARCH CO., LIMITED. Ontario and Quebec.

Culinary Starches—	
St. Lawrence corn starch, 40 lb	0 06½
Durham corn starch, 40 lb	0 05½
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 06
" 3-lb. cartons, 36 lb.	0 06
" 200-lb. bbl.	0 05½
" 100-lb. kegs	0 06½
Canada Laundry, 40 to 46 lb.	0 05
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 05½

OCEAN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$6 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00

WM. H. DUNN, AGENT.

	pr. dz.
Enameline No. 4, bxs., ea. 3 dz.	0 38
Enameline No. 6, bxs., ea. 3 dz.	0 65
Enameline liquid, bxs, ea. 3 doz.	0 75
Blackene, 5-lb. cans, per lb.	0 10

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

	Per case.
Enamelled tins, 2 doz. in case	$2 40
Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 90
5 " 1 " "	2 35
10 " ½ " "	2 25
20 " ¼ " "	2 10

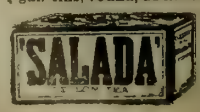
(10 and 20 lb. tins have wire handles.)

"BEAVER" BRAND.

	Per case.
1 gal. tins, square, 6 in case	$4 40
½ gal. tins, round, 12 in case	4 50
¼ gal. tins, round, 24 in case	4 60

SMALL'S BRAND—Standard.

	Per case.
1 gal. tins, square, 6 in case	$4 70
½ gal. tins, round, 12 in case	4 90
¼ gal. tins, round, 24 in case	5 30



Teas.

SALADA CEYLON.

	Wholesale.	Retail.
Brown Label, 1's	$0 20	$0 25
" " ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 35	0 50
Gold Label, ½'s	0 44	0 60

Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c	$0 19
" " ½-lb. "	0 20
Blue Label, retail at 30c	0 22
Green Label. " 40c	0 28
Red Label, " 50c	0 35
Orange Label, " 60c	0 42
Gold Label, " 80c	0 55

Cases, each 60 1-lb.	$0 35
" " 60 ½-lb.	0 35
" " 120 ¼-lb.	0 36

LUDELLA CEYLON, 1's AND ½'s PKGS.

Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ¼'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

"CROWN" BRAND.

	Wholesale.	Retail.
Red Label, 1-lb. and ½'s	$ 0 35	$0 50
Blue Label, 1-lb. and ½'s	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½'s	0 20	0 25
Japan, 1's	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—	
"Condor" III 80-lb. boxes	$0 37
EMD AAA Japan, 40 lb " at	0 37½
" AA "	0 35
Blue Jay, basket fired Japan, 70 lbs.	0 30
"Condor" IV 80-lb. "	0 43
" V 80-lb. "	0 30
" XXXX 80-lb. boxes	0 25
" XXXX 30-lb. "	0 26
" XXX 80-lb. "	0 22½
" XXX 30-lb. "	0 23½
" XX 80-lb. "	0 20
" XX 30-lb. "	0 21
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 28½

Black Teas—"Nectar" in lead packets	
Green Label.....retails	0 26 at 0 20
Chocolate Label.... "	0 35 at 0 25
Blue Label..... "	0 50 at 0 36
Maroon Label..... "	0 60 at 0 45
Fancy tins—Chocolate, 1-lb	0 32½
" " —Blue, 1-lb	0 42½
" " —Maroon, 1-lb	0 50
" " —Maroon, 1-lb	1 50

"Condor" Ceylon black tea in lead packets

Green Label, ⅛s, ¼s and 1s, 60-lb. cases.....retail	0 25 at 0 20
Grey Label, ⅛s, ¼s and 1s, 60-lb. cases.....retail	0 30 at 0 23
Yellow Label, ¼s and 1s, 60-lb. cases.....retail	0 35 at 0 26
Blue Label, ¼s, ½s and 1s, 50-lb. cases.....retail	0 40 at 0 30
Red Label, ½s, ½s and 1s, 50-lb. cases.....retail	0 50 at 0 34
White Label, ½s, ½s and 1s, 80-lb. cases.....retail	0 60 at 0 40

Black Teas—"Old Crow" blend—	
Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1 ..... per lb.	0 35
No. 2 ..... "	0 30
No. 3 ..... "	0 25
No. 4 ..... "	0 20
No. 5 ..... "	0 17½

LIPTON'S TEA (in packages).

Color of Label.	1 lbs. & ½ lbs. per lb.	¼ lbs. for per lb.
Ceylon-India, Ex. ch't A Yellow	45	47
" " " B Red	40	42
" No. 1 C Pink	35	37
" 2 C Orange	28	40
" 3 C L. Blue	22	30
4 C L. Green	20	

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 3½s, 5s. and 10s.	$0 39
" Amber, 8s. and 3s.	0 39
Chewing—Stag, bars, 10½oz.	0 43
" Bobs, 5½s. and 11s	0 44
" 10½ oz. bars, 6s.	0 44
" Currency, 12 oz. bars, 12s.	0 47
" 6½s. and 12's.	0 47
" Old Fox, narrow, 12s.	0 47
" Snowshoe, 14½oz b'rs, sp'c'd 6½	0 51
" Pay Roll, 7s and 6½s.	0 53
" Fair Play, 8s. and 13s.	0 53

Vinegars.

E. D. MARCEAU, Montreal. Per gal.

EMD, pure distilled, highest quality	$0 30
Condor, pure distilled	0 25
Old Crow	0 20

Special prices to buyers of large quantities

GRIMBLE'S MALT.

Bulk, ¼-casks, 25 gals	$5 45	$10 95
" casks, 60 "	10 25	22 40
Bottles, cases, 3 doz.	3 25	4 40

Washing Powder.

FAIRBANK'S GOLD DUST.

Five cases assorted—	
24 25c. packages	$4 65
100 10c. "	7 [illegible]
100 5c. "	3 90

Freight prepaid.

Cane's Woodenware.

UNITED FACTORIES, LIMITED.

	Per doz
Washboards, Victor	$1 35
" Crown	1 45
" " Improved Globe	1 60
" Standard Globe	1 70
" Original Solid Globe	2 00
" Superior Sld. Bk. Globe	2 15
" Jubilee	2 10
" Pony	0 85
Diamond King (glass)	3 10
Tubs, No. 0	10 50
" " 1	8 50
" " 2	7 50
" " 3	6 50
Pails, No. 1, 2 hoops	1 75
"	1 90

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case	$1 [illegible]
Gillett's cream yeast, 3 doz.	1 [illegible]
Jersey cream yeast cake, 3 doz. 5c.	1 [illegible]
Victoria " " 3 doz. 5c.	1 [illegible]
" " " 3 doz. 10c.	1 [illegible]

1

Bromley's Coffee Essence

The best in the World.

No impurities or adulterants used in its manufacture.

Endorsed by Physicians of highe

Excellent for Picni

Admirable for the Sick Roo

2

Dr. Laing's Cream Sauce

The best Sauce and the best value in the wide world.

The result of seven years' scientific experiment an

when bought once

again for its own wort

3

Cerebos Salt

The Salt of Kings.

As a Table Salt it stands apart. It is unapproached for strength and quality.

Put up very attractively.

Should be in every good grocery store.

NOTE:

We are sole agents for these lines in Canada.

Write for Price List.

W. G. PATRICK & CO.

29 Melinda St., - TORONTO

"ACME" TABLE SALT

Ask your wholesale grocer for it. Put up in 24 3-lb. cartoons in a case, and in 50-lb. box.

TORONTO SALT WORKS, Toronto, Ont

THE PEOPLE OF

JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.

BASKETS

We make them in all shapes and sizes. We have

Patent Strawboard Berry Box Grain and Root Baskets, Clothes Baskets, Butcher Baskets,

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE . . .

Oakville Basket Co.

Oakville, Ont.

You are Interested in Something.

Why not get the best items that are printed on the subject.

We read and clip thousands of newspapers every week — therefore we can equip you **speedily** and **economically** for a debate, speech, lecture, essay or anything else requiring up-to-date information and more of it than your competitors are likely to get.

Terms—100 Clippings,	$ 5.00
250 "	12.00
500 "	22.00
1,000 "	40.00

Send for our Booklet which fully explains the scope of the clipping industry.

We have also lists of firms in every branch of trade in the Dominion, the professions, club members, society, etc., and we are prepared to address and mail circulars or letters to these at any time.

CANADIAN PRESS CLIPPING BUREAU,

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Is Honest Goods and just the Thing on Which to Make or Extend a Business.

McLAREN'S

COOK'S FRIEND BAKING POWDER.

The Best Grocers make a point of Keeping it always in Stock.

RETURNED
MAY 13 1904

A Counter Line for Every Grocer

The old reliable

GENUINE CROCKERY CEMENT

WILL MEND ANYTHING

RETAILS FOR 10c.

GOWANS, KENT & CO.,

TORONTO and **WINNIPEG.**

16 Front St. East. Main street.

Your customers just have to look after the crust when they make pies with

Wethey's Mince Meat

That is why they are sure of delicious results.

Perhaps some of your customers do not know of this easy way of making delicious mince pies.

Suggest a trial.

"One try satisfies."

J. H. Wethey, Limited

ST. CATHARINES, ONT.

Crosse & Blackwell's

Celebrated Candied and Drained Peels.

ORANGE, LEMON, CITRON and MIXED (O. L. & C.)

7-lb. Tins, 7-lb. Wood Boxes and 1-lb. Cartoons.

SPECIALLY LOW NEW SEASON PRICES.

C. E. COLSON & SON, AGENTS, **MONTREAL**

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, LIMITED

MANUFACTURERS OF

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Agent:

JOHN FORMAN, 644 Craig Street

MONTREAL.

CHAS. P. CLARK, President. CHAS. L. BECKWITH, Secretary.

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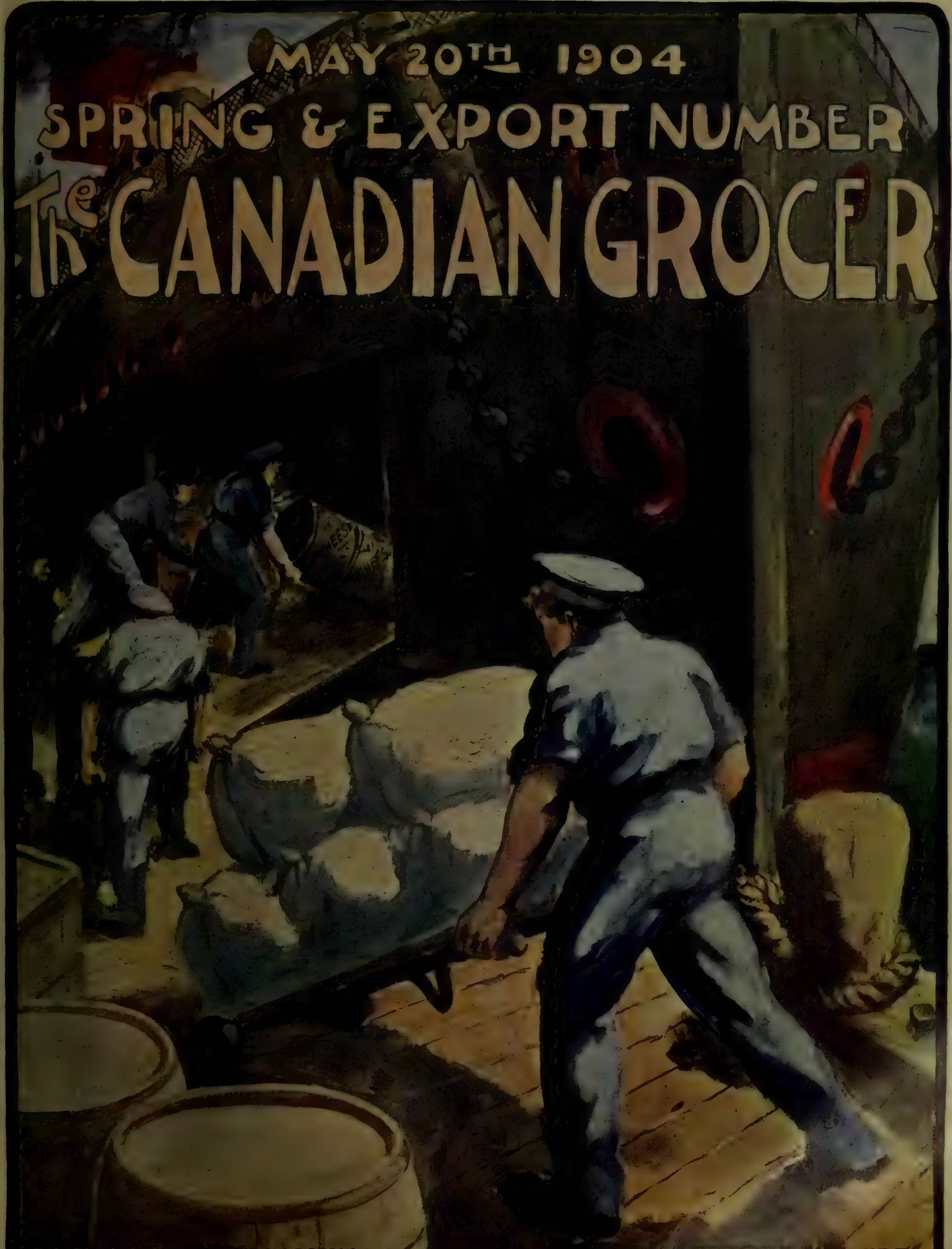
THOS. C. IRVING, Gen. Man. Western Canada. Toronto.

MAY 20TH 1904

SPRING & EXPORT NUMBER

The CANADIAN GROCER



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Contains no Animal or Mineral Matter.

Purely a Vegetable Compound.

The New Label—More attractive than the old. Contents unchanged.

MADE IN CANADA.

THE SAUCE

of Sauces—

Lees & Langley's

Made from a famous old East-Indian recipe.

Too good a Sauce for our competitors' comfort.

Too good a Sauce for Canadian grocers not to sell.

It sells and re-sells and sells again.

It pays a good profit—a profit frequently multiplied.

Order from your jobber or direct.

Lees & Langley's
WORCESTERSHIRE SAUCE

American Coffee & Spice Co.

TORONTO, CANADA,

Sole Proprietors.

Griffin & Skelley's Dried Fruits.

This is the one famous brand of California Fruits that never varies in its one standard of quality —*the highest.* Seeded Raisins, Prunes, Dried Apricots and Evaporated Fruits of all kinds. Sell the "Griffin" Brand and you sell the best. Sell it and you'll hold your trade. Sell it and you'll gain new trade—*you'll gain it and you'll keep it.*

Prunes.

"Griffin" Brand.

Large, black, meaty Prunes with small stones and fine flavor. Cured and packed with the greatest care. Packed where they grow. "Fine goods"—fine because of the great regularity with which they maintain their high reputation. Not packed in bulk and then re-packed, but sent right through in the original package.

"Easter" Brand.

Seeded Raisins.

Clean and perfectly cured. Sound fruit always. *You should place your orders now for prompt delivery.* Ask your wholesaler. *Insist* on having the "Griffin" Brand. *They satisfy.*

Sold by Leading Wholesalers.

ARTHUR P. TIPPET & CO., AGENTS,
8 Place Royale, Montreal.

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"Donora," Montreal.

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Vancouver.

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AND MANUFACTURERS' AGENT

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High-class Pickles, Relish, etc

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WORCESTERSHIRE, ENGLAND,
Original and Genuine Worcester Sauce.

R. MIDDLEMASS & SON, Limited,
EDINBURGH, SCOTLAND,
Famous Biscuit Manufacturers.

AND. MELROSE & CO.,
EDINBURGH, SCOTLAND,
Package Teas (finest grade).

BENSDORP & CO.,
AMSTERDAM, HOLLAND,
Bensdorp's Royal Dutch Cocoa.

GERMAN GELATINE WORKS,
GERMANY,
Finest Sheet Gelatine made.

BORDEN'S CONDENSED MILK CO.,
NEW YORK, U.S.A.
Eagle Brand Milk and Peerless Cream.

B. T. BABBITT (Inc.),
NEW YORK, U.S.A.
"1776" Soap Powder, Best Soap and Potash.

J. L. PRESCOTT & CO.,
NEW YORK, U.S.A.
"Enameline," The Modern Stove Polish.

C. B. KNOX,
JOHNSTOWN, N.Y.
Sparkling Pure Granulated Gelatine.

ST. CHARLES CONDENSING CO.,
ST. CHARLES, ILL.
St. Charles Cream and Silver Cow Milk.

LIBBY, McNEILL & LIBBY,
CHICAGO, ILL.
Packers and Preservers of Meats.

Distributing Agent in Montreal for some of the best Canadian Manufacturers, viz.:

PURE GOLD MANUFACTURING CO.,	Coffees, Essences, Etc.,	TORONTO.
INGERSOLL PACKING CO.,	"Beaver Brand" Hams and Bacon,	INGERSOLL, ONT.
MILLAR'S ROYAL PARAGON CHEESE,		INGERSOLL, ONT.
BART COTTAM CO.,	Bird Seeds,	LONDON, ONT.
ROYAL CROWN, Limited,	Toilet Soaps,	WINNIPEG, MAN.
THE NASMITH CO., Limited,	Candies,	TORONTO, ONT.

YOUR PATRONAGE SOLICITED.

CORRESPONDENCE FROM FOREIGN MANUFACTURERS WILL BE CHEERFULLY AND PROMPTLY ANSWERED.

WM. H. DUNN

MONTREAL, CANADA

SEVEN OF OUR BEST KNOWN

BLENDED TEAS

CORONATION

KING'S ROYAL

BUCKINGHAM

BALMORAL

FLORODORA

GEISHA

JOHN BULL

The hundreds of grocers who sell our blends make handsome profits and give lasting satisfaction to their customers. If you are not one of them write for samples and quotations.

Warren Bros. & Co.

TORONTO.

For Export—or Home Consumption, it Pays to Handle Reliable Goods.

QUALITY AND

S. H. & A. S. EWING'S

RETURNED
JUL 19 1904

HIGH-GRADE

Coffee

Spices

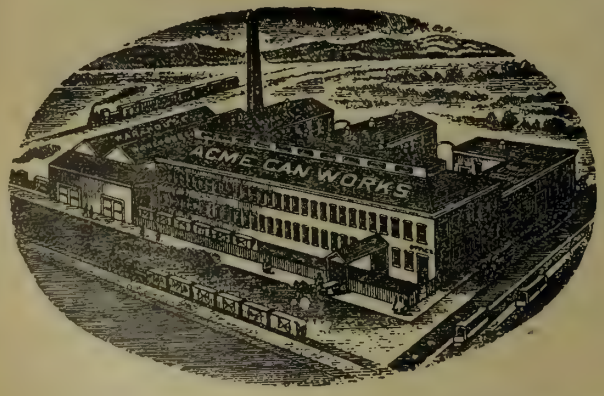
ESTABLISHED 1845

ARE SYNONYMOUS

The perfected products of a Canadian firm, guaranteed by a reputation and experience dating over half a century. Think—what that means. Goods that have helped to build up a good trade for others, they will do the same for you. Order now.

S. H. & A. S. EWING, The Montreal Coffee and Spice Steam Mills, **55 Cote St., MONTREAL.**

If it's made of TIN we have it.



Acme Can Works

make the largest assortment of any factory in America of **TIN CANS** by the latest up-to-date automatic machinery.

We are the **only** makers in Canada of

Key-Opening Meat Cans,
Poultry Cans.

They are our Specialties.

WE SOLICIT INQUIRIES FOR PRICES ON

Baking Powder,
Oil, Syrup, Lye,
Paint, Varnish,
Condensed Milk,
Poultry, Fruit,
Vegetable
} **Cans** Lard,
Syrup,
Butter } **Pails**

ACME CAN WORKS,

Ontario Street East, - - MONTREAL, P.Q.

Merchants of the Ottawa Valley and district,

it will pay you to buy your supplies in the Grocery, Smallware and Liquor lines at our establishment.

Freight rates to your station are lower, and we are not charging any more than the houses of the larger cities.

We have a complete and most carefully selected stock – we do a large business, our turn-over last year being near

$1,000,000

We can state that ours is the largest firm West of Montreal.

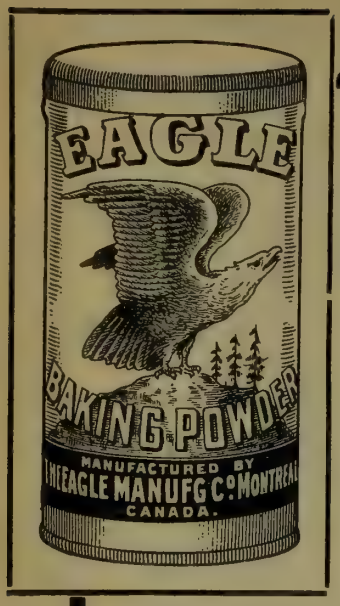
To our present customers we assure a continued good service—to those new friends who will favor us with a share of their patronage we will endeavor to please and merit their trade.

Quotations by mail, telegraph, or telephone, at our expense, always cheerfully given.

S. J. MAJOR, Limited

Wholesale Grocers and Wine Merchants,

18, 20, and 22 York St., OTTAWA, Canada.



RETURNED JUN 4 1904

"Your good name is never an argument in favor of your goods until your goods are an argument for your good name."

There are **2** lines in almost daily use in every family in Canada, and certainly sold in every grocery and general store,—**BAKING POWDER** and **STARCH.**

—Your good name is an undoubted argument when handling

RETURNED JUN - 4 1904

"EAGLE"
Baking Powder

and

"SAN TOY"
Starch

—their quality is unequalled, they do the
—work, please your customers and make
—money for you. This statement is one
—readily made but not proved by lots of
—similar goods sold.

We can prove to you the truth of all
—we claim.

Write for samples and particulars.

J. H. MAIDEN, - Montreal
Agent

YOU INSURE

the confidence of your trade when you handle such goods as

REINDEER BRAND

Condensed Milk. Try it.

W. G. A. LAMBE & CO., Agents.

ADOLPHE E. SMYLIE, President — HENRY ROWLEY, Vice-Pres't — H. W. PETHERBRIDGE, Sec'y and Treasurer

NATIONAL LICORICE CO.

Successors to

YOUNG & SMYLIE
BROOKLYN, N. Y.

S. V. & F. P. SCUDDER
BROOKLYN, N. Y.

MELLOR & RITTENHOUSE CO.
CAMDEN, N. J.

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DOMINION LICORICE & NOVELTY CO.
TORONTO, CAN.

Y. & S., SCUDDER, and M. & R. Brands of PURE STICK LICORICE, Acme Licorice Pellets, M. & R. Wafers in bags, Licorice Lozenges, and a full line of Licorice Specialties, including the celebrated soft licorice lines sold under the Company's brands as follows: THE FLEXIBLE LICORICE, THE PLIABLE LICORICE, THE ELASTIC LICORICE.

OFFICE—106 JOHN ST.

106-116 John St., 227-237 Plymouth St., } **Brooklyn, N.Y.**

Illustrated Catalogue on request.

Canada's Leading Relishes

The Famous "Sterling" Brand

THE trade at home and abroad will find no pickles or relishes that give such unqualified satisfaction to the consumer as the famous "Sterling" Brand. All the care and thought it is possible to put into the manufacture of an article of this kind are given to these goods. The test is in the great sale they have met with in all parts of the Dominion, among grocers whose trade makes it absolutely necesssary that they should have on their shelves the best in every line. There is a distinctive something—call it what you like—about these pickles that makes them outstanding in the trade everywhere.

Write your jobber, or direct to the manufacturers

The T. A. LYTLE COMPANY, Limited

Manufacturers of High-Grade Pickles

124-128 Richmond St. West, TORONTO.

ESTABLISHED IN 1842

We represent the following European and American Firms:

Boulestin & Co., Cognac. Without exception the Finest Brandies imported into Canada. ***We can prove it.*** Bottles only.

Gonzalez Staub & Co., Cognac. Very Fine Brandies, bottles and casks.

C. Pluchon & Co., Cognac. Very Good Brandies.

J. Prunier & Co., Cognac. Good Brandies, "Famous Dervos Brand." A leader.

P. Hoppe, Schiedam. Distiller of the celebrated "Night Cap" Gin. The best ever handled by hotelkeepers. All size packages.

P. Hoppe, Amsterdam. Distiller of Holland Finest Liquors and Cordials, in ordinary and fancy bottles.

E. Martinazzi & Co., Torino. One of the best and largest distillers of "Fine Vermouth."

Dubonnet, Paris. Maker of the finest and best appetizer and tonic wine in litre and ½-litre bottles. ***The Tonic Wine*** of the day.

Audinet & Buhan, Bordeaux, France. Clarets, Sauternes, Graves Wines.

James Ainslie & Co., Leith. Distillers of the celebrated "Glenlion" brand of Scotch Whiskies. Purveyors to the Royal Navy. One of the most reliable and oldest houses. Established in 1819.

Loulopoulo & Co., Alexandria, Egypt. Cigarettes Egyptiennes.

James L. Denman & Co., Limited, Glasgow. "Big Ben," finest blend of Scotch Whisky, as supplied to the House of Commons. Ten years old.

Dandicolle & Gaudin, Limited, Bordeaux, and London, Eng. Packers and shippers of high-class table delicacies: Mushrooms, Peas, Haricots, Asparagus, Artichokes, Pates de foie gras, in tins and glass, Cherries, Vinegar, Wines and Liquors.

Greenbank Works, The United Alkali Co., Limited, St. Helen's, Eng. Manufacturers of the well-known "Greenbank" and "Red Heart" Lye, Caustic Potash, and Chloride of Lime, best disinfectant.

The Williams Bros. Co., Detroit, U.S.A. Packers of Fine Pickles, Jams, Catsup, Sauce, Preserves, Mustard and "Waldorf" Baked Beans in Tomato Sauce.

Brusson jeune, Villemure, Haute-Garonne, France. Manufacturer of the finest and best French Alimentary Pastes, made with the best hard wheat "Taganrog." Daily capacity, 44,000 lbs.

Arsene Saupiquet (Society), Nantes, France. Packers of the highest-grade table delicacies. Sardines a specialty.

Sole proprietors of the celebrated, well-known brands, "Beaver," "Owl Chop" Japan Teas. Ceylon Teas, Packages. Distributors of the "Bee" Brand Black Teas.

We strongly recommend you all these Brands, which are superior to many others, although prices are less. Our stock is large and well assorted. Our prices are the lowest. We are Sellers.

We have the largest and best assorted stock of Groceries in Canada.

L. CHAPUT, FILS & CIE,

Wholesale Grocers.
Importers Teas, Wines and Liquors.

Montreal

LIPTON'S TEAS

HAVE THE LARGEST SALE IN THE WORLD.

Over 93,000,000 Packets were sold during 1903.

SOLD ONLY IN AIR-TIGHT CANS, NEVER IN LEAD PACKETS.

LIPTON'S TEAS are far more popular in Canada than any other teas carried by the grocer. The only teas in Canada offered to the grocer direct from the tea gardens—packed by the grower.

AGENTS IN MONTREAL—**Laporte, Martin & Cie., and all wholesale grocers.**

AGENTS IN TORONTO—**Canada Grocers, Limited, and all wholesale grocers**

THOMAS J. LIPTON, 39 Pearl Street, New York City.

MOLASSES

New Crop 1904 Barbados.

We have just landed a small lot of the above which is very choice No. 1 quality. We can offer it at a low price. Send for sample.

The Dominion Molasses Co.,

Limited

HALIFAX - - - - NOVA SCOTIA.

THEY EARN THEIR COST

while you pay for them.

SOLD ON EASY MONTHLY PAYMENTS.

The Computing Scale Co. of Canada, Limited

164 King Street West, Toronto, Canada.

Manufacturers of...

DAYTON COMPUTING SCALES.
MONEY-WEIGHT SCALES.

Paid For Itself.

C. WILSON & SON, Limited, Scale Manufacturers,
TORONTO. HAMILTON, MAR. 19th, 1903.

DEAR SIRS:—

I have used your **BALL-BEARING COMPUTING SCALE** for several years now and I believe it has paid for itself a good many times over during that period. Most of my profits went to my customers in overweights in the past. Now I have a little left for myself.

Yours truly, ——

One of a hundred similar testimonials secured by us. Let us put you on the same road to prosperity. Catalogue free for the asking.

C. WILSON & SON, Limited, **TORONTO.**

—the attention that is being paid to

Japan Teas

by imitators is the highest compliment that can be paid to the teas of that wonderful country and its still more wonderful people———————

A POOR ARTICLE IS NEVER IMITATED

As

Japan Teas

are the acme of **Health, Purity, Cleanliness,** efforts have been made to imitate them,—but all results have one great drawback,—they are not

Japan Teas

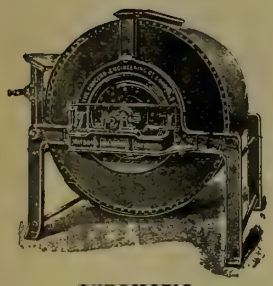
BRUNNER MOND'S SODAS

BEST **CHEAPEST**

WINN & HOLLAND,
MONTREAL,
SOLE AGENTS FOR CANADA.

Tea, Coffee, Cocoa, Fruit, Etc., MACHINERY.

LATEST AND MOST UP-TO-DATE TYPES.



AUTOMATIC
CENTRAL DELIVERY
TEA AND FLOUR BLENDER.

Patent Automatic **TEA MILLING, SIFTING, BLENDING and PACKING MACHINERY.**

SAMPLE TEA MILLS AND MIXERS:

Gas-Heated Roaster—External Flame with Air Pump.
Gas-Heated Roaster—Internal Flame and Automatic Sampler.
Coke, Wood, Etc., Roasters. **Sample and Window Roasters.**
Grinding Mills, Plain or Ornamental. **Patent Chicory Nibber.**
Air Propellers. **Air Compressors.** **Dressing Machinery.**
Patent Fruit Washers. **Dry Fruit Cleaners.**
Quick Sifter and Mixer for Coffee and Chicory and all dry po ders

THE GROCERS' ENGINEERING CO.
COLE STREET, LONDON, S.E., ENG.

ILLUSTRATED CATALOGUE MAILED FREE.

Keen's Oxford Blue

Robinson's Patent Barley

Robinson's Patent Groats

Are for sale throughout the Dominion by Grocers and Druggists.

They are manufactured by the proprietors of

KEEN'S MUSTARD.

Britain-Ceylon

When you trade with Britishers, you help Britain.

When you help Britain, you help Canada.

When you help Canada, you help yourself.

Sell Ceylon Tea

British grown, British cured — clean, wholesome, delightful.

BLACK or GREEN.

"Don't pay freight on water."

Merchants of Canada,

has it ever struck you how much money you pay out for freight on **water** that you buy in your

Vinegar?

German Concentrated Grape Wine Vinegar is imported direct from the celebrated Rhine Wine District of Germany. Recommended by the highest medical authorities of Europe. Requires merely the addition of pure water—ready in two minutes.

1—This is an absolutely pure product of Grapes, made in the famous Rhine Wine district of Germany.

2—It contains no Alcohol, consequently will not form the very objectionable vinegar eels, or "mother."

3—Being put up in concentrated form, **no freight** is required to be **paid on Water** and **heavy barrels**.

4—It will not freeze, consequently can be shipped at all times, and dealers need not stock in the fall for winter's trade, as is now done with ordinary Vinegars.

5—When diluted according to directions it is cheaper than other Vinegars.

6—For **pickling purposes** it is unequalled as it makes the pickles firm, and imparts a delicious flavor.

The foregoing are a few of the leading advantages of using Grape Wine Vinegar.

A trial will be a revelation to you.

Put up in Demijohns of $4\frac{1}{6}$ Imperial Gallons and 2 1-12 Imperial Gallons.

IN USE FROM HALIFAX TO DAWSON CITY.

For particulars address—P.O. Box 2179, Montreal,
or—R. Carrie, Church and Front Streets, Toronto.
Laporte, Martin & Cie., Wholesale Grocers, Montreal.

YOU CAN TELL

when an article has been on the market sixty-four years, and still continues to hold first place, there is merit behind it.

JAMES' DOME BLACK LEAD

bears out this fact.

W. G. A. LAMBE & CO., Canadian Agents.

We have recently taken up the manufacture and sale of the

Templeton Cheese Knife

It is the greatest device for merchants retailing cheese. "Soon pays for itself," the testimony of everyone who has used the machine for the past year.

KEEPS CHEESE FRESH
SAVES FROM WASTE

EASY TO OPERATE
PLEASES EVERY CUSTOMER

Sold on easy terms. Write us for particulars.

The Computing Scale Co. of Canada, Limited, - 164 King St. West, Toronto.

SAVE 25% on your HOUSE PAINTING.

If the grocers who intend painting their residences next Spring will follow the directions given below and wash the buildings with a solution of ***GOLD DUST*** Washing Powder, they will use one-third less paint than if they merely attempted to brush the dust off the house without washing it.

DIRECTIONS.

Dissolve one-quarter pound of **GOLD DUST** in a pint of water, then add the solution to 4 gallons of hot water; apply with a stiff brush, and follow with use of a hose. The stronger the hose is turned on the quicker and more effectual the work will be.

The use of less paint can be accounted for by the fact that after washing the house with **GOLD DUST** it leaves a smooth surface, so that the same quantity of paint will go fully one-fourth further. Furthermore, it leaves no layer of dirt between the paint and the woodwork, and, as a consequence, the paint will wear longer.

We have letters from several of our customers who used this method, and after washing their houses with **GOLD DUST** they were so well pleased with the appearance of them that they concluded not to paint them at all.

Retail grocers will do well to call this matter to the attention of their customers, as $3.00 worth of **GOLD DUST** Washing Powder will make the house look as well as the expenditure of $100.00 in re-painting it would.

Any grocer may experiment with a 5c. package of **GOLD DUST** by emptying the contents into 8 gallons of hot water, which should convince him that it will pay him to continue.

GOLD DUST can be used for any kind of outdoor work that needs renovating.

THE N. K. FAIRBANK COMPANY,

Wellington and Ann Sts., MONTREAL, QUE.

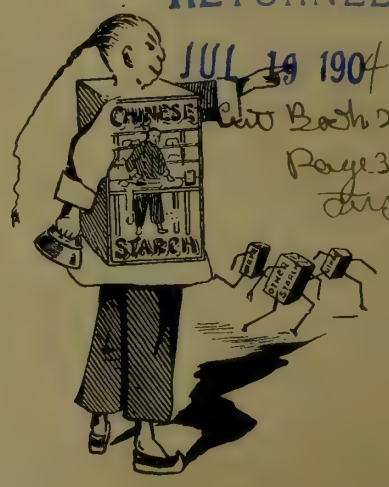
Chicago, New York, St. Louis, New Orleans, San Francisco, Baltimore, Boston, Philadelphia, London, Eng., Hamburg, Ger.

WHEN a **Chinaman** talks it is on a subject he knows all about Our **Chinaman** is making strong remarks about the famous **CHINESE STARCH** which he finds is taking his business away from him,—the secret is out, and every housewife and laundress can do the linen as perfectly as he can.

GROCERS—this **Chinese Starch** pays you better to handle than any other Starch on the Canadian market—and, what is just as satisfactory, it will bring and hold your trade. Our Starch pays you a larger profit than any Starch in Canada. All we ask is, write us for particulars and samples.

Ocean Mills

MONTREAL.



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JUL 19 1904
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SALT

All Kinds. Full Stocks.

Verret, Stewart & Co.

MONTREAL.

H. D. METCALFE, President. C. A. MORIN, Sec.-Treas.
CHAS. J. ANDERSON, Vice-President and General Manager.

The Walkerville Match Co. LIMITED

Walkerville, Ont., Canada.

MANUFACTURERS OF

PARLOR and SULPHUR MATCHES

OUR BRANDS:

PARLOR—"Imperial," "Best," "Crown," "Maple Leaf,' "Knights."

SULPHUR—"Club."

You'll find it hard to match the quality.
You can't match the price.

GOOD BUY, GROCERS

Being News of Specially Good Buys For You.

OLIVE NOVELTIES.

Olives stuffed with Celery

8 oz., per doz.....$1.65
12 oz., " 2.10
16 oz., " 3.10

(Very popular)

Olives stuffed with Olives

8 oz., per doz.....$1.65
12 oz., " 2.10
16 oz., " 3.10

(A ready seller)

Olives stuffed with Nuts

12 oz., per doz.....$2.50

(A wonderful trade getter)

Olives stuffed with Peppers

8 oz., per doz.....$1.65
12 oz., " 2.10
16 oz., " 3.10

(Ne Plus Ultra)

Packed in cases of 2-dozen each, Premier Brand or your own label (if ordered in 25-case lots) but always the best you can buy at the price.

Premier Brand Pearl Tapioca

1-lb. pkgs., 48 in case, per lb....04¾

Premier Oat Flakes

36 2-lb. pkgs., per case.....$2.75

FRANCIS H. LEGGETT & CO.

IMPORTERS, MANUFACTURERS AND PACKERS,
PURE FOOD PRODUCTS.

MANUFACTORY :
132-134-136-138 King Street,
NEW YORK CITY.

FOREIGN OFFICE :
BORDEAUX, FRANCE.

SALESROOM AND OFFICES :
West Broadway, Franklin and Varick Sts.,
NEW YORK CITY.

Sugar forms a large percentage of every grocer's business:---

The season is rapidly approaching when Granulated Sugar will be in active demand with you. It will be to your interests to supply your customers with the BEST, which is the well-known

Redpath

the standard for excellence and purity.

Redpath's Granulated Sugar is the acme of Sugar Refining. Its sale by the grocer guarantees satisfaction to consumer.

All wholesale grocers keep it.

MADE BY

The Canada Sugar Refining Co. LIMITED

MONTREAL.

"An attractive package and a dependable article."

The words a well-known grocer used in describing Imperial Brand Maple Syrup.

Agents,

ROSE & LAFLAMME, MONTREAL.

Make a Specialty of Specialties

Money is made in handling good specialties, such as

Paterson's Worcester Sauce.

It pleases your customer, is easy to sell, because low in price, and there is money in it for you.

ROSE & LAFLAMME
Agents, - - Montreal

YOU CAN BUY

The Finest Preserved Fruit on the Canadian market put up with

CRYSTAL GRANULATED SUGAR

If you are interested, drop us a card.

The Wallaceburg Sugar Co., Limited

WALLACEBURG, ONTARIO.

HIGH QUALITY

My registered brands are the synonyms of it.

Try them to be convinced. *Ask for Samples. It Pays.*

CONDOR Japan Tea, in half-chests and 30-lb. boxes.
" Japan Tea, in lead packets, lbs. and ½-lbs.
" Ceylon Black, in lead packets, lbs., ½-lbs. and ¼-lbs.
" Ceylon Black, in 5-lb. boxes.
" Vinegar, pure distilled, choice quality.
" Baking Powder, choice quality.
" Pure Mustard, in tins, lbs., ½-lbs. and ¼-lbs.
" Pure Mustard, in 4-lb. and 1-lb. Jars.

EMD Japan Tea, in 40-lb. boxes, extra choicest.
" Baking Powder, pure Cream of Tartar.
" Vinegar, pure distilled, ***highest quality, the best.***
" Pure Spices, in 5, 10, 20 and 30-lb. boxes.

OLD CROW Blend of Black Teas, in bronzed tins of 10, 25, 50 and 80 lbs, and fancy air-tight cartoons of lb., ½-lb. and ¼-lb. sizes.

OLD CROW Vinegar, pure distilled, high quality.

OLD CROW Mustard of high quality, in 1-lb., ½-lb. and ¼-lb. tins, also ***1-lb.*** and ***4-lb. Jars.***
" Ceylon Black Tea, in 5-lb. boxes.
" Baking Powder of high quality.

NECTAR Blend of Ceylon and Indian Black Tea, in lead packets, 1-lb., ½-lb. and ¼-lb., and ***fancy 1-lb. tins.***

MADAM HUOT'S COFFEE
A French Pure Coffee. A gem—without an equal.

Specialty of high-class goods in Teas, Coffees, Spices and Vinegars.

E. D. MARCEAU

281-285 RUE ST. PAUL MONTREAL.

There Should be a Reason for Everything.

There are at least three good reasons why you should be selling

Ram Lal's Tea

1. It is a strictly high-class Tea, rich, flavoury and with choice liquor, packed where produced in sealed leaden packets.

2. It advertises itself by its quality, which never varies, and its absolute purity and genuineness are guaranteed on every packet.

3. The agents who handle it do not need to start betting competitions as to the comparative quantity sold, but are willing to back its quality against all comers.

Agents in Canada,

JAMES TURNER & CO., HAMILTON and CALGARY.

ROSE & LAFLAMME, MONTREAL.

CANADA AND THE PREFERENTIAL TARIFF

VIEWS OF BUSINESS MEN AND PUBLIC MEN.

CANADIANS of all classes and of both political parties are united in their opinion that the preference granted to British goods in 1898 has been a move in the right direction.

The preference itself has been of undoubted benefit to the British people. Imports into Canada, which had been slowly falling off in volume prior to its adoption, have been largely on the increase ever since.

The preference has received and is receiving the support in Canada of public men on both sides of politics, of business men from Atlantic to Pacific and of the manufacturers of the country.

The preference has been granted voluntarily by the Canadian people and as an expression of good will towards the Mother Country. To say that Canadians regret their action is untrue.

Notwithstanding this there are some influential men and newspapers in England who are deliberately misrepresenting Canada's position in this respect.

In order to state the case for the preference in as plain and forcible a manner as possible, it will be necessary to explain its provisions and to adduce evidence to show the universal support it receives in Canada.

The Scheme Proposed.

A British mechanic, a leader in trades union circles in Sheffield, England, and a wholesale grocer and president of the Board of Trade in Toronto in the late eighties, independently arrived at the same conclusion, that a customs tariff giving mutual preferences to British goods would be not only most advantageous, but would be absolutely necessary for the future existence of the British Empire. Others may have held similar opinions, but they gave no public utterance to them.

Mr. Morgan Gregory, a file forger, and a thoughtful, intelligent workman in the employ of Thomas Jowitt & Sons, Sheffield, England, and at one time the president of the combined trades unions of that city, speaking at a meeting of trades unionists, advocated a closer union between the United Kingdom and her colonies, as a means of benefiting the great masses of the working people. Such a scheme, he said, must necessarily "impose conditions of trading such as will induce us to take each other's productions in preference to those of foreign nations." He suggested a duty on all goods grown outside the United Kingdom and her colonies, commencing at ten per cent. and increasing yearly until it reached fifty per cent.

Mr. Gregory's proposals were so well received that he issued them in pamphlet form in 1889.

Mr. John I. Davidson, in his annual presidential address in 1900 and again in 1901, advocated a preferential tariff for the Empire, and the Toronto Board of Trade unanimously adopted it. Mr. Davidson is a Scotchman, was brought up on free trade literature, and believed thoroughly in free trade principles until he learned from actual experience in the New World that, while such principles were right in theory, in modern one-sided practice they were unprofitable. He therefore called his policy "Fair Trade."

Sir Wilfrid Laurier, the Premier of Canada, favors the principle of a preferential tariff within the Empire and has offered to recommend to Parliament that Canada give the United Kingdom an additional preference on lists of selected articles, provided Great Britain adopts the principle.

The First Steps.

In 1891 the Toronto Board of Trade promulgated this resolution: "That this board is of opinion that the time has come in the interests of the Empire when closer trade relations should be entered into between Great Britain and her colonies, and that a duty imposed by Great Britain on the food products of other nations with tariffs against her own productons will not enhance the value of the food products of the Empire, but will materially increase the production therein and place her in an independent position for her food supply in the near future."

That same year this resolution was followed by a resolution passed unanimously by both Houses of Parliament in Canada praying the British Government to denounce the German treaties in order to make it possible to bring about a preference.

Then came another resolution which was also passed unanimously by both Houses in Canada providing that if, and when, Britain gave her colonies preferential treatment in the home markets Canada would do the same for British goods.

These were passed under a Conservative Government. The Liberals came into power in 1896. Below is recorded how they went still further in favor of a preferential tariff and how they were supported by the leading business organizations, from the Atlantic to the Pacific and by the people of Canada generally.

Nature of the Preference.

The British preferential tariff, which was introduced in the budget of the Hon. W. S. Fielding in 1897, provided that beginning on 1st August, 1898, all imports from Great Britain, should come into Canada on paying a duty of customs, twenty-five per cent. less than that levied on goods from foreign countries. It also provided that West Indian products should be admitted at the full reduction of twenty-five per cent. with a similar provision for any other British colony or possession, the customs tariff of which is on the whole as favorable to Canada as the British preferential tariff is to such colony or possession; provided, however, (a) that unmanufactured articles admitted under such preferential tariff are bona fide manufactures of a country or countries entitled to the benefits of such tariff, and (b) that such benefits shall not extend to the importation of articles into the production of which there has not entered a substantial portion of the labor of such countries. Wines, malt liquors, spirits, spirituous liquors, liquid medi-

cines and articles containing alcohol, tobacco, cigars and cigarettes are not included in the preference.

By the budget of 1900, the preference was increased from 25 per cent to 33 1-3 per cent. from July 1, 1900.

Upon the introduction of the preference, the Government press and Government supporters throughout the country were loud in their praise of the measure. The Opposition press and the Opposition supporters veiled their approval behind criticisms of generalities. On the whole, the Canadian people were well pleased. This approval has continued until the present day and any opposition to the measure is purely sectional and by no means national.

The aims of Canadians are, however, towards the securing of reciprocal treatment from Great Britain and the other parts of the Empire. Owing to the fact that she herself has already granted a preference, Canada can consistently advocate a preferential policy within the Empire. Her spokesmen have been her statesmen at colonial conferences, her boards of trade, as represented at the Congress of Chambers of Commerce, and her public men, as occasion has arisen.

Resolution of the Montreal Board of Trade.

Prior to the meeting of the Chambers of Commerce of the Empire in Montreal, in August, 1903, the Board of Trade of that city prepared a resolution on the subject of preferential trade within the Empire which was duly presented to the congress. It illustrates the general tenor of opinion of the business men of Canada on this important subject and is reproduced as follows:

"Whereas in the resolution adopted by the Congress of the Chambers of Commerce of the Empire, held in London, June, 1900, it was stated that an advantageous commercial bonds is one of the strongest links in national unity, and that the maintenance and strengthening of trade is the keystone of a nation's successful development;

"Whereas, it is the opinion of this Congress that it is in the interests of the Empire that some practical steps should be taken towards consummating such an arrangement;

"Whereas, the British colonies are admittedly rich in natural resources, possessing as they do vast areas of arable and mineral lands as yet undeveloped;

"Whereas, the colonies are even now producing in rapidly increasing quantities, grain, flour, live stock, wool, sugar, fruits, cheese, butter, etc. as well as the yield of fisheries, forests and mines, all of which are continually required by the British consumer;

"It is therefore resolved, that this Congress is of opinion that Great Britain can best serve the interests of the Empire by giving a preference in her markets to the products of the colonies as against the products of foreign countries, it being believed that such preference would (1) benefit Great Britain by largely freeing her from dependence upon foreign countries for her food supplies; (2) stimulate reciprocal trade within the Empire; (3) develop colonial enterprises, and moreover serve to make the colonies attractive, not only to the large number of British subjects emigrating annually from the British Isles, but also to the surplus population of other countries; and

"It is further resolved, that this Congress hereby urges the Imperial Government to appoint a Royal Commission composed of representatives from the United Kingdom and the colonies to investigate conditions and to suggest such preferential treatment of trade within the Empire as would insure the fullest benefit thereto."

Resolution of the Winnipeg Board of Trade.

The Winnipeg Board of Trade, speaking for the commercial interests of Western Canada, likewise introduced a resolution to the Congress bearing on the subject of preferential trade. It stated that:

"Whereas, the granting by Canada of a preferential tariff on British imports was done with a view to inaugurating a policy which it was hoped might be taken up by the other parts of the Empire, especially the Mother Country, and that in time a certain measure of reciprocity might be looked for, with a consequent knitting together of the commercial interests of the whole Empire;

"And, whereas, at present one country not enjoying this preference has discriminated against Canadian products, while so far no official favoring discrimination has been shown by those who have received the preference;

"And, whereas, the natural result of this state of affairs will be the creating of a feeling that this giving of a one-sided preference cannot be continued;

"Be it resolved, that this Congress of Chambers of Commerce of the Empire places on record its opinion that every effort should be made to continue, and enlarge on, the policy of preference to be given and received within the Empire, thus strengthening the commercial interests which bind the colonies to each other, and to the Mother Country, and adding that very powerful factor to the sentimental and patriotic tie which so closely knits them together."

Library in the Chamberlain Residence at Highbury.

Residence of Right Hon. Joseph Chamberlain at Highbury.

Following up this general declaration of opinion, the Winnipeg Board of Trade at its general meeting on November 25th last, resolved "That in view of the fiscal policy advocated by the Right Hon. Joseph Chamberlain of tariff preference within the Empire, this board again expresses its opinion that the best interests of the Empire would be served by the adoption of such changes in the fiscal policies of the several parts of the Empire as would encourage preferential trade."

Resolution of Toronto Board of Trade.

The Toronto Board of Trade at its annual meeting held on October 30th, 1903, adoped the following resolution:

"Whereas, it is generally recognized that an advantageous commercial bond is the strongest link in national unity and that the maintenance and strengthening of trade is the keystone of a nation's successful development;

"And whereas, the existence of an empire is largely dependent upon the material prosperity of its people,

"It is resolved, that in the opinion of this meeting the bonds of the British Empire would be materially strengthened and the union of the various parts of His Majesty's dominions greatly consolidated by the adoption of a commercial policy such as was outlined by the Right Hon. Joseph Chamberlain at Glasgow on the 6th day of October, 1903, and that the Board of Trade of the city of Toronto supports that policy."

Resolution of the St. John Board of Trade.

To illustrate the opinion of the business men of the Maritime Provinces a resolution adopted by the St. John, N.B., Board of Trade at a meeting held on 3rd November, 1903, is set forth as follows:

"Whereas, the vast natural resources of the British colonies are rapidly becoming the stay and security of the Empire, and,

"Whereas, in Canada especially, the increase in railway construction, the enormous agricultural development and the unprecedented immigration since 1900 have assured her commercial future, and, whereas, the strengthening and maintenance of colonial trade is the keystone of the Empire's stability;

"Therefore, resolved, that this Board of Trade is of the opinion that Great Britain will best serve the trade and labor interests of the United Kingdom and her colonies by establishing a reciprocal preferential trade within the Empire, whereby, at all British ports, British goods would be admitted at a lower rate of duty than foreign goods;

"And further resolved, that this board appreciates the far-seeing and courageous statesmanship of the ex-Colonial Secretary, Hon. Joseph Chamberlain, as shown by his efforts to secure from the British electorate a mandate to negotiate for such preferential arrangement within the Empire."

Resolution of Vancouver Board of Trade.

At the monthly meeting of 6th May, 1902, the following was adopted and forwarded to Sir Wilfrid Laurier, viz.:

"Whereas, in the opinion of this board it is of the utmost importance to the principle of the Imperial Unity of the Empire that there should be an interchange of the products of the different portions of the Empire and that this end can only be satisfactorily attained by a mutual interchange under a system of rebate of the customs duties being allowed on products coming from other parts of the Empire, as against similar products from foreign countries; and

If the Imperial Government are prepared to adopt the preferential policy and give our products exemption from the duties now imposed or hereafter to be imposed on foreign goods, we will be prepared to grant some further preference, subject to certain conditions —Hon. W. S. Fielding, Finance Minister of Canada.

"Whereas, the Dominion of Canada has already put this principle in active operation by allowing 33 1-3 per cent. rebate of the customs duties on articles being the product of the United Kingdom, British India, etc., and

"Whereas, the Commonwealth of Australia and the African colonies are large consumers of lumber and fish, both of which are among the chief products of the Province of British Columbia, and both of which can be supplied in sufficient quantities to fill the demand of these colonies and this at no greater cost than from a foreign country;

"Resolved, that in the opinion of this board, the Right Hon. Sir Wilfrid Laurier, Premier of Canada, at the meeting of the premiers of the different colonies expected shortly to take place in London, England, should urge the claims of Canada to a preferential treatment of its products alike in the United Kingdom and the colonies, and should endeavor to obtain the same by proffering similar concessions on the part of the Dominion.

Canadian Legislatures Favor the Preference.

The Legislative Assemblies of New Brunswick in the east and of Manitoba in the west have passed resolutions expressing their confidence in the value of the Canadian preferential tariff and the advisibility of establishing preferential arrangements within the Empire. The passing of these resolutions was naturally accompanied by a display of party spirit, so far as the wording was concerned, but in both cases it was apparent that the vital issue was a national affair and above the realm of party politics.

The resolution of the New Brunswick Legislature is couched in the following terms:

"Resolved, that this House believes that the adoption of the principle of preferential trade throughout the British Empire would greatly stimulate commercial intercourse, and by promoting the development of the resources and industries of the several parts strengthen the Empire. That this House has watched with great interest the progress of the discussion of this question in the United Kingdom, South Africa and throughout Canada, and desires to express its hearty sympathy with every effort made to accomplish by constitutional methods the commercial organization of the Empire on the basis of such preference.

"This House also desires to express its approval of the voluntary action of the Government and Parliament of Canada in extending a preference to the manufacturers and products of the Mother Land, which was a great stride forward along the line of Imperial unity, and afforded most striking proof that the poeple of Canada were heartily in sympathy with the movement in favor of inter-imperial trade preference, which in the opinion of this House will be productive of most beneficial results not only to the Mouther Country but to all parts of the Empire."

The Empire League's Statement.

The British Empire League, an organization which has at heart the welfare of the Empire and can be relied on to express an unbiased opinion on Imperial

affairs, has branches in all parts of the British dominions. On March 16 last, the Canadian branch met at Ottawa. The attention of the branch was directed to the prevalence in Great Britain of the opinion that Canada repudiated the preference already granted and was not in favor of the preferential policy. A strong resolution, denying this charge was moved by the Hon. J. Israel Tarte, M.P., a prominent French-Canadian ex-Minister and seconded by Benjamin Russell, K.C., M.P., a prominent Liberal, and unanimously carried. The resolution reads that:

"Whereas, the Canadian Parliament in the session of 1897 gave Great Britain a preference which is now 33 1-3 per cent. in favor of her products in the Canadian market;

"And whereas, in 1898 the Canadian Parliament gave a preference to West Indian sugar;

"And whereas, at the Imperial Conference of 1902 the Canadian Premier in order to carry out the principle of mutual preferential tariffs, offered in addition to the present preference to recommend to Parliament an additional preference on lists of selected articles, (a) by further reducing the duties in favor of the United Kingdom; (b) by raising the duties against foreign imports; (c) by imposing duties on certain foreign imports now on the free list;

"Therefore this league expresses its regret that the assertion should be made in Great Britain, that Canada is not in favor of a mutual preferential tariff."

The Manufacturers.

One would naturally suppose that if there were any opposition to the present preference to Great Britain and to preferential tariffs in general, it would emanate from the class likely to be most seriously inconvenienced — in other words, the manufacturers of Canada. Such, however, is not the case. Taking the Canadian Manufacturers' Association, an organization comprising over 1,400 manufacturers in the Dominion, as the mouthpiece of the industrial interests of the country, it will be found that no more outspoken supporters of the preference are to be found in the land. The association annually reaffirms its confidence in the usefulness and value of the preference to the people of Canada.

At the last annual meeting of the association held in Toronto in September, 1903, the resolution of the preceding year was again carried without opposition. It is worded as follows:

"Resolved, that in the opinion of this association the changed conditions which now obtain in Canada demand the immediate and thorough revision of the tariff upon lines which will more effectually transfer to the workshops of our Dominion the manufacture of many of the goods which we now import from other countries;

"That, in any such revision the interests of all sections of the community, whether of agriculture, mining, fishing, or manufacturing, should be fully considered, with a view not only to the preservation, but to the further development of all those great natural industries;

"That, while such a tariff should primarily be framed for Canadian interests, it should nevertheless give a substantial preference to the Mother Country, and also to any other part of the British Empire with which reciprocal preferential trade can be arranged, recognizing always that under any other conditions the minimum tariff must af-

The Red Dots show the cities, towns and villages in Canada in which THE CANADIAN GROCER circulates.

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ford adequate protection to all Canadian producers."

An incident occurred during the progress of the convention of Canadian manufacturers which illustrates their firm support of the preferential proposals. During the afternoon session of the first day of meeting word arrived that the Hon. Joseph Chamberlain, the exponent of the preferential policy within the Empire, had resigned from his office of Colonial Secretary in the British Government. A telegram was immediately prepared and forwarded to Mr. Chamberlain, expressing in the following terms the sentiments of the association at this crisis:

"The Right Hon. Joseph Chamberlain, London, England. The Canadian Manufacturers' Association, in convention assembled, desire to express our deep regret that your withdrawal from the British Cabinet has been rendered necessary. This association has followed your proposals with the greatest solicitude, and hopes your efforts to adapt Great Britain's fiscal policy to existing conditions will continue to be vigorously prosecuted."

Public Men.

Sir William Mulock, Postmaster-General in the Laurier Ministry, speaking at the meeting of the British Empire League in Canada on March 16, 1904, stated that, "The great mass of public opinion in Canada would welcome reciprocal trade between Canada and Great Britain and between Canada and the other parts of the Empire, satisfactory to the various contracting parties, and when opinion in Great Britain is sufficiently crystallized to enable representatives to negotiate terms, there will be found to be a hearty response from those who will represent Canada on that occasion."

Sir William then moved the adoption of a report in which was the following: "Mr. Chamberlain has resigned from his position in the Cabinet and has gone out to fight the great battle for the consolidation and preservation of our Empire before the public at the polls. He has entered upon the fight with extraordinary energy and ability. He has established a propaganda of great strength and power. He has brought the question into the fore-front of British politics, to the exclusion almost of all minor questions. The newspapers, magazines and weekly journals are teeming with articles and letters pro and con. Books are being published on both sides of the question, and public attention is keenly aroused. The league in Canada is in earnest and hearty sympathy with Mr. Chamberlain in the spirited and disinterested efforts he is making, to carry into effect what we in Canada have for so long been striving."

Sir Mackenzie Bowell, an ex-Premier of the Dominion and the Conservative leader in the Senate of Canada, speaking at the same meeting, in seconding the adoption of the above, remarked, "Canada will be prepared to make great concessions in order to bring about the desired result (e.g. reciprocal trade relations) and Britain must meet us in the same way."

Sir Mackenzie Bowell's latest deliverance on this subject was April 14th last, when preferential trade in the Empire was the subject of brief discussion in the Senate. It arose over the alleged anti-preferential remarks of the Canadian Emigration Commissioner in regard to preferential trade. During his remarks Senator Bowell said: "My own view upon that question in a very few words is that if we ever expect to obtain preferential trade between the Mother Country and the colonies we must be prepared to make certain concessions perhaps in some respects further than we have made. I might elaborate that idea, but I do not propose to do so now. Everyone knows that ever since I have been in public life I have been a very strong advocate of what is termed a protective policy. Whether right or wrong, the older I get the more I am convinced of the correctness of that policy in a country like this; but for the sake of knitting together and creating a stronger bond between the Home Government and ourselves, I would be quite prepared to go a certain distance further, provided it did not destroy the industries of Canada."

> *For the sake of knitting together and creating a stronger bond between the Home Government and ourselves, I would be quite prepared to go a certain distance further (i.e in giving a preference), provided it did not destroy the industries of Canada —Sir MacKenzie Bowell, ex-Premier of Canada.*

Causes of Erroneous Opinion.

Much of the erroneous opinion which exists in England with regard to Canada's attitude towards the preference, arises from two causes. In the first place English opinion has been influenced harmfully by the statements of certain enemies of the Imperial policy in Canada, who have misrepresented the sentiment in this country. In the second place the statements of friends of the preference have been perverted to suit the interests of those persons in England who are anxious to place a false face on the question.

To illustrate what is meant by these statements one need but refer to two instances of recent occurrence. A certain British journal sent a staff correspondent to Canada to investigate the preferential question and incidentally to enquire into Canada's abilities to supply wheat to Britain. He was referred to a gentleman whose word bears great weight in the Old Country, but who is decidedly hostile to Imperial interests. This gentleman on hearing his errand, immediately advised him to go to Minneapolis, the centre of the United States flour industry, and make enquiries there.

An instance of the second method of biassing English opinion is supplied by another gentleman favorable to the preference, who was likewise interviewed by the correspondents of two anti-Chamberlain newspapers in Britain. Instead of allowing the gentleman to do the talking, the journalists proceeded to take matters into their own hands. The result was the interviews appeared in the British newspapers, but so expressed, as to be entirely misleading.

A Further Preference Offered.

It has been contended in Great Britain that Canada has already given the utmost preference possible to British goods and that she is not prepared to go any farther. This opinion, which has unfortunately gained credence in the old land, is entirely erroneous. Canada made distinct advances at the conference of colonial premiers.

In the words of the Hon. Mr. Fielding, one of Canada's representatives at the conference: "Not only was the subject discussed again and again in the conference, but we had frequent opportunities of discussing it with the British Ministers individually, and particularly with Mr. Chamberlan and Mr. Gerald Balfour, the president of the Board of Trade. We contended, as appears in the blue book containing the proceedings of the conference, that the preference was not only of sentimental value but also of great material value to the Britsh

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THE MECCA.

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Its strength will surprise you; its perfect flavor and aroma delight you; it will save you many a disappointment by handling these goods; there is nothing that detracts from the pleasure of the breakfast table so much as a remark that the Coffee is very poor. This difficulty will never occur when **MECCA COFFEE** is used.

These goods have had to line up and take their stand side by side with all the popular brands now offering to the public; and what has been the result? **MECCA** stands to-day as a Giant whose popularity is the envy of rival competitors, the admiration of all lovers of this cheering cup.

Our experience of many years has taught us that there will always be a demand for high-grade goods.

John Smith, of Tonawanda, can endorse anything from a baking powder to a horseless carriage without injury to himself and without much help to the article endorsed; but when hundreds of the foremost grocers of Canada to-day are sending us orders for **MECCA COFFEE** we feel that we have in our possession a brand of goods that we can sincerely recommend as a leader to all grocers who delight to please their customers.

You cannot procure any commodity in your line that will be productive of so good results as **MECCA COFFEE.**

We respectfully await your solicitation for a sample, which we will have pleasure in forwarding with despatch. These goods are carefully packed and sealed in 25-pound tins, and always fresh, as we roast every day. This will always guarantee you fresh goods.

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trader and manufacturer. While we contended that the preference already granted was of more value to Great Britain than the British officials had been disposed to admit, we told them that if the Imperial Government were prepared to adopt the preferential policy and give our products exemption from the duties now imposed or hereafter to be imposed on foreign goods, we would be prepared to grant some further preference, subject to certain conditions which were clearly laid down."

A Warning.

Before concluding this article, which has been primarily intended to prove that the vast majority of the Canadian people are in favor of the preferential treatment of British goods and would gladly welcome reciprocal arrangements throughout the Empire, a note of warning must be sounded. Though Canadians are at present intensely pro-British in their sympathies, and though the Imperial spirit is strong, a continuance of this state of mind cannot be taken for granted for long. A national spirit is growing in Canada, fostered by an intense pride in the vast resources of forest, sea and mines, with which she has been blessed. A change of attitude towards Britain is far from impossible, and, on the question of the preference, Canada may prove intensely sensitive. In the words of Hon. Mr. Fielding in his last budget speech, "Putting aside other considerations, if the British Government and people do not show any appreciation of the value of the preference, then so far as the British Government and people are concerned, they cannot complain if we see fit to modify or change that preferential tariff."

Though reciprocity with the United States is practically a dead issue, today, its revival is by no means a remote possibility. Were the United States to take it into its head to offer favors to Canada the former might become a strong rival to Britain in this country. Then, without reciprocal treatment from Britain, Canada might be led to turn from the Mother Country to her neighbor to the south. The danger to British interests is by no means as impossible as it may seem at present.

RIGHTS OF FOREIGN CREDITORS IN BANKRUPTCY CASES.

(From United States Consul Monaghan, Chemnitz, Germany.)

FRANCE.

THE laws of France do not require that foreign creditors shall be represented before the courts by an attorney. This procedure is not alone superfluous, but also dangerous, for the attorney's fees are not regulated by law when dealing with foreign creditors and can be very much in excess of that prescribed by the French law.

In France it is customary and advisable, in a case of bankruptcy, to appoint a local executor; most of these men belong to the commercial courts. These officials look after the interests of foreign creditors with a great deal of care, and, as a rule, obtain very good results. The usual method of procedure in such cases is for the foreign creditor to receive an official notification of the failure from an executor wherein he offers his services. If one has no regular representative at the place of failure, it is wise for him to accept the executor's offer and sign the power of attorney which he always incloses.

RUSSIA.

The laws in Russia pertaining to bankruptcy are very severe. A merchant in Russia can be declared bankrupt if his liabilities exceed 1,500 rubles ($772.50) and he has not the ready cash to meet the same. He can be arrested and his retention depends on the good will of his creditors. It is claimed that this law has a very good effect on the business world, for it destroys the opportunity of a certain class of business men to shirk the responsibilities which they have toward their creditors.

A creditor who enters claim against a bankrupt must deposit 75 rubles ($38.63) for the cost of court. All foreign creditors must make claim within twelve months after date of failure, otherwise their claims are void.

In Russia the court publishes the fact of the bankruptcy, but gives no official notification to the creditors; for this reason foreign creditors know nothing of the existing conditions until it is too late.

For the above reasons it would be wise for exporters to keep a watchful eye on their outstanding debts in Russia.

ITALY.

In Italy creditors have the right to demand 6 per cent. interest on all debts not paid when due. Regularly accepted drafts which are not honored at expiration can at once go to protest, but must pass through a notary's hands. The court executor can perform this duty, but the law demands several days' grace before the belongings of the debtor can be sold.

All business men in Italy are compelled to keep two account books, and each and every transaction must be entered in each of these books. When a page is full a Government official comes and examines the same, and, if he finds it in order, stamps, numbers, and signs it.

In case a merchant is pressed for payment by a creditor and he can prove by his account book that his resources are greater than his liabilities, the court will grant the merchant six months' time to settle up with his creditors. During these six months his business is watched over by an official from the court and a representative of the creditor or creditors.

In the case of bankruptcy, creditors must send in their claims to the official who has charge of the case. All claims of foreign creditors must be attested to in order to show correctness of the creditor's demands.

TURKEY

All cases of debt between Turks and foreigners are dealt with in the local courts. In such cases a consulate's dragoman is present to protect the interests of the foreign creditor and to see to it that the court proceedings are in keeping with the law. In Smyrna foreign creditors have a still greater protection; for, apart from the dragoman, there are two other consular representatives at the court.

In case plaintiff and defendant are of different nationalities, the court is held at the consulate of the defendant. It is claimed that it is very hard to get justice, on the ground that the sympathy of the court (consulate) is usually with the defendant, and under these conditions the costs of court are very high.

Foreign merchants who find it necessary to bring suit against insolvent Turkish firms will always do better to compromise rather than bring the matter to court, for as a rule there is but little left for the creditor.

NORWAY AND SWEDEN.

In these countries the only thing for a creditor to do is to send in his claims and make sure that the same are recognized. After this has been done he has the right to refuse to accept the propositions offered by the bankrupt, and can insist upon court proceedings, in case he believes the bankruptcy was brought about with dishonest intentions.

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BRISTOL AND THE CANADIAN EXPORT TRADE

LIVERPOOL has always been regarded by people on this side of the Atlantic, as the "Mecca" of Britain's trans-Atlantic trade, and that splendid port has certainly absorbed a great proportion of the traffic with America. But a rival has arisen. The port

MR. F. B. GIRDLESTONE
Secretary and General Manager Bristol Docks

of Bristol is now bidding for a larger share of the ocean trade and her pretentions are well supported.

Especially towards Canada does the ancient port look for the fulfilment of those dreams of greatness which her business men have been indulging in. And it would not be surprising if the future should witness the establishment of an enormous traffic between Bristol and Canada.

The present dock system within the port of Bristol comprises a dock of 19 acres at Avonmouth on the Gloucestershire side of the mouth of the River Avon with a lock 485 feet by 70 feet, and one of 12 acres with a lock 444 feet by 66 feet at Portishead on the Somerset side, and a floating harbor 70 acres in extent in the heart of the ancient city, all fitted with commodious sheds and modern appliances for the quick and economical handling of goods.

Owing to the considerable expansion taking place in the Canadian trade at Avonmouth and the greatly increased and increasing size of vessels employed therein, the corporation are constructing a new dock at Avonmouth at an estimated cost of two millions, connecting with the present dock, having a lock 850 feet in length by 100 feet wide, which vessels of the largest type afloat or building will be able to enter at practically any state of the tide.

The port of Bristol, situated as it is at the head of the great estuary of the Bristol channel which runs up towards the middle of the southern half of England, possesses excellent docking facilities, accommodation for very large vessels at Avonmouth and Portishead and for moderate sized vessels at Bristol—thus affording great advantages for the economical distribution of seaborne commodities among the thickly inhabited mining districts of South Wales and the large industrial and agricultural centres in the midland and western counties and for the export of minerals and manufactured goods.

General View Avonmouth Dock, Bristol.

With its excellent geographical and maritime position and direct railway and canal communication from the ship's side to all the leading centres of commerce, Bristol possesses great advantages for the distribution of imported goods and the collection of export traffic. It is the natural port for the import of Canadian and American produce, being 32 miles nearer to New York than Liverpool and 26 miles nearer than Southampton, and four of the largest systems of railway, viz., the Great Western, Midland, London and South-Western, and London and North-Western companies have access to the docks. By means of special trains which are run over the two former lines, dead meat and perishable goods are delivered direct ex liners into the Central London Meat Market in four hours, and into Birmingham in three hours after being loaded up at Avonmouth dock.

The management of the docks is in the hands of a docks committee, who have entrusted the active control to the hands of Mr. F. B. Girdlestone, secretary-treasurer of the committee. To give some idea of what has been accomplished since Mr. Girdlestone became general manager, we may mention that the capital of the united undertaking has risen from £1,500,000 to £2,750,000, and the revenue from £105,000 to £326,000; while the foreign tonnage has increased from 591,000 net register to 925,000 tons, and the weight of merchandise handled annually has gone up from 339,000 tons to 1,200,000 tons.

The Export Pear Trade

By W. A. MacKinnon, Chief of Fruit Division, Ottawa.

THE following varieties of pears are most in demand in Great Britain, Bartlett, Duchess, Comice, Bosc, Anjou, Easter Beurre, Louise Bonne, Keiffer.

Picking.

The most important point to be observed in picking pears for export is the degree of ripeness which they have attained. As a rule pears should have attained almost their full size, but not have turned to the ripening color. Bartlett should be quite green and firm when picked. Especial care is required in selecting Clapp's Favorite, as this variety is apt to decay at the core, or "go sleepy," while appearing quite sound. This is one of the chief reasons why it is not recommended as an export variety. It need hardly be added that great care should be exercised in picking, to see that the fruit is not bruised to the slightest extent. It would be well to have pears always picked into canvas-lined baskets.

Handling.

Pears should be handled even more carefully than eggs. On the journey to the packing house they should be carried in a spring wagon so as to avoid unnecessary jolting. Export fruit which is to go forward in cold storage should be placed in a cool packing house or cellar immediately after picking and should remain there loose in the baskets until it can be wrapped and packed. These latter operations should never take place while the fruit is in the sun or is still warm, but not more than 24 hours ought to elapse between picking and storing.

Grading.

In grading pears for export it is necessary to leave out all diseased, overripe or damaged fruit, and all undersized specimens. Bartlett pears measuring less than 2 1-4 inches across the core are not recommended for export. It may be argued that a 2 1-4 inch Bartlett pear is a very good and attractive fruit; but it should be borne in mind that the British purchaser is accustomed to very large and uniformly perfect specimens of this variety, coming from France and California. In the inevitable comparison between Canadian pears and those of the same varieties coming from other sources, the small-sized Canadian Bartlett or Duchess is sure to suffer. It is a well known saying that the Duchess is worthless if it weighs less than four ounces; while this may not be strictly true, it is undoubtedly a fact that a small Duchess is not wanted in the British market. The Duchess is normally a large pear and should measure at least 2 1-2 inches, preferably more, in order to be selected for export. Any ill-formed or mis-shapen specimens should be rejected in grading. The

W. A. MacKinnon,
Chief of Fruit Division, Ottawa.

operation of grading may be summed up by saying that its purpose is to secure a number of packages uniformly filled with perfect specimens of good size.

Wrapping.

Every pear which is shipped to Great Britain should be wrapped separately in paper. The ordinary tiuue paper, or light weight manilla, has proved very satisfactory, though good results have been obtained by a double wrapping, the inner being of waxed paper. The paper used should be more than large enough to enclose the specimens in order that there may be no danger of its slipping off. Moreover, the additional paper helps to prevent the pears rubbing against each other or being bruised against the sides of the case. It is the universal opinion of the leading British importers that no pears should be sent from America without wrapping.

Packing.

The fruit should be closely and neatly packed with the stems turned all one way if possible, and so arranged as to completely fill the package without the addition of any excelsior, or paper shavings. If packing material is necessary, only so much should be used as will prevent the fruit from rattling in the case. If the pears have not room to rattle about individually, the package may be considered tight enough, even if by shaking the entire mass may be made to shift slightly in the package.

It is a common practice in Ontario to use one of the narrow sides of the half case as a lid; but in British markets one of the broad sides is removed to expose the fruit. It would therefore seem advisable to adopt the Californian method which is to lay the case flat to be packed, using one of the broad sides as the bottom. This is removed when the fruit is exposed for sale, showing a carefully prepared and regular surface.

Packages.

The half-case, as used by California shippers, or the variation of it used by Grimsby and Burlington shippers, is most favored in Great Britain. Some importers go so far as to say that it is the only proper package for Canadian pears. This package, which is commonly made of pine, holds about 20 pounds, net, of fruit. The ends are of 5-8 inch, or thicker, and the sides of 3-8 inch material. The inside measurements are approximately as follows: 4 1-2x11 3-4x18 1-2 inches.

A case holding a number of trays, each divided into compartments similar to those in an egg-case, is sometimes used for exporting very high grade fruit. If this case is used, special care should be taken to see that the fruit is made to fit the compartments snugly. This may be done by the use of small quantities of paper shavings, or of ample wrappers for the fruit. If this is not done, the pears will be more or less injured, and even blackened, by rattling about in the compartments.

A box holding about 40 pounds, net, of fruit is sometimes used with success, but this package should be adopted only when the pears have unusual firmness and carrying quality. If tender pears are shipped in a large package the weight is too much for the bottom layers and the difficulty of cooling is greatly

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Royal Baking Powder yields a greater profit to the grocer in proportion to the number of cans sold than cheaper and inferior powders.

The profit per cent per can on cheap baking powders may look big—but if you will stop a minute to estimate the total profits on an equal number of cans of Royal, you will sell Royal every time.

Royal Baking Powder gives greater satisfaction to the housekeeper because it is pure and healthful and always sure in results.

You seldom have complaints about the flour, eggs, butter, etc., from a housekeeper who uses Royal Baking Powder. Why is this?

When you sell Royal you not only please your customers but maintain your reputation for selling only reliable goods.

This increases trade and swells your profits.

You profit doubly when you sell Royal Baking Powder.

ROYAL BAKING POV)ER CO., NEW YORK.

increased. It need hardly be said that pears should never be exported in barrels.

All cases should be protected by half-inch strips of wood running across the ends, so that when the cases are piled one above another the weight of the upper ones will be borne by these strips and not allowed to rest upon the fruit of the lower packages. These protecting strips also serve the purpose of separating the packages sufficiently to allow a circulation of air about them.

Marking.

As the object of marking a package is to advertise the kind, quality and origin of the goods, these three facts should be indicated clearly, neatly and prominently. The marks on a package should be as few and distinct as possible. They should appear on both ends of the pear case, and should indicate the grade and variety of the fruit, as for example, "No. 1 Bartlett Pears"; the name and address of the shipper, as for example, "J. C. Thomas, Niagara"; and the country, "Canada." With the exception of the word "Canada," the Fruit Marks Act, 1901, requires every closed package to be marked as above. In addition, owners would do well to give every packer a number, which will appear on every package put up by him, thus serving to identify his work.

Shipping.

Early and tender pears such as the Bartlett, should be shipped in cold storage at a temperature not above 40 degrees. If there are facilities for gradually warming the fruit when it is taken out on the other side it might be carried at 32 degrees, at which temperature pears keep longest; but as, in most cases, the fruit will be taken immediately from the cold storage chamber on board ship to the open air, it is not recommended to have it carried at a temperature lower than 36 degrees. Sudden and great changes of temperature are injurious to the fruit. Care should also be taken to see that spaces are left, in order to facilitate the circulation of air about the packages.

The later and harder varieties of pears, such as the Duchess, may, if the weather is reasonably cool and the fruit perfectly firm and green when shipped, be sent forward in cooled air chambers. The current of cool air is supplied by powerful fans which keep up a continuous circulation. The temperature is not as low as that in cold storage chambers, but is very satisfactory if the fruit is in perfect condition.

Firm pears have been carried successfully in ordinary well ventilated compartments on board ship. This method may be found quite safe during the late Autumn months, but if the fruit is at all ripe or in any way damaged, it will not stand the journey.

It should always be borne in mind that the function of cold storage chambers and cooled air compartments on steamers, is to retain the chilled fruit at a relatively low temperature. It is unfair to expect these compartments to perform the work of cooling large masses of warm fruit. If, therefore, the weather is inclined to be warm when the fruit leaves the packing house, it should be shipped in refrigerator cars to the sea port, and there transferred without delay to the cold storage or cooled air compartment.

Storage.

It is not, as a rule, a satisfactory experiment to endeavor by storage to place fruit on the market long after its season is past. Storage may be employed to tide over periods of congestion or to lengthen out the seasons, but not to invert them. Recent experiments have shown that pears will keep best if they are (1) Entirely free from bruises or other injuries; (2) if they are packed when they have attained nearly full size, but have not begun to "ripen"; (3) if they are placed in cold storage immediately after picking, and (4) kept at a temperature between 32 and 34 degrees.

Summary.

The exporter of pears must never lose sight of the fact that in the British markets he has to compete with the best fruit in the world; that the French exporters have attained almost to perfection in their system of grading and packing; that the Californian exporters place upon the market annually thousands of cases filled with practically perfect fruit, of large size and excellent appearance; and that, therefore, only the most rigidly exclusive grading will result in the selection of such Canadian pears as will win a place in the esteem of the public, in competition with the shipments already familiar to them. One further fact is of importance, namely, that pears are sold individually or by the dozen, after passing through the hands of the importer and wholesaler; that each individual pear which comes from Canada is scrutinized first by the retailer, before being placed on show, and then by the consumer when it is purchased. The presence of a few pears in unsatisfactory condition reduces the retailer's profit, and as a consequence renders him less anxious to repeat orders for fruit from the same source. The Canadian exporter should therefore grade carefully so as to have only one size in a package, and to exclude rigidly all under-sized or defective fruits. He should also exercise care in packing in uniform packages, plainly marked with the name and address of the shipper, the variety and grade of the fruit, the word "Canada" always occupying a prominent position.

Our Stronghold

Pure Gold Spices are absolutely pure goods, guaranteed so by the following guarantee:

The Pure Gold Manufacturing Co. Limited

MANUFACTURE THREE GRADES OF PURE SPICES.

And no Adulterated Spices whatsoever.

THESE PURE SPICES ARE PACKED AS FOLLOWS:

PURE GOLD Brand Yellow Label (Very Choice)

JARDINE'S Brand Green Label (Selected)

REGAL Brand Red Label (Fine)

THESE SPICES ARE WARRANTED TO CONTAIN

No Shells, No Spent or Cheap Goods, Nor Fillers of Any Kind

THEY ARE ABSOLUTELY PURE AND GUARANTEED TO PLEASE.

This statement accompanies every package of spices sent out by us. The stand we have taken has been declared by many too high, and fault has been found with us.

The Government's express requirement is perfect whole spice with nothing added and nothing taken away. To those who know the trade thoroughly it is quite evident that the Government's requirements are honored more in the breaking of them than in the keeping of them.

We would respectfully ask our customers to insist upon getting a guarantee similar to the above, to be attached to their invoice whenever spices are bought.

The public are surely entitled to get what they pay for. Did you ever see a man who deliberately wanted substitutions, adulterations and frauds at so much per pound?

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TORONTO.

Made in two sizes.
The Greatest Cleansing Compound known.

Quality First.

This is our motto—and we defy the world's competition on this standard line of goods.

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THE ALPHA CHEMICAL CO.

...BERLIN.

WRITE FOR PRICES.

Highest Awards.

Three one-ounce squares in this package.
Also put up in packages of 4 squares.

One shine lasts a whole week.

The Pride of the Home.

THE WORLD'S STANDARD

Shoe Polish "2 in 1"

Does the work of Liquid & Paste Combinations
Combinaison du Liquid et de la Parte
TWO IN ONE
SHOE 2 POLISH
DEUX DANS UN
NOIR A CHAUSSURE
The F.F. Dalley Co Limited
HAMILTON, CANADA
CONTAINS NO TURPENTINE
KEEP COVER ON TIGHT

Sold by all wholesale dealers in Canada and by

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and in all the British Colonies.

This polish is thoroughly advertised to the consumer, and gives universal satisfaction, as it is the best polish made and is a quick seller. **It gives a good profit.** Manufactured by

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Sold in 10c. and 25c. boxes and 15c. collapsible tubes.

British Columbia Packers' Association.

GEORGE I. WILSON, now general manager of the British Columbia Packers' Association, is a native of Banffshire, Scotland, having come to Canada in early life. He lived in New Brunswick until 1887, when he removed to British Columbia, and has been resident there ever since. Long

Geo. I. Wilson, General Manager B.C. Packers' Association.

engaged in commercial and financial matters in this province, he became identified with the salmon industry on the Fraser River a number of years ago and since that time he has always taken a leading part in its development.

He was one of the owners of stock in the Brunswick Canning Co., which owned several canneries, the Pacific Coast Packing Co., and Allan's Canning Co., and took direct charge of the affairs financially, for these two companies. The Alliance, one of the best known canneries on the Fraser River, he also owns entirely. In the disposition of the annual pack of the canneries in which he was interested, Mr. Wilson for years acted as sales agent, so that he has had long experience in the commercial side of the salmon canning industry. He is also well versed in the practical work of putting up salmon, having taken active part in the management of his own cannery, the Alliance, and of the others in which he was interested. His financial ability and keenness of insight are evident in the success which has attended the commercial affairs and enterprises in which he has been engaged.

He was largely interested in the formation some years ago of the Fraser River Canners' Association, a body which comprises all the canners and those interested in the industry on the Fraser River. Their work consists largely in dealing with general matters affecting the industry as a whole, for purposes of mutual benefit rather than for commercial enterprise direct. Mr. Wilson was a member of the first executive of this association and is still a member.

At the inception of the British Columbia Packers' Association Mr. Wilson was elected one of the first board of directors, a position he still retains. When the organization was completed, he was elected secretary-treasurer of the new company and held that position until the annual meeting in November, 1903. Then, upon the retirement of Mr. H. Doyle from the general managership, Mr. Wilson was offered and accepted the position. Undoubtedly, the affairs of the big corporation are sure to be well administered in his capable hands. Still a comparatively young man, Mr. Wilson has identified himself with public affairs in the city of Vancouver and in the province ever since he has been a citizen. Though he has never accepted public office, choosing rather to render service to the people in a private capacity, there has been more than one occasion when strong representations were made to him to induce his acceptance of office, notably that of Mayor of Vancouver, a position to which the people at one time urged him to look.

R. J. Ker, who was recently appointed to the important position of secretary-treasurer of the British Columbia Packers' Association, is a young man, whose whole business career practically has been in connection with the salmon industry on the Fraser River, and who has long been held in high esteem among the men who control the industry. His record, moreover, fully warrants the confidence reposed in him. For years he has taken his part along with much older men in the management and direction of affairs in connection with the salmon packing of the Fraser.

Mr. Ker dates his first connection with the salmon fishing 20 years back. As a mere youth he accepted the position of bookkeeper for the old Deas Island cannery, one of the very first to be established on the river. It was started by Mr. Deas, from whom the island takes its name, and who shares the honor of beginning the packing of salmon in British Columbia. When Mr. Ker went to the river, where he spent a season at the cannery, Findlay, Durham & Brodie operated the Deas Island cannery. Later it was turned over to the British Columbia Canning Co., which that firm organized, and for which they still act as agents.

Returning to Victoria, Mr. Ker continued in the office of Findlay, Durham & Brodie, having charge of their can-

R. J. Ker, Secretary-Treasurer B.C. Packers' Association.

nery business for a number of years. Later he joined the firm of R. P. Rithet & Co., taking charge of the business that firm transacted in connection with the various canneries owned and operated by them. He thus became acquainted with the industry on all the rivers of British Columbia where salmon canning is carried on. In 1897 he was

appointed manager of the Victoria Canning Co. and was for four years in active touch with the packing on the Fraser River, spending a good deal of time during the season at the canneries. He also made frequent trips to the northern canneries during the packing season, gaining thereby valuable experience. He is one of the best posted men in the province on prevailing conditions on the rivers and other coast points where salmon run.

The Victoria Canning Co. was one of the concerns absorbed by the organization of the British Columbia Packers' Association, and on account of his company having retained heavy stock holdings in the new organization, Mr. Ker was appointed a director and second vice-president, a position he still holds. The Victoria Canning Co. also at one time owned traps in Puget Sound waters, maintaining a station at Richardson on San Juan Island, and fished a number of traps there. These interests were afterwards sold out, after the company had operated the traps several seasons. While the company operated these traps Mr. Ker had direct supervision of them, so that he has an insight into how that sort of fishing is conducted.

Now that he has accepted the secretaryship of the British Columbia Packers' Association Mr. Ker has severed his connection with the firm of R. P. Rithet & Co., with whom he had been for 15 years. In that time he has acquired not only general experience in the management of salmon canning business, but has also had to do with the disposal of the pack, and with other branches of general business, the firm of R. P. Rithet & Co. having conducted a very large wholesale general mercantile business and been heavy importers of groceries, liquors and English goods. They also have interests in nearly all the leading industries of the province, saw and flour mills, etc. An additional branch of their office work is marine and fire insurance, so that a man with Mr. Ker's long experence in such a firm has had an excellent opportunity to acquire a wide business training. Mr. Ker's fitness for his new position shows he has made the best use of his opportunities. The building up of the reputation of the famous Maple Leaf and Horse Shoe brands of canned salomn has largely been under the care and attention of Mr. Ker, who managed the canneries in which this brand is manufactured.

EXPORT TRADE IN APPLES.

By W. B. Stringer.

THE development of the apple export trade in Canada is largely due to the enterprise of Canadian shippers. They have catered to the wants of consumers abroad in endeavoring to place on the market an article which will meet the requirements of foreign trade.

The Canadian Government assisted the export trade in passing the Fruit Marks Act of 1901, and subsequent amendment. Considerable opposition was aroused when this bill was first introduced. Those, however, who objected most strenuously are now among its staunchest supporters. The Act deals entirely with packing and grading and has been the means of establishing a confidence between shipper and buyer, a confidence which must exist when expansion of business is the object in view.

The past season has witnessed a large export of apples taken at good prices in foreign markets. Short crops in Great Britain, Germany and France left dealers to depend largely on imports. The number of barrels exported from Canada and the United States during the season 1903-4 total 3,496,348 barrels, box shipments figured into barrels, and exceeded the exports of 1896-7, which was the next heaviest season, by nearly 1,000,000 barrels. The scarcity of barrels was the reason of many boxes going forward, and results have shown the advisability of regularly shipping large fancy apples in boxes. Reports state that some shipments of fine fruit have been spoiled by barrel bruises.

In addition to grading and packing the carrying quality of apples is a consideration. Many different kinds vary as to their keeping qualities and should be landed on the market accordingly. It is unprofitable to export December apples in February or March, since an apple fully matured or spent is not wanted.

Good storage on steamers is essential to the landing of Canadian apples in good condition. At the present time the Canadian Government is being asked by shippers to improve the present system by having inspectors pay particular attention to the location of the apples on shipboard. The importance of this is at once seen as the care exercised by a packer prior to sailing counts for little if apples are stowed in a warm compartment. They should always be cool and well ventilated. The Government so far have aided the industry and shippers may rest assured of their continued co-operation.

The Canadian apple export trade will increase, new markets will be found and existing ones developed. In order to insure desirable returns to exporters, apples must be carefully picked, packed, graded, shipped in proper cars to seaboard, and carried quickly to destination in boats adapted for apple storage.

WEST INDIA TRADE.

A REVIVAL in the cane sugar trade between the West Indies and London is now taking place. It will be remembered that at the beginning of last century this trade was of such great importance that the West India docks were specially constructed for its accommodation. In the year 1810 as much as 150,000 tons of sugar were imported from the West Indies and warehoused in London docks. The trade was in the latter part of the century seriously crippled owing to the operation of the sugar bounties, which drove the West India sugar to other markets. So much had it diminished that in 1903 the amount of sugar from the West Indies discharged in London was only 23,000 tons.

Owing partly to the abolition of the bounties and partly to the treaty between Cuba and America, which gives preferential treatment to Cuba sugar, a large amount of the cane sugar grown in the West Indies will now find its way to London. One London firm who have not imported any sugar from Jamaica for twenty years, anticipate that they will receive several thousand tons from that island this year, and it is expected that the whole of the production of Trinidad and Barbadoes will come to London.

For the same reasons that are leading to this diversion of trade to London, a large proportion of the world's production of Muscovado sugar will in future be consigned to London, including large shipments from Java. It is stated that one important London consumer, who has not used cane sugar for eighteen years, has just bought a cargo of Java sugar for refining purposes.

Nova Scotia fishermen are looking forward for an increased catch this Summer and dealers are preparing for an increased trade in finnan haddies with the upper provinces.

By Personal Introduction,

We want to interest Canadian manufacturers, who seek a market for their products in Great Britain, in our system of introducing goods to the trade and public.

We have a powerful organization, both advertising and travelling, with an extensive connection among the grocery and kindred trades, and are prepared to undertake the introduction, in Great Britain, of an article of daily household use or family consumption,—proprietary articles not subject to market fluctuations.

We carry on ***in the name of our clients*** all business between the manufacturer and the public, from the time the article leaves the former until it reaches the latter; and also guarantee and collect, for a definite or indefinite period, all accounts opened with the trade, furnishing weekly full detailed particulars of results, and ultimately handing over the business created to any resident representative, who may be eventually appointed; or will, if desired, undertake British Agency.

Have introduced the following into many parts of Great Britain:

ROWNTREE'S COCOA,
CLARKE, NICKOLLS & COOMBS' COCOA,
PEEK, FREAN & CO'S BISCUITS,
HORNIMAN'S TEA,
HOVIS BREAD,
ERASMIC SOAP,
MacFARLANE, LANG & CO'S BISCUITS,
WELSBACH BURNER,
BROOKE, BOND & CO'S TEA,
ETC., ETC.

During the introduction of an article, we will undertake to create a demand from the public and the trade, in any or every city in the United Kingdom on the basis of a fixed inclusive monthly charge; and, subject to the arrangement, will undertake not to handle a similar article during that time, nor for an agreed period after.

The means employed invariably bring about ***a sale to every third family, on an average, in any town opened up,*** besides securing accounts with every wholesale and retail trader in the locality, providing the article is one of consumption or household use.

Firms, desirous of experimenting for British trade, are offered an unique opportunity without the liability or necessity of a large initial outlay, or the increase or disorganization of their present staff. The expenditure is of necessity instantly productive, as our records of actual working of methods employed show returns in sales to the public and trade as each dollar is spent, even where the preliminary sum allotted to a trial is based on a minimum outlay. After general advertising it is consequently more productive, as the article is already stocked by the trade.

We are confident of our ability to build up a bona-fide trade quicker and cheaper, taking immediate results into consideration, than by any other known system; and our trustworthiness, reliability and energy will be certified by some of the largest commercial houses in Great Britain.

Correspondence from substantial firms, wishful to extend their business, is invited.

Fultons, Limited, 53a City Road, London, Eng.

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MAY 23 1904

"Pearls of Prosperity" Assortment.

A good wholesome profit-making proposition is this assorted package. One of our many good lines in Glassware.

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16 Front St. East, TORONTO.
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Crockery and Glassware
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Manufacturers of Cut Glass and Lamps
Decorators of Earthenware and Glass.

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"TURNS NIGHT-TIME INTO DAY-TIME."

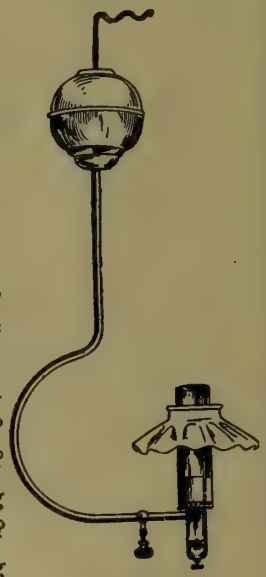
New Styles. Lower Prices.

Are you interested in a lamp which gives 100 candle power?

Are you interested in lighting your store brilliantly? You know it draws trade?

Are you interested in saving half of your bill for coal oil?

Are you interested in having the agency for a lamp which does this?



No. 28
100 Candle Power.

Then write for our Catalogue and Discounts.

EVERY LAMP GUARANTEED.

AUER LIGHT CO., 1682 NOTRE DAME ST., MONTREAL.

The "Perfection" Canister

SQUARE, ROUND OR OBLONG.

This Package is a Guarantee of Quality.

For ——

JAMS	TEAS
JELLIES	COFFEES
SYRUPS	SPICES
STARCH	BAKING POWDER

The Dominion Canister Company, Limited

DUNDAS, ONTARIO, CANADA.

HINTS TO EXPORTERS

THE following hints have been taken from the weekly bulletin of the Department of Trade and Commerce, Ottawa, Ont., which contains reports of the various foreign commercial agents of the Dominion Government on trade conditions existing in those countries. It is hoped that the same may prove to be of value to Canadian exporters who desire to establish themselves abroad.

Dairies Should Have a Brand.

If Canadian exporters of butter intend to compete against the Danish product, they must be careful with the brands. There is no use in trying to sell goods indiscriminately. The export from every dairy should have its own brand, and should be known by that brand. When Englishmen buy Danish butter they know that they buy from one dairy only, and thus they are always assured of uniformity in color and quality.

The plan at present adopted by some Canadian exporters is as follows: One shipper say, takes "Peerless" as his brand. Probably he buys butter from twenty or thirty different dairies, and marks them "Peerless." As a consequence, when a shipment of butter arrives in England, buyers there have no way of knowing whether they will get ten or fifty bozes, or any quantity, uniform in color and quality.

Barley.

The barley imported by Leeds and Hull, England, is principally from north Germany, Montana and California, U.S.A. There is no reason why Canadians cannot grow such barley as the first and second countries mentioned, and at least they are able to grow any quantity of the cheaper and lighter barley which is much in demand in England. Canadian farmers can firmly rely on a ready market for all the barley they can produce at remunerative figures. Montana barley is a feature in the English market; why not Canadian barley?

Tobacco.

The various tobacco manufacturers of Australia in connection with some foreign firms have pooled their interests and began by advancing the prices. A further advance is feared, and dealers are concerned as to the future. As a result there is demand for other lines. A Canadian house tobacco which has recently been placed on the market, and is in good hands, should secure a good trade if it is in a position to supply the market.

Preferential Freight.

Not only do British ships carry European goods to New Zealand cheaper than they do British goods, but a cut in the rates from New York has also been made. Goods are taken from New York to England and there transhipped to New Zealand at from five to ten shillings per ton less than the rate charged on British goods. These special quotations show the prime necessity of securing the best freight rates on the part of Canadian exporters.

Canned Goods.

There is an increasing demand for Canadian canned goods such as canned tomatoes, canned tongue, canned fruits, fruits in pulp, but without any coloring matter; also a ready market for any quantity of raspberry jam. Canadian manufacturers of these goods would do well to place themselves in communication with firms and brokers in North England.

New Zealand Preferential Trade.

After June 30 next, full foreign duties will be charged on all Canadian goods entitled to the benefit of the New Zealand preferential tariff unless every invoice has endorsed thereon the following declaration:

I, (full name), of the firm of , do hereby certify that this invoice amounting to £ , for goods exported to New Zealand on account of (name of person or firm to whom invoiced), is true and correct, and that the goods specified therein are bona fide, the produce or manufacture of (name of the part of the British dominions in which the goods have been produced or manufactured).

(Signature).

Dated at , this day of , 190 .

Special attention should be given to the following requirements of the Preferential Act:

(b) All British and foreign goods must be invoiced separately, and packed in separate packages.

(c) Where such goods are imported in packages, such packages shall not contain any goods other than those specified in the invoice, and if any other goods are found in any such package they shall be forfeited.

If above instructions are not carefully carried out the onus of proof that the goods are the produce or manufacture of any part of the British dominions, is on the importer.

Canned Trout

Small Norwegian trout, lightly smoked by a special process and preserved in olive oil, are meeting with increased favor in France and already 3,000 cases of 100 tins each are sold yearly in France. Any Western Canadian manufacturer who would undertake to can small Canadian trout in a similar fashion would be in a position to avail himself of the opportunities offered by the other European and world's markets, and build up an important new industry.

At the present time British Columbia, Manitoba and the Northwest Territories are the only provinces of Canada where the fishing of speckled trout, river trout or sea trout for export purposes is allowed.

Cheese.

Large quantities of cheddar cheese are imported by Norway. Considerable of this is of Canadian manufacture, but reaches Norway indirectly through English commission merchants in Liverpool and London. At present a direct import of cheese from Canada does not exist, although much more Canadian cheese would be sold in Norway if Canadian manufacturers came in direct touch with the importers. Last year the Canadian agent had an inquiry from a Norwegian importer for 500 Canadian cheeses. The cheese wanted is of the flat round shape of medium thickness, not too compactly made. In fact a porous cheese is much preferred.

Canadian Eggs in the Lead.

The quality of the eggs coming from Canada is much better than that of eggs

coming from any other country. They are larger, more even, and better in color; they come splendidly packed, and there are very few losses in the way of breakage. The only thing I am asked, says a Canadian commission agent in England, is "Why don't you send us more of them?" Enormous quantities of eggs can be taken by produce dealers in England.

Must Pack According to Taste.

If Canada wishes to export to Great Britain she must pack her goods according to the tastes of the buyers. The need for discrimination in the matter of packages cannot be over-emphasized. Everything shipped to England should be carefully done up. More care should be taken in the finishing of all packages, particularly in fruit and butter.

Pork and Lard.

The Royal Hungarian Commercial Museum, Budapest, Hungary, has requested the names and addresses of Canadian firms exporting pork and lard. There would seem to be an opening at present in Hungary for Canadian trade. Prices are high, and a war in the Balkan peninsula is not improbable.

Cider.

A very large trade can be done in Canadian cider in England, and especially the Leeds and Hull districts. Englishmen expect that as Canada has such an enormous quantity of apples, she naturally should make a large amount of cider. It would be in the interests of the Canadian cider men if they would put themselves in communication with the Canadian Government agent in England.

How Butter Should be Packed.

One thing detrimental to the sale of Canadian butter is the way in which it is packed. The English trade are accustomed to buying and selling butter by the hundredweight (112 lbs.) and half hundredweight (56 lbs.), and the packages are made accordingly. They prefer their goods in casks. The Irish send their butter in 56 lb. and 112 lb. casks, and the Danish people all in 112 lb. The casks are beautifully made with a half-round hoop, the same as was used in Canada in days gone by for pork packing. The use of such by Canadian exporters is to be highly recommended. The packages will cost a little more, and probably may increase the freight a trifle, but the extra money the butter will command will adequately compensate for any additional expenditure on packages. This would not be with the idea of selling Canadian butter as Danish, but in England they are accustomed to seeing choice butter done up in that way, and they will pay a bigger price for goods so packed.

AN APPRECIATIVE LETTER.

APPRECIATION is always welcome and especially is it so when it comes from a man qualified to give a candid and unbiased opinion. Such is undoubtedly Mr. M. G. DeWolfe, ex-president of the Maritime Board of Trade, who writes appreciatively of The Canadian Grocer. He says :

"As a charter member of the Maritime Board of Trade, I have been much impressed with the great interest The Grocer has taken in our work from its inception, and also the support given to

Mr. M. G. DeWolfe.

all Canadian boards of trade. This feature of The Grocer must appeal to every live business man, be he merchant or otherwise. As a rule your remarks about the average board of trade as outlined in the issue of April 8th are too true, but generally we do better in Nova Scotia and most of our boards meet quarterly. No doubt, if the local boards of trade would see that the municipal council did not neglect their duty, it would tend to build up the various towns; in fact, the two associations working together would be a strong factor in any section, and I hope The Grocer will keep up the agitation for better work all along this line.

"Re the Export and Spring Grocer, I think this is one of the strongest features of the year's work, reaching as it does so many parts of the Empire. The four yearly numbers already sent out have done much to let the world know what Canada can produce, and that this Dominion can feed millions. Your motto seems to be to make Canadian products known to the world.

If the export number can induce more people to come out to this Canada of ours, it will be doing a great work. The need of Canada to-day is more men and women to build up happy homes. In the Annapolis and Cornwallis Valley we have sent to Great Britain this season 500,000 bbls. of apples, returning to us $1,000,000 in cash; and we have exported to Cuba potatoes by the steamer load, besides other farm products to other markets. There is room here for lots of men and women at good wages who could soon save enough to have their own homes. To the man of moderate means, or with capital, this valley offers one of the best chances. It has climate, soil, markets, and a population above the average in intelligence and progressiveness. Market gardeners, greenhouse men, farmers, carpenters, painters, laborers and house servants, etc., all can find employment at good wages.

"I hope your staff will use their best endeavor to keep the advantages of the Maritime Provinces well to the front in the export number. This great Dominion of ours would be better known if we could have more export numbers such as are sent out by The Canadian Grocer. For nearly 20 years The Grocer has worked for the interests of the Dominion, and I feel sure has the appreciation of its readers and patrons.

"Although we are pleased at the expansion of the great West with its boundless prairies waiting to be cultivated, still there is a richer promise in the soil and surroundings of the Cornwallis Valley, and advantages that would soon add greatly to our export trade. Give all the information you can and let the world know we are ready to supply their needs, and also offer them better homes. Although your export number is intended to confine itself to information about Canada's food products, still there is other information that would be in order.

"I have not the least doubt but that the appreciation of your readers and advertisers will repay the great efforts you have expended on this special number, and I have no fear but that it will be a worthy number and keep The Grocer in the lead of all other such publications.

" 'Canada for the Empire' would be a good feature in all our plans, and to make it a success let us keep Canada always to the front—including The Canadian Grocer."

MARKET FOR FRUIT PULP.

A large Canadian export trade in fruit pulp may be developed if a basis of trade can be adopted to suit the English importer, without in any way affecting the status of the Canadian exporter.

A proper basis would be for a fully responsible reliable firm to be in touch with the makers, who would first obtain satisfactory information of the firm. They could then sell for the makers on commission, or become firm buyers themselves, and in the latter case they would only pay a proportion of cash against B. L., say 60 or 70 per cent., and the balance after inspection of consignment.

THERE is no finer equipment in Canada than contained in our new building for the preparation of High-Grade Goods. Our **WHITE SWAN** brand stands pre-eminently for **goodness.** We keep this idea constantly before us. "Quality" is the key-note throughout, and all the facilities of our extensive plant distinctly emphasize this thought.

Here are a few White Swan lines—than which there are no better:

WHITE SWAN BAKING POWDER
WHITE SWAN FLAVORING EXTRACTS
WHITE SWAN PREPARED COCOANUT
WHITE SWAN COFFEES
WHITE SWAN JELLY JOWDERS
WHITE SWAN CAKE ICINGS
WHITE SWAN SPICES
WHITE SWAN HERBS AND SEASONINGS
WHITE SWAN CREAM TARTAR
WHITE SWAN BORAX

WHITE SWAN FLAKED WHEAT
WHITE SWAN FLAKED BREAKFAST FOOD
WHITE SWAN BARLEY CRISPS
WHITE SWAN FLAKED RICE
WHITE SWAN FLAKED PEAS
WHITE SWAN ROLLED OATS
WHITE SWAN GLUTEN FLOUR
WHITE SWAN GRAHAM FLOUR
WHITE SWAN WHOLE WHEAT FLOUR
WHITE SWAN RYE FLOUR
WHITE SWAN S.R. BUCKWHEAT FLOUR

Enquiries cheerfully responded to and complete Price List sent on request.

The ROBERT GREIG CO., Limited

White Swan Mills **TORONTO, Ontario.**

The Australasian Grocer

The Organ of the Grocery, Provision and kindred Trades of the Antipodes.

Subscription $2.50 per Ann.

post free to any part of the world.
A handsome Diary is presented free to annual subscribers.

PUBLISHING OFFICES:
Melbourne, - - Fink's Buildings.
Sydney, Post Office Chambers

BRITISH OFFICES:
London, - - 42 Cannon St., E.C.

CANADIAN AND AMERICAN ENQUIRIES will receive prompt attention if addressed to the LONDON OFFICE, 42 CANNON STREET, E.C.

Specimen Copies Free on Application.

"GET THE BEST."

Every Progressive Merchant Uses

Counter Check Books

We make all kinds, and are sole makers of some of the best styles. Write us when in want of supplies. We will send representative or mail samples.

The Carter-Crume Company

Limited

TORONTO and MONTREAL

Phone North 3281. Phone Up 2206.

Do you use Shipping Tags?
We manufacture them.

Fine Chewing Gums.

Catalogue Sent on Application.

Large Variety of Goods.

Correspondence Invited.

OUR NEW FACTORY.

Special Attention Given To Export Lines.

C. R. SOMERVILLE, -- LONDON, CAN.

BEST THINGS FROM THE MAGAZINES

WAR AND THE MARKETS.

The Forum.

THE reason why an international war should have a far-reaching effect on financial values deserves explanation, because it is very imperfectly grasped by the community at large. To most people the matter seems simple enough. In ordinary comment on such events there will be found a prevalent inference that the securities of a given State, in time of war, rise or fall according as that State is victorious or unsuccessful, because success in the contest will make for national adversity. Security values are affected simply and solely because of the enormous expense of war, which leads to sales of new securities, whereby the general level of values necessarily is lowered. The underlying principle of war markets is that the enormous costliness of war, particularly in modern times, makes absolutely necessary very large borrowing operations by the contending governments. Estimates of recent wars indicate that even a small war cannot be fought to a finish except by an average expenditure of fully a million dollars daily. French statistics have lately reckoned that a conflict in Europe between two first-class continental powers would cost each of them in the neighborhood of $5,000,000 a day. These estimates may or may not be exaggerated, but they show what financial requirements may be involved in such a conflict.

Now, no government possesses a fund of money sufficient to wage such a war for any long period; nor is it possible for any government to introduce new taxes such as would raise from its people the sum required. Hence it must have recourse to the accumulated capital of the world's money market. But since the resources of the world's capital have some limit, it follows that such sudden and enormous demands will necessitate withdrawal of invested capital from its previous location.

HOW COTTON ROSE AND SULLY FELL.

World's Work.

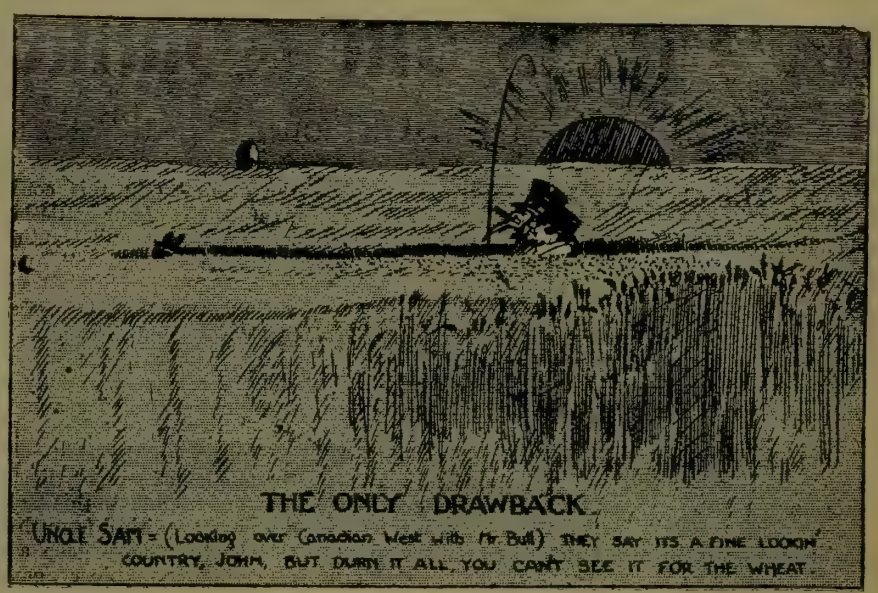
FIVE years ago, at 4¼ cents a pound, the South lost money on every bale of cotton marketed. But prices kept on increasing. A bale of cotton is now worth one-third more than a year ago. Three speculative campaigns led to the present high prices. Theodore H. Price was the first "bull leader." He pushed cotton up to 8½ cents and retired from the market. Then Daniel J. Sully appeared. He had served for fourteen years in a Providence, Rhode Island, cotton house. Later, in the South, he had seen the cottonseed oil mills springing up on every hand until this by-product was yielding nearly $100,000,000 annually. An inferior quality of seed was being saved for the next year's planting. Mr. Sully thought that poor seed would mean a small future yield. Indeed, in 1902, with 3,000,000 more acres cultivated, the production fell off. Sully forced cotton to 9 cents, and then came into the open as a buyer. He had strong backing. In May he had raised the price to 11 cents and added $130,000,000 to the value of the crop.

Then Sully stopped, whereupon W. P. Brown, of New Orleans, came to New York with a record of having made $2,000,000 in a "squeeze" in the New Orleans market. He at once drove 11-cent cotton upward until he had contracted for 200,000 bales of the July delivery, and was ready with the cash when settling time came. Then one day he bid 13 cents for 1,000 bales of August cotton, and not a bale was offered. He had bought four times as much cotton as was in the country. Then in September Sully returned to the market. His estimate of the Government crop report was within 24,000 bales of the official figures, and prices went skyward. Finally cotton dropped and Sully failed.

CONTRABAND OF WAR.

Macmillan's Magazine.

BY the Declaration of Paris in 1856, the principal nations of Europe bound themselves to respect certain principles. The first and most important has been expressed in the jingle, "Free ships, free goods." The early practice of nations had been to seize their enemies' goods where they could get them. Sometimes they confiscated the neutral carrier as well; occasionally they went so far as to prohibit all trade with the enemy at all. The leading innovation of the Declaration of Paris was, accordingly, the protection of the property of belligerents when on board neutral merchant vessels. Clearly the new rule, "Free ships, free goods," protected the neutrals' carrying trade; for under its operation belligerents could safely put their goods on board neutral carriers without fear of capture; and, moreover, the vexatious ancillary incidents of stoppage, search, and adjudication, were gone. On the other hand, neutral property still remained safe on belligerent ships; the converse rule, "Enemy's ships, enemy's goods," was unrecognized, and neutral goods, which could have been confiscated if lying on an enemy's wharves, were safe at sea under his flag. The Declaration,


THE ONLY DRAWBACK
UNCLE SAM = (Looking over Canadian West with Mr Bull) THEY SAY ITS A FINE LOOKIN' COUNTRY, JOHN, BUT DARN IT ALL YOU CAN'T SEE IT FOR THE WHEAT

however, has never been signed by the United States, Spain, or Mexico; and Japan and Russia can accordingly seize each other's goods on United States' ships, though they are not in the least likely to do so.

MERCANTILE SUPREMACY OF BRITAIN.

Quarterly Review.

A HOST of recollections and a dim crowd of shadows of the "might-have-beens" are conjured up by the reminder that in 1860 the United States owned a larger amount of ocean, lake, and river tonnage than the United Kingdom, and, indeed, owned nearly as much as the whole British Empire, as it then existed, put together. It is a remarkable illustration of British progressiveness in at least one direction that, reckoning only vessels of over 100 tons, the British Empire now owns 15,500,000 tons of ocean craft, and the American Federal Union even when lake and river vessels are included, only 3,500,000 tons. In the first half of the nineteenth century, however, America developed in maritime affairs almost as much as in the second half she developed in industrial pursuits. She found use for the magnificent harbors with which nature had endowed her; and within eighty years after the Declaration of Independence she was the largest shipowner in the world—as, indeed, she may once more be, long before another eighty years have passed.

* * *

In 1860 the mercantile marine of the United States was, as has been said, equal to our own. Hawthorne writes of America disputing "the navigation of the world with England." Returning from his mission to England, Buchanan publicly declared that "our commerce now covers every ocean; our mercantile marine is the largest in the world." On the eve of secession, Alexander H. Stephens said, in a speech delivered before the Georgia Legislature: "We have now an amount of shipping, not only coast-wise but to foreign countries, which puts us in the front rank of the nations of the world. England can no longer be styled the mistress of the seas." On the eve of the Civil War the United States shared the carrying trade of the world with Great Britain, which was gradually losing the predominance even in her own ports. The outbreak of war in the United States, however, altered these conditions. In the ten years from 1860 to 1870, British tonnage in British ports nearly doubled, and foreign tonnage showed scarcely any increase. Trade was transferred to neutral vessels free from capture; but the advantage thus given to British shipowners was as nothing to that caused by the substitution, about the same time, of iron for wooden vessels. Great Britain instituted and retained a virtual monopoly in the construction of iron shipping, and thus regained and assured her supremacy.

THE BARGAIN COUNTER.

Everybody's Magazine.

THAT women really enjoy a scrimmage with each other, when no men are by to see that they are not living up to their blue china reputation for tenderness, is beyond doubt. Witness the bargain rushes when women make an onslaught on a counter of shirt waists. Are any of the virtues—the gentleness, the tenderness, the sympathy for the weak and needy—for which woman is so justly famed, exhibited on such occasions to women older, feebler, poorer, and more in need of bargains than herself? Nay, verily. It is a brutal struggle to get the best, in which the feeble are trampled under foot, gowns are torn and hats smashed, a struggle in which women of stature and grip do not hesitate to snatch a bargain out of the hands of another woman and bear it off in triumph. In the peculiar creed of ethics that governs woman's conduct toward her sister woman, it is considered perfectly legitimate to covet your neighbor's garments, or her cook, and to get them away from her if you can.

THE HUMORS OF ADVERTISING.

Atlantic Monthly.

AND so it chances that many a commercial proclamation leaps from the advertising column to the realm of popular humor, and is there repeated free of cost. A proletarian vaudeville audience will laugh at the merest mention of Heinz's pickles or Dr. Munyon's inhaler. In "A Chinese Honeymoon," Miss Toby Claude, with a marvelous horizontal pigtail, becomes in the lines assigned to the leading comedian, "Sunny Jim's sister,"—and the joke, so profitable to the manufacturers of Force, brings a burst of uncontrollable merriment. A newspaper jokesmith contrives that Mrs. McBride shall say, "I can't coax my husband to eat any breakfast;" to which Mrs. Oldwife rejoins, "Have you tried Force?" Whereupon Mrs. McBride exclaims, "Madam, you don't know my husband!" All my advertisements, I have determined, must thus reverberate.

Better yet, I am fixed upon it that whenever possible, they shall go capped and gowned in academic dignity. I remember a little affair that occurred some years ago at a venerable New England college. It was Commencement Day. A brilliant audience had assembled. On the platform sat the distinguished faculty and trustees of the ancient institution of learning. Several youthful orators had successively striven for appreciation, till at last appeared the putative candidate for the prize, "for the best appearance on the commencement stage." A handsome lad he was, and a really impressive figure as he strode across the platform in his flowing Oxford gown. He bowed smilingly and then said with radiant amiability, "Good-morning! Have you used Pears' Soap?" With that he paused—seconds, but hours it seemed—while a shudder of scandalized horror ran through us all. I could have sunk into the very depths of the earth. The learned faculty were beside themselves with mingled rage and mortification. The audience gasped. But after the dreadful pause came the ringing exclamation, "This is the advertisement that stares us in the face, turn where we will! Do you read the advertisements in the daily pauers? You ought to." And then followed an eloquent address on the economics of advertising,—an address so vigorous and sane and convincing, and delivered with such ardor and measure that the terrible youth covered himself with honor, and triumphantly bore away the prize. There you had a self-repeater worth talking about.

EXPORT TRADE IN STARCH.

The quantity of starch, including farina, potato, flour and dextrine, imported into Great Britain for 1903, amounted to 165,481,712 lbs., of the value of $4,224,139, and of other farinaceous preparations, $163,320,640 lbs., of the value of $4,210,620, and this amount, with the exception of a small quantity from Germany, Austria and France, was supplied by American manufacturers.

The commercial agent of the Dominion Government residing in Manchester, Eng., reports that English importers of starch and glucose have dealt in these articles from Canada only in small quantities, because, as a rule, the price is a trifle higher than the United States product and the quantity offered for export is very small. One Manchester firm can handle 10,000 bags a month, and if Canadian manufacturers are burdened with an over-production, or desire to increase their output, they can find easily an outlet therefor. Shipping facilities by the Manchester liners from Montreal, St. John, or Halifax are afforded them, and the Manchester Ship Canal enables them to lay the goods down almost at the door of the importer.

JUST WHAT YOU WANT

TIME AND LABOR SAVER

The "ENTERPRISE" ELECTRIC

RAPID GRINDING AND PULVERIZING **Mill**

Will be furnished for Direct or Alternating Current to suit all conditions

25 to 50 lbs. of Coffee

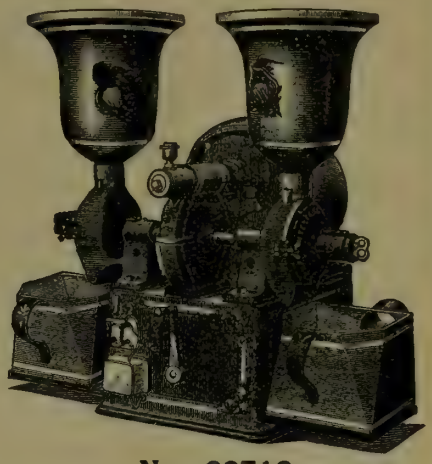
CAN BE GROUND FOR **ONE CENT**

One Grocer says: It has almost doubled our Coffee Trade, I consider it a Good Investment and Advertisement.

DESCRIPTIVE CATALOGUE ALSO TESTIMONIAL PAMPHLET MAILED FREE

The Enterprise Mfg. Co. of Pa., PHILADELPHIA, PA. U. S. A.

GRANULATOR PULVERIZER



No. 08712

Height 31 inches; Width 32 inches;
Length 25 inches; Weight 320 pounds

PRICE ON APPLICATION

Grinding Capacity
Granulating, 2 pounds per minute
Pulverizing, ½ pound per minute

Capacity of Iron Hoppers, 6 lbs. of Coffee
Capacity of Nickel-Plated Hoppers, 7½ lbs. "

DUTCH CHEMICAL WORKS

AMSTERDAM.

EXCEPTIONAL VALUE FOR THE GROCERY TRADE

SPECIAL OFFERS

RECOMMEND THEMSELVES.

WE OFFER OUR MAGNIFICENT

"BUTTERFLY BRANDS"

	¼-lb.	½-lb.	1-lb.
COFFEE and CHICORY, per doz. tins.....	2/3	4/—	7/—
PURE DUTCH COCOA, per doz. tins.....	4/3	8/—	15/—

Goods delivered, freight paid, to any Canadian port, duty not included. TERMS : Cash with order.

The COFFEE and CHICORY is packed in cases of one cwt., while the COCOA is supplied in cases of 56 lbs.

SAMPLES FREE ON APPLICATION.

WESTERN ASSURANCE COMPANY.

Incorporated 1851

FIRE AND MARINE

Head Office Toronto, Ont.

Capital - $2,000,000.00
Assets, over - - 3,546,000.00
Annual Income - 3,678,000.00

HON. GEO. A. COX, President.

J. J. KENNY, Vice-President and Man. Director.
C. C. FOSTER, Secretary.

BRITISH AMERICA ASSURANCE COMP'Y

FIRE AND MARINE.

Incorporated 1833

CASH CAPITAL, $1,000,000.00.
TOTAL ASSETS, $2,024,096.02.
LOSSES PAID SINCE ORGANIZATION, $23,886,005.32.

HEAD OFFICE, - BRITISH AMERICA BUILDING, Cor. Front and Scott Sts., Toronto.

HON. GEO. A. COX, President. J. J. KENNY, Vice-President and Managing Director
P. H. SIMS, Secretary.

Money

CAN BE SAVED BY MEANS OF AN ENDOWMENT POLICY.

YOU CAN ONLY SECURE SUCH A POLICY WHILE YOU ARE IN GOOD HEALTH.

Pamphlets and Full Particulars regarding the New Accumulation Endowment Policy sent on application.

Confederation Life ASSOCIATION.

W. H. BEATTY, PRESIDENT.

W. C. MACDONALD, ACTUARY. J. K. MACDONALD, MANAGING DIRECTOR.

HEAD OFFICE, - TORONTO, CANADA.

THE CANADIAN BANK OF COMMERCE.

Paid-up Capital, - - $8,700,000
Rest, - - - - $3,000,000

HEAD OFFICE: TORONTO, CANADA.

HON. GEO. A. COX, President. B. E. WALKER, General Manager.

The offices of this Bank number 109, distributed as follows:

LONDON, ENG., 60 Lombard St., E.C., S. Cameron Alexander, Manager.
NEW YORK, N.Y., 16 Exchange Place, Wm. Gray and H. B. Walker, Agents

103 Branches throughout Canada, including the following:

MONTREAL, F. H. Mathewson, Manager.
HALIFAX, H. N. Wallace, Manager.
WINNIPEG, John Aird, Manager.
ST. JOHN, N.B., J. G. Taylor, Manager.
DAWSON, D. A. Cameron, Manager.
TORONTO, John C. Kemp, Manager.
VANCOUVER, Wm. Murray, Manager.
OTTAWA, Robert Gill, Manager.
VICTORIA, Geo. Gillespie, Manager.
HAMILTON, D. B. Dewar, Manager.

5 Branches in the United States, including the principal cities of the Pacific Coast:

SAN FRANCISCO, CAL., Arch. Kains, Manager.
SKAGWAY, ALASKA, H. M. Lay, Manager.
SEATTLE, WASHINGTON, G. V. Holt, Manager.
PORTLAND, OREGON, E. A. Wyld, Manager.

A General Banking Business Transacted.

Foreign Exchange Bought and Sold.

The distribution of its Canadian branches covering all the principal cities and towns throughout the Dominion, its own offices in England and the United States, and its correspondents in all parts of the world, enable The Canadian Bank of Commerce to offer unexcelled facilities to merchants, manufacturers and exporters for the transaction of their business.

MANUFACTURERS AND MERCHANTS.

It may be necessary for your staff to have fidelity bonds. We act as surety on such. We are known the world over.

Write to us for terms and particulars.

The London Guarantee & Accident Co., Limited,

D. W. ALEXANDER, General Manager for Canada,

Canada Life Building, - - - TORONTO.

THE METROPOLITAN BANK.

CAPITAL PAID UP, - - $1,000,000.
RESERVE FUND, - - 1,000,000.

HEAD OFFICE, - TORONTO.

R. H. WARDEN, D.D., PRESIDENT. W. D. ROSS, GENERAL MANAGER.

BRANCHES:

Brigden, Brockville, Brussels, East Toronto, Milton, Petrolia, Picton, Streetsville, Sutton West, Wellington, In Toronto—cor. College and Bathurst Sts., Dundas and Arthur Sts., Queen and McCaul Sts., 7 and 9 King St. E.

GENERAL BANKING BUSINESS | SAVINGS DEPARTMENT AT ALL BRANCHES

FINANCE AND INSURANCE

BANK clearings for March in the United States have been the smallest since 1901, and bank failures the heaviest since 1897. Especially has this been the case in the West. Following up the decline in stocks, commodities are now beginning to recede as well, making the cost of living cheaper for the wage-earner. The fact that at length prices are declining is proof, as in the stock market, that decline is a necessity at last and must go further, unless there is to be a revival of trade, which seems impossible. That the old level was abnormal and that the new level is more reasonable may both be admitted without making the marking-down process painful to sellers. In plain English, commercial classes are about to experience something of what Wall street has already passed through.

* * *

THE thirty-fourth annual report and list of shareholders of the Royal Bank of Canada has been issued in the form of a handsome booklet. The report exhibits a satisfactory increase in the business of the bank during 1903. Deposits have grown considerably. Both the paid-up capital and the reserve fund have been increased to $3,000,000 and the balance of profits carried forward exceeded the same balance in 1902 by nearly one hundred per cent. The assets of the bank exhibit a corresponding increase, being now well over $25,000,000. Altogether the report is a most satisfactory one.

In addition to the list of shareholders, with their holdings, several pages of statistics about the Dominion of Canada are appended, supplying in concise form much useful information.

* * *

SOME writers, in this country, have been making very favorable criticisms on the great advances made by the Canadian banking institutions. Taking 1st January, 1903, as a basis, comparisons have been made of the Dominion and Australian banking systems.

Thus, the Canadian banking returns—approximately—compare as follows with those of the Commonwealth :

	Canada.	Commonwealth
Note circulation	£13,485,117	£ 3,128,184
Deposits	79,725,886	88,543,660
Specie	2,578,447	19,413,191
Government notes	4,946,115	631,068
Paid-up capital	15,679,746	16,914,280
Reserves	10,074,817	5,783,689

The comparison is an interesting one, as it clearly shows the difference between the two systems of banking.

* * *

A pretty little desk calendar has just been issued by the savings bank department of the Canadian Bank of Commerce. It begins with April, 1904, and runs to March, 1905. Appended is a statement showing the general healthy condition of the bank.

* * *

ONE of the results of the disastrous fire in Toronto on April 19th was to facilitate a movement which has been smouldering in New York for some time, in regard to insurance rates and regulations. The day following the fire the New York insurance men held a meeting to discuss ways and means of classifying risks, suggesting regulations in regard to the construction of buildings and other kindred matters. No definite conclusions appear to have been arrived at, but it is evident that the movement will be productive of some results.

* * *

IT is a bull argument that both in England and on this continent money appears to be very plentiful. One sees the rate for call money in New York constantly quoted below 3 per cent., and we hear also of long time loans being made for 4 per cent. and even lower. In England the position with regard to the supply of money is very clearly demonstrated by the action of the Bank of England. They have reduced their discount rate twice within a short period of time, an unusual thing for them to do. The reduction is from 3½ per cent. to 3 per cent., and this is the lowest it has been for more than a year past.

* * *

IN their review of the stock market, under date of April 22, Aemilius Jarvis & Co., Toronto, say : "Money locally appears to be gradually working easier. It is not unlikely, however, that there may be a temporary check in this direction as the result of the heavy sums the insurance companies will be called upon to pay to the owners of buildings destroyed by fire here. It is too early to express a very definite opinion as to whether this fire may have any serious effect on our local stock markets. None has been evidenced so far, and it would appear to us probable that none of the companies affected would be the owners of any considerable quantities of the stocks ordinarily dealt in on our exchange. In the absence of any forced liquidation, the financial situation is sufficiently easy to justify our feeling that the call of loans by fire insurance companies should not materially affect prices."

* * *

ON April 22 the Toronto Board of Underwriters ratified the schedule increasing fire insurance rates in Toronto by 75 per cent. The schedule reads : "Extra rates and tariff changes operative on and after 20th inst., for all business, new and renewal.

"Congested District—On all mercantile, schedule and other specially rated risks, building and contents, except dwellings, add $1.00 to rate. Where three year policies are permitted, the extra to be added to the three year rate.

"Outside District—On all risks, building and contents, except dwellings, add 50c to rate. A reduction of 25c may be made on residential store risks in outside district, with the usual warranty. Where three year policies are permitted, the extra to be added to the three year rate.

"Sprinklered risks and fire-proof buildings—Half the foregoing extras to be added to rate, buildings and contents.

"Co-insurance—A reduction of 15 per cent. from rate on building, and 10 per cent. on contents may be allowed for the 80 per cent. co-insurance clause.

"New policies—New policies must be issued on all risks affected by these changes."

* * *

The Western Assurance Co. have purchased the Canadian business of the National Assurance Co., of Ireland.

3 in One

Does It All

CLEANS AND POLISHES
LUBRICATES WITHOUT GUMMING.
PREVENTS RUST.

And does each better than anything else.

Dealers make lasting customers by selling **"3 in 1"**

Sold by Jobbers in

HAMILTON	WINNIPEG
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141 Washington Life Bldg., New York.

ESTABLISHED 1855

TAYLOR'S SAFES

DOUBLE TONGUE & GROOVE

145 & 147 FRONT ST. EAST. TORONTO.

THE BEST STOCK

TEES DESKS!!!

THE LOWEST PRICES

TEES & CO.

300 St. James St., - - MONTREAL

A Merchant's Judgment.

is sure to approve the mechanism and system of . . .

THE HALLWOOD CASH REGISTER

The Hallwood is the best cash register constructed to-day;—that is the first point. It is simpler than any other, has fewer parts, is stronger, is cheaper.

It does all that other registers can do, and something in addition.

There is no good reason why progressive merchants should be without a Hallwood.

SEND FOR DESCRIPTIVE LITERATURE.

THE _____

Hallwood Cash Register Co. of Canada

78-80 King St. E., TORONTO.
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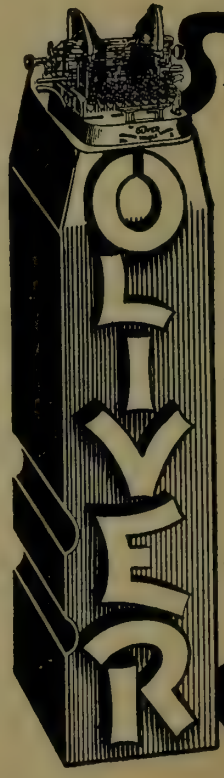


A DISTINCT TYPE

The OLIVER has certain superior features and unique improvements exclusively its own.

The

OLIVER

Typewriter

The Standard VISIBLE Writer.

Operates as smoothly as the delicate mechanism of a watch, durability unquestioned.

Works in a Whisper

Art Catalogue Free.

THE CANADIAN OLIVER TYPEWRITER CO.

156 8 St. Antoine St.

MONTREAL.

Agents wanted in all unoccupied territory.

THE OFFICE

DEVOTED TO THE OFFICE STAFFS OF BUSINESS ESTABLISHMENTS

VALUE OF GOOD STATIONERY.

THE stationery which a business house uses in its correspondence will always be one of the first and most important criterions by which the world will judge that firm's standing. First impressions are lasting and in many cases the first impression that a correspondent gets of a firm's business methods is the stationery on which the correspondence is carried on. Cheap printing, or worse yet, poor writing paper without any printing at all, can hardly produce a favorable impression of careful, up-to-date methods. On the other hand, neat and cleanly printed stationery cannot help but give an impression of financial soundness, which evidences of seemingly lower standards in other lines cannot efface.

Many small retail merchants complain of the difficulty they find in procuring credit from large manufacturers. "We always pay our bills promptly, our credit rating is good, but there seems to be something else that is wrong which makes it so hard for us to get credit." This "something" which makes it so difficult for these merchants to get the desired credit is the carelessness shown in the get-up of their correspondence stationery.

In many instances, the appearance of the letters which merchants write to the manufacturers is so slip-shop and careless that the credit man rightly takes it for granted that that merchant is not running his business on lines which will enable him to take care of himself in competition with twentieth century methods, and therefore he is doubly watchful before he will take this merchant as an acceptable risk.

Nor is this effect of cheap stationery confined alone to dealings with the large manufacturers, but to the dealings with small customers, in the merchant's own city. If they receive letters and statements written on poor stationery they will have a correspondingly poor opinion of the merchant's methods and they will regulate their dealings with him according to this standard.

If, however, a merchant's stationery is neat, clean and attractive, it will at once produce a favorable impression both on the manufacturer and on the customer. The credit man will find it harder to refuse credit, and the small customer, impressed by the business-like appearance of letters and statements, will pay his bills more promptly and place greater confidence in any statement which a merchant may make in his letter.

Good business-like stationery is not expensive. In fact, it costs but little, if anything, more than cheap printing. Go to a good, reliable printer, and see to it that he gives you good service. An investment here will pay big dividends, but economy in stationery is a penny saved and dollars thrown away.

THE TELEPHONE.

ONE outward expression of the business is the girl who answers the telephone. What would you think if I told you that a prospective customer called you up the other day and that the nasty, harsh-voiced, ill-tempered treatment he received over the wire gave him a most disagreeable impression of your concern.

He got neither the telephone connection, the information, nor the consideration he expected—and you did not get the business. By such a slender thread sometimes hangs an order.

Or would you believe that a certain buyer intended to divide his order between your house and a competitor; that jewel of a girl answered the 'phone; her well-modulated voice, her respectful interest in his behalf, put hin in a pleasant and receptive frame of mind.

She said: "Mr. Blank is not in his office at the moment, but I shall send for him at once."

By being at the 'phone in person you got the entire order. Perhaps you recall the incident.

PRICING STOCKS.

THE inability to fix prices properly in one of the most prolific sources of failure in business." This remark was made by the manager of a large department store. In speaking of the various problems that confront the retailer, he said: "A great deal has been written on the subject of advertising, buying, and store management; but writers in trade journals have had very little to say about pricing goods. My experience has taught me that no branch of merchandising is more important or requires more careful study than does the pricing of the stock. Pricing goods is an art which requires much experience and rare judgment.

"In a great many stores it is the custom to fix prices on what is practically a horizontal basis of percentage. The merchant estimates the running expenses of the store at, say 15 per cent, to this he adds his profits which we will also call 15 per cent. This makes a total of 30 per cent which is added to the cost price on every thing in the store. Of course there are a few exceptions, but the merchant may be said to have but one percentage of profit on his entire stock. It saves trouble, perhaps, to mark goods in this way, but it is extremely poor business policy.

"There are many things to be taken into consideration in figuring prices. Competition is, perhaps, the strongest factor; but the nature of the goods and the demand for them are also important. Then, too, the style and popularity of goods give the price-maker an opportunity to display his judgment. For instance, in a lot of suits costing practically the same amount, some will, on account of the style, sell easily for a third more than others. The same is true of dress goods, silks, or in fact, almost any other class of merchandise. There are always some customers who are willing to pay a little more for style and the merchant who does not take advantage of this fact is not alive to his own interests. By marking up the more salable goods he is enabled to reduce the selling price on goods that are less desirable.

"Again, in pricing goods, the merchant will often find it a good advertising policy to mark certain articles down to a very narrow margin of profit. This gives a store the best possible kind of advertising, but it also cuts down the average of profit and every merchant is in

business for profit; so, if some goods are marked down, others must be marked up to maintain the average.

"To sum the matter up, I would say that in making prices the merchant should use his judgment rather than a fixed scale. It is necessary to hold himself as nearly as possible to an average of profit but in different articles he should vary widely from the given percentage."

WATCHING THE ACCOUNTS.

ETERNAL vigilance is necessary in extending credit, not only to new accounts, but to many old ones as well. There is a constant tendency on the part of the purchaser to overbuy and to increase the standing balance. Payments are less than purchases, and if not guarded against the excess is soon out of all proportion.

A safeguard must be provided before the balance becomes too great. How then shall we check the rash buyer and stir up the slow payers?

Business must be done and we cannot draw the lines too tight without affecting sales.

We have developed a plan for regulating credits which is quite satisfactory.

On opening an account, we use Dun and Bradstreet as a preliminary basis. Both of these agencies, as well as the report of the salesman, are used to prepare a private mercantile rating.

This consists of a card system of the ordinary kind, ruled up to permit a full history of the customer.

BLANK & CO.

Name .....

Date..... Town.....

	Purchases.		Payments	
January	429	42	316	—
February	192	—	90	—
March	314	—	76	41
April	137	—	175	90
May	62	41	70	—
June	342	67	212	—
July				
August				
September				
October				
November				
December				

No. 1.—Form of blank to show excess of amount purchased as against amounts paid. It is sent to the credit man by the bookkeeper.

Items are added from time to time, and eventually this private report arrangement contains more valuable information than could be obtained otherwise.

Form No. 1 is a statement furnished by the bookkeeper at intervals. As will be seen by the figures, the payments have been a little less than the purchases; and while there is no cause for suspicions, yet the alarm has been sounded and this particular account must be kept under constant attention.

Form No. 2 might be termed a restless watchdog that will not be pacified until proper action is taken.

This card (No. 2) is put into service, as already stated, as soon as an account becomes in any way under disapproval.

A cabinet arranged according to the days of the month is provided, and after sending out form letter "D," the card is moved ahead a sufficient number of days to permit a reply.

The "stock" requests for payments are sent out at intervals and the tone of each gradually becomes more imperative.

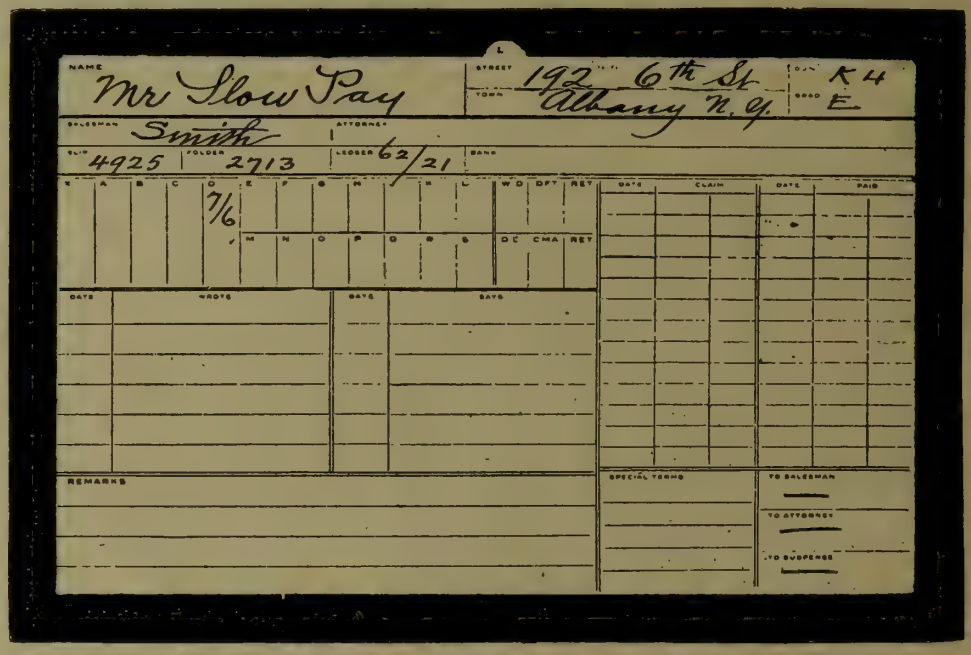
Salesmen and repeated "duns" proving ineffective, the account passes into the attorney's hands.

By guarding the account in this way, the losses are kept within reasonable limits.—Business World.

FAULTS AT THE START.

MAX FRANKENSTEIN writes: "After six years of observation in several of the largest establishments in New York, I find the great fault with most boys to be their fear of hard work or their bashfulness to do hard work; no matter which of the foregoing is the cause, they are all looking for 9-3 jobs—cinches, in plain words. They are filled with the idea that they know it all, and can, therefore, command large salaries.

"Fortunate indeed is the young man, who, on leaving school, secures a position that nets him $5 per.



Form No. 2.

"When we consider a little it is easy to see why large salaries are impossible.

"First, the young man must learn his business (this takes time); then he must learn to work properly (more time required); packing goods while looking out of the window is not attention to the work in hand, and it takes time to work steady without fooling. So until the young man learns his business and learns to work he is a loss to the firm. Hence the small salary.

"Even if you start on a small salary (most of us started that way), don't wear that I-don't-care expression, but put your shoulder to the wheel."

This list is for the purpose of placing retailers, manufacturers' jobbers and other readers in touch with reliable and competent accountants and auditors whose services are so frequently required for such purposes as opening books,

Leading Canadian Accountants and Auditors

adjusting and auditing accounts, arranging partnerships or organizing joint stock companies, devising special office systems, making collections and investigations, handling estates, making valuations, etc.

DAVID HOSKINS, F.C.A.
Chartered Accountant,
Auditor,
Financial Valuator.
207 Manning Chambers, City Hall Sq.,
Toronto, Canada.

F. H. KIDD,
Chartered Accountant, Auditor,
Assignee, Etc.
505 McKinnon Bldg., - Toronto.

JENKINS & HARDY,
Assignees, Chartered Accountants,
Estate and Fire Insurance Agents.
15½ Toronto Street Toronto.
465 Temple Building, Montreal.
100 William Street, New York.

HENRY BARBER & CO.,
Accountants and Assignees.
Offices:
18 Wellington St. E., Toronto, Ont.

WILLIAM FAHEY,
Accountant and Auditor.
402 McKinnon Building, Toronto.

GEO. O. MERSON,
Chartered Accountant,
Auditor, Assignee, etc.
Regular and Special Audits.
27 Wellington St. E.,
'Phone Main 4744. Toronto.

Cable Address: "Wigwam."
T. G. WILLIAMSON,
Chartered Accountant and Auditor,
15 Toronto St., Toronto, Canada.

This space $15 a year.

This space $15 a year.

This space $15 a year.

This list is for the purpose of placing manufacturers, wholesale and retail merchants and other readers throughout Canada, and firms abroad doing business in Canada, in touch with the legal profession throughout the Dominion, for the collection of accounts, legal representation,

LEGAL CARDS.

organization of companies, the arrangement or dissolution of partnerships, or assignments, as well as all other matters of a legal nature.

For advertising rates apply to MacLean Publishing Co., Limited, Montreal or Toronto.

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Tel., Main 3813. Toronto, Ont.

JAS. H. BURRITT, K.C.
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Pembroke, - - Ont.

D. O. CAMERON, Barrister.
Equity Chambers, Toronto.
Branch Office, Oakville, Ont.

I. L. O. VIDAL.
Barrister, Solicitor, etc. Collections and Commercial Law.
Montmagny and Quebec City, Que.

TUPPER, PHIPPEN & TUPPER,
Barristers, Solicitors, Etc.
Winnipeg, - - Canada.

J. C. HAMILTON, LL.B.,
Barrister, Solicitor and Notary.
McKinnon Building, Toronto.
'Phone, Main 65.

ATWATER, DUCLOS & CHAUVIN
Advocates. Montreal.
Albert W. Atwater, Q. C., Consulting Counsel for City of Montreal. Chas. A. Duclos. Henry N. Chauvin.

Educational Department.

The following institutions for the education of business men's sons and daughters are recommended by this paper:

Do You Want to Learn Shorthand?

EVERYBODY NEEDS IT.

It is an assistance to students, teachers, lawyers, physicians, secretaries, clergymen, editors, reporters, business men,—everybody in fact.

We can teach you at home, the fastest, easiest system known

BY MAIL

Some of our pupils have written 100 words a minute by this system within a month.

Write for information about our Shorthand course.

CANADIAN CORRESPONDENCE COLLEGE, Limited
TORONTO, CANADA.

Western Business College

Cor. College and Spadina avenue, **TORONTO.**

Thorough courses in Bookkeeping, Stenography, Typewriting and **Penmanship**; individual instruction.

A. J. HOARE, Principal.

St. Margaret's College, Toronto

A Boarding and Day School for Girls.
Thorough courses in every department.
Only teachers of the highest academical and professional standing employed.

GEORGE DICKSON, M.A., Director.
MRS. GEORGE DICKSON, Lady Principal.

Typewriting

Bookkeeping and Shorthand are sure stepping-stones to success.

Teachers who have had practical business experience teach these branches in

THE WILLIS BUSINESS COLLEGE.

A school of genuine merit. Send for our beautiful catalogue.

S. T. Willis, Principal, Cor. Bank and Albert Sts., OTTAWA.

The Belleville Business College, Limited.

BELLEVILLE, ONTARIO.

Send for handsome catalogue describing fully all courses

J. Frith Jeffers, M.A., Principal

We do Good Printing Cheap

1,000 Business Cards,	$1.50
1,000 Note Heads,	$1.00
1,000 Statements,	$1.50
1,000 Dodgers,	$1.25

Write for Samples.

G. A. Weese & Son, 44 Yonge St., Toronto.

ADVERTISE YOUR BUSINESS

Write for particulars about our cuts and ads. from 50 cents up. To advertise in newspapers. Catchy ideas to catch business. Given to one merchant in a town. Send us your ads. and we will criticise them free. WRITE TO-DAY.

GEO. J. SMITH BUREAU, 621 BROADWAY, N.Y.

WE WRITE ADS. IN FRENCH.

Trade With England

Every Canadian who wishes to trade successfully with the Old Country should read

"Commercial Intelligence"

(The address is 168 Fleet St., London, England.)

The cost is only 6c. per week. (Annual subscription, including postage, $4.80.)

Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.

NEW TELEPHONE LINE

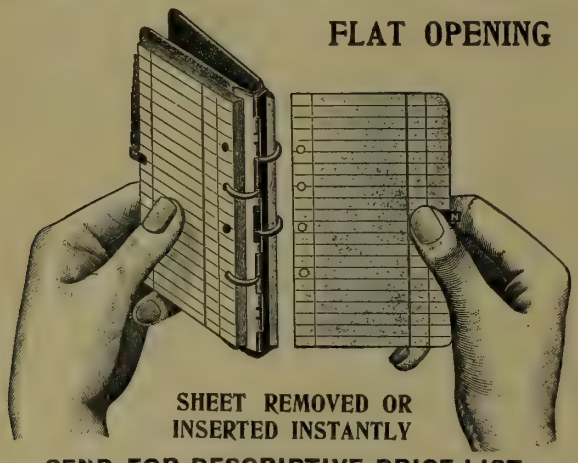
A new copper metallic line has just been completed from Simcoe to Port Rowan. The towns listed below can now be reached from Toronto at the following rates :

PORT ROWAN -	50c.
ST. WILLIAMS - -	50c.
VITTORIA - -	40c.

The Bell Telephone Co. of Canada

TENGWALL LOOSE LEAF PRICE BOOK

FLAT OPENING



SHEET REMOVED OR INSERTED INSTANTLY

SEND FOR DESCRIPTIVE PRICE LIST.

HART & RIDDELL, Manufacturers Loose Leaf Ledgers and all kinds of Binders. TORONTO

Are You Neglecting Your Accounts?

To have good collections you must render your accounts promptly and accurately on the first of every month. With

THE BRIGGS LEDGER SYSTEM

you can do this. Write for our latest illustrated catalogue, free.

The Briggs Ledger System Co.,
Limited

75 York St., - Toronto, Can.

CAPTAINS OF INDUSTRY OF TO-MORROW.

IN the Atlantic Monthly for March, Mr. Henry A. Stimpson in his article on "The Small Business as a School of Manhood," asks the question : Inasmuch as the small business house is being replaced more and more by the great corporations and the trusts, and inasmuch as the great commercial leaders of to-day were trained in this small business, what effect will come to the business world from the fact that the young men of to-day have not the opportunity of this training ?

The problem is this : These few great corporations and trusts need men of remarkable superior ability and talent and wide experience to direct them. A man who has been a clerk all his life has gotten not only into the routine methods of a clerk, but his character has been more or less weakened by a lack of immediate responsibility, so that he is not fit for such a position by the time he reaches his fortieth year. The very methods of the trust have made it impossible for a man to gain such experience and develop his ability in a business of his own. Where, then, are those few great men to be found ?

The other day I asked the auditor of a great trust : "What is the method upon which your new business is being organized—to make a machine so perfect that no knave can take advantage of it, or to develop individual character to such an extent that the machinery will be relatively secondary ?" He looked at me for a moment, and then, with a curious smile, said : "The latter is what I should be glad to do, but my directors have different ideas. We are trying to make a machine which will be as absolutely perfect as possible." "Then," I said, "you will be beaten, for a man is always cleverer than a machine." "Yes," he said, "I fear so." He has himself since resigned and gone back into private business.

The great corporation is unquestionably the necessity of the hour. It will continue to take on constantly new forms of development. It is already playing and will continue to play a tremendous part in the progress of civilization. But its limitations are none the less real. The evils that are inevitably connected with it must be clearly realized if they are to be offset. Among them all none is so serious as this radical one of the effect upon the character of many of the employes, who, under former conditions, would have been either managing their own business or ambitious for the opportunity of doing so. The life, in a multitude of homes where the salary takes the place of business earnings, is doubtless calmer and steadier, and also in many cases ampler, in that the income is larger. A certain stability is hoped for in a society where anxiety over business conditions is exchanged for the contentment of an assured stipend. And the steadying and quieting of the temper, no longer made irritable by the daily anxiety, is unquestionably a notable social contribution.

WHY SHE DID NOT SUIT.

SENATOR DEPEW was discussing with a railroad president the difficulty of obtaining competent office help. "Not long ago," said the railroad man, "I engaged a stenographer who was highly recommended for efficiency and accuracy, but I found she wouldn't do at all."

"What was the trouble ?"

"Why, she wrote all my letters exactly the way I dictated them."

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JUN 18 1904

PERFECTION IN A LOOSE LEAF LEDGER.

"The Crain Continuous."

VITAL POINTS **ATTAINED**

PERFECT Security of Lock.
PERFECT Alignment of Leaves.
PERFECT Flat opening back.
PERFECT Workmanship.

COMBINED WITH SIMPLICITY OF MECHANISM AND OPERATION.

Our Ledger is in use by many of the leading Banks, Financial Corporations, Manufacturers and Wholesale and Retail Dealers throughout the country.

Our MONTHLY ACCOUNT SYSTEM is indispensable to the up-to-date retail business of to-day.

Customers' Accounts always ready. Posting reduced to a minimum. Labor, time and money saved.

We manufacture all kinds of Loose Leaf Forms with binders to suit. Invoicing Systems. Order Forms. Record Sheets.

Ask for quotations on our new Fold-over Railway Bill of Lading.

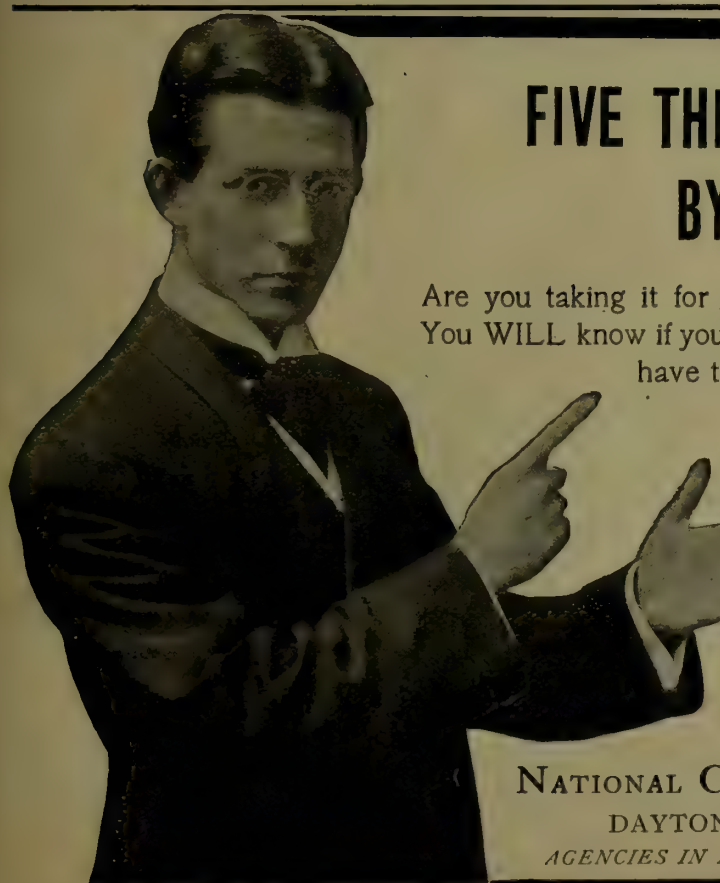
The ROLLA L. CRAIN CO., Limited

Head Office and Factory:

TORONTO, 18 TORONTO ST. **OTTAWA,** **MONTREAL,** IMPERIAL BLDG.

Write to our nearest office for information and prices.

N.B.—As a special inducement to customers ordering by mail, we will prepay express charges to any place in Canada on orders accompanied by cash.



FIVE THINGS MUST BE WATCHED BY A STOREKEEPER

Are you taking it for granted, or do you KNOW they are done correctly? You WILL know if you use an IMPROVED NATIONAL. YOU will not have to GUESS. It records every transaction.

IT TELLS

1 How much CASH business was done.
2 The goods sold on CREDIT.
3 What was RECEIVED ON ACCOUNT.
4 The amount PAID OUT.
5 If a mistake was made CHANGING MONEY.

MACHINERY MAKES NO MISTAKES.
NO MISTAKES—NO LOSSES.

NATIONAL CASH REGISTER CO.
DAYTON, OHIO, U. S. A.
AGENCIES IN ALL PRINCIPAL CITIES

CUT OFF AND MAIL TODAY

N. C. R. Co.
Dayton, O.
If it costs nothing and puts me under no obligation to buy, I will look at your improved registers when your agent is next in this vicinity with his samples.
Saw your ad in CANADIAN GROCER.

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Address_____

Montreal Office, 1685 Notre Dame St.
Regina N. W. T.—W. Brizzolari
Calgary, N. W. T.—B. L. Robinson
Toronto Office, 129 King Street, West
Winnipeg, Man., 414 Main Street
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F. C. CALVERT & CO.

Manchester, England,

whose specialties have been awarded more than 100 Medals and Diplomas for superior excellence in competition with other manufacturers

Calvert's Carbolic Preparations include Disinfectants, Dentifrices, Soaps and other toilet specialties, which are well known, reliable articles, finding a ready sale in England, the colonies and many foreign countries. The Soaps are probably of most interest to grocers and full particulars and prices of the various qualities, suitable for the Canadian market, in addition to the two enumerated below, are given in price list mailed free on request.

Calvert's 20 per cent. Carbolic Soap affords protection against mosquitos and other insects, and is also refreshing to use. Each tablet is packed in a metal box. Retail price, 30 cents a tablet.

Calvert's No. 5 Carbolic Soap is a good soap for all ordinary purposes, retailing at the low price of 5 cents a tablet.

F. C. C. & Co. ensure the quality and efficiency of their soaps by guaranteeing definite percentages of carbolic acid.

have now opened a wholesale depot for the further extension of their Canadian trade, at

807 Dorchester St., Montreal.

W. T. LEACH, Representative.

Price Lists, etc., mailed on application.

GORDON GRANT & CO.

Merchants = Financiers

Ship and Insurance Agents

Agents of the PICKFORD & BLACK CANADIAN STEAMERS.

Cable Address:—"GORDON," Trinidad

CODES USED:—Lieber's; A.B.C.; A 1; Ager's; Watkins'; Scott's; and West-Indian and other Private Codes

IMPORTERS of CANADIAN LUMBER, FLOUR, CODFISH, OATS, HAY, Etc.

EXPORTERS of SUGAR, MOLASSES, RUM, COCOA, COFFEE, COPRA, COCOANUTS, CRUDE ASPHALT, REFINED ASPHALT OR EPUREE, GLANCE PITCH OR MUNJACK, INDIA RUBBER, BALATA GUM, HIDES (WET AND DRY), BITTERS.

ST. VINCENT WHARF, PORT OF SPAIN, **TRINIDAD**

DON'T BE BEHIND THE TIMES

ALL THE UP-TO-DATE TRAVELLERS HANDLE

MYERS SPICE for Horses, Cattle, Poultry, etc.

WHY! Because they know it is pure and the best to be had. Also they want their customers to have a genuine article and a ready seller.

Write ***MYERS ROYAL SPICE CO., Niagara Falls, Ont.,*** for further particulars.

Professional Training for Business

THE higher institutions of learning in the United States and Canada are extending their teaching to the training of men for the world of affairs. Law, medicine, theology, engineering and teaching have the rank of professions, and the necessity for expert training for these careers is no longer questioned. Business as such has until recently been allowed to shift for itself. Here was one field, so it was said, in which a university education could be of no practical value. This was no place for theory. Business must be learned in the thick of the struggle. The four years devoted to a college education could not be spared from the apprenticeship essential to business success.

A Change of Attitude.

is now taking place on the part of the colleges, and the business world has met the college half-way. Business has become vast and complex. For the large problems now confronting it large men are needed. The success of the great corporation to-day depends primarily upon the possibility of securing not capital, but brains. Weakness in management cannot be tolerated. The price of inefficiency is failure. The business community has been compelled in self-defence to turn for aid to the institutions which have served other professions so faithfully.

Not all the universities have accepted the new task willingly, and even in those which have are many men who look with concern upon this attempt to "commercialize" collegiate instruction and to divert it from scholarly and liberal pursuits. It is asserted that institutions of learning are now to be employed in teaching men to drive sharper bargains and to magnify the importance of mere money-getting. But this is to misinterpret the spirit of the movement. Its purpose, beyond the obvious one of providing a sound business training, is, by means of the disciplined mind and the matured judgment, to develop a greater sense of social responsibility, a more generous and sympathetic view of commercial welfare, a spirit of self-sacrifice at present so foreign to the world of affairs. If it is replied that there can be no such thing as sentiment in business and that each man must look out for himself, this answer must be regarded as a severe arraignment of the existing order and a most effective argument for sounder and broader business training. A system of business education has no defence that fails to raise the level of industrial negotiation.

Business Can Be Taught.

The institutions that have undertaken this task insist that business can be taught. The multitude of details, varying with each industry and with the individuality of its director, must obviously be acquired in the industry itself, but the underlying principles that establish the relationship between an industry and the business world in general are proper subjects of instruction. Educational institutions can train for business so soon as businesses have evolved a body of principles capable of systematization and of scientific analysis. In this task of systematization, or even in the discovery of the principles themselves, very little of direct aid can be looked for from the business men who are unaccustomed to the consideration of their businesses from the pedagogical standpoint. This is the problem for the schools.

The Organization of the Work.

differs somewhat in the different institutions, but these variations can all be included under two general plans :

First, courses of study offered as a part of the university curriculum, open as electives to students, with a certain degree of sequence and unity in the work, assured through faculty supervision; and,

Second, distinct schools in which definite requirements are made for the completion of an organized course, with or without recognition at the end by a specific degree other than the customary academic degree.

The form of organization is not necessarily of importance, yet the character of the work done will eventually be shaped largely thereby. A well-organized "school" gives compactness to the work, renders possible an arbitrariness in requirements often necessary to insure all-round training, permits heavier demands and a more rapid pace, allows of a discipline that banishes the irresponsibility of academic life, thereby facilitating entrance upon the rigors of business, and develops an esprit de corps among the students that is a spur to effort. On the other hand, courses of training for business offered as electives in the general curriculum, granting maturity of mind and power of selection, have the advantage of being capable of introduction into the general course without disturbing the university's organization or increasing its machinery. It follows that the "schools" will, as time goes on, become more narrowly technical and will train their students for specific careers, whereas the university course will attempt only to offer such training as will give a broad underlying foundation for business in general. The colleges and universities have yet, however, made no such sharp distinction. The work is in brief as follows :

Nature of Studies Required.

Most of the schools require a certain amount of general college work as a prerequisite. This distinguishes them sharply from the so-called "commercial college," in which the instruction consists largely of clerical accomplishments, such as stenography, penmanship, and bookkeeping, and in which no preparation is necessary except in the most elementary branches. They usually expect two years of preliminary work, consisting of the regular college courses in mathematics, the sciences, languages, history, and economics. During this preliminary period the student is introduced, in some institutions, to the elementary phases of his later work. It is the general opinion, however, that this period of preparation should be undisturbed by the invasion of commercial work, for such work introduced thus early has a tendency to absorb a young man's attention before his mind has been disciplined to handle it to advantage, and deprives him of his only opportunity to secure anything that approaches a general education.

Commercial Courses.

Coming now to the commercial courses themselves, certain work is regarded by most of the institutions as essential for all students, regardless of the business for which they are preparing themselves. This includes :

1. Business law, which involves a brief consideration of contracts, sales, bills and notes, carriers, agency, and corporations, the object being not to train the student to be an expert in law, but to equip him for the better administration of his business; not to make it possible

for him to dispense with the services of a lawyer, but rather to enable him to know when to seek legal advice.

2. Corporation finance, including a knowledge of securities, their methods of handling, the financing of large enterprises, and the workings of the money market.

3. Modern language—German, French, and Spanish—which is of growing importance, as there are very few businesses of any extent to-day that are not engaged in international negotiation.

4. Domestic and foreign trade, including commercial geography or the distribution and handling of commercial products; the technique of industry, covering sources of raw material, processes of manufacture, and markets; transportation, both domestic and foreign, with the methods and facilities employed.

5. Modern advanced accounting and auditing. In addition, the sciences, especially chemistry, physics, and mineralogy, are prescribed for some businesses, particularly in the field of manufacturing, and in some schools elementary courses in engineering are offered.

With these courses as a basis, a number of institutions are offering training for specific careers. Thus far they have quite generally confined themselves to banking and private finance, transportation and insurance. Training for journalism is announced in one or two instances, but this has not become general, for it is recognized that the best preparation for this career is to be found in a thorough equipment in English, history, economics, and the problems of present-day industry rather than in instruction in the art of journalistic work.

From the standpoint of the business community to-day a degree is of no importance. From the student's standpoint it is a much-desired recognition of work done. If business is to become eventually a profession in the best sense, it is desirable that a degree should be created as significant as that now conferred upon engineers. The customary academic degrees are not adequate.

College Man in Favor.

The attitude of the business community toward the college man trained for business is becoming constantly more favorable, as it is toward college men in general. Formerly the prejudice against them was strong, and it was in part justifiable. Many a young man just out of college, with exaggerated ideas of his attainments and capacity, was unwilling to gain his experience in humble positions. An unfortunate experience with one individual was often sufficient to prejudice a business man against the college graduates as a class. This prejudice seems to be disappearing before the more rational attitude of the college graduate and the greater appreciation of his real worth by his employer. It is becoming common for many large concerns, such as the electric companies and the life insurance companies, to send representatives to the colleges every Spring to select the most desirable men from the graduating classes. These companies frankly admit the superiority of the college-trained man. A prominent American railroad president perhaps expresses the view of the majority of broad-minded business men when he says: "In selecting help we should give preference to a college-educated man, all other things being equal, and we have no prejudice against them. As a general thing, we find college-bred men capable of reaching a higher standard in the service in shorter time than those who lack the mental training that goes with education, provided they are willing to take hold in a subordinate place and work as others are willing to work who have not had their advantages."

Demand for College Trained Man.

The superiority of the college-trained man in business once admitted, the demand for men specially trained for this work follows as a matter of course. Such objections as come from the business community come from what may be regarded as special sources. Men who have built up successful businesses through personal invention and skill resent the suggestion that any school can teach a young man their methods. The obvious reply is that no school would attempt to do so. For business of this character (and they are mainly manufacturing businesses) only the broad underlying principles affecting the industry would be the subject of instruction. Detailed study has confined itself thus far to those businesses which are either quasi-public in their nature or whose organization is a matter of such general knowledge that they have become affected with a public interest.

That the demand for specially trained men has already begun is shown by letters from the directors of some of the schools. One writes:

"I could have placed a dozen graduates this year if I had had them. I have been asked to supply three or four graduates for administrative work in one of the great electrical companies, and a similar request has come from at least one of the larger insurance companies. One or two railroad men have undertaken to provide places in auditing, accounting, and similar departments for students through the Summer, in order to test them so that any man specially fitted for the work might find a permanent place with them. One of the largest auditing companies has asked me for men whom I could not supply. The point is that the business men are interested enough to give the students opportunities to get acquainted with the practical side and to try them."

How the Student Looks at It.

The attitude of the students themselves toward this new form of education is not the least gratifying phase of the movement. Attracted by the opportunities opening everywhere for the exercise of power and responsibility, college men are inclining more and more toward business as a career. Statistics have frequently been compiled which show this tendency. Of this year's graduating class in a leading university, numbering 313, 112 will go into business, 85 into law, 24 into medicine, 25 into teaching, 9 into the ministry, and 26 will do special work, in many cases of a business character. It should be noted further than many who pursue law studies have business as their aim and should be classed with business men. It is through the legal profession that our business life is receiving many of its strongest recruits. There seems to be no good reason for doubting that business will in time follow law and medicine and rise to the dignity of a real profession.

CANADIAN TRADE WITH AUSTRALIA.

That Canadian manufacturers are rapidly coming to the front in Australia under the stimulus of a prospective preferential tariff is evidenced by the number of agents and travellers now showing samples in Melbourne and Adelaide, and the number of orders being forwarded to Canada. The Canadian Government agent in Australia points out that importers there are disposed to give Canadian goods the preference over foreign goods, everything else being equal.

One Canadian traveller reports that owing to the preferential tariff in New Zealand he was able to deliver goods there duty paid at 11 per cent. less than foreign goods of a similar class.

SOCKEYE **SALMON**

"Sovereign" and "Lynx"

Brands

ARE THE CHOICEST IN THE MARKET.

EVERY TIN GUARANTEED.

TO BE HAD OF ALL GROCERS.

"Horse Shoe" SALMON

For 25 years the standard in Canada.

Every can guaranteed.

The quality unexcelled.

It is so thoroughly known among consumers that all grocers should give it prominence.

New Pack is in the hands of the wholesale trade.

A Healthy Purse If You Sell

"HALIFAX," "ACADIA" AND "BLUENOSE" BRANDS OF PREPARED COD

FISH

and a healthy stomach for everyone who consumes them. **Better than meat for both profit and health.**

BLACK BROS. & CO., LIMITED, HALIFAX.

A. H. BRITTAIN & CO., Representatives in Quebec and Ontario. Board of Trade Building, **MONTREAL.**

Agriculture in the Northwest

THE Canadian Northwest is today the attractive point for a greater number of desirable settlers than any other country on the face of the globe, with its magnificent area of grain and grazing lands admittedly the most productive on the North American continent. These have attracted no less than 700,000 settlers during the past seven years, 150,000 having come during 1902 and 1903, and the tide of immigration is sweeping on with unprecedented rapidity. It is difficult to realize the vastness of this magnificent agricultural country and its unlimited resources, which are only mildly described by saying it extends from Lake Superior on the east to the Rocky Mountains on the West, a stretch of nearly 1,200 miles, and from the 49th parallel on the south northward nearly 500 miles, containing 385,000,000 acres. It is literally a land of promise to the farmer, with its many millions of acres adapted to wheat growing, and only a relatively small portion turned by the plough as yet.

A Ten-mile View of a Prairie and Wooded District in the Northwest.

Manitoba.

In 1870 the agricultural production of Manitoba, with its area of 41,169,098 acres, found no place in the records. In 1881 it was credited with producing 1,000,000 bushels of wheat on an acreage of 51,300, and 1,270,268 bushels of oats. In 1902 the acreage of Manitoba was 3,189,015, 2,039,940 of which was in wheat, producing a yield of 53,000,000 bushels. The acreage under crop in 1903 was 3,757,173, with 2,442,873 acres in wheat, and the production of wheat 40,116,878 bushels; 855,431 acres of oat crop yielded 33,035,754 bushels; 326,587 acres yielded 8,707,252 bushels of barley, and 21,198 acres, 4,757,000 bushels of potatoes, a total of nearly 100,000,000 bushels. Cultivated grasses yield about two tons per acre, and native grasses a ton and a-half.

An authority on the Canadian West recently said:

> The rich soil and favorable climatic conditions of Manitoba are as a bank account, upon which present farmers in the province are not yet drawing more than a portion of the interest accruing from year to year. Only when 20,000,000 acres of their heritage are actually cropped will they realize what the account to their credit is; 4,000,000 acres are now under cultivation. These lands can still be purchased at from $5 to $40 an acre. Resident farmers, whose lands are valued today at from $15 to $40 an acre, are realizing a revenue from the same equal to seven per cent. on an investment of more than double this value.

The average Manitoba wheat yield per acre in 1903 was 16.42 bushels. The following table gives some idea of the producing capacity per acre of Manitoba land, as compared with that of the wheat-raising belt in the United States:

	Av. for 10 yrs. bu.	1903 Bu.	1902 Bu.	1901 Bu.
Manitoba	21.7	16.4	26.0	25.1
Kansas	12.7	17.1	10.9	18.5
Minnesota	14.2	13.1	13.9	12.9
North Dakota	12.7	12.7	15.9	13-1
South Dakota	10 4	13.8	12.2	12.9
Nebraska	12.2	12.6	13.9	17.1
Iowa	14 7	12.1		
Missouri	11.6	* 8.7		

Messrs. Grimble & Co.
LIMITED

Specially request the trade to consider quality when placing their orders for

VINEGARS

NOTE OUR GRADES.—Orleans No 16, and Nos. 16, 18 and 24 malt, concentrated and distilled.

All inquiries addressed to their Canadian agent, Mr. I. S. Wotherspoon, 204 Board of Trade Building, Montreal, will receive prompt attention.

I. S. WOTHERSPOON,
204 Board of Trade Building,
MONTREAL, P. Q.

O Yes!

Know all men by these presents that **Batty's Nabob Sauce** has never been surpassed.

We received the Gold Medal in 1851. We received the Gold Medal in 1903, and we were not idle all the time in between.

No store is complete without it.

In witness thereof we have affixed our name :

ESTABLISHED 1824.

Batty & CO.
LIMITED
Sauce and Pickle Specialists,
LONDON, S.E.

YOU WANT TO BE A LEADER IN YOUR TRADE

Manufactured from a blend of the finest
MOCHA, EAST INDIAN, JAVA, COSTA RICA and MYSORE COFFEES.

NO CARAMEL, NO GLUCOSE used in their manufacture.

BROMLEY'S COFFEE ESSENCES

The HOSPITAL says:—
"It is quite the best of its kind we have ever tested."

The LANCET says:—
"Distinct evidence of its genuineness and value was afforded in the fact that, by a suitable treatment crystals of Caffeine, the important stimulating principle of Coffee, were extracted from it. It is free from objectionable admixtures."

BRITISH MEDICAL JOURNAL says:—"It is a well-made liquid preparation, and Caffeine was abundantly found therein."

WILL ACHIEVE YOUR DESIDERATUM

GOOD AND PERMANENT PROFITS.

LARGE AND INCREASING SALES.

Dr Laing's Cream Sauce

THE ONLY SAUCE IN THE WORLD CONTAINING
PURE GRAPE JUICE
AND
RICH DEVONSHIRE CREAM.

SOLE AGENTS FOR CANADA: **W. G. PATRICK & CO.,** Merchants, 29 Melinda St., **TORONTO**

During the year 1902, 50.7 per cent. of all the wheat officially inspected at Winnipeg graded No. 1 hard, and 30.6 per cent. No. 1 northern, making eighty-one per cent. of the total receipts fall within the two highest market grades. During the same time only one per cent. of the receipts at Minnesota were hard, and twenty-two per cent. No. 1 northern; only twenty-three per cent. of the total receipts represented the two highest gradings.

That there has also been a satisfactory growth in the dairying industry of Manitoba is shown by the fact that the dairy produce for 1902 was valued at $747,604. This industry is likely to assume phenomenal proportions in the near future. During the Winter of 1902-03, 13,986 head of cattle were fattened, while the number of milch cows in the province was 126,846.

Grain and Root Crops in the Northwest.

Assiniboia.

This district, to the west of Manitoba, containing 34,000,000 acres, is in part a continuation to the westward of the grain-growing areas of Manitoba. In Eastern and part of Western Assiniboia excellent crops of wheat, coarse grains and vegetables are produced, and the climate answers all requirements, for the production of No. 1 hard wheat, for which Western Canada is noted the world over. This district, in conjunction with the Province of Manitoba, will one day be one of the greatest wheat-producing sections of the American continent, and for the following reasons: 1—It has a soil particularly rich in the food of the wheat-plant. 2—It has a climate that brings the plant to maturity with great rapidiy. 3.—On account of its northern latitude it receives more sunshine during the period of growth than the country to the south. 4.—Absence of rust due to dryness of climate. 5.—Absence of insect foes.

The possibilities of Assiniboia in wheat growing are shown by the averages of tests made at the experimental farm in 1902, when eleven varieties of the most suitable wheat, sown on April 19, were cut in 130 days, and yielded 4,314 pounds of straw and forty-three bushels and two pounds of grain per acre. The cultivation of flax is carried on in Western Assiniboia to a large extent and a number of farmers are reported to have paid the entire cost of their farms from the yield of the first flax crop. By far the most important industry in Western Assiniboia, however, is that of ranching. The wide stretches of prairie afford excellent grazing for sheep and cattle, and indirectly splendid returns to the stockman, who gets from $40 to $50 for steers which cost him only the interest on the original investment of stocking the ranch, and his share in the cost of the annual round-up. Dairy farming has also become exceedingly popular in this section of Western Assiniboia, where the natural grazing advantages enable one to keep a large number of cattle, which need no feed except for short intervals during exceptionally stormy weather in the Winter months.

Saskatchewan.

Saskatchewan, lying north of Assiniboia, is the largest of the four provisional districts carved out of the Territories by the Dominion Parliament in 1882. Its area is 106,700 miles, and may be described as well suited by climate and soil for the raising of wheat, cattle and sheep. The crops consist of wheat, oats, barley and potatoes, while turnips and all kinds of vegetables are raised successfully. The normal yield of wheat (Red Fyfe) is about thirty bushels to the acre in favorable seasons, and of oats about sixty bushels. The country is also remarkably well adapted for stock raising, and large shipments are made annually. Almost any portion of this district answers all the requirements for dairy farming which is already being carried on extensively.

Alberta.

The district of Alberta contains 106,100 square miles, and comprises within its limits two divisions showing marked distinctions in topographical and climatic conditions. The southern is an open rolling country, devoid of timber, except along the streams and in the foothills of the Rocky Mountains, and is essentially a ranching and dairying country, offering unequalled opportunities for effort in those directions. Cattle, horses and sheep graze outside during the whole year, and hay is easily and cheaply secured for weak stock. With good management the profits to stockmen are large, $40 and $50 per head being paid for steers during 1903. Large bands of young stock are annually brought in from Eastern Canada and some of the Western United States, to be fattened on the ranges, the profits being sufficiently large to amply pay for reshipment, after fattening, to European and other eastern markets. Mixed farming is successfully carried on somewhat generally.

Dairying is carried on with great success, the country being pre-eminently fitted for it. To a wide range of the best wild pasture are added an abundant water supply and shading and sheltering groves of trees. During the Summer season the averages are for each cow four and one-half gallons of milk per day,

MONKLAND MILLS | BROOMFIELD MILLS | FERGUS ELEVATOR

James Wilson & Sons

Manufacturers and Exporters of the Finest Grades of

OATMEAL
PEASE MEAL
SPLIT PEAS
POT BARLEY
PEARL BARLEY
ROUND PEAS

Feed of All Kinds
Correspondence Solicited

FERGUS, ONTARIO, CANADA

MADE IN CANADA
FROM
Manitoba Wheat.

That Cereal Breakfast Food, "Wheat Marrow," makes "a perfect breakfast" for dyspeptics, for children, and for those in robust health. It is a brain and nerve, bone and muscle builder.

It contains four-fifths of the elements necessary to sustain life. It is unlike any other Cereal Food on the market. It is truly "a perfect breakfast food."

Wheat Marrow

PAYS YOU 50 PER CENT.

Put up in Boxes of 24 Cartons . . .

WM. MACK,

Express Roller Mills. CORNWALL.

Selling Agents, A. P. TIPPET & CO., Montreal.

THE LAKE HURON & MANITOBA MILLING CO., LIMITED

GODERICH, CANADA.

Manufacturers of Strictly

High Grade Hard Wheat Flour.

MANITOBA HARD WHEAT used exclusively.

Most Modern and up-to-date Mill in the Dominion.

Though only a short time in business our product enjoys an unrivalled reputation throughout Ontario, Quebec and the Maritime Provinces, and commands the highest prices in Great Britain, the continent of Europe, and South Africa.

Our DRY GRINDING insures safety in TROPICAL CLIMATES.

We pack in Wood, Jute or Cotton.

Bran and Shorts machine-packed in jute bags, 100 lbs. each.

Correspondence solicited.

and six and one-half pounds of butter per week.

In Southern Alberta irrigation is largely resorted to in producing grain and fodder crops; by this means returns of the most satisfactory character have been obtained. The many streams flowing down from the mountains afford bountiful supplies of water for this purpose, and at the present time some three hundred miles of ditches and canals have been constructed to carry water for irrigation. These streams also afford an unfailing supply for stock and for dairy operations.

During the past two or three years great success has followed the growing of Winter wheat. This has been particularly the case in Southern Alberta, in the neighborhood of the foothills, north of Calgary, and around Lethbridge, Macleod, and Claresholm. Reports at hand show a yield of forty-five bushels to the acre. Fall wheat is also being successfully produced in several sections of Alberta.

The great fertile valley of Northern Alberta is suited to grain raising, mixed farming, ranching and dairying, all of which are profitably carried on. In ordinarily good seasons the regular yield is sixty to seventy-five bushels of oats, averaging forty pounds to the bushel, while barley will yield sixty bushels, wheat over forty, while potatoes of from two to three pounds' weight are not a rarity. There is also a varied and nutritive pasture during a long season in Summer, an abundant supply of hay procurable for Winter feeding, and an abundant and universally distributed water supply which makes stock raising profitable in the extreme.

The following tables represent comparatively the area of acreage and yield of the principal cereal crops in the Northwest Territories:

Wheat.

Year.	Acres.	Bushels.	Yield per acre.
1898.....	307,580	5,542,478	18.01
1902.....	625.758	13,956,850	22.30
1903.....	673,715	12,500,000	18.58

Oats.

Year.	Acres.	Bushels.	Yield per acre.
1898.....	105,077	3,040,307	28.93
1902.....	310,367	10,661,295	34.35
1903.....	214,409	7,600,000	35 51

Barley.

Year.	Acres.	Bushels.	Yield per acre.
1898	17,092	449,512	26 19
1902.....	36.445	870,417	23.88
1903.....	15,087	409,000	27.10

The total acreage of barley, wheat and oats for 1903 totalled 903,211 acres, and the production therefrom 20,509,000 bushels.

A recent estimate has been made of the quantity of grain Manitoba and the three Southern Territories may be expected to yield. The census returns of 1901 show that these regions had 3,600,000 acres under crop. The number of acres under crop in 1903 was 4,687,583, an increase of over thirty per cent. Assuming that the area of Manitoba and the three territories is 228,000,000 acres, and that, of this, 45,000,000 are available for wheat, oats and barley, the calculation will result in showing that in twelve years the whole 45,000,000 acres will be taken up, while the output at the present average per acre will be:

	Acres.	Yield bushels
Wheat	29,700,000	750,000,000
Oats	11,250,000	528,000,000
Barley.....	4,050,000	141,750,000

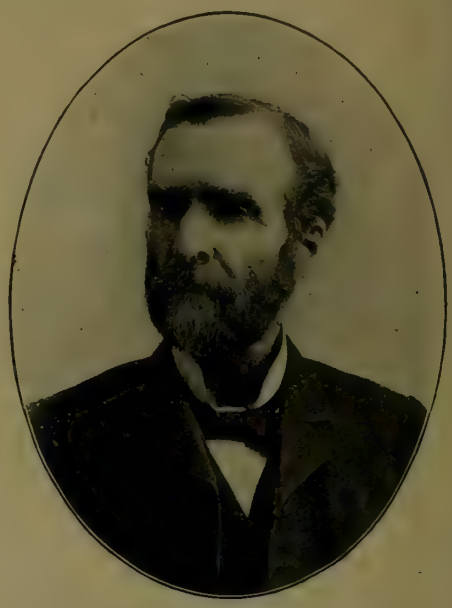
From the rate at which population is pouring into these regions it is safe to say that the 45,000,000 acres will be under the plough and yielding a harvest long before the expiration of the term of years mentioned.

By that time double the number of acres will be ready for the farmer, and still there will be 138,000,000 acres to be brought under the plough.

MR. ALEXANDER MacLEAN.

MR. ALEXANDER MacLEAN, of Ottawa, who has been appointed Canadian Trade Commissioner to Japan, has had a wide and varied experience. His parents, who were natives of Inverness-shire, Scotland, came to Canada in 1832, and took up a farm in South Dumfries, Brant County, where the subject of this sketch was born two years later. Having followed the usual occupations on the farm and attended the public school and later the grammer school in Paris, he became a school teacher at 20 years of age, which occupation he followed for a year. After serving an apprenticeship in a general store at Ayr, he went to Stratford, where he engaged in the lumber business.

In 1861 he made another change and established the Mitchell Reformer, which he conducted until 1865, when he assumed editorial responsibility for the Cornwall Freeholder, the home organ of the late Hon. John Sandfield Macdonald. There he remained until 1872, when he was appointed Ottawa correspondent of the Toronto Globe, a position which he filled to the entire satisfaction of Mr. Brown and of the Reform party generally during the exciting time of the Pacific scandal. In 1874 he retired from the Globe staff and joined John C. Roger in the purchase of the Ottawa Times, which they conducted for two years in the Reform interest and then sold to the late A. M. Burgess, afterwards deputy minister of the interior. In the meantime the firm of MacLean, Roger & Co., had secured the contract for the parliamentary and departmental printing of the Dominion Government, which was renewed on several occasions until the Government established the printing bureau in 1888. In conjunction with Mr. Roger and others, Mr. MacLean established the Canadian Granite Co., and later the Ottawa Granolithic Paving Co., of both of which he was president. In 1894 and 1895 he was also managing director of the Montreal Herald. Mr. MacLean has



Mr. Alexander MacLean, Canadian Trade Commissioner to Japan.

always taken deep interest in public and municipal matters. For four years, 1887 to 1894, he acted as alderman in Ottawa, and during the latter year, as chairman of the Street Railway Committee, he took a prominent part in the negotiations leading to the construction of the Ottawa Electric Railway. He has been president of St. Andrew's Society, of the Ottawa Art School, and of the Central Canada Exhibition Association. In politics he has always been a Liberal, and for a term he held the office of president of the Ottawa Reform Association. He belongs to the Masonic Order, being a past master of the Cornwall lodge, which he joined in 1868.

Orange Meat

How Made

Scientifically and hygienically prepared from pure No. 1 white wheat. It is thoroughly cooked and is easily digested. There are many delightful ways in which it can be served, for breakfast and luncheon. For just-before-retiring it is perfect. It is flavored with honey and is most appetizing.

Carefully put up in a mercerized paper bag, in a perfectly sealed and attractive package, which preserves it fresh and crisp for months and absolutely impervious to contamination from dust, dampness and noxious odors and insects.

The Frontenac Cereal Co.,
Limited
43 Scott Street, Toronto

Sell

Orange Meat

The Ideal Cereal

Orange Meat
The Premium Food

Orange Meat

How Sold

Is put up in two sizes, one to retail at 15c., the other at 25c.

THE 15-CENT PACKAGE

Contains Premium Coupons which give zest to its sale.

Packed and priced as follows :

Single Cases (36 packages)	$4.50
5 and 10 Cases	$4.40

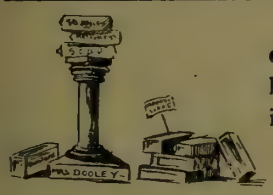
THE 25-CENT PACKAGE

Contains about 2½ times the contents of the 15-cent package, and so is exceptional value to the customer. No coupons with this package.

Packed and priced as follows :

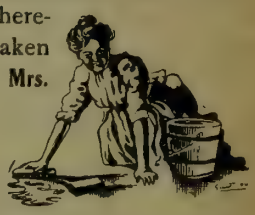
Single Cases (20 packages) $4.00
(Freight paid on 5-case lots)
A clean 25 per cent. to the retailer.

The Frontenac Cereal Co.,
Limited
43 Scott Street, Toronto



Send for **"The Story of Mrs. Dooley"** in booklet form. Free. A most interesting statement.

The illustrations herewith presented are taken from **"The Story of Mrs. Dooley."**



Mrs. Dooley's Laundry Soap

excels, by the consent of its users, any other Laundry Soap made.

It contains Borax.

Its sale in a few months has had a remarkable increase.

10 %

Mrs. Dooley's Laundry Soap pays the retailer about 10% more profit than any other good soap he handles. 10% is a profit too good to be neglected.

Mrs. Dooley's Laundry Soap is priced as follows :

Single Case,	$3.70.
5 Case Lots,	3.60.
10 " "	3.50.
25 " "	3.40.

Order from your wholesale grocer.

Mrs. Dooley's Soap Wrappers are redeemed in CASH.

1 cent for 4 wrappers. Cash is preferable to premiums.

MRS. DOOLEY'S LAUNDRY SOAP
is made by
The Metropolitan Soap Co.
LIMITED
TORONTO

CROWN BRAND CEREALS

are made from the BEST Canadian Grain, with the latest and most approved process of milling. Our "CROWN BRANDS" are of world-wide fame.

Grain AND Pressed Hay

Foreign importers should correspond with us. Our facilities for handling this class of business enable us to fill all orders promptly and with first-class goods.

Crown Foods

Beaver Oats,
Swiss Food,
Rolled Oats,
Cut Oatmeal,
Flaked Wheat,
Flour,
Corn Meal.

We shall be pleased to correspond with reputable firms in Great Britain and other countries with a view to export trade.

Swiss Food

is our leading cereal,—a wheat product, prepared by scientific methods in the best manner possible. A large-flaked food, put up in handsome cartons. Has enjoyed and is enjoying the maximum of favor.

P. McIntosh & Son,

MILLERS AND MANUFACTURERS,

Cable address "Intosh" TORONTO, CAN.

FLOUR AND CEREAL FOODS

FLOUR TRADE IN JAPAN.

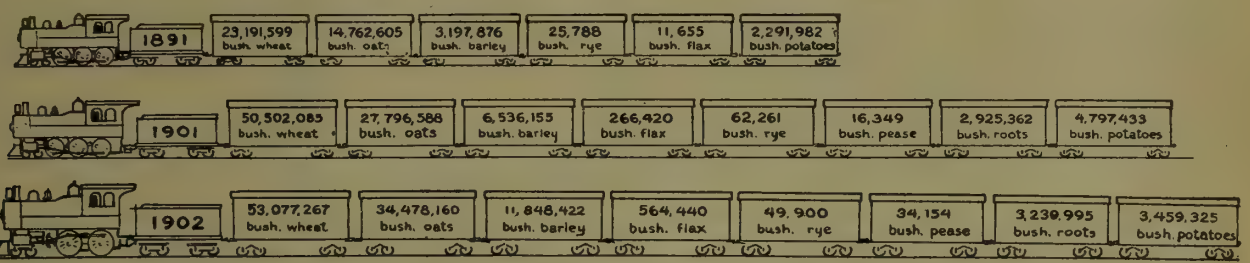
THE importation of flour into Japan was much greater in 1903 than in the preceding years, and, although this increase has been ascribed to war preparations, there is reason to expect a continued expansion of the market for this commodity in this country. In 1901 the importation of flour amounted to 81,000,000 pounds; in 1902 it was a little more, but in 1903 it increased to over 269,000,000 pounds, or more than three times as much as in 1901.

Wheat flour has largely displaced rice flour in the preparation of many Japanese sweets and cakes, and a great deal of the former is now used for this purpose and for paste for the manufacture of fans, screens, etc. For this reason Japanese dealers prefer flour rich in starch and dextrin, being less particular about the whiteness; thus the flour which ranks best in the home market sometimes proves less acceptable to the Japanese than that which is considered inferior in Canada, and exporters should bear in mind this difference in the requirements of the market.

Among the Japanese, wheat flour is not yet generally used for making bread, but a few are beginning to vary their diet by its introduction, and in the further development of this tendency lies the possibility of an immense market for the product of Canadian mills. It has been said that a Japanese eats on an average one pound of rice per day. The country, exclusive of Formosa, has a population of 42,300,000, and therefore the nation must consume as food 15,439,500,000 pounds of rice per annum. The official report of the amount of rice raised in Japan increased by the excess of imports over exports shows that more than 16,000,000,000 pounds were used in each of the years 1901 and 1902. If the people of the country should vary their diet by the use of bread in place of one-half the rice now consumed, the amount of flour required would be nearly thirty times as great as the unprecedented importation of 1903. Such a change in the diet of the nation is not a future improbability, providing a pound of flour continues to be furnished the consumer at the same price as a pound of rice, and is found to possess equal nutritive value.

Under these conditions, who is to raise the wheat and manufacture the flour to meet such a demand? Canada is already seeking an outlet for the products of her extensive, fertile fields. During the Osaka exposition of last year the agents of Canadian firms were systematically and actively engaged in exhibiting the superiority of their flour, and this activity is already bearing fruit in increased exportations to Japan.

It rests altogether with Canadian millers to make the best use of the splendid opportunities within their reach at the present time for the extension of trade with Japan. With her enormous wheat-growing areas it looks as if the possibilities of the flour export trade in Canada will be practically without limit in the near future. It is well known that two big Canadian milling concerns have already been meeting with phenomenal success in their export trade which may be considered merely as a foretaste of what is in store for the milling industry of Canada as a whole.



Increase in harvest of the chief Canadian cereals and roots.

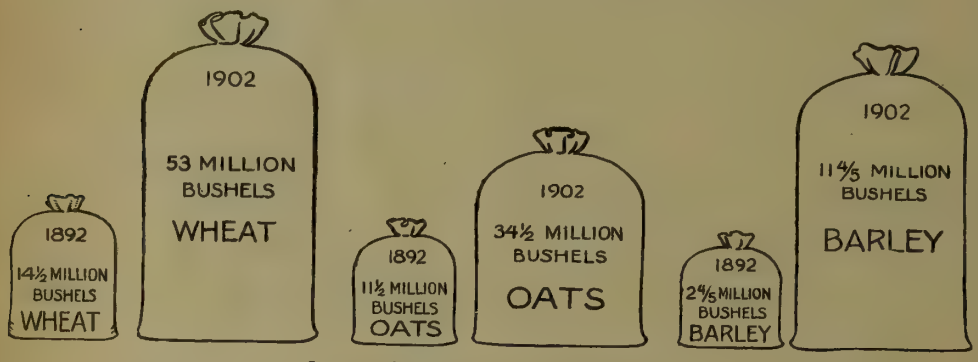
Export Trade in Breadstuffs.

DURING the year 1903 Canada exported to foreign countries, principally Great Britain, wheat to the value of $24,566,000, flour to the value of $4,699,000, oats valued at $2,583,000, and oatmeal valued at $537,000. Exports of barley in 1903 were valued at $457,233, beans at $79,621, buckwheat at $175,394, Indian corn at $36,325, peas at $1,052,743, rye at $269,952, all other grain at $3,299, malt at $7,415, Indian or cornmeal at $4,993, and all other grain products at $26,223—making a grand total of exportations of breadstuffs from the Dominion of Canada during 1903 of over $34,500,000, as compared with $17,525,915 five years ago, an increase of approximately 100 per cent. Of the total wheat exportation of Canada in 1903 $22,999,745 worth went to Great Britain, and $536,264 to the United States. The States bought oats from Canada to the extent of $39,062, while Great Britain's importations amounted to $1,861,661, while other grain was exported to these countries to the value of $73,679 and $573,649 respectively. Great Britain took peas to the value of $476,714, and the United States to the value of $210,033. Exportations of wheat flour to these countries were valued at $2,358,667 and $68,216, and of oatmeal $180,458 and $888 respectively.

These figures represent, however, a small portion of the grain products of

Canadian farms. The value of the cereal production of the Canadian Northwest alone for 1903 is estimated at about $55,000,000. Of this wheat, which is a cash crop, will bring in nearly $45,000,000, while there remains some 40,000,000 bushels of oats and 11,000,000 bushels of barley, representing alone a value of about $12,000,000. Only 10 per cent. of all this is sold, the balance being used at home by farmers as feed for their stock.

In this connection it must be remembered that Canada is just beginning to realize her possibilities in the production of breadstuffs. At the present time only a small percentage of the acreage suited to the production of cereals is under cultivation, and Canadian milling institutions, as far as export trade is concerned, have but recently sprung into existence, so to speak, even if they are able to show an output of manufactured grain products for export trade valued at $5,500,000. If the present rate of increase is kept up, there is no question that these figures will look



Increase in principal Canadian cereals.

very small and ordinary when they are compared with those of Canadian exportations of breadstuffs a few years hence. It is interesting to note that the relative increase in Canada's general export trade, in which breadstuffs figure largely, during the past 10 years has been greatly in excess of that of any other country in the world.

According to an American financial writer the production of wheat in the United States is not keeping pace with the growing domestic demand. The result is gradually decreasing supplies for export. If such statements be true, the United States through the years to come will have smaller and smaller quantities of foodstuffs for export, and the natural deduction is that Canada will more and more be called upon to furnish the food importing countries with the breadstuffs which they require.

One hears Canada spoken of these days as the granary of Great Britain. The English market imports wheat to the extent of 150,000,000 bushels a year, of which Canada supplied 32,985,745 bushels in 1903. Reckoning roughly Canada will have to increase her total exportations about 5 or 6 fold in order to supply this market. Since 1896, or in 7 years, these have increased three-fold and over. The deduction follows that in 10 years or less Canada will be able to supply Great Britain with all the grain she requires.

On the occasion of a recent visit of Sir Wilfrid Laurier to the Corn Exchange, London, England, one of its leading members is reported to have made the following statement :

"When it is borne in mind that 80 per cent. of the breadstuffs of England has to be brought from abroad it may be readily appreciated with what great satisfaction Englishmen view the large and steadily increasing supplies of grain which are annually available for export from Canada; and I challenge contradiction when I say that of the wheats imported by England from Russia, India, the Pacific, and the length and breadth of the United States, none gives more general satisfaction, and none is more generally appreciated than that raised in Canada—and particularly that from the Northwest.

"We look forward to the time when at the present rate of progress, the Dominion of Canada will have a sufficient surplus of wheat to render Great Britain independent of other sources of supply."

EXPORTS OF BREADSTUFFS.

Year	Wheat	Flour of wheat	Total of wheat and flour	Barley	Oats	Peas	Beans
	Bush.	Bbls.	Bush.	Bush.	Bush.	Bush.	Bush.
1896	9,919,542	186,716	10,759,764	840,725	968,137	1,757,115	254,213
1897	7,855,274	421,758	9,753,185	1,831,094	6,546,881	4,077,763	264,443
1898	18,963,107	1,249,438	24,689,698	443 656	9,876,463	3,236,131	273,295
1899	10,305,470	792,536	13,907,927	238,948	10,312,792	2,911,418	304,385
1900	16,844 650	768,162	20,365.393	2,156,282	6,929,214	3,059,927	312,056
1901	9,739,758	1,118,700	14,867,133	2,386,371	8,155,063	3,864,927	310,416
1902	26,117,530	1,186,648	31,098 000	457,117	5,030,123	2,001,779	154,131
1903	32 985,745	1,287,766	38,988,006	947,012	7,593,177	1,144,754	51,043

Milling in Canada.

IN company with the development of the western wheat fields, the milling industry of Canada is striding forward. Out of a total of some 2,500 mills scattered from the Atlantic to the Pacific, fully 200 have capacities of over 200 barrels per day, whilst the largest mills are capable of producing between two and three thousand barrels every twenty-four hours. The value produced has increased annually. In 1871 the output aggregated $39,135,919. In 1881 the total reached $41,772,372, and in 1891 it grew to $52,423,286. A conservative estimate would place the present output at $70,000,000. Though apparently few men are employed in the mills and the machinery seems to do everything by itself, yet no small portion of the population of Canada is given employment both directly and indirectly by the milling industry. Mechanics are required to keep the machinery in repair, engineers to run it, coopers to make the barrels and other employes to sew the sacks, not to speak of the millers themselves, who perform the actual work required in grinding wheat. Were the industry to be removed from the country,

EXPORTS OF BREADSTUFFS.

Year	Rye	Corn	Buckwheat	Other grain	Oatmeal	Bran	Other breadstuffs
	Bush.	Bush.	Bush.	Bush.	Bbls.	Cwt.	Lbs.
1896	29	9,765	405,000	269	110,255	139,152	818,500
1897	216,463	53,913	479,555	1,761	152,019	173,189	1,354,300
1898	1,139,546	2,389	721,219	3,256	176,821	270,492	1,429,800
1899	327,486	140,932	334,492	7,539	119,986	227,340	857,600
1900	474,572	2,142	374,580	1,907	145,867	192 567	1,668,800
1901	687,059	1,000	429,334	4,190	151,851	349,355	3,891,200
1902	399,280	203,633	314,550	32,039	91,706	382,596	5,888,800
1903	470,419	70,328	314,349	5,450	144,836	351,641	.....

than and only then would Canadians discover how important, industrially, it is to the welfare of the land.

THE EXPORT TRADE.

One of the earliest commodities to be exported from Canada was flour. When

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"Pure Gold"
Cracked Wheat
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Wheat Germ
"Good Loaf."

Write for Prices on

FLOUR, MILL FEED and GRAIN.

the first shipment was made is unknown, but it is a matter of fact that in 1793, 10,900 barrels left the port of Quebec for the old world. This statement is authenticated by Bouchette, who gives a table of the exports for several successive years.

At the opening of the century the average annual exportation from Canada reached 20,000 barrels, which was increased to 45,000 in 1820. About this point the figures fluctuated, until probably 1830, when a rapid increase took place, bringing the exportation up to 490,335 barrels in 1849. The next decade witnessed a still further advancement, so that in 1860 over 850,000 barrels left the country.

The period from 1865 to 1895 was one of stagnation so far as the export trade was concerned. The average annual exportation did not pass much beyond 300,000 barrels, though in some years results were more satisfactory than in others. A considerable development is to be noted since 1895 and the average over the years 1898 to 1903 inclusive has exceeded 1,000,000 barrels per annum.

WHEAT VERSUS FLOUR.

The question naturally arises at this juncture as to whether Canada is exporting as much flour to-day in proportion to her exportation of wheat as she did at various periods in her past history. If this is found to be the case, the outlook is rendered so much the more hopeful. Beginning with the year 1870, the proportions range as follows: In that year 9 bushels of wheat were exported to every barrel of flour; in 1875, 14 to 1; in 1880, 9 to 1; in 1885, 19 to 1; in 1890, 4 to 1; in 1895, 39 to 1; in 1896, 53 to 1; in 1897, 18 to 1; in 1898, 14 to 1; in 1899, 13 to 1; in 1900, 22 to 1; and in 1901 only 9 to 1.

Now, considering that it is only within the last few years that the production of wheat in Canada has been increasing with any great degree of rapidity, it is most gratifying to find that milling has kept pace so well with its forward strides. For a time, in the early nineties, it seemed as if wheat would take and keep the lead, but the experience of the past five or six years has shown this to be as yet impossible. What the future will bring about is necessarily uncertain.

THE PRESENT SITUATION.

The situation of the milling industry in Canada at the present day is practically this. There are a good many well-equipped mills of medium size in Ontario, which, besides grinding wheat grown in the province, also turn a good deal of Manitoba wheat into flour. In addition, there are several large mills in the west, devoted exclusively to making flour from Manitoba wheat. The mills throughout the rest of the country, with a few exceptions, simply supply local needs. As a result a great portion of the surplus output of the larger mills is required to supply the demand in the Maritime Provinces, Newfoundland and such parts of the country as have no mills. The excess over and above this is available for export.

Great Britain affords the best market for Canadian flour. There is a demand there estimated at probably $450,000,000 a year. Of this amount Canada supplies barely 2 per cent. No one can fail to observe that there is a splendid field for development in this direction. Britain absorbs a great proportion of the Canadian wheat crop, but, instead of getting flour as well from this country, she patronizes the United States mills.

THE ORIENTAL DEMAND.

Another direction in which the future is sure to see a great development is in the Orient. China and Japan up to recent years have not been what one would term wheat-consuming countries. But the tendency has been of late towards a greater and greater consumption of flour. In this trade the Province of British Columbia seems bound to take no small share. Already the western states of the Union have obtained a hold on the Japanese trade. British Columbia, in a still closer proximity to the Oriental market, and able to draw from Canada's western wheat fields, should have little difficulty in securing a share of the trade, and ultimately controlling a large proportion of it.

A PREFERENCE REQUIRED.

The great desideratum is that Britain should afford her colonies some assistance. She has it in her power to make or mar the milling industry in this country. It is for her to say whether her premier colony shall be developed rapidly and in proportion to its resources or not. The United States and Russia, whence Britain derives much of her food, cannot be expected much longer to produce an excess over and above the home demand. Sooner or later Britain will be compelled to purchase all or next to all her food supply, beyond what is produced at home, from her colonies. Would it not be politic on her part to assist here and now in the development of Canada's natural resources.

The step required to accomplish this object would be the granting of a preference on colonial products, to Canada and the other parts of the Empire. A small tax on foreign produce would be all that would be required, and this would in no way endanger the British food supply. The colonies to-day could probably supply a sufficiency, and with the stimulus of an increased demand in England, the production would be largely increased. Nor would the preference be at all liable to raise the price to the British consumer. During the South African war when a tax was imposed on food-stuff in England, the price did not rise. The tax was paid by the shipper and not by the consumer.

The result on the milling industry in Canada would doubtless be stupendous. Mills such as the one erected by a United States company in Peterboro, would spring up all over the country, and the money spent in their construction and equipment would be of enormous advantage to Canadian industry in general, while their operation in the future would ensure work for many.

——

How Flour is Transported in the East.

THE American Miller has the following interesting account of transportation of flour in the Far East:

The flour markets showed increased signs of activity in October last, when the agents of the Japanese Commissary Department commenced to purchase bag and box flour from Manila concerns in large quantities.

In every case the flour was handled entirely in a retail way. That is, all manual labor was employed for moving the flour sacks, by tram cart, caribou vehicle and often drag sleds. Flour arriving by the shipload from foreign ports direct to the harbor of Nagasaki was also handled in the piece-by-piece manner.

There are no hoisting machines for elevating quantities of flour, no mechanical conveying systems for moving bags ten to one hundred yards from shiphold to wagons, or even large conveyances for containing the loads of flour on roads. The Manila and Iloilo end supply imported flour in bags and boxes, as the Filipino has not as yet got his flour grinding mechanisms in good enough order, or expansive enough, to do any more grinding than is sufficient to supply immediate family requirements.

The best grades of wheat, corn and rice grains are ground by the slow stone-and-hand instrument pounding contrivances, and occasionally by great revolving stone or iron disks, turned by an animal traction machine. But the product is too small to count for anything in the supply and demand for flour when war is in progress. The Japanese, and some Russian agents as well, simply

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BRANDS:

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"Headlight" (Winter Patent Blend, 80 per cent).
"Sensation" (Winter Patent Blend, 90 per cent).
"Famous" (Extra).

All kinds of Feeds, Coarse Grains and Cereals.

The newest and best equipped Flour Mills in Canada.

Try our Blended Flour, "Beaver." It's the best.

CHATHAM WOOLLEN MILLS.
Ladies' Friezes, Homespuns, Blanket Cloths, Mackinaws, Flannels, Tweeds, Etc.

visited all of the wholesale flour dealers in Manila, Iloilo and Zambangoa, and contracted for their flour at advanced rates over the usual prices. This flour was then hauled to the water fronts in the different places on caribou carts, with Chinese and Filipino drivers, receiving a certain stipend per load, and landed near the lighters.

The lighters are loaded with the bags or boxes of flour and hauled by tugs to the deep-water craft waiting out in the bay. Often the flour is moved out to the deep-water ships in the native boats of small sizes, and more than once during the day a boat upsets and the flour is lost. The native boat used for general traffic has outriggers of bamboo to keep it balanced; but squalls come up often and the boat goes over, the cargo is lost and the boatmen hang to the riggers until rescued. The demands of the agents of the two armies quite drained the Manila markets of flour. Cargoes en route were bargained for, and in some cases the ship turned into a Japan port instead of going to Manila, the original destination.

The bag flour is first-class, until the dampness of the Philippine climate penetrates the bags; then the crust forms, and repeated dampness and drying out soon make the flour cake so that when the bags are opened in the bakery only the middle is soft. All the rest has to be pounded up and rolled, and that takes time, including the sifting. The box flour does not do this.

The flour, when it gets to Japan in boxes or bags, is again handled quickly, but still entirely by manual labor. Continuous lines of Japanese coolies form and the bags or boxes are speedily passed from one to the other. In some instances the workmen pair off and with the coolie carrying-stick on their shoulders, swing two bags of flour in a loop between them and go trotting down the gang planks with considerable speed. The coolies get so much per load. They receive a little stick for each trip, and this stick marks one load. At night they are paid according to the number of sticks they have gathered, one at the time.

The final move is to the carts of the jinricksha men. These men are of great service in the transportation of stores; they are speedy, hardened, jolly, and exceedingly useful to the army.

A Canadian Milling Industry.

THE Lake Huron & Manitoba Milling Co., of Goderich, Ont., may be ranked as one of the representative milling industries in Canada—which promises soon to become one of the great milling countries of the world.

This young industry is particularly fortunate in having located at what is undoubtedly one of the best distributing points of Canada; goods reach all points east, north and south, readily and speedily. Goderich has the additional advantage of being almost on the direct line of the water route from Manitoba and the Northwest Territories, over which a large percentage of the grain output of Western Canada passes en route to Atlantic ports.

Lake Huron and Manitoba Milling Co., Goderich, Ont.

The milling plant consists of a stone building 50x65 feet in size and six storeys high. It adjoins the elevator, a crib structure 50x110 feet in size, giving 225,000 bushels storage capacity, which is supplied with modern machinery with rope drives, belt conveyors for handling grain, steel marine leg for unloading vessels, etc.

The plans and specifications of the mill, as well as the operating diagrams, were prepared by Mr. R. J. McGaw, who superintended the entire installation of the plant. Mr. McGaw still holds the position of mechanical superintendent and head miller, and is ably seconded by Mr. Hugh Campbell. Both men have had extensive experience in the largest and hitherto the best mills in Canada. The mill has now an easy capacity of 1,200 barrels daily, with ample room for machinery to increase this output to 2,000 barrels, which will be done as soon as the business warrants the enlargement.

The Lake Huron & Manitoba Milling Co. have their own elevator, which is conveniently situated so as to take grain direct from shipboard on its arrival from Fort William. Their warehouse proper is 60x160 feet, three storeys in height, with a capacity for nearly 30,000 barrels of flour. Their packing rooms are situated about 40 ft. above the level of the railway tracks, and the flour is sent direct through chutes into the cars. In this connection loaders are known to have made a record of 20 tons in 10 minutes. Power is supplied by a steam plant consisting of three 250 horse power Heine tubular boilers, and a 28x60 400 horse power Corliss engine. The firm also have their own electric light plant.

All the barrels required for shipping are manufactured on the premises of the Lake Huron & Manitoba Milling Co. As a side issue they manufacture about 200 barrels of salt per day. The principal output, however, is flour, and of this their first patent, the celebrated "Buffalo," packed in barrels, is now a household word in the Maritime Provinces. The same flour in bags is branded "Five Stars," and the second patent "Three Stars."

The Lake Huron & Manitoba Milling Co.'s trade extends from Lake Superior on the west to Halifax and Sydney on the east. They have already succeeded in establishing an export trade, the bulk of which is carried on at the present time with Great Britain, South Africa and Newfoundland. For the short time they have been in business the development of their trade has been nothing short of phenomenal. It is said that already they control a fair share of the home trade. Every city, and with very few exceptions every town, within the limits mentioned above, is familiar with their brands. At the present time their milling capacity is taxed to its utmost to meet the demands of trade, and the firm anticipate having to increase it materially in the near future if their business continues to increase as it has during the past.

The product is hard wheat flour exclusively, made from Manitoba wheat brought from Fort William and Port Arthur, which are only sixty hours from Goderich by steamer. The president of the company is Mr. James Clark, and the vice-president Mr. C. A. Nairn, both known as wealthy and enterprising citizens. The manager, Mr. S. A. McGaw, has had twenty years' experience in the milling and grain business, principally in the Northwest, and is one of the best known men in Canada in this connection.

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Rolled Oats (Standard and Granulated)
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Prompt delivery guaranteed for **FOREST BRAND.** Freight prepaid in reasonable lots. Sugar in pound and half-pound blocks. Syrup in tins, bottles and wood.

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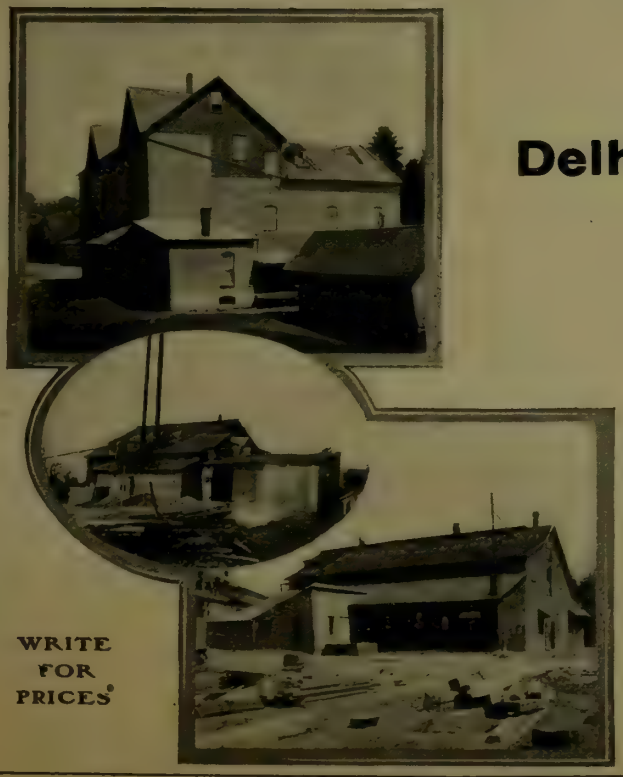

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CHOICE FAMILY and BAKERS' FLOUR from choice Ontario and Manitoba Wheat. Also PATENT PROCESS BUCKWHEAT FLOUR and RYE FLOUR.

Western Canada's Wheat Supply and its Transportation

IT has been estimated that in Manitoba, Assiniboia, Saskatchewan and Alberta, there are 171,000,000 acres of land adapted for wheat growing. Of the 155 million acres of land in Athabasca and the 340 million acres in MacKenzie, it is probable that a considerable portion will be found suitable for the raising of wheat. Adding this area to the known wheat producing lands of the west, the mind is scarcely able to grasp the enormous extent of territory which may some day be devoted to the growing of wheat and other farm crops in the Northwest of Canada.

Of this area not much more than 5,000,000 acres will be under cultivation this year, or about 3 per cent. of the land suitable for agriculture. Each year witnesses an increased area under crops, but the increase is so comparatively small that at the present rate over 300 years will pass before the total area is cultivated.

The production of grain in the Northwest was, in 1902, 67 million bushels of wheat and 59 million bushels of other grain. Last year, owing to a less favorable season, the production over a larger area was slightly smaller, having been 52 million bushels of wheat with about 54 million bushels of other grain.

FUTURE CROP PROSPECTS.

Supposing that every year from now on witnesses a marked increase in the area of land cultivated and that crops continue to be of standard quality and extent, it will not be long before Canada will be in a position to consider the disposition of an enormous surplus production. Dr. Saunders, of Ottawa, the Director of Dominion Experimental Farms, gives some statistics in this respect. He writes :

"Were one-fourth of the land said to be suitable for cultivation in Manitoba and the three provisional territories under crop with wheat annually, and the average production equal to that of Manitoba for the past ten years, the total crop would be over 812 million bushels. This would be ample to supply the home demand for 30 millions of inhabitants (supposing the population of Canada should by that time reach that figure) and meet the present requirements of Great Britain three times over. This estimate deals only with a portion of the west, and it leaves the large eastern provinces out of consideration altogether."

A NARROW MARGIN.

The margin between the world's production and the world's consumption of wheat is astoundingly small. The surplus of one year may next year be wiped out in supplying a deficiency. In 1897 the world's crop of 2,226,745,000 bushels of wheat was too small by many bushels and there was want in many quarters. In 1898 the crop was 2,879,924,000 bushels, and there was a surplus. Owing to this very narrow margin, the importance of the rapid transportation of the wheat from the field to the consumer is doubly emphasized. Only thirteen weeks would be sufficient to put Britain face to face with famine, were she to depend solely on her home supply of wheat.

While it is true that the production of wheat is on the increase, it is equally true that the consumption of wheat is rapidly growing. Not only is the population of flour-consuming countries increasing, but to them must be added the inhabitants of such countries as China and Japan, who are gradually acquiring a taste for cereal foods. What portion of this new demand will be supplied by the fresh fields of Siberia and Manchuria, remains to be seen, but the problem of how to transport wheat and flour rapidly from one part of the world to another will be ever present.

CANADA'S GRAIN FUNNEL.

Canada posseses in the chain of great lakes and the St. Lawrence River, a remarkable funnel through which the golden grain of her western wheat fields may be poured. The importance of developing this marvellous waterway, thousands of miles in length, was early felt by Canadian statesmen, and more than a century ago projects were set on foot to overcome such natural obstacles to navigation as were to be found between Lake Superior and the sea. True, in those early days no one dreamt of the existence of wheat fields in the great lone-land to the far northwest. The builders of the first canals were building for the future, and time has vindicated their early efforts.

The first canal of the great lakes and St. Lawrence system to be completed was the Lachine Canal, connecting Montreal with Lake St. Louis about seven miles up the St. Lawrence River and overcoming the impediment to navigation occasioned by the Lachine Rapids. The canal was completed in 1825. It has since been considerably enlarged and improved.

The second canal to be constructed was the Welland, joining Lake Ontario with Lake Erie. It was first navigated in 1829. Then followed the improvement of the St. Lawrence navigation by the Beauharnois Canal, completed in 1845 at a cost of $1,331,787.95; the Cornwall Canal, finished about the same time at a cost of $1,827,249.62, and the three canals near Williamsburg, which were opened during 1846 and 1847. The substitution of the Soulanges Canal for the Beauharnois and the completion of the Canadian canal at Sault Ste. Marie, gives a system of inland navigation from Lake Superior to the sea capable of accommodating vessels 270 feet in length and with a draught of 14 feet. Port Arthur and Fort William are thus at the head of a water route stretching 4,494 miles to Liverpool.

While the St. Lawrence system offers a splendid highway for the conveyance of wheat and flour from the west to the sea, it is not utilized for that purpose to the extent which many people would desire. That is, as far as through water shipment is concerned. Starting from Winnipeg the bulk of the Canadian grain is carried to Port Arthur and Fort William, either by C. P. R. or C. N. R. It is there transhipped to grain vessels, which carry it across Lake Superior, through the Sault Canal and either to Depot Harbor or Midland. Here it is transferred back to freight cars and carried either by the Canada Atlantic or the Grand Trunk to Montreal.

A Progressive Company.

ONE of the enterprising Canadian milling companies, which is successfully developing business along progressive lines, is Shirk & Snider of Bridgeport, Ontario, who control the Lancaster Mills and the Baden Mills. The firm manufacture flour of superior quality. Their high patents can be relied on to suit the demands of the most exacting dealer. The large orders which they receive for their flour testify to the reliability and excellence of their goods. Their advertisement appears on another page.

HAND-PICKED BEANS

JOHN G. McKILLOP
GRAIN DEALER,
West Lorne, Ont., Can.

PRIME BEANS AND WHEAT A SPECIALTY.

STUART BROS.

FLOUR MILLERS

Perth Standard
Prairie Monarch
Elite
} OUR BRANDS FLOUR.

Also MILL FEED.
MITCHELL, ONT.

F. S. CROW, Chatham

Dealer in all kinds of Grain

OATS, CORN and BEANS

Correspondence Solicited. —A Specialty.

CHATHAM, ONTARIO, CANADA.

FLOUR

Three of the best grades milled in Canada are

"Victoria," (Hungarian.) "Royal," (Patent.) and "Majesty"

Competition forces the use of the best grades. Inferior grades are unsafe.
Our daily capacity is 200 bbls.
We seek a wider connection, and solicit inquiries for quotations

BRAMPTON MILLING CO., Brampton, Ont.

Hensall Oatmeal Mills

Manufacturers

Pinhead, Coarse-Cut and Fine Meal

Rolled Oats

"The Banner Oat District." Etc.

Correspondence Solicited, Export and Provincial.

D. URQUHART, - Hensall, Ontario, Canada.

EXPORTERS

OATMEAL, ROLLED OATS, SPLIT PEAS, OATS, PEAS, FLOUR, SEEDS.

JOHN W. BICKLE & GREENING
HAMILTON, CANADA.
ESTD. 1835. Cables—"Bickle Hamilton." Codes—Riverside (1890), A.B.C. Lieber's, Directory.

Cables—"Bickle," Hamilton. *Established 1835.*

John W. Bickle & Greening

BROKERS AND COMMISSION MERCHANTS
IMPORT — EXPORT

Hamilton, Canada.

TEAS, COFFEES, CANNED GOODS AND FANCY GROCERIES.

Correspondence Solicited.
Storage Facilities.

Griffin & Culverwell,

PRODUCE BROKERS

139 Redcliffe St., BRISTOL, ENG.

We are in a position to accept Canadian agencies for **Butter, Cheese, Bacon, Lard, Lard Oil, Oatmeal, Peas and Canned Goods.** Correspondence and consignments invited.

Telegraphic Address: "Griffin, Bristol."

SHIRK & SNIDER.

BRIDGEPORT
ONT.

SHIRK & SNIDER

SPECIAL BRANDS

Buda Neva
Daily Bread Patent

Millers and Manufacturers of
Improved ROLLER process flour.

Capacity 300 Barrels a Day.

BRIDGEPORT and BADEN, ONT.

THIS IS THE FACTORY

of CHRISTIE, BROWN & CO., Limited,

WITH ITS

229,840 feet of floor space and 550 Employes

THAT TURNS OUT

RETURNED
SEP 26 1904

Cut Booth 2
Page 6

500 Varieties of Biscuits

EVERY ONE OF WHICH CONTAINS THE BEST INGREDIENTS AND ENJOYS THE BEST OF REPUTATION.

Our Export Trade,

LIKE OUR HOME TRADE, IS GROWING.

CHRISTIE, BROWN & CO.,

TORONTO, CANADA. LIMITED

BISCUITS AND CONFECTIONERY

A DEPARTMENT FOR RETAILERS.

Manufacture of Biscuits in Canada.

THE manufacture of biscuits, which to-day occupies such a prominent place among the industries of Canada, may be said to have been begun in 1876. Before that time ordinary bakers and manufacturers produced considerable quantities of biscuits, although their efforts were on such a small scale that they can hardly claim the credit for having instituted the flourishing industry of biscuit manufacturing as it exists in Canada as the present time.

In the early days the Canadian consumer's wants in the biscuit line were supplied either in a more or less primitive way by the home baker, or more usually by importations from foreign countries. The last few years, however, have witnessed a veritable transformation in prevailing conditions. Not only has the home consumption of biscuits increased enormously out of all proportion to the increase in population, but the quantity of foreign goods formerly used in the home market has dwindled and dwindled until at the present time the importations of biscuits to Canada from other countries are hardly worth mentioning. Practically all this trade has come into the hands of Canadian manufacturers, who have practically a monopoly of the home biscuit trade.

The evolution of the biscuit industry has been the usual but significant one, from simple and crude methods such as were employed in the '60s and '70s to the intricate and highly scientific processes of to-day. Then everything was made by hand power and there were none but ordinary hand ovens. Now machinery does a large share of the work and the ovens in use in the largest biscuit factories are veritable works of mechanical genius, with machinery so intricate as to be a puzzle and continual source of wonder to the casual observer. One has only to go into an antiquated bake shop in some country village and then into an up-to-date biscuit factory employing say 500 hands, to appreciate the "then" and "now" of the Canadian biscuit industry. One large firm manufactures no less than 450 staple lines of biscuits and easily 220 varieties of novelty lines. These go to every family in the Dominion of Canada, from the Atlantic to the Pacific, and in considerable quantities to Great Britain and the colonies.

The value of exports of Canadian biscuits in 1903 was as follows: Sweetened biscuits of all kinds, $35,571; biscuits and bread, $33,499; sweetened biscuits, $33,571; biscuits not otherwise specified, $19,787; a total of $120,428. In 1902 the total value of biscuit exportations was $112,738; and in 1901, $89,727, thus showing a gradual increase in Canadian exportations. The bulk of this trade goes to the West Indies, Great Britain and South Africa, and is exclusively in high-class biscuits, such as sodas, etc. Up to the present Canadian manufacturers have had to face a serious proposition in attempting to compete with foreign manufacturers, and in particular old-established English firms, not that the intrinsic merits of Canadian products have ever been called into question, for Canadian biscuits will stand comparison with anything the world produces to-day, but because the older industries have become firmly established in every foreign market of consequence, and it is the old question of having to win a reputation against tremendous odds.

The English people are pre-eminently a biscuit-eating race, and, what is more, English biscuit manufacturers having educated them to use certain brands, they desire no other, and carry their desires with them to every civilized country in the eastern hemisphere. This prejudice is almost insurmountable, but in every case in which the barrier has been broken down an increased demand for the Canadian manufactured product has followed. Another difficulty is the relative cost of manufacture in England and Canada. Labor is much cheaper abroad and the English biscuit manu-

The late William Christie, one of the pioneers in the Canadian Biscuit Manufacturing Industry.

facturer has the additional advantage of many years experience in the trade, which means that he has been able to arrive at a scientific and economic basis in the matter of process and general production. This question of cost has made it practically out of the question up to the present for the Canadian to win a place alongside the English manufacturer in certain lines of goods. The outlook for foreign trade, however, is not at all hopeless. Canadian high-class biscuits have already succeeded in winning a deserved place in foreign markets, and it is only a matter of time until a market will also be created abroad for the various other lines of Canadian biscuits.

Cocoa.

ONLY under the clear blue sky and the burning sun of tropical lands are to be seen growing in all their beauty and vigor, the trees that yield the beans which are known so well as chocolate and cocoa in their manufactured form.

Picking Cocoa, Trinidad, British West Indies.

The accompanying illustrations have been reproduced owing to the courtesy of J. Russell-Murray, representative of the Imperial Department of Agriculture of the British West Indies in Canada, in order that readers of The Grocer may be made familiar with the general features of the cocoa tree in its native habitation, and with the methods employed in gathering the cocoa product and preparing it for shipment. The views belong to the Island of Trinidad, in the British West Indies. This, however, is not the only place where the cocoa tree is grown. Its native home is Central America, and from this point, owing to its great value as a food product, its cultivation extends through the Spanish countries of Colombo and Venezuela. During the nineteenth century and especially the latter half, the cocoa tree has been grown in the West Indies, Ceylon, the West Coast of Africa, and other places, all within the tropical zone, in fact wherever the hot, moist atmospheric conditions so suitable to its growth exist.

The history of the cocoa tree is traced back to the Spanish invasion in Central America, when Cortez conquered the great Empire of Montezuma. It is recorded that chocolate was used as a beverage at this time, the old legend being that when used by the emperor and flavored with vanilla, it was drunk from a golden cup. Formerly the words broma cacao were familiarly quoted as "food for the gods."

The cocoa tree is from ten to twelve feet in height and is an evergreen, having a new series of leaves three or four times a year. The trees are laid out in much the same way as the large apple orchards of Canada. In some countries large shade trees are needed to protect cocoa trees from too much sun or wind. Such shade trees also serve to preserve the humidity necessary to their growth. The cocoa tree is of moderate growth and attains a fruiting period in about three years, though it is not until ten or twelve years have elapsed that it can be said to have reached a profitable age. It then continues its beneficent life for from 40 to 80 years.

One of the accompanying illustrations shows the tree with the cocoa pods growing upon the stem and branches, and one might travel a long way before he would see anything more pleasing than the ripened yellow and crimson pods hanging on the shaded trees, with their dark green background, not unlike a fairyland scene hung with golden hued and colored lamps. Another illustration shows the gathered pods surrounded

Cocoa Pods.

by the pickers, who with cutters in hand, split the pod, throwing it to women, who withdraw the seeds which are covered with a thick mucous substance, and drop them into baskets. As soon as these are filled they are conveyed by hand, or by mules or donkeys if the distance warrants, to the estate building. Here they are placed in large bins to undergo a process of fermentation, and it is during this stage that the grade of cocoa is determined upon. For instance, short fermentation produces only an inferior class, while a long period of 7 to 10 days produces a high aroma.

Among other interesting features are the drying houses, which are nothing more nor less than large platforms of wooden flooring, with movable roofs. As soon as the cocoa has been fermented the beans are spread out on these platforms to be dried, a process that is accomplished in 5 or 6 to 10 days, according to weather conditions. It would do the heart of the housewife good to see the natives treading the beans. This process is termed "dancing," and is performed to remove mildew or polish from the beans, as well as to produce a cleaner and more pleasing looking product. As soon as the beans are thoroughly dried, they are bagged in packs of 150 to 200 lbs. and shipped to Europe, United States, or Canada. In these different countries, the cocoa bean goes to the manufacturer who quickly reduces it, after it is roasted, to cocoa nibs. Its final purposes are also decided upon by the manufacturer. For instance, if cocoa powder is desired, the bean has the larger portion of the cocoa powder extracted, which is then re-ground and the necessary ingredients added, making that powder which the advertisement "It is grateful and comforting" has made familiar to everyone. On the other hand, it may be destined for the

CANADA IS GROWING

And goods "Made in Canada" are growing in popularity every day.

Cowan's

Cocoa, Chocolate,
Cake Icings,
Cream Bars,
Swiss Milk Chocolate,
ETC.

Are absolutely pure, high-class goods.

THE COWAN CO., LTD., TORONTO

MOTT'S DIAMOND CHOCOLATE
JOHN P. MOTT & CO. HALIFAX, N.S.

Progress with the Times

If new machinery is better than old, get the new—if new formulas are better than old, use them. That is what **MOTT** does,

and

MOTT'S CHOCOLATES

are the best on the market for the money.

John P. Mott & Co.
HALIFAX, N.S.

SELLING AGENTS:
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THORNE, BERRY & CO., VANCOUVER, B.C.

STEWART'S

CHOCOLATES

A. J. STEWART LIMITED MN'FRS.
TORONTO.

The place Canada is occupying in the eyes of all the world is due to the excellence of her products. In the matter of Soda Biscuits

PERFECTION CREAM SODAS

sustain the best standards of our national ambition.

Have them tested — you grocers who have not yet sold them. They help your business.

3-lb. Cards or Tins.

THE Mooney Biscuit & Candy Company,
LIMITED,
Stratford, - Canada.
BRANCHES:
WINNIPEG Manitoba and HAMILTON Ontario

"O Yes, GEL-O. I've heard of that"

And she took 3 packages.
Things you hear about are good—GEL-O is good.
A jelly powder—the new dessert.
Have you had a Sample?
Send for it.

THE CANADIAN GELATINE CO.
528-530 Front St. W.,
TORONTO, CANADA.

confectioner, who transforms it into cakes and fancy products to infinity. In the latter various other products of the tropical world are also called into requisition; vanilla and spices add their fragrance, while the nuts of the semi-tropical or more northern countries blend with the creams and jelly, wonders of the confectioner's art, combining to make them richer and more delicious the "Theo broma cacao," or "Food of the gods."

Confectionery Trade of Canada.

THE candy and confectionery trade of Canada has shown such phenomenal growth of late that it may almost be said to have sprung up in a night. Even the juvenile in the grocery trade can remember well when the only lines of confectionery were those sold by the pound and put up in paper bags. What boy is there who hasn't vivid recollections of bull's eyes, mixed candy, and horehound sticks? The class of confectionery known as bonbons was an unknown quantity to him. High-class confectionery seems to have been a comparative novelty in Canada until recent years, and at any rate very little if any of such was manufactured at home. To-day the yearly output of Canadian confectionery establishments, of which there are as many as a score in Canada worthy of the name, is roughly estimated at $5,000,000. A few years ago there was little home demand for such goods. Perhaps the taste of the ordinary consumer had not as yet taken an epicurean turn. Another reason for the lack of consumption of high-class confectionery, foreign or domestic, is because people were not as well-to-do as they are to-day. The price of raw material was another obstacle to the manufacture of confectionery as well as was the difficulty of obtaining the requisite oils and coatings, none of which are available in Canada. The manufacturer then did not think it worth his while to send to a foreign market for these, and consequently did not attempt to make bonbons at all. Another factor was undoubtedly the lack of shilled workmen.

To-day the situation has changed radically, and the leading manufacturers tend to cater to the high-class confectionery trade exclusively, and what is more, the public have chosen to support their efforts, and are buying fine confectionery as never before. A bag of mixed candies is no longer the only source of delight. Hundreds of different kinds of chocolates and fully twice as many of bonbons in all the sizes, shapes and flavors imaginable are now put up in novelty packages imported from Germany, France and Japan. Nothing is thought too elaborate nowadays, and even the elegant silk and hand-painted confectionery boxes which would have been a source of curiosity a few years ago are becoming quite common. It may be mentioned that a large percentage of the novelties used in the manufacture of confectionery in Canada at the present time come from Japan. All the chickens used in eastern confectionery are manufactured by the Japs. France and Germany contribute the bulk of the art packages, although since the German surtax came into force this trade has gone almost exclusively to France.

A line of confectionery which is coming into popularity in Canada is the floral flavored. The confectioner has endeavored to accomplish almost the impossible in imparting to his product a substitute for the perfumes of various flowers, such as heliotrope, rose, violet, and lilac. In the process of manufacture the oil or concentrated perfume is utilized in the same way that the stronger otto is used in perfumed soaps.

To-day Canadian confectionery supplies the bulk of the home market, and home interests are confidently expecting to have the whole of this trade in their own hands within a very few years. A considerable percentage, however, of American goods is still used at the Pacific Coast, and holiday confectionery from England is bought largely in Quebec and the Maritime Provinces.

Certain Canadian confectioners have even been enterprising enough to exploit the export trade. One firm recently sent several trial packages to Natal; Johannesburg in the Transvaal; and Sydney, Australia. American confectioners have began to supply these markets, and, rightly enough, the idea that struck the Canadian firm was why Canada shouldn't have a share of this trade, especially since a very friendly feeling towards Canada exists in all these markets. The initial difficulty experienced was that of getting their goods safely across the equator. Confectionery as ordinarily made and packed will not stand an extreme of heat, and unfortunately adequate provision had not been made for suitable cold storage.

In general, however, the outlook for the development of an export trade in Canadian confectionery is bright. There is no question about Canada being able to manufacture as high grade confectionery as is to be found in foreign markets. On an equal footing, Canadian manufacturers claim to be able to compete with the very best. Prejudices have to be overcome before the entry into a new market can be made, and the burden still rests upon the Canadian confectioner to convince the foreign trade that theirs is the best article going. Canadian confectioners are justly proud of their achievements and will only make one admission when it comes to comparing foreign and home manufactured goods. Canada cannot hope to rival England in the manufacture of machine-made candy or pound goods on account of lack of facilities. Canadian manufacturers, moreover, by a curious but unjust irregularity in freight tariffs, cannot compete in the home market with English manufactured acidulated stuff. It costs as much or more to send stock from Montreal or Toronto to Winnipeg as from London, Eng., to Winnipeg. In hand-made or high-class confectionery, however, Canadian confectioners invite competition with the best.

ALL·IN·A·GARDEN·FAIR

M.F.Abian.

CHIVERS' FIRST PRIZE COUNTRY-MADE JAMS

ROYAL COMMISSION ON AGRICULTURE, 1895.

"Messrs. Chivers' Factory at Histon, where Jams, Jellies, etc., are made has been established about 21 years, and is now well known throughout the country for the excellence of its manufactures."—*Extract from Royal Commissioner's Report.*

CHIVERS' GOLD MEDAL HOME-GROWN FRUIT JAMS

DIRECT from the ORCHARD to the HOME.

The News, (Eng.:) "Our readers will agree that it is far better to buy preserves manufactured from freshly gathered fruit amid fresh and beautiful surroundings, as at Histon, than those manufactured in close proximity to London slums, and after the fruit itself has travelled miles by railway to reach the factory."

CHIVERS & SONS, Ltd., Histon, Cambridge, Eng.

First English Fruit Growers' Jam Factory.

CHIVERS'

ATTRACTIVE PRICES

ARTISTIC PACKAGES

A GOOD PROFIT

FLAVOURED WITH RIPE FRUIT JUICES

"Grocers' Review" says:

"The highest possible state of perfection."

CHIVERS & SONS, Ltd.,
HISTON, CAMBRIDGE, ENG,
First English Fruit Growers' Jam Factory.

JELLIES.

A GROCER WRITES:—"The Cambridge Lemonade is far and away the best I have sold yet. . . . . A customer to whom I introduced it has, within the last six weeks used four dozen. She said she had used every other lemonade she could get, but *CAMBRIDGE BEATS ALL.*"

CAMBRIDGE

LEMONADE

A QUICK LINE TO SELL, THEREFORE, A SAFE LINE TO STOCK

CHIVERS & SONS, LTD.. HISTON, CAMBRIDGE, ENG.

CHIVERS'

MADE BY THE ADDITION OF MILK ONLY, NO SUGAR

PATENT

CUSTARDS

"Very nourishing and digestible." *Family Doctor.*

"With Chivers' Powder the success of a custard is a foregone conclusion." *Ladies' Field.*

"Chivers' Patent Custards contain all the elements necessary to the nutriment of the body." *Analyst.*

CHIVERS & SONS, Ltd., Histon, Cambridge, Eng.

First English Fruit Growers' Jam Factory

CHIVERS'

PATENT

NO SUGAR REQUIRED.

BLANC-MANGES

SUBSTANTIAL RETAILERS' PROFITS.

CHIVERS & SONS, Ltd., Histon, Cambridge, Eng.

First English Fruit Frowers' Jam Factory.

CHIVERS'

ABSOLUTELY PURE.

FREE FROM ALUM

BAKING POWDER

This is a preparation of great digestive and dietetic value. Absolutely free from alum and any injurious ingredients. It has won the highest commendation of analysts and the good opinion of all who have adopted it in cookery.

CHIVERS & SONS, Ltd., Histon, Cambridge, Eng.

EVERY GROCER DOES NOT SELL

VAN HOUTEN'S COCOA

but nearly **All First-Class Grocers** do. And **Every Grocer** who has a single customer that drinks Cocoa should retain that customer by supplying **Van Houten's.** Custom is retained by supplying the best goods in any line. The best Cocoa is **Van Houten's. Best and goes farthest.**

Dominion Agents { J. L. WATT & SCOTT, - - TORONTO
WATT, SCOTT & GOODACRE - MONTREAL

old reputation **Attention !** old reputation

The BEST

of

Swiss Milk Chocolates

KLAUS'S

CHOCOLATES

are now introduced in the Canadian Market.

(Klaus's Chocolates were awarded the **Gold Medal** at the Glasgow Exhibition.)

Wholesale Depot for Canada:

Canadian Swiss Trading Co.

17 ST. JOHN ST.,

MONTREAL.

Received Highest Award **GOLD MEDAL** Pan-American Exposition

The full flavor, the delicious quality, the absolute **purity** of **Lowney's Cocoa** distinguish it from all others. It is a **natural** product; no "treatment" with alkalies or other chemicals; no flour, starch, ground cocoa shells or coloring matter; nothing but the the nutritive and digestible product of the **choicest** Cocoa Beans. A quick seller and a **profit** maker for dealers.

THE WALTER M. LOWNEY COMPANY, No. 447 COMMERCIAL STREET, BOSTON, MASS.

An Irresistibly Delicious Confection

PETER'S
THE ORIGINAL
MILK-CHOCOLATE

Gives Eating Chocolate a New Meaning

MADE IN VEVAY, SWITZERLAND—FOR EATING ONLY.

A Wholesome Food, Especially Nourishing and Sustaining. Recommended for Invalids and Persons of Weak Digestion.

Push Peter's. The Original. Other Brands are Imitations. Send for Sample.

LAMONT, CORLISS & CO., Agents, 27 Common St., Montreal

COLD STORAGE OF FRUIT

By W. H. Day, B.A., Demonstrator, Department of Physics, Ontario College of Agriculture.

THE importance and the possibilities of cold storage may be illustrated by the simple fact that in 1880, less than twenty-four years ago, the first two cargoes of frozen meat, containing 400 carcasses of mutton, were shipped from Australia to Great Britain, while in the year 1900 the number of carcasses of mutton from the same colony was 6,433,821. The phenomenal growth in this particular line typifies a universal extension of the application of cold storage. While the frozen meat industry has passed beyond the realm of experiment, and while dairy products, if under proper conditions, are ocean shipped with little or no deterioration in quality, the limitations of and the ideal conditions for the cold storage of fruit are as yet not fully determined; it is with a view to aiding in the solution of some of the problems concerning the storage of fruit that a cold storage plant has been installed at the Ontario Agricultural College for experimental purposes. The present article will deal with cold storage in its relation to the fruit industry.

Methods of Cold Storage.

To begin with, it may not be amiss to devote a little space to the principles and the different methods of cold storage, though a full treatment of these cannot be undertaken in the limited space of this article.

The methods fall readily into two broad classes, ice refrigeration and mechanical refrigeration. In either system the store rooms must be well insulated from external conditions, so that variations of temperature may produce comparatively little effect inside, and that even these small effects may be slow. The insulation of the cold storage rooms at the college is described in the annual report of 1902 as follows:

"1. A hollow brick wall, constructed as follows: Two four and one-half inch walls, with a two and one-half inch space between. Across this space, at intervals of three feet, a bonding course of brick is laid all round.

"2. The two inside faces of the walls are coated with a preparation of cement plaster, making each wall practically air-tight; the top of each bonding course is also plastered, so that we have secured within the wall a series of dead-air spaces.

"3. Next to the wall is strapping placed vertically; on this is a heavy coating of insulating paper, and then lumber, paper, and lumber, making a second air-space and a course of insulation. Next comes strapping laid vertically and horizontally, in squares, then lumber, paper and lumber, making another dead-air space with a second course of insulation.

"4. The floors are insulated by two thicknesses of lumber and one thickness of paper above and below the joints,

W. H. Day, B.A.

with mill shavings between the joists. This is the style of insulation also around the cooler above the second floor."

During the coldest weather of the Winter just past no heat more than that given by two incandescent lamps in each room and two in the hall-way was needed to prevent freezing in the rooms, so that this method of insulation may be taken as quite effective. A drawing will give a better idea of the different parts. (See page 90.)

Ice Refrigeration.

Ice refrigerators are simple in principle. Beside or above the store rooms, but connected with them, is situated an insulated ice chamber, the connections being so made as to secure a constant exchange of cold for warm air. This circulation, besides cooling the rooms, serves to remove the moisture to the ice chamber, where the greater part of it is condensed on the ice, thus preventing condensation on the walls of the refrigerator and tending to secure a dry atmosphere in it. The accompanying diagram will illustrate the principle.

By the passage (A) the cold air descending from the ice chamber is delivered at the bottom of the refrigerator. Becoming slightly warmer, it ascends by the passage (B) to the top of the ice chamber and again becomes cold. A false ceiling, (C), serves to secure circulation in all parts of the refrigreator, as indicated by the arrows. The ice may be stored in the ice chamber, which in this event must be large, or in a detached building. In the latter case it is transferred to the ice chamber as required. This is the more usual method.

Mechanical Refrigeration.

Mechanical refrigeration is based upon two principles: (1) That all liquids in passing to the gaseous state absorb heat, thus lowering their own temperature, as well as that of contiguous substances. (2) That any gas may be liquified by pressure accompanied with cooling. Various substances may be used as refrigerating agents, but those easily liquefied, and at the same time volatile or easily vaporized, and capable of absorbing much heat on evaporation, that is having a high specific heat, are the most economical. Ammonia meets these combined conditions better than any other substance, and consequently is more extensively used than any other.

From the underlying principles mentioned we should expect the plant to consist of three parts, a compresser, a cooling bath or condenser, and an expansion chamber or refrigerator, as indicated in the diagram herewith.

A pressure of 175 pounds per square inch is generated in the compresser. From the compresser, the ammonia in the gaseous state, at the pressure men-

The largest Wholesale Grocery in Canada.

The

EBY, BLAIN

Co., Limited

TORONTO, CAN.

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Jews

Our Warehouse and Factory.

Wholesale

Importing and Manufacturing

GROCERS

Tea Packers

and

Coffee Roasters.

Grinders of Sugars and Spices.

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Our Sample Room and Sales Department.

Our Offices and Finance Department.

Packers of

"Kolona" Pure Ceylon

"Gold Medal" Ceylon

"May-Tecks" Pure Indian

TEAS

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Cust Book 19
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A Section of our Packing Flat.

Roasters and Blenders of

"Gold Medal" 1 & 2-lb. tins.

and

"Empress" bulk

COFFEES

The finest in the world.

A Corner of our Tea Department.

In our Coffee Department, showing Roasters and Grinders.

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tioned, and heated by compression, is led to the condenser, a coil of pipes over which flows a continuous supply of cold water, which so reduces the temperature that the ammonia is liquefied. From the condenser the liquid ammonia passes by pipe to a regulating valve, which reduces the pressure to about 28 pounds per square inch, and thence to coils of larger pipe, the refrigerator, where because of reduced pressure and increased room it again assumes the gaseous state, absorbing much heat in doing so, and producing very low temperatures. From the refrigerator it passes again to the compresser, having completed the cycle only to begin anew.

How Cold Air May be Utilized.

The "cold" derivable from the refrigerator may be applied in various ways: (1) The "direct expansion" method, in which the refrigerator is situated in the store-room, which is cooled by radiation. (2) The brine circulation method. The refrigerator is placed in a tank of brine, which is thus cooled, and the cold brine is pumped through radiating coils placed in the store-room. (3) The air circulation system. The refrigerator is placed in an insulated room adjoining the store-rooms; this room is connected with the store-rooms by two ducts fitted with slide valves. At the mouth of one of these ducts, and blowing across the refrigerator to the other, is situated a fan which when run draws the warm air from the rooms, forces it over the refrigerator, where it is cooled, and then down the other duct into the rooms whence it was drawn. The rate of circulation, and hence the temperature of the rooms, is regulated by the slide valves mentioned. To prevent the formation of ice on the refrigerator, brine is made to drip over it continually; but the brine serves another important purpose; it absorbs moisture and impurities from the air drawn from the rooms, and hence sends dry, pure air in return.

The method last described is perhaps the most perfect system of producing the ideal conditions of cold storage, viz., cold, dry, pure air in the rooms; and besides, much lower temperature can be produced by it than by the ice refrigerators, hence it is broader in its application. On the other hand, it is expensive, so much so that it is unprofitable except when constant storage of large quantities of produce is needed, as with a dealer or a storage company; in which cases it is the more profitable and convenient method. A number of growers might with advantage instal a plant on the co-operative system. The plant and building at the college cost in the neighborhood of $6,000, of which $3,200 was paid for the plant and $2,800 for the construction of the building. There are eight rooms, with average capacity of 675 cubic feet, and the plant has "a capacity of six tons," i.e., the plant produces in a day the same amount of refrigeration as would the melting of six tons of ice per day. Smaller plants, of course, are obtainable. The Linde British Refrigeration Company, which installed the college plant, manufactures a machine of three-ton capacity, which is large enough to maintain a temperature of thirty-two degrees in a well insulated room of from 4,500 to 6,000 cubic feet capacity, at a cost of from $1,200 to $1,500. A machine of one ton capacity would cost about $1,000. These prices do not include the driving power. A three-ton machine would require seven horse-power and a one-ton three horse-power. The cost of operation would be considerable during the Summer, but very little during the Winter.

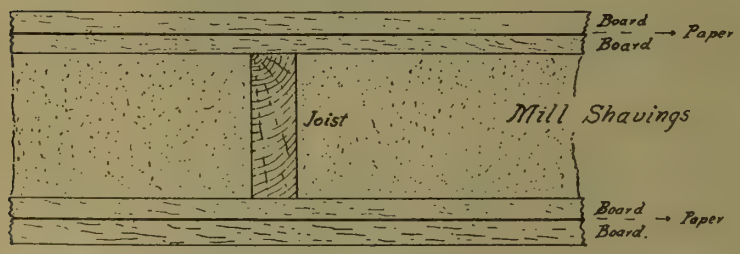
The ice refrigeration, however, while less perfect than the mechanical, is fairly effective, and much cheaper, so much so indeed as to be within the means of most growers and dealers. An ice refrigerator of 1,500 cubic feet capacity could be erected for between $300 and $400. The cost of operation would be small.

The Efficiency of Cellars,

where these are available as storage rooms, might be much increased during the Winter by a little attention to insulation and ventilation. We found that for five months of the past Winter we were able to maintain the desired temperatures, namely, thirty degrees and thirty-six degrees Fahrenheit in the store-rooms, without any outlay either for heating or for cooling when the temperature within the rooms varied. The refrigerating room, and hence the ducts leading to and from the store-rooms, can be opened to the outside air. When the rooms were too warm, cold air was admitted in this way; when they neared the proper temperature this connection was cut off. When they were in danger of becoming too cold, the incandescent lamps were left burning.

These conditions might be easily realized in many cellars. If a cellar receives heat from above by conduction through the floor, a ceiling of board might be put in. This, together with the floor above, would form a "dead air" space that would afford considerable insulation, or the space might be filled with mill shavings. Cold air, when needed, might be supplied by a duct connected with the outside atmosphere, provision being also made for the escape of the warm air. Any heat ocasionally necessary might be derived from lamps or from a small oil stove. With these simple, inexpensive devices efficient cold storage might be provided

Outside Wall.



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Necessity of Cold Storage.

The supply of farm, orchard and garden products frequently exceeds the local demand and the produce must be held, or markets at a distance must be sought. From this condition arises the

Principle of Ice Refrigeration.

necessity for cold storage. If perishable products, such as fruit, can be held in cold storage in good condition until the local demand is more active, or be placed on a distant market in good condition, then many problems arise: How long can different fruits be held? Can raspberries be shipped to Winnipeg, or peaches and pears to Britain? If so, under what conditions? Can storage transportation be made cheap enough to make such undertakings profitable? These are some of the problems now in process of solution by investigators in various parts of the continent.

Experiments in Cold Storage.

Experiments in the storage of fruit have been carried on jointly by the Departments of Physics and Horticulture of the Ontario Agricultural College for three years. At first no storage accommodation was available at the college, so the fruit was stored in Toronto and St. Catharines. Under these unfavorable circumstances only two varieties, one of pears, the Duchess, and one of apples, the Fameuse or Snow, were used for experiment. With these three conditions were investigated: (1) different styles of packing; (2) different temperatures in storage; (3) different sizes of fruit.

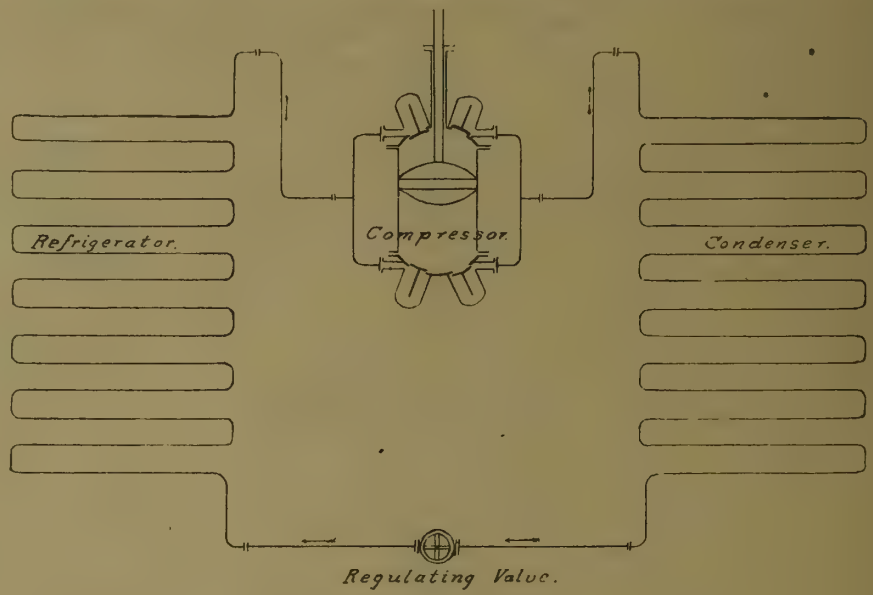
The following conclusions were reached: "(1) Apples and pears keep best when wrapped singly in paper and packed in shallow boxes not larger than a bushel. (2) Snow apples keep best at a temperature of thirty-one degrees. (3) Medium sized apples and pears keep longer than the largest, all being perfect specimens and picked at the same time. This is evidently a matter of maturity; the larger specimens are, on the whole, riper than the smaller ones, if picked at the same time. (4) With apples and pears the fruit should be picked in advance of dead ripeness. (5) Fruit, on being removed from cold storage, should be allowed to warm gradually, so that moisture will not be deposited upon it. If the wetting cannot be prevented, then the fruit should be spread out and dried as quickly as possible." (Bulletin No. 123.)

In the Spring of 1903 storage room was available in the new building, so that the scope of the investigations was much broadened, extending to different varieties of each of the following fruits: Strawberries, raspberries, currants, plums, pears, peaches, quinces and early and late apples. The general conclusions previously reached have all been confirmed, and many additional facts added. In the notes given below the figures following the names indicate the temperatures at which the respective species were found to keep and develop best. It is also necessary to define our use of the word "limit." With all kinds of fruit there is a time limit beyond which it is unprofitable to hold fruit in cold storage or anywhere else, for the fruit begins to deteriorate through mould, decay, loss of flavor, etc. That limit, for sound fruit, is dead ripeness. So that when we say a fruit has "reached its limit" we mean that it will deteriorate in quality if held longer. Fruit held in storage should be marketed before having reached its limit.

Time Limit and Temperature for Fruit.

Strawberries, stored in boxes, as picked for market, were found to keep best at thirty-one degrees. They reached their limit in about six to ten days, acording to variety and degree of maturity when stored. Irene, Haverland, Anna Kennedy, Saunders and Bismarck, stored when not too ripe, kept ten to twelve days, and were practically all sound and good at that time. These varieties might profitably be shipped to Winnipeg and other western points, if proper storage en route were provided.

For raspberries the most desirable temperature was thirty-one degrees, and the time limit ten days; for currants, thirty-one degrees, with time limit ten days, and for plums, thirty-eight degrees, with the time limit about four to six weeks. Most were stored rather green, but some were fairly ripe. These latter were prime in from four to six weeks; and they surpassed the greener ones very much in the quality developed.



Principle of Mechanical Refrigeration.

Four varieties were tested. Washington, Shipper's Pride, Bradshaw and Pond's Seedling.

The best temperature for pears was thirty-eight degrees. Six varieties were stored, viz., Bartlett, Flemish Beauty, Duchess, Keiffer, Clairgeau and Louise Bon. They were stored in baskets, as picked for market, most of them being quite green. Two or three baskets, how-

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ever, were approaching ripeness. The latter gave good results, especially at thirty-eight degrees, reaching their limit in four to eight weeks. The green ones have not matured in storage; when removed to warm rooms they have ripened, with only fair results, in from ten to fifteen days. These facts indicate that for cold storage pears should be rather riper than they are as picked for ordinary marketing.

Peaches were stored as picked for market, mostly quite green, but some fairly ripe. The latter developed well at both thirty-one and thirty-eight degrees, being in prime condition in from four to eight weeks; the former did not mature.

Early apples required a temperature of thirty-eight degrees and reached their limit in six weeks and upward, according to variety. Those picked rather green developed no color and poor flavor. The desirable temperature for late apples was thirty-one degrees. Snows grown at Guelph, not wrapped, reached their limit early in March; those grown along the St. Lawrence (Maitland), not wrapped, about April 6, while those that were wrapped are still (May 6) firm, crisp and of excellent quality. Other varieties, such as Spy, Seek-No-Further, Salome, Russet, Baldwin, Bellflower, Tallman Sweet, Colvert, and Wallbridge, are still firm, especially at thirty-one degrees, and are developing well in quality, although still far from their limits.

Summary.

Three important facts have been determined with regard to the different fruits under experiment:

(1). The most suitable storage temperature for each.

(2). The storage limit for fruit of each variety approaching ripeness when stored.

(3). Fruit of any kind picked rather green does not give good results in storage. This was noticed in several varieties of each species, and was perhaps the most strikingly demonstrated of any fact observed. Its lesson should not be disregarded when fruit is being prepared for cold storage or even for storage in cellars.

All over the continent more extensive investigations are being prosecuted from year to year, consequently the possibilities of cold storage will be realized more and more by producers and dealers, the men whom it most vitally concerns. This will mean an increased demand for cold storage transportation, which will be furnished better and more cheaply than at present; and it seems not too much to predict that what cold storage has done for the mutton industry of Australia it will also do for the fruit industry of Canada.

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FRUIT DEPARTMENT

The Fruit Trade of Canada.

AMONG the many sources of revenue open to the Canadian husbandman it is a question whether any are fraught with greater possibilities than the fruit trade. Favored above almost any other country in point of adaptability for fruit growing, and especially the cultivation of apples, a phenomenal development in this industry is looked for in the near future.

Fruit growing is carried on extensively in the Province of Ontario, but its possibilities have as yet been only imperfectly exploited, notwithstanding the fact that in 1902 Ontario's apple crop was 48,185,125 bushels. According to the census of 1901, the area in orchard, garden and vineyard was 337,000 acres. There were over 9,500,000 apple trees in the province, 1,280,000 peach trees, and 3,250,000 other fruit trees (pear, plum, cherry, etc.) There were also 2,620,000 grape vines, yielding over 23,000,000 pounds yearly. In addition to supplying the Canadian markets with home-grown fruits, large and increasing quantities are exported to foreign countries, chiefly to Great Britain. In 1902 the crop of apples in Ontario was larger than that of any state but one in the United States, being over three times that of the State of New York. Tomatoes are also extensively grown, a large portion being canned and exported. In the Province of Quebec, because of the rigorous and lengthy Winters, there is not so much fruit raising as in Ontario. The chief fruit district in Quebec is that lying in the vicinity of the St. Lawrence River, particularly the districts along the south shore. In the Maritime Provinces farmers pay great attention to fruit growing, especially in Nova Scotia and Prince Edward Island. In the fertile valleys the choicest varieties of apples, pears, plums, and cherries grow in abundance. Large shipments of fruit are sent regularly to the United States and Europe. Strawberries and other small fruits ripen after the earlier harvests of the south have been consumed, and find a ready market in the New England States. British Columbia is particularly suited to the cultivation of apples, pears, plums, cherries, and in some districts peaches, and in the fertile districts on the Pacific side of the Rocky Mountains such as the Okanagan Valley, fruit growing has already made surprising strides and reached a high level of perfection, as any one will readily admit who has tasted the delicious product of the Okanagan Valley. Only a very small portion of Western British Columbia adapted to fruit growing is as yet under cultivation. Growers, however, are beginning to awaken to the possibilities of fruit growing in the west, and already have an eye on the Northwest Territories, where a market of enormous proportions will presently be created for green fruits, owing to the rapidly increasing settlement of that boundless area.

The exportations of fruit from Canada in 1903 were valued at $3,689,000, as compared with $1,716,000 in 1896, an increase of $1,973,000 in the the last 7 years. Of the total fruit exportations from Canada, apples to the value of $2,696,000 went to England, while other Canadian fruit going to this market, mostly small fruits such as blackberries, gooseberries, raspberries, strawberries in one form and another, and grapes and pears, amounted to $110,000. The United States also took apples and other fruits to the value of $155,000. The aggregate fruit export trade of Canada is growing steadily, and now that cold storage facilities for fruit are being provided on a liberal scale there seems to be nothing to prevent Canada competing successfully in foreign markets, not only in the apple trade but in pears, plums, and all fruits that can be grown in the Canadian climate.

The following tables are interesting in as far as they show the relative position Canadian fruit occupies in fruit importations to Great Britain in 1902. They are also suggestive of the fact that Canadian exporters might profitably exploit certain departments of the export fruit trade in which as yet they find no place in the British market.

FRUITS IMPORTED BY GREAT BRITAIN IN 1902.

Table A.

Country whence imported.	Apples. lbs.	$
Australasia	14,712,992	708,557
Canada	53,167,744	1,488,971
Other British possessions	2,010,176	40,340
United States	81,352,992	2,374,369
Germany	2,003,904	53,480
Holland	3,958,088	94,257
Belgium	16,592,688	377,162
France	15,879,920	347,736
Portugal	9,073,120	178,115
Other foreign countries	6,230,896	94,218

Table B.

Countries whence imported	Grapes. lbs.	$
Canada	104,160	2,268
Channel Islands	2,701,776	434,336
Other British possessions	242,592	14,002
Belgium	582,960	131,906
Portugal	8,318,576	224,091
Spain	63,605,808	2,546,400
France	320,768	19,707
Other foreign countries	270,480	9,339

Table C.

Country whence exported.	Pears. lbs	$
Canada	225,120	13,208
Other British possessions	1,411,536	52,638
United States	4,272,464	223,122
Holland	1,786,960	51,100
Belgium	5,409,752	140,496
France	25,411,568	944,396
Other foreign countries	53,760	1,888

Table D.

Countries whence imported.	Plums. lbs.	$
British possessions	331,296	26,261
United States	924,112	45,168
Germany	3,739,680	109,476
Holland	2,893,072	89,994
Belgium	2,316,832	65,481
France	19,328,848	849,632
Other foreign countries	560	19

Canadian Fruit Pulp for Export.

THE possibility of building up an export trade in Canadian fruit pulp for the manufacture of jams, jellies, etc., is beginning to attract the attention of Canadian manufacturers. Already the English market has been successfully exploited to a considerable extent. There remain various other likely markets in foreign countries, and there seems to be no reason why Canada should not supply such countries as Australia, New Zealand, South Africa and India, if not with fruit pulp then with the manufactured jam or jelly product. True, most of these countries grow fruit, but at the same time the fact remains that England supplies them with large quantities of jams, jellies, etc. Why should not Canada have a share in this trade ?

The facilities for the cultivation of fruit on a large scale in Canada are infinitely greater than in England. Canada has an enormous area suited to the cultivation of all kinds of fruit, with the actual industry of fruit growing as yet only in its infancy. Besides, it is admitted on all sides that Canadian apples, peaches, pears and small fruits are second to none in quality. Potentially, there are big things in store for the fruit canning industry of Canada. The time is not far distant when Canada will no longer allow England to act as middleman between consumers in Great

Britain and the colonies, and herself, but will manufacture fruit pulp into jellies, jams, etc., at home for direct export to these countries.

Nearly all the prominent canning factories in Canada make fruit pulp. Raspberries, strawberries, plums and peaches are sometimes put up, without sugar, as fruit pulp either for export or for keeping until the Winter season, when most canning factories are idle. In the latter case it is then mixed with apple jelly and sweetened with glucose to be sold to the trade as jams of various kinds. The favorite package, when the fruit is to be used in Canada, is a large cask, glucose barrels often being used for the purpose. For export gallon tins, especially for stoned fruit, have been found preferable.

There appears to be a somewhat fluctuating demand for raspberry pulp from Canada, which reaches important dimensions only in years when the Old Country berry crop is a failure. Light color is considered a sign of good quality and any pulp showing a darker tint will suffer in price. This pulp is usually put up in seven pound "gallon" tins and packed twelve to the case. It is estimated that an average price in England would be eight or nine dollars a hundredweight (112 pounds).

Black currant pulp, consisting of the whole fruit (not mashed), is an article that is in almost constant demand, the export of which would probably be profitable from year to year. The usual package seen in the British markets is the ten-pound tin packed ten to a case. Australian shippers use a square fifteen-pound tin, packed securely four to a case. This is described as an "excellent traveler." The cask appears to be universally unpopular. The price varies greatly according to the supply from nearby sources, but has been averaged by a large importer at from six to nine dollars c. i. f. London in ordinary years. It has run as high as twelve dollars when there was a shortage.

At present enquiries are being made as to the feasibility of using Canadian Concord and other black grapes for making grape jam or jelly (either the seeds alone or both the seeds and skins being removed).

Broken Apple Boxes.

J. BROWN, inspector of the Department of Agriculture at Glasgow, reports to the Fruit Division, Ottawa that a shipment of over 1,200 boxes of Canadian Baldwins and Greenings recently landed in that city with a large number of the boxes broken. This condition of affairs seemed to be due to the fact that the boxes were made with only a straight dovetail, simply matched, as it were. The advisability of having the boxes made with the regular fan-shaped dovetail, or otherwise strongly nailed, is therefore apparent.

Life of Apples in Storage.

The following list may be of interest to exporters and importers of apples inasmuch as it shows the average life of the different varieties of apples when placed in storage :

Date to which average life in storage extends.	Name.
Oct. 22	Keswick.
" 25	Parry White.
Nov. 4	Alexander.
" 10	Cox Pomona.
" 17	Belle de Boskoop.
" 18	Elgin Pippin.
" 18	Pumpkin Russet.
" 19	Jersey Sweet.
" 28	Haskall.
" 30	Longfield.
Dec. 1	Ohio Pippin.
" 6	Gravenstein.
" 16	Haas.
" 24	St. Lawrence.
" 24	Washington Strawberry.
Jan. 11	Disharoon.
" 11	Gideon.
" 19	McMahon.
" 20	Twenty Ounce.
" 21	Blenheim Pippin.
" 24	Mother.
" 25	Wolfe River.
" 28	Fameuse (Snow).
" 29	Jewett Red (Nodhead).
" 30	McIntosh.
Feb. 4	Hurlbut.
" 4	Rhodes Orange.
" 7	Pumpkin Sweet (Pound Sweet).
" 8	Wealthy.
" 9	Fall Pippin.
" 10	Peter.
" 12	Jacob's Sweet.
" 19	Greenville.
" 20	Maiden Blush.
" 22	Northern Spy.
" 23	Fall Wine.
" 23	Grimes' Golden.
" 27	Dickenson.
Mar. 3	Hubbardston.
" 3	Smith Cider.
" 4	Milden.
" 7	Yellow Bellflower.
" 8	Tolman Sweet.
" 11	Northwestern Greening.
" 13	Domine.
" 13	Melon (Norton).
" 14	Rambo.
" 15	Tompkins King.
" 17	Canada Reinette.
" 22	Monmouth.
" 22	Scott Winter.
" 23	Red Russet.
" 26	Coon Red.
" 26	Peck Pleasant.
" 26	R. I. Greening.
" 26	Sutton Beauty.
" 26	Washington Royal.
" 31	Esapus Spitzenburg.
April 1	White Pippin.
" 5	Golden Russet.
" 6	Johnathan.
" 6	Mann.
" 6	Swaar.
" 9	Roxbury Russet.
" 9	White Doctor.
" 10	Ewalt.
" 10	Pewaukee.
" 10	Salome.
" 12	Mammoth Black Twig.
" 13	Duncan.
" 14	Kittageskee.
" 15	Walbridge.
" 21	Moore Sweet.
" 22	Lankford.
" 25	Newtown Spitzenburg.
" 25	Occident.
" 26	Fallawater.
" 26	Ontario.
" 27	Rome Beauty.
" 30	Lady Sweet.
May 2	Cooper Market.
" 4	Lawyer.
" 5	Wagner.
" 5	York Imperial.
" 6	Newman.
" 6	Pride of Texas.
" 10	Baldwin.
" 21	Stark.
" 23	Ralls Genet.
" 29	Ben Davis.
" 31	Nelson.
June 1	Green Newtown.

Many varieties of apples have been known to keep in good condition much beyond their ordinary season. For example, the average length of life for Twenty Ounce extends in the above list to January 20, McIntosh to January 30, and Grimes' Golden to February 23. It should be borne in mind that in the above record of keeping qualities so long as an apple was apparently sound it was credited with being in good condition, yet in many cases it was certain that fruit apparently sound was far past its prime when viewed from the consumer's standpoint.

There is one point in particular to be noticed in connection with the above list, namely, the fact that many kinds of apples which are commonly recognized as Autumn varieties may, if properly handled, be kept into or through the Winter without artificial refrigeration; thus Gravenstein extended to December 6 and Maiden Blush to February 20.

The Wagner Apple for Export.

THE inspector for the Department of Agriculture at Glasgow, Scotland, reports to the Fruit Division, Ottawa, that the Wagner apple is much esteemed by some in the trade there, and that if the fruit is of good size it is readily bought by certain of the best buyers. Others, again, will not look at this variety if they can get Spies or Baldwins, and class it next to Ben Davis. Its color and appearance are its redeeming points as it lacks the flavor and juiciness of the two above mentioned varieties. Some dealers say it is a mistake to ship Wagners after the month of December, as they take on scald very easily.

Successful Orchard Meeting.

Splendid weather has marked the series of educational orchard meetings now being held in the Province of Quebec by the inspectors of the Dominion Fruit Division, Ottawa. Although the farmers are very busy with Spring seeding, there has been a very fair attendance at the meetings, averaging between forty and fifty at those held to date, viz., Waterville, Barnston, Massawippi, Knowlton, and Sutton.

Cable—"McWilliam, Toronto." Codes—"A.B.C, 5th Edition" and "Scattergoods."

McWILLIAM Mc. AND E. EVERIST

WE WANT

TO INTEREST THE

British Apple Importer, and we can if he will correspond with us. We are the largest individual

APPLE EXPORTERS IN CANADA.

Next Season if you would like to get hold of some

EXTRA FANCY APPLES,

any kind, we'll give you the best satisfaction you ever had.

Mention the **"Grocer"** and address us thus:

McWILLIAM & EVERIST,
25-27 Church Street,
TORONTO, CANADA.

N.B.—We import largely in ORANGES, LEMONS, GRAPES, Etc., and would like to form connection with shippers of really FANCY FRUIT. Remember we'll buy or handle on commission. Address us as above.

"Where the Honey is

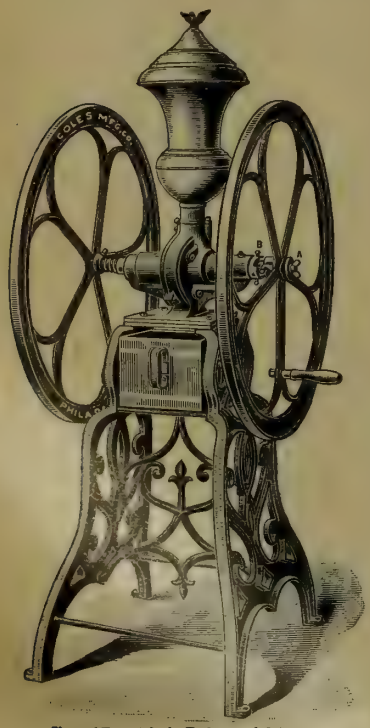
there are the bees."

You won't find the successful grocer trying to extract profits from second-class goods. He doesn't waste his time, energy and money for the purpose of building up his competitor's business. In the long run, quality wins where quantity fails—***quality is remembered long after price is forgotten.***

Windsor Salt is the Salt of highest quality and hence sold by grocers of high reputation. It is pure, white, dry, crystaline—it is the Salt that doesn't cake. "Where the honey is, there are the bees"—you can trust the high-class grocer ***to*** find out ***just where the honey is.***

Windsor Salt

The Canadian Salt Co., Limited, Windsor, Ont.



No. 17. List Price, $40.00.

Coles Coffee Mills

None better for Granulating or Pulverizing.

Our mills will Pulverize without heating Coffee.

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders.

A GREAT LABOR-SAVER.

Our Grinders wear longest.

Agents. { TODHUNTER, MITCHELL & CO., Toronto.
DEARBORN & CO., St. John, N.B.
FORBES BROS., Montreal.
GORMAN, ECKERT & CO., London, Ont.

Coles Manufacturing Co.

PHILADELPHIA, PENNA.

It is easier to sell goods that look nice on your shelves than the kind you shove under your counter. When an attractive package is backed up by a first-class article like

LILY WHITE GLOSS STARCH

Sales are made quickly and every one means a return call. We pack Lily White Gloss Starch in drums and trunks.

DRUMS—6 lbs. Starch, 8 drums in a case, a pair of drum sticks with each drum.

TRUNKS—6 lbs. Starch, 8 trunks in a case.

THE BRANTFORD STARCH WORKS, LIMITED.

BRANTFORD, CANADA.

THE CANADIAN GROCER

President:

JOHN BAYNE MACLEAN,

Montreal.

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THE NEW CANADIAN RAILWAY.

A RAILWAY project outranking in importance any single railway scheme in history, with the possible exception of the trans-Siberian Railway, is at present occupying the attention of the Canadian people and the Canadian Parliament. This is the projected Grand Trunk Pacific Railway, extending from Moncton, New Brunswick, through Quebec, northern Ontario, Manitoba, the Northwest Territories and British Columbia, to Port Simpson, on the Pacific Ocean. The Canadian Government has agreed to construct a portion of the road and to guarantee the bonds to be issued for the remaining portion. The total cost will be not less than $125,000,000.

Besides having the shortest route from Liverpool, from the large centres of Canada, from New York and the manufacturing centres of the east and practically an equal route from Chicago and the middle west to the Orient, the railway will have the lowest grade mountain line on the continent, and over 7,200 miles of continuous railway, with steamship connections, over which rates can be made to every part of the world without consultation with friendly or unfriendly connections. The New England States are reached by the Central Vermont of the Grand Trunk System, and the gateways of Chicago, Detroit and Port Huron, by the Grand Trunk Western, both roads making short connections with the proposed transcontinental railway. Some of the distances are significant. For example, from New York to Yokohama by the way of Montreal and the new line will be 418 miles shorter than by the Canadian Pacific, 555 miles shorter than by Chicago and San Francisco, and 1,800 miles shorter than by Galveston and San Francisco. From Liverpool to Yokohama by way of Quebec and the new route will be 528 miles shorter than by the Canadian Pacific, 1,313 miles shorter than by New York and San Francisco, and 130 miles shorter than by Moscow and the trans-Siberian Railway. From Chicago and Milwaukee to Yokohama by the Grand Trunk will be 535 miles longer than by the short route by St. Paul and the Canadian Pacific, but shorter in time, and will be 365 miles shorter than by St. Paul and Winnipeg.

An idea of the part this line will play in Oriental trade is gathered from the statement that the Canadian exports increased from $93,827,077 in 1890 to $211,640,286 in 1902, while from the United States the increase was from $151,100,000 to $433,850,000. Along the lines of the Grand Trunk system are located 45 cities and towns of more than 4,000 population each, and aggregating 1,000,940, which is 18.7 per cent. of Canada's population. From these towns the bulk of manufactured articles are now shipped to the Northwest and exported.

One of the most important facts in connection with the project is the existence of approximately 500,000,000 acres of fertile and unoccupied land in Northwest Canada, or five-eighths of the total farm acreage of the United States. Of the 15,100,000 acres of occupied land there, only 6,000,000 are under cultivation, and they produced 60,000,000 bushels of wheat in 1902. It is estimated that the unoccupied lands are capable of a wheat production amounting to between two and one-half and three billion bushels, or five times greater than the total United States crop of 1900. There are other factors which make the Grand Trunk Pacific project one of stupendous possibilities.

MONTREAL CITY CHARTER.

WHEN Rudyard Kipling wrote his now famous poem, "Daughter am I in my mother's house, but mistress in my own," the reference was to the connection between Canada and the Old Country. The principle expounded in these words may be applied with equal force to the connection which should, but does not, exist between Montreal and the Province of Quebec. There are many little matters, such as the abolition of trading stamps, which Montreal should have full authority to deal with herself, without being compelled to go to Quebec.

At present Montreal is constantly in the position of having to apply to the Local Legislature for amendments to the city charter. As many private interests stand behind these proposed amendments, frequently measures antagonistic to the general welfare of the city have been hurried through. At last year's session of Parliament much legislation inimical to Montreal business men was passed, and the same thing is being repeated this year. A long string of amendments have been before the House, some of which aim at setting aside some important features of the revised city charter, which was created by the Reform element of the City Council. The intention of the new charter was to give Montreal power to control its own affairs, and it certainly rests with the Parent Government to reject any measure that is brought in with a view to tying the hands of the city.

COSTLY TARIFF WARS.

TARIFF wars are costly. The proof of this is to be seen in the cold statistics recently published in a report prepared by the British Government. It deals with the tariff wars between France and Switzerland, France and Italy, and Germany and Russia.

The tariff war between France and Switzerland was in 1893-5. The latter country increased its customs tariff on French goods by 190 per cent., and the former by 41 per cent., against the products of Switzerland. As a result the exports of France to Switzerland for home consumption fell off 43 per cent., and the imports from Switzerland 27 per cent. The transit trade between the two countries also suffered. That to Switzerland from France declined 26 per cent., and that to France from Switzerland 17 per cent.

The tariff war between France and Italy was even more disastrous. It is estimated that when it ended in 1899 the joint loss of the two countries was about $600,000,000. The exports from Italy to France declined 57 per cent., and from France to Italy 50 per cent.

The tariff war between Germany and Russia only lasted eight months, which, it is held, was not long enough to permanently dislocate the conditions of trade. At any rate, however, it was long enough to make the two countries eager for peace. The trouble arose over Germany's decision to lower her duties on breadstuffs imported from countries which gave a like concession on the products of her factories. As Russia was at the time inaugurating a policy of protection for her iron industry she refused to comply. Then the tariff war began, and ended only when Russia practically surrendered to the original demands of the German Empire.

The experience of these three countries is particularly interesting to Canadians in view of the increasing sentiment in this country for a higher tariff against the United States. Our tariff is about one-half that of the latter country, while our exports from the United States are 90 per cent. larger than their imports from us. The McKinley and Dingley tariffs were designed to injure Canada. And although our general export trade has increased rapidly since then the inequality of the two tariffs and of the international trade of the two countries is so striking as to create a pronounced spirit of retaliation.

We may never go so far as to declare a tariff war. But it is well for us to remember, in view of the experience of other countries, that in tariff as well as in physical warfare both combatants suffer.

UNKEPT PROMISES.

IT is an old song that the insurance companies have been singing for years, "Improve your fire protection and we will lower our rates." Have they ever kept their promise? Experience would indicate that they have done quite the opposite. Down in the Maritime Provinces one of the grievances of business men which is annually aired at the Board of Trade meeting is this breach of faith of the insurance companies.

If the insurance men fail to show their sympathy with improvements in fire protection, there is naturally less and less inducement to carry out reforms. This is an unfortunate state of affairs. Business men have always supported movements for the preservation and protection of property, but their efforts in this direction will assuredly be diminished unless the insurance men co-operate with them in earnest. Increased taxation for fire-fighting appliances and increased insurance rates should not go together.

CHINESE LABOR.

IN view of the complaint frequently heard in Ontario that the beet sugar factories have been unable to secure a sufficient supply of beets, it is interesting to note that the difficulty is being solved in Alberta in a novel manner. A rich Chinaman, by name Sam Kee, is leasing land in the neighborhood of the sugar factory at Raymond, on which he will employ Chinese labor. Last year the same enterprising contractor was content merely to supply the labor. This year he will raise the beets himself. A proof that this method of providing the raw material for the factory has been successful is afforded by the fact that the management of the factory are said to contemplate an early enlargement.

CARELESS EXPORTERS.

A GENTLEMAN who is greatly interested in the development of export trade complains to The Canadian Grocer that some of the exporters are not as business-like in their methods as they should be. He complains that first there is a laxity on the part of Canadians in acknowledging letters from foreign correspondents; secondly that complaints are sometimes received of goods not being up to sample, and thirdly, indifference in regard to methods of packing. He cites some instances in support of his contention, and he certainly makes out a case.

This is not the first time that The Canadian Grocer has heard of similar complaints. Besides those which have come to us privately there are the reports of commercial agents in different countries. These make complaints similar to those of the gentleman above referred to.

No one regrets more than The Canadian Grocer to hear these complaints. This paper, however, feels it necessary to make reference to them as it is only in this way that the evils can be remedied.

It is essential that business men should be as zealous for the goodwill of their foreign, as for that of their home, customers. In fact if extra care is demanded it should be in the former instance. The home customer business men can usually see personally and thus straighten out any difficulties which may have arisen; but when it comes to the export trade the customer, often many thousands of miles away, can only be reached by mail or telegraph. Consequently when difficulties arise they cannot be so easily explained and satisfaction given. Those, therefore, who desire to build up an export trade should make every effort to be thoroughly business-like and fair in all transactions. Letters should be answered promptly, and goods should be up to sample. If these two conditions are not complied with trade must suffer; and unfortunately in such cases it is not only the individual who has been negligent who suffers but the good name of Canada itself is sullied.

TRADE WITH MEXICO.

DIRECT steamship communication between Canada and Mexico has been strongly agitated recently, and Signor Santiago Mendez has visited Ottawa on behalf of the Mexican Government to negotiate with Sir Richard Cartwright, the Minister of Trade and Commerce. It will be remembered that shortly after the Liberals reached power in 1896, a commissioner was sent to Mexico to look into the actual and possible trade issues between the two countries. This may have been the first cause of the awakening.

To-day Canadian trade with Mexico is very trifling. The whole volume of imports amounted to $125,575 last year, embracing coffee, dyes and chemicals, fruits and tobaccos. We sold to Mexico in the same period exports amounting to $137,034, which included manufactured cottons, machinery, gunpowder, and a few other articles, making a total trade for both countries of $262,609, or a trifle over a quarter of a million dollars. It would take a good deal more than that amount of trade to induce any company to start a steamship service direct, more especially as Mexico does not seem to be a very industrious commercial country. Their total trade with the whole world amounts to a little more than eighteen million and a half dollars per annum, and more than one-half of this trade is done with Great Britain.

Last Winter Sir William Mulock visited Mexico, and there discussed trade questions with President Diaz, and other public men. There then seemed a readiness on the part of the Mexicans to encourage trade with Canada, and a willingness was shown to share equally the cost of inaugurating a steamship service between the two countries. This attitude has appealed to the Canadian Government, no doubt, as already it has been announced from Ottawa that there is a possibility of monthly sailings, both on the Atlantic and the Pacific. This should open up a new market for Canadian flour, bacon, fish, lumber and coal, and on the other hand the Mexicans will try to export to us many things we do not produce.

Canadian manufacturers and merchants, however, have to give their opinion regarding the service before it will be inaugurated by the Government. It is quite likely they will favor the service, more especially because they have been handicapped in New York by inadequate steamship facilities, not only to Mexico, but to Central and South America.

CANADA'S UNDERPAID JUDICIARY

A STRIKING illustration of the manner in which public opinion has awakened during recent years to the wisdom of safeguarding the Supreme Court by greater liberality in the salaries attached thereto, is given in the opinion expressed by Sir Mackenzie Bowell a few days ago. Sir Mackenzie, in the course of conversation, strongly supported the policy of The Canadian Grocer in advocating higher remuneration for Supreme Court judges. He said that at one time he was opposed to any higher salaries for judges. He felt that the position, like that of cabinet ministers, was one of such great honor that a man should be willing to accept smaller remuneration. During the last few years, however, he realized that owing to the greatly increased cost of living, and the greater earnings of leading lawyers, it was impossible to get the best men without paying them more money than at present. He strongly favored increased salaries for all judges, from the Supreme Court to the County Court Bench. He believed it would be good policy for the Government to begin with the Supreme Court immediately. Later, the salaries of the lower courts could and should be increased.

CANADIAN BUTTER IN ENGLAND.

IS Canadian butter receiving fair treatment in the British market? This is a question which is exercising the minds of Canadian manufacturers, and the question is important as it affects one of Canada's leading industires.

What has given rise to the question is the practice of British buyers to buy, not to sell but to hold, on the chance of a rising market, and it is unfortunate that Canadian butter only should be the sufferer in this respect, the reason being that it possesses a body that Danish and Russian butter cannot pretend to.

These butters have to be sold within a short time after arrival, but the qualities of Canadian butter enable it to be kept in cold storage for a considerable period, though not without detriment to its table qualities. The result in many cases is that when the butter reaches the consumer its condition is such that even a few days on the shelf will render it unfit for use. In this way the reputation of Canadian butter is being seriously endangered, and it is to be feared that unless the Canadian butter trade with the Mother Country ceases to be a purely speculative concern, Canadian manufacturers will be obliged to turn their attention to other markets where their product will receive more adequate treatment. This would be unfortunate in the interests of both countries.

A REMOVAL.

B. O. Beland, commission merchant, Montreal, has removed his offices, samplerooms and warehouses to 1684 Notre Dame street, near Place D'Armes. The premises are especially suitable for his kind of business. The customers will find handsome, clean, bright offices, and well arranged up-to-date cellars. Mr. Beland has added to his traveling staff lately, having now seven travelers covering the Dominion of Canada, and M. R. Carignan, of the firm, will take his place this year to visit Europe for all new and up-to-date goods that can be secured.

TEA NEWS FROM JAPAN.

"Market active owing to small arrivals; prices have advanced since telegraphing you yen 4, which is equal to two cents per lb."

This cable was received by Mr. Shaw T. Nishimura, of the Central Tea Traders' Association, Montreal, Monday morning. In the course of an interview with Mr. Nishimura in last week's Grocer, a reference was made to the crop being 4,500 piculs shorter than last year. The word "settlement" should have been used instead of "crop."

Blue Ribbon *Ceylon* Tea

A Sign of the Times.

The Red Label—40 cent quality—is equal to most 50 cent teas.

It is a simple transaction, takes little time and gives you a good profit. We send the customer to you; all you have to do is supply

Wethey's Mince Meat

It is easily carried in stock, sells itself, and you make the profit.
Why don't you sell Wethey's Mince Meat?

"One try satisfies."

J. H. Wethey, Limited
ST. CATHARINES, ONT.

What profit do you want?

Ivorine Starch

pays handsomely.

Ivorine Starch is for use with cold water. It requires no boiling. Its advantages are so many that the grocer can commend its use with all confidence.

40 packages to the case.
$2 50 per case.
Packages are very handsome.

St. Lawrence Starch Co.
LIMITED,
PORT CREDIT, ONT.

DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

Cold Storage at Creameries.

THE Dominion Department of Agriculture has called the attention of creamery owners to the fact that a large proportion of butter for export is not cooled to a sufficiently low temperature before leaving the creamery. It is very important that butter be cooled to the centre of the box at a temperature below 38 degrees F. as soon as possible after being manufactured. Every moment that butter is left at a high temperature lessens its keeping qualities. Butter left at a high temperature for some time is subject to a rapid deterioration on its arrival in Great Britain. The refrigerating compartments of steamers are not intended to cool warm butter, and such butter does not get sufficiently chilled before arriving in England.

In order to lower the temperature of the butter below 38 degrees it is not sufficient to lower the temperature of the refrigerator one or two days before the shipping of butter. Butter boxes should be exposed to a temperature below 38 degrees for at least five or six days.

Canadian Cheese Trade.

IN his report regarding the Canadian export cheese trade of 1903, A. W. Grindley, agent of the Department of Agriculture in Great Britain, makes the following suggestions that merit the attention of makers and exporters:

The cheese season of 1902 was a most successful one; there was a large increase in the quantity, and the steady improvement in the quality was so great that in spite of very heavy supplies the prices realized on the whole were satisfactory. The mild, sweet, palatable flavor, as distinguished from the heated and biting character so noticeable in former years, has created a large consumptive demand, which will have a tendency to do away with the disproportion in value between Canadian and English cheddar.

The practice of shipping too new or "green" cannot be too emphatically condemned as it not only spoils the sale, but hurts the reputation of Canadian cheese. The salesman as well as the exporter are to blame for sending these immature cheeses, and the patrons of factories should insist that their cheese should be held in the curing room until it is in such a condition as will give satisfaction to the British consumer.

COOL CURING OF CHEESE.

The comparative difference in the cheese held in the Government cool curing rooms has become very noticeable, not only in quality, but in general appearance. The improvement is due to cool curing and "waxing" the cheese, which also has the advantage of preventing a considerable percentage of shrinkage. During the season of 1902 when "waxed" cheese first appeared on the British market, some of the Grocers' Associations objected, and even went so far as to demand an allowance in weights, but it was soon proved that there was less shrinkage, which, added to the improved quality and appearance of the cheese, quickly created a brisk demand for cheese coming from the Government curing stations, at an advance in price compared to cheese coming from the ordinary factories.

BOXING CHEESE.

The percentage of broken boxes was not so high during 1903, although it still runs very high, ranging from 5 to 25 per cent. The falling off in breakage is due to:

(1) The damp season, which makes the boxes less brittle.

(2) More care on the part of the shipping companies in loading, stowing and discharging cargoes, this work being closely watched by the inspectors of the Canadian Government.

(3) The use of boxes of better quality. The latter point has been very noticeable in cheese coming from the Government curing stations, the boxes being made of heavier material; the percentage of broken boxes did not run above two per cent. which proves that it is false economy to buy cheap boxes.

Care should be taken not to use green, unseasoned boxes, as the cheese, particularly the top and bottom, may be damaged in quality from this cause alone.

SKIN BRAND ON CHEESE.

Leading British importers of Canadian cheese are in favor of branding cheese indelibly with the month in which they are made. Some years ago "September" cheeses became the favorites, but owing to the improvement in the quality of cheese made during July and August, brought about by the system of "cool curing" introduced by the Department of Agriculture, the makes of other months have proved to be nearly as good in quality as Septembers.

It is claimed that unscrupulous dealers in Canada as well as in Great Britain quote "Septembers" at such low prices as to lead to the supposition that they are the make of other months, and as a result any inferiority in quality is not discovered until after delivery is taken. If the month of make was branded on the cheese they would be sold on their merits, and speculators who bought cheap lines of July, August, October or November makes would be debarred from quoting them by cable or otherwise as "Septembers."

A Growing Business.

ONE of the growing produce businesses of Canada is that of J. B. Jackson, Simcoe, Ontario, who has erected an up-to-date cold storage warehouse in that town. This enables him to purchase produce direct from the farmer and place it in cold storage under the most favorable conditions. Mr. Jackson gives his personal attention to this branch of the trade and, while he has only been exporting during the past four years, his eggs under the "Cannon" brand are well and favorably known in all the British markets. There is no doubt a successful future in store for Mr. Jackson in the produce trade, as his straightforward business methods are already well recognized both in Canada and Great Britain.

Canada's Export Trade in Butter and Cheese.

IN 1891 the value of butter and cheese products ranked eighth among Canadian manufactures, in the last census of 1901 it ranked third, being led only by log products valued at $50,805,084, and flouring mill products valued at $31,835,879. In 1903 the value of Canadian exports of dairy products alone was nearly $32,000,000, about double the value of the grain exported in the same period, the money invested in Ontario alone in cattle, land, factories, and dairying utensils being estimated at $175,750,000.

EXPORTS OF CANADIAN BUTTER AND CHEESE.

	Butter. Value.	Cheese. Value.
1884	$1,612,481	$7,251,989
1885	1,430,905	8,265,240
1886	832,355	6,754,626
1887	979,126	7,108,978
1888	798,673	8 928,242
1889	331,958	8,915,684
1890	340,131	9 372,212
1891	602,175	9,508,800
1892	1,056,058	11,652,412
1893	1,295,814	13,407,470
1894	1,095,588	15,488,191
1895	697,476	14,253,002
1896	1,052 089	13,956,571
1897	2,089 173	14,676,239
1898	2 046,686	17,572,763
1899	3,700,873	16,776,765
1900	5,122,156	19,856,324
1901	3,295,663	20,695,951
1902	5 660,541	19,686,291
1903	6,954,618	24,712,942

During 1903 the value of Canadian butter imported into Britain was $6,554,014 (185,464 cwts.), as compared with 285,765 cwts. for the previous year. This large falling off is ascribed to the high price of cheese which induced farmers to send their milk to cheese factories instead of having it made into butter, and to the high price of butter in the home market, which precluded a profitable export business being done.

There are several interesting figures regarding Britain's imports of butter. Denmark supplies nearly half of the total quantity imported. The amount received from this source last year was 1,771,654 cwts, an increase of 68,622 cwts over the previous year, the improvement being attributed largely to the co-operative system of dairying in vogue in Denmark. The next largest source of Britain's supply is Russia. The Russians are devoting special attention to buttermaking, and have expended large sums of money in placing this branch of dairying on the best possible footing. The amounts imported from the other countries that supplied large quantities of butter to Great Britain last year are as follows :

	Cwt.
France	454,088
Holland	343,725
New Zealand	249,879
Sweden	212,232
Canada	185,464

These figures show an increase over the previous year for France of 41,848 cwts., for New Zealand of 91,886 cwts., and for Sweden of 20,641 cwts.; while the figures for Holland record a decrease of 49,536 cwts., and for Canada of 100,301 cwts. Canada last year stood in the seventh place, while the year before she occupied fifth place.

Canada's rather disappointing showing is, however, made up by the quantity of cheese sent to Britain in 1903. The British imports of cheese from the Dominion amounted to 1,848,152 cwts., as against 856,062 cwts. from all other countries. This is an increase of 139,287 cwts. over the previous year.

Taking butter and cheese together the returns show a small increase in the value of these products imported into Great Britain from Canada. In view of Canada's possibilities in the dairy line this small increase over the previous year cannot be considered quite satisfactory. It is, therefore, to be hoped that the Canadian Government will take whatever steps are necessary to secure the proper storage facilities for butter on vessels plying between Canadian ports and Great Britain, and thereby encouraging the export of this produce.

The president of the London, Eng., cheese board recently remarked that everything pointed to a poor year's business in cheese this year. The trouble lay in the fact that last year English buyers stocked largely and paid too high a price for cheese, with the result that a number of firms still had on hand a supply which should have been disposed of long ago.

There is also an unprecedented dullness in the English butter market due largely to over-supply, which will interfere temporarily with the success of the Canadian export butter trade with Great Britain.

British Columbia Cattle Outlook.

ACCORDING to an official report received by the live stock commissioner, Ottawa, British Columbia range cattle went into Winter quarters in fair condition, feed in the late Summer having been good owing to the heavy rains. The Winter up to February was fine and mild, but after this to the end of March the ranges were covered with deep snow. Hay was comparatively short all through the range country, with no old hay on hand and a good deal of the 1903 crop damaged by the heavy Summer rains. Speaking generally, cattle are in fair condition and few losses have occurred; the she stock suffered most, and it may be estimated that in consequence the calf crop will be below the average.

There can be no doubt that in certain sections of the country, more especially on the Thompson River, the cattle business is too speculative to be healthy. If the past Winter had been of a similar character to the previous one, a very large proportion of the stock of that section would have been wiped out. The day is past when it is safe to go into Winter with one-third or one-quarter of a ton of hay per head, per year, the reason being that, snow or no snow, by the time January comes there is practically no feed left on the lower ranges.

Beef is still low in price and from present indications is not likely to be better than last year, if as high. The C. P. R. have given the following figures of shipments from points on the main line during the year 1903. To coast points : Horses, 140; Cattle, 9,484; hogs, 2,013; sheep, 400. To points east of Laggan : Horses, 1,722; cattle, 130.

In regard to cattle, in addition to 9,484 head given as shipped to the coast markets, in order to arrive at the consumption of beef at these points, must be added the local supply and a total supply for about four months from the Northwest, as the B. C. ranges hardly ship any beef from February to June 1. The Kootenay trade is supplied mainly from the Northwest with the exception of the supply from the country south of Okanagan Lake and along the boundary. This will bring the exports from B. C. ranges to a figure probably between 10,000 and 11,000 head. The improvement of the herds is steady, and although no doubt a vast number should still be weeded out, the average is a good deal better than a few years ago.

G. T. R. Ice Cars.

The regular service of ice cars for the transportation of butter from points throughout the country to Montreal, viá the C. P. R., commenced Monday.

Pork, Bacon and Hams.

Canadian exports of pork, bacon and hams are nearly four times as great as they were seven years ago. In 1896 they were valued at $4,446,884; in 1902 at $12,457,863, and in 1903 at $16,029,269. The Canadian product has won an enviable reputation on the British market, and it is almost certain that the next few years will see an enormous increase in British importations of Canadian pork, bacon, and hams. At the present time Canada supplies only from one-fifth to one-sixth of the bacon, etc., consumed in England, which consumes yearly $92,650,146 worth, being outclassed by the United States and several other European countries.

Butter, Cheese, Eggs AND Poultry

We solicit consignments from Canadian dealers. We pay cash or sell on commission.

If the shipper wants cash, we pay the highest ruling market price his produce commands.

If he chooses a commission sale we are admirably prepared to serve his interests. Our immense cold storage rooms (75,000 cubic feet capacity) enable us to keep all consignments in perfect condition, and to sell at the best moment, when markets are bare.

Toronto is a good market.

Our Export Trade

keeps on growing. Our facilities for handling large business should commend us to dealers in Canadian produce. Our

"Thistle" Brand

of Eggs and Butter

are favorably known on British markets. We might refer you to our agents, S. P. CLARK & CO, 13 Railway Approach, London Bridge, S.E., and HEDLEY STEVENS, 77 Victoria St., Bristol.

CABLE ADDRESS :—EGGMAC, TORONTO ; ALEXANDER and ABC 4th EDITION CODES.

The J. A. McLEAN PRODUCE CO., Limited

73, 75, 77 Colborne St., TORONTO, Canada.

Matthews'

MILD CURE

—FOR—

Quick Consumption.

Its bright, fresh appearance draws trade.

Its sweet, mild cure holds trade.

ALWAYS LANDING.

LIVERPOOL BRISTOL
MANCHESTER LONDON
SOUTHAMPTON.

MILLS & SPARROW

AGENTS

Colonial House, Tooley Street,
LONDON, S.E.

Matthews'

PACKING HOUSES

Are situate in the

BEST HOG DISTRICTS IN CANADA

Regular Shipments

Highest Quality

MILLS & SPARROW

AGENTS

Colonial House, Tooley Street,

LONDON, S.E.

PROVISION AND DAIRY MARKETS.

Toronto.

Provisions—Conditions in provisions remain about the same as last week. The demand has varied little. Lard is reported as somewhat easier, caused, no doubt, by temporary accumulations of stock, resulting in a drop of 1c all around. The fresh meat market is fairly lively, and prices in hindquarters have advanced noticeably. Lamb is quoted 50c cheaper. We quote this week:

Long clear bacon, per lb	$ 0 08	$0 08½
Smoked breakfast bacon, per lb	0 12½	0 13
Roll bacon, per lb	0 09½	0 10
Small hams, per lb	0 12½	0 13
Medium hams, per lb	....	0 12½
Large hams, per lb	0 11	0 11½
Shoulder hams, per lb	0 09	0 09½
Backs, per lb	0 13½	0 14
Heavy mess pork, per bbl	16 50	17 00
Short cut, per bbl	18 00	18 50
Shoulder mess pork, per bbl	14 50	15 00
Lard, tierces, per lb	0 07½	0 07¾
" tubs "	0 07¾	0 08
" pails "	0 08	0 08¼
" compounds, per lb	0 07¼	0 07½
Plate beef, per 200-lb. bbl	....	11 00
Beef, hind quarters	8 00	9 50
" front quarters	4 50	5 50
" choice carcases	6 50	7 50
" medium	6 00	7 00
" common	6 00	6 50
Mutton	7 00	9 00
Lamb	10 50	11 50
Veal	6 00	8 50

Butter—The quantity of butter pouring in on wholesale houses has made it a drug on the market. If prices could go any lower there is not much doubt but they would do so. The large stocks accumulating are far outrunning the demand. Butter is in close touch with cheese, and when one is dull the other is almost sure to be in the same condition. More is coming on in tubs than last week, but the first part of the week was cool enough to make roll shipping perfectly safe. A comparison with prices for this time last year is interesting. Quotations were then as follows: Creamery prints, 20 to 21c; creamery solids, fresh, 19 to 20c, and dairy rolls, large, 14 to 15c; dairy prints, 16 to 17c; tubs, 14 to 15 1-2c. This week we quote:

	Per lb.	
Creamery prints	0 17	0 18
" solids, fresh	0 16	0 17
Dairy rolls, large	0 11	0 13
" prints	0 13	0 14
" in tubs	0 11	0 13

Cheese—There is a slightly better demand for export this week, but its effect on prices is very small, as it assumes a tendency rather than an actual increase in the outlet. Large stocks of old cheese are on hand, and this is responsible for the dullness. Stocks were bought by exporters at such high prices last year that the sale in England decreased greatly during the Winter. Cheese is an article of such large consumption in that country that a falling off in the demand is very simply effected. Exporters have lost a great deal of money this Winter on cheese. We quote the following:

	Per lb.	
Cheese, large, old	0 09½	0 10
" new fodder	0 08	0 08½
" twins	0 08½	0 08¾

Montreal and Quebec.

Provisions—The receipts of provisions still continue to increase, there being 320 packages of tinned meats and 152 boxes of hams and bacon offered on Monday. Private cables indicate better prices for Canadian bacon in the Old Country, in London and Bristol. In London the advance is from 2s to 4s per cwt. and the price 44s to 52s. The rise in Bristol is only about 1s to 4s, making prices about 40s to 50s. There was a slight advance in the price of hogs, of a quarter of a cent per pound. From packers the demand was good and sales were made up to 5 1-2c a pound. For fresh killed abattoir stock there was no change. The tone was firm and sales were made freely at from $7.25 to $7.50 per hundred. In lard and bacon locally there was a steady trade doing all round, and activity ruled. We quote:

Canadian short cut mess pork	$17 50	$18 00
American short cut clear	16 50	17 00
American fat back	....	17 50
Bacon, per lb	0 12½	0 13½
Hams	0 11	0 13
Extra plate beef, per bbl	11 50	12 00
Lard—"Boar's Head" brand, tierce basis	....	0 07½
Carloads, less	....	0 00¼
20-lb. tin pails, tierce basis	....	
Half-bbls., over tierce	....	0 00½
60-lb. tubs, "	....	0 00½
20-lb. wood pails "	....	0 00½
10-lb. tins, "	....	0 00½
5-lb. tins, "	....	0 00½
3-lb. tins, "	....	0 01

Wood net, tin gross weight—

	Wood.	Tin.
Pure lard, pails	....	1 77½
" tubs	....	0 08½
" cases (6 10-lb. tins)	....	0 09½
" cases (12 5-lb. tins)	....	0 09½
" cases (24 3-lb. tins)	....	0 09½

Butter—The butter market is still quiet and uninteresting. From the Eastern Townships it was learned that at the Dairymen's Exchange, held in Sherbrooke on Monday afternoon, twenty-five factories were represented. Mr. Jas. McKinnon, the president, in addressing the meeting, advised the members of the board to combine together for the time being, and not to sell any dealer in Montreal that would not attend the sales. Only one Montreal buyer was reported to have qualified on that day. This was Mr. John Orpe. It is expected that at another meeting, however, Montreal buyers will have representatives present. Mr. Orpe purchased 300 packages of butter at 14 3-4c. This is practically the ruling price for a very good grade of butter. We quote 15c as standard.

Cheese—The prices of cheese seemed mixed early in the week. There was a firmer undertone, yet no definite advance could be noted. Better prices were paid in the country. This is surmised to be, however, a speculative deal, and is not the true value of cheese. It would be difficult, therefore, to declare an improvement in cheese, although the tendency points that way. From Great Britain, however, there are the most gloomy reports. Several of Montreal's largest produce merchants have just returned from Europe, and while some of them are optimistic, the Old Country advices do not back them up. One advice stated that between Liverpool, London and Bristol there were still 250,000 of old cheese unabsorbed on the 7th of May. Some of the local exporters confess that it is easier to sell the new make cheese than it was at the beginning of last week. They will not deny, however, that there is no improvement in the Old Country situation to warrant the increased prices paid within the last few days. There were actual transactions in Quebec goods at 6 1-2 to 6 3-4c, and in Ontario makes at 6 3-4c to 7c, while the combination of the two makes changed hands at 6 3-4c. On the other hand, 1,500 boxes of Quebec cheese, offered at the wharf, commanded a first cost of 6 1-2c, which is an advance of a quarter of a cent on Monday of last week, and should be equal to a spot price of 6 3-4c, so that altogether, prices are irregular, ranging from 6 1-2c to 6 3-4c on Quebecs and 6 7-8c to 7 1-8c on Ontarios. The first cheese here has been of very poor quality, or no doubt better prices could have been attained.

BUTTER AND CHEESE EXPORTS.

Considerable interest is being taken in the stronger tone of the cheese market, which is dealt with elsewhere. The exports of butter for the week ending May 14th, from Montreal and Portland, and from New York for the week previous, were as follows:

	Montreal.	New York
	102 Boxes	685 Boxes
Last year	"	35 "

The shipments of cheese from Montreal and Portland for the week ending May 14 and from New York the week previous, were as follows:

	Montreal.	Portland.	New York.
	3,995	1,486	12,843
Same week last year	11,985	4,413	12,343

New Brunswick.

Provisions—In barreled pork and beef prices are rather firmer, but sales are very small. Smoked meats have a fair demand, chiefly in local cured. Pure lard is at least no higher. The low price of pure tends to a lighter demand for compound lard. In fresh meats, domestic beef is in but fair supply. Western is unchanged in price. Veal is plentiful. Mutton is quite firm. Lamb is still high. Pork is low, with a light sale.

Mess pork, per bbl	$16 00	$17 00
Clear pork "	18 00	20 00
Plate beef "	12 00	14 00
Mess beef "	10 00	12 00
Domestic beef, per lb	0 06	0 07
Western beef "	0 08	0 09
Mutton "	0 09	0 10
Veal "	0 05	0 09
Lamb "	....	....
Pork "	0 06½	0 07½
Hams "	0 12	0 14
Rolls "	0 10	0 11
Lard, pure, tubs "	0 09	0 09½
" " pails "	0 09½	0 09¾
Refined lard, tubs	0 08½	0 08¾
" " pails	0 08½	0 09

Butter—Market is weak and quality must be the best to ensure a good demand.

Creamery butter	0 20	0 21
Best dairy butter	0 17	0 18
Good dairy tubs	0 16	0 17
Fair "	0 14	0 15

Eggs—Price is low. There is but a fair sale. Quality as yet is good.

Eggs, hennery	0 15	0 20
" case stock	0 12	0 13

Cheese—Cheese is lower. There is a fair sale. Twins have the demand. Local factories are now offering:

Cheese, per lb.	0 10	0 11

The Canadian Preserved Butter Co.

LIMITED,

58 Wellington Street, MONTREAL, CANADA.

MANUFACTURERS OF

Preserved Butter

Packed in Tins and Jars.

Sterilized Butter

Specially prepared for Tropical Countries and packed in Patented Vacuum cans.

THE CANADIAN PRESERVED BUTTER COMPANY
LIMITED
FANCY CANADIAN
CREAMERY BUTTER
THIS BUTTER IS GUARANTEED TO BE PURE BUTTER WITHOUT ANY ARTIFICIAL MIXTURE WHATEVER

All butter packed by our special vacuum process will keep indefinitely in warm regions. We have sent quantities to various countries and have had uniform success.

Cable Address: "Tinbutter," Montreal. **Lieber's Code and Private Codes.**

CORRESPONDENCE SOLICITED.

This is a representation of the

"STAR BRAND" HAM

The original will please you and delight your customers. We shall be pleased in turn to receive your orders and can ship promptly either in Pickle, Smoked or Cooked.

F. W. FEARMAN COMPANY,
LIMITED,
HAMILTON, ONT.

WE ARE HAVING GREAT DEMAND FOR OUR

Sugar Cured Hams
Breakfast Bacon
Roll Bacon

The best quality obtainable is what your trade requires.

Our goods possess that full mild flavor that is so appetizing and pleasing to your customers. By handling our meats you will hold your trade.

The Park, Blackwell Co.,
LIMITED
PORK AND BEEF PACKERS,
TORONTO, ONT.

Export Trade in Eggs.

THAT the Canadian export trade in eggs has already assumed big proportions is seen by the annual report of the Minister of Agriculture, Ottawa, which estimates the total exportations of eggs from Canada in 1903 at $1,436,130. The bulk of Canadian eggs exported goes to Great Britain, although a promising market has opened up in the Canadian Northwest, where veritable hordes of new settlers will require large quantities of eggs for some time to come. The Northwest cannot begin to use the surplus of Canadian eggs, however, and exporters continue to look to the English market. There are practically no limits to the latter except that of price, and just now the fact that Canadian eggs are two cents a dozen higher than ordinarily at this season of the year, is acting as an effective barrier to their introduction on English markets. "The English consumer," said one provision dealer," has not been in the habit of paying such a record price, and simply won't take our eggs." Under ordinary circumstances there is a brisk demand for Canadian eggs, and dealers in England will take as many as Canadian exporters care to send them. It cannot help but cause envy in hearts of Canadian egg exporters, to learn that Great Britain imported last year $30,659,679 worth of eggs, their share of which was comparatively small, being only $1,420,760. During the same year Canada also exported to the United States eggs to the extent of $6,436, and to other countries to the extent of $8,934. The following figures represent the total egg exportations from Canada for the last 19 years :

Year ended 30th June.	Value.
1884	$1,963,197
1885	1,830 632
1886	1,728.082
1887	1,825 559
1888	2,122,283
1889	2,159,510
1890	1,795,214
1891	1,160,359
1892	1,089,798
1893	868,007
1894	714 054
1895	807,990
1896	807 086
1897	978,479
1898	1,255,304
1899	1,267,063
1900	1,457,902
1901	1,691,640
1902	1,733,242
1903	1,436,130

The British market has been exploited by Canadian egg exporters for some 15 or 20 years, during which time the trade has undergone several changes. Formerly eggs were sent in long coffin-shaped cases, holding 120 dozen, packed in straw. Now 30-dozen cases are used almost exclusively, having cardboard fillers and nail tops or patent wire fasteners, although the latter are by far the more popular. Much greater care is exercised in sorting and packing eggs than heretofore, and at the present time complaints on this score are heard against only a few of the smaller dealers. It is no secret that steamship companies have vastly improved their facilities for carriage, which fact has also helped materially to improve the egg trade.

The demand in England is principall for glycerined eggs, although "new-laid" find ready sales. Glycerined eggs are the same as ordinary pickled eggs, with the exception of having a particular finish required by the English trade. Fresh eggs are gathered late in the Summer season and placed in cold storage. These require to be shipped in cold storage and will not keep well if subjected to changes of temperature.

Canadian egg exporters say the outlook for 1904 is not particularly bright. As a matter of fact last year was not a profitable year for this department of export trade. More eggs are being consumed at home, and the consumption in the Northwest is an increasingly important factor, together with the high price of poultry, which has caused farmers to kill off stock. The principal reason, however, for the unfavorable outlook is decreased supplies, the egg season being from four to eight weeks later than last year, and the high prices prevailing. Certain egg dealers have gone so far as to withdraw from the export trade until prices adjust themselves to a more reasonable level.

Expansion of Dairy Industry.

THE expansion of the Canadian dairy industry depends largely on export of creamery butter, and as the extent to which this trade may be developed depends in turn on a high standard of quality being established, the Canadian Government is justified in adopting every means necessary to protect the good name of Canadian creamery butter.

The relative selling price of all butter made in Canada is influenced and regulated by the price obtained for that which is exported. It is obvious, therefore, that anything which tends to improve that price will help the whole trade. That there is still room for a great increase in exports of fancy creamery to the markets of the United Kingdom is shown by the fact that during the year ending June 30th, 1903, Canada sent only about 6 per cent. of the total importation. The following countries compete with Canada : Denmark, Russia, France, Holland, Sweden, New Zealand, Australia, United States, Belgium, Argentina and Germany. The four first named each supply more at present than Canada does. In some of these countries stringent laws have been enacted to regulate the marking, grading and export of butter. Canadians must do likewise if they wish to compete successfully in this important trade.

FOR SALE.

No Fake—Town and city right for preserving eggs by a first-class process ; no cold storage needed. Circular for your address. Box 118, CANADIAN GROCER, Toronto.

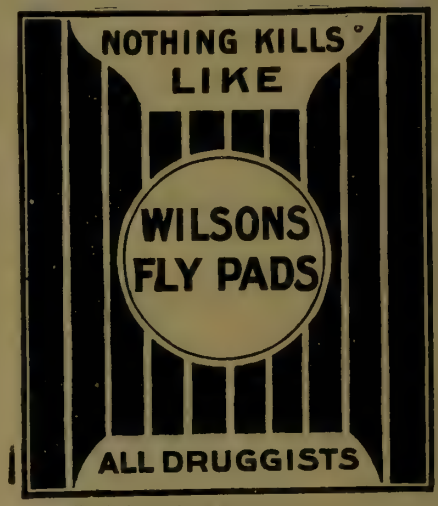
Soup Pastes.

A customer inquired last week at a first class grocery store for Soup Paste of a certain sort; the grocer couldn't supply the order.

We make Soup Pastes and Napoli Macaroni.

Send for free samples and price list.

NAPOLI MACARONI CO.,
Hayter and Teraulay Sts.,
TORONTO, CANADA



Stock the kind the housekeepers ask for. Avoid poor imitations.

Egg Cases

—AND—

Woodboard Fillers

BOTTOM PRICES.

WALTER WOODS & CO.

Hamilton and Winnipeg.

BEAVER BRAND
REGISTERED

CELEBRATED PRESERVED
EGGS
"GLYCERINES"

Original Patentees of the Glycerine Process.
Also Apple Exporters.

D. D. WILSON & CO.
Egg and Apple Exporters, SEAFORTH, CANADA.

Ragg Bros. & Co.
15 Victoria Street
Liverpool, - England

Consignments of Bacon and Hams, Cheese and Butter received and sold on Commission.

We take no profits, we sell on commission only.

WRITE US

Telegrams: "HESKEL, LONDON."
Telephone: P.O. CENTRAL NO. 2422.

The Foreign Fruit & Produce Co.

Importers of
GREEN AND DRIED FRUIT AND PRODUCE
HOPETOUN HOUSE
5 Lloyds Avenue, London, E.C., England

T. L. BOYD & CO.
Montague Close, London Bridge,
LONDON, - ENGLAND

AGENTS FOR
Bacon, Cheese, Butter, Lard, Eggs and other Canadian Produce.
Correspondence Invited.
CABLES. "PHYSIQUE, LONDON."

I am a buyer of
BUTTER, EGGS, PEAS, BEANS, POTATOES, APPLES, HONEY, MAPLE SYRUP, MAPLE SUGAR and all kinds of Farm Produce.

I also SELL
on commission, all kinds of the above.

I pay highest ruling market prices and make prompt returns. Make me a trial shipment and convince yourself.

ARTHUR SAUCIER
1453 Notre Dame St., - MONTREAL.

J. B. JACKSON
SIMCOE, ONTARIO.
Exporter of HIGH-CLASS
Eggs, Poultry AND Apples
THE MOST UP-TO-DATE
COLD STORAGE and PICKLING PLANT
—IN CANADA.—

Mathie & McWilliam
Produce
Commission Merchants
126 to 130 Ingram Street
Glasgow

The J. D. MOORE CO. Limited
St. Marys, Ont., Canada.

EXPORTERS OF
Eggs
"Wapiti" Brand
AND
Poultry
Correspondence Solicited.

All Good Cooks and All Good Eaters Use

LEA & PERRINS' SAUCE

With Soups, Meats, Fish, Game and Fowl, for it is a seasoning that is almost as necessary as salt to make them perfectly palatable and digestible. It is superb and stands to-day as it did over sixty years ago "The Sauce that has absolutely no equal."

"ALL GOOD GROCERS SELL IT"

J. M. Douglas & Co., - Montreal
Canadian Agents

WHYTE'S

HAMS, BACON and LARD

are recognized as being the finest produced in Canada.

We are also large dealers in

BUTTER, EGGS and CHEESE

The Whyte Packing Co.

LIMITED.

STRATFORD, CANADA.

G. W. BURROWS,
West Smithfield, London, Eng.
Sole agent for United Kingdom.

Branch at
592 St. Paul St.,
MONTREAL.

The

Harriston Pork Packing Company, Limited

Pork Packers

Exporters of the Finest Brands of

WILTSHIRE BACON LONG CUT HAMS
LONG RIBS SHORT RIBS CANNED MEATS
"HARRISTON" BRAND OF PURE LARD

The choicest quality of goods manufactured from the best grade of hogs.

English Agents
MESSRS. HEYWOOD & SON
Produce Exchange Bldgs., Liverpool, Eng.
and
1 Denman St., London, S.E., Eng.

"FULTON'S," ADVERTISING CONTRACTORS.

THERE is in London, Eng., an old established house of advertising contractors whose way of doing business is somewhat unique, and whose methods of working are so successful as to command orders from many of the largest manufacturers of proprietary articles in Great Britain. This house, Fulton's, employs a small army of work people, and there are few, if any, other organizations, who work on the same lines or are so successful in producing a demand for any article of household use in so short a time.

The essence of the system is to show and talk up the article with the housewife, through the medium of a staff of experienced saleswomen, to go to a town with the object of interviewing every housewife resident and introducing whatever article a client wishes to have placed on the market. The ground is systematically worked from house to house and street to street. Wherever possible a signed order is taken from the housewife to be executed by the retailer she usually deals with. At the same time the wholesale and retail trade are supplied, in order that these traders may be in a position to execute immediately all orders that the staff of agents take from the public daily. Goods for the execution of such trade orders are delivered, and every trade account is guaranteed, so that manufacturers have practically nothing to do but supply the goods ordered, sending them forward carriage paid to the town or towns in which these operations are being conducted. There is no friction with the public or the retail or wholesale trades. Thousands of accounts have already been opened throughout the country and Fultons are well enough known in many parts to produce by their direct methods a trade for any article of household use or consumption quickly, and taking all their services into consideration, at a comparatively economical cost.

A representative of The Grocer was favored with a "private view" of some of their systems and a diary of results, and the figures were most surprising, showing that actual sales had resulted to 33 1-2 per cent of the families in those areas of Great Britain which had been contracted for. The advertisement of the company in this number of Grocer is worth the attention of any Canadian manufacturers who want to get their goods on the British market, and detailed information will gladly be given by Fulton's to any who wish to make private inquiry.

MR. JULES COTE,

THE Canadian Grocer takes pleasure in presenting to its readers in this issue a portrait of one of Ottawa's bright young business men. Mr. Jules Cote, manager and secretary-treasurer of the firm of S. J. Major, wholesale grocers, Ottawa.

Mr. Cote was born in 1879 at St. Stanislaus de Champlain, P.Q., singularly enough the very year that the business in which he now holds a guiding position was founded by the late Mr. S. J. Major. At the age of thirteen he entered Ottawa University, from which institution he was graduated at the end

Mr. Jules Cote, Manager and Secretary-Treasurer of firm of S. J. Major. Wholesale Grocers, Ottawa.

of three years. Six months later he entered the employ of the late Mr. Major as assistant book-keeper. Through close application and hard work he became head acocuntant in two years, and shortly after was promoted to the management of the business. Owing to illness Mr. Major, his principal, was ordered to Europe. On the death of that gentleman last June it became necessary to reorganize the business; a joint stock company was formed, and incorporated in December, 1903, under the firm name of S. J. Major, taking over the business of the estate. Mrs. Major, widow of the late S. J. Major, retained a controlling interest in the stock, while Mr. Cote secured a good share for himself. The corporation is a close one, being composed of only a few members.

Mr. Cote is a hard and steady worker, with a most agreeable manner and progressive ideas. He is a good and ready buyer, and generally knows what he wants for his trade. As an evidence of the growth of the business it may be stated that when the management of affairs passed into his hands the annual turn-over was only half a million, while last year's statement showed close to one million dollars.

Mr. Cote was married on April 18th last to Miss Catherine Gravel, of Rockliffe, a suburb of Ottawa, where he resides at present. For a young man of not quite twenty-five years to have charge of a business of such importance and magnitude is certainly creditable, as well as an evidence of what close application, careful study and attention to an employers' interests will do.

AN ENORMOUS BINDER.

The Rolla L. Crain Company, of Ottawa, manufacturers of loose leaf systems, have had on exhibition in Ottawa the largest loose leaf ledger binder ever made in Canada. It was made for the Ontario Department of Crown Lands, and is designed to hold sheets 29x34 inches; the length when opened out is within a few inches of six feet. This binder is on exhibition in the windows of the Mason-Risch Piano Company, Toronto, and the work reflects credit upon the Rolla L. Crain Company.

REFLECTION.

IN the March 31 issue of The Grocer an article appeared concurrently with many other periodicals regarding the Japanese Government and the tea subsidy, referring directly to its effect upon the Central Japan Tea Traders' Association which has one of its largest offices in Montreal. Extracts are quoted noting the result of the subsidy expenditure, and as the whole article was printed from the Kobe, Japan, Chronicle no personal reference could have been intended. Japanese tea traders the world over have established a reputation for respectability and standing; and that Japan is an important tea producing country is unquestioned. Any thought of displeasing allusions to the association's personnel was absolutely foreign to the intention of The Grocer.

CANADIAN CANNERS

LIMITED

PACKERS

OF OVER **90** PER CENT.

OF ALL THE

CANNED FRUITS,

VEGETABLES

PACKED IN THE and **POULTRY**

Dominion of Canada.

CORRESPONDENCE SOLICITED. QUALITY GUARANTEED AND UNSURPASSED.

ADDRESS

Canadian Canners, Limited

Head Office: 39 James Street,

CABLE ADDRESS:
"Canners," Hamilton.

HAMILTON, ONTARIO, CANADA

CANNED GOODS DEPARTMENT

Canadian Canned Goods Trade.

THE canned goods industry in Canada is one whose chief feature during the last few years has been its remarkable development. Canned goods may be roughly divided into the four general departments—canned meats, canned vegetables, canned fruit and canned fish.

EXPORTS OF CANNED GOODS.

	1899.	1900.	1901.	1902.	1903.
Canned meats, poultry, etc.	$104,718	$312,290	$423,045	$882,191	$619,911
Canned fruits	293,660	329,696	181,829	143,244	403,558
Canned vegetables, such as tomatoes, corn, etc.	19,934	18,101	43,566	118,013	34,128
Total	$418,312	$660,087	$648,440	$1,143,448	$1,057,597

CANNED MEATS.

The variety of canned meats put up by Canadian manufacturers is almost innumerable. Only a few years ago corned beef, dried beef, and a few other staple lines covered the list. To-day the variety is surprising, including ready lunch beef, chipped beef, sliced smoked beef, ham, pigs' feet, mutton, roast and boiled ox and lamb's tongue, potted and devilled tongue, veal, chicken and turkey loaf, jellied hock, and many other lines. The home consumption has also shown a marked increase, and at the present time Canadian meat packers have a practical monopoly of the home trade. Formerly American interests carried on a more or less extensive trade with Canada in canned meats. This, however, has dwindled of late years, and the percentage of American goods sold to Canadian consumers has become comparatively small, the exception being in fancy meat loaves which are being put up so attractively as to capture the Canadian trade. One wholesale dealer's opinion on this feature of the trade was that directly Canadian manufacturers set about it to equal, if not surpass, the efforts of American packers, there could be little doubt as to the direction trade would take. One prominent American packing firm has evidently realized the seriousness of the situation in as far as it is sending its representatives out among the retail trade.

During the South African War Canadian packers developed a healthy export trade in canned meats, principally beef, which trade has become somewhat curtailed since, although the exportation of canned meats on a large scale is looked forward to as a realization of the very near future. In 1903 Canada's exports of canned meats were $619,911, as against $104,718 in 1899—an increase of $515,193.

CANNED VEGETABLES.

Ten years ago the quantity of canned vegetables put up in Canada came within very small compass. Canned corn, peas, and tomatoes were on the market then as a comparative novelty. There has since been an enormous increase in the home consumption of these staple lines, and at the same time a promising increase in exports to Great Britain, although canned vegetables with the exception of tomatoes are not in brisk demand in the English market, owing to the large quantities of vegetables which are grown at home. It may interest the ordinary reader to know that canned corn is almost unknown to the English consumer. The price of canned vegetables there, moreover, places them practically beyond the reach of the poorer classes.

Another feature of the canned vegetable trade is the enormous demand for canned pork and beans which has sprung up within the last few years. Canned soups have also become one of the leading features of the canned vegetable trade, and it is no secret that Canadian canners of the same have won an enviable reputation for their soups. A representative from Armour's packing establishment who visited Canada recently, remarked that he had not seen anything in the trade to surpass Canadian soups. Canadian canners have practically a monopoly of the home trade in canned vegetables, and are still making great strides, especially in the newly settled districts of the Canadian Northwest.

CANNED FRUIT.

The Canadian canned fruit industry has shown equally rapid development, being fully ten times as extensive as it was eight or ten years ago. The large home trade is now supplied almost exclusively by Canadian canners, while Canadian exports have increased from $293,660 in 1899 to $403,558 in 1903. It may interest the trade to know that the English demand is mostly for fruit put up in bottles, rather than in tins, and the majority of English canners put up canned fruit in no other way. One feature of the trade to-day is the gallon tins which have become a popular size for putting up both canned vegetables and fruit.

CANNED FISH.

The oldest established and perhaps on the whole the most successful department in the canned goods industry in Canada is that of canned fish, the total value of fish exported from Canada in 1903 being $10,014,298, mostly British Columbia salmon, herring, cod, and mackerel, as compared with $8,718,053 in 1899. Recently Canadian kippered herring have almost entirely displaced Scottish goods, which formerly held the Canadian market. These are exported mostly to the New England States. Canadian canned haddies are also a comparative novelty, although the export trade in them has already assumed considerable proportions. The trade, however, in canned lobsters has

FISH EXPORTED BY CANADA.

Class of fish.	1899.	1900.	1901.	1902.	1903.
Codfish	$2,702 554	$2,994,683	$3,761,481	$3,161 674	$3,336,906
Pickled herring	186 698	190,011	256,929	293,652	249,457
Smoked herring	88,897	103 933	50,974	75,410	77,780
Fresh lobsters	367,558	305,493	301,447	365,194	398,267
Canned lobsters	2,320,060	2,372,858	2,283,930	2,149,395	2,591,585
Fresh mackerel	86,540	26,950	18,134	66,438	22,802
Pickled mackerel	169,765	155,827	283,157	354,852	235,283
Fresh salmon	93,425	142,238	141,628	196,896	161,711
Canned salmon	2,407,481	2,883,330	2 880,480	5 012 738	2,589,660
All other fish n.e.s.	296,075	537,242	582	538,530	350,853
Totals	$8,718,053	$9 712,566	$8 987,742	$12,214,779	$10 014,298

diminished owing to the poor catches during the past few years, and prices have almost become prohibitive. At the present time ½ lb. tins cost 25c, whereas the price formerly was only 15c. for pound tins. The big feature of the canned fish trade, however, is that in Canadian sock-eye salmon, which are known the world over.

Exports of canned meat, vegetables, fruit and fish are rapidly increasing in value, totalling more than $6,000,000 in 1903 as compared with $3,700,000 in 1893.

A Modern Canning Plant.

THE Bloomfield Packing Co., Bloomfield, Ont., have recently made a number of changes in their plant in the way of additions and improvements. The capacity of their storehouse has been doubled, being now 280x60 feet, two storeys high and built so substantially that the upper storey can be safely filled to the roof with canned goods. Two new boilers have been installed of 80 horse power each. Numerous improvements in the way of pea filling machines, pea graders, corn cutters, caping machines, etc., have been added to the pea and corn canning sections, until their capacity is now 150 cans per minute—double what it was last season. The capacity of the tomato plant stands at present unchanged, 72 cans per minute, although the management say they expect to make changes which will increase this 100 per cent. between now and tomato packing time.

As a partial solution to the labor question, the company last Fall erected a three-storey building 30x100 feet. This is intended as a boarding house and has free accommodation for one hundred people. It is now being furnished in a very comfortable manner throughout, lighted with electricity, etc. Meals will be furnished to employes at the low rate of 10 cents each. One of the buildings in contemplation, but not yet commenced, is a kindergarten, where the little ones can be taken care of and taught while their mothers are packing tomatoes and husking corn.

With a view to increasing the efficiency of the staff, a number of changes and additions have also been made. Mr. D. D. Ranney, of Salt Lake City, the new superintendent, arrived a few days ago to assume his duties. Two other fresh faces on the ground this year are Mr. Ball and Mr. Allan, first and second engineers, respectively, who arrived from Birmingham, England, last week. Mr. Mac Clark, electrician, late of Glasgow, Scotland, has also been added to the staff. With all these changes, additions to plant, etc., the management hope this year to pack the requirements of the country for "Quaker" canned goods, something they have not been able to do since the establishment of the business four years ago.

Mr. N. Peace, of Birmingham, Eng., is president of the company, and Mr. T. E. Owens, manager. Mr. Peace is now on his way from England to take a look over the factory for the first time, it being forty-two years since he was last in Canada. The manager, Mr. T. E. Owens, is well-known from coast to coast, having for fifteen years represented the Century Co. of Picton. He was also connected with the late Mr. Wm. Newman, of Fairport, N. Y., when he first introduced "Pure Gold" goods to the Canadian public.

A New Canning Factory.

THE wholesale and retail grocery trade will be interested in learning of a new canning factory, with location at Picton, Ont., in the famed County of Prince Edward. The new concern is styled the "Old Homestead Canning Co.," and the brand of the goods will be "The Old Homestead." Associated in the enterprise are men of repute and substance. The manager, A. H. Baker, is a widely known resident of Picton, having for many years past been extensively engaged in the evaporated fruit trade. A modern factory, built of concrete hollow blocks, is in the course of erection, and one hundred men are hastening forward the work of completion in time for the opening of the strawberry season.

The bulk of the machinery—all of it of the most approved sort—is in place. A process man has been brought in from the United States, and if half of the good things said of him are true, his principals will be more than satisfied.

Prince Edward County will furnish the fruits and vegetables, a guarantee straightway of an excellent product. The new company will compete for high-class trade since they propose to make only a high-grade quality. "Old Homestead" labels are very attractive,—an item of importance in commanding public favor. Shelf goods that please the eye have a self-selling power too great to be ignored.

W. H. Millman & Sons, Toronto, grocery brokers and manufacturers' agents, will act as selling agents for the "Old Homestead" canned goods.

AN ENTERPRISING POTATO GROWER.

"Beauty of the Valley" is the name of a potato introduced to this country by J. F. Lavoie, of Cote des Neiges West, P. Q. It is a fine tuber impervious to the contagion of rot, no matter where planted or cast, in fact Mr. Lavoie claims it is invulnerable even when side by side with diseased potatoes. To give an idea of the value of culturing such splendid food products, it may be mentioned that he raised a little less than a thousand bags last year, and recently received as high as $1 to $1.25 for them. They are fine cooking potatoes and the sales were made largely for seed purposes.

TARIFF OF UNITED KINGDOM.

THE provisions of the British budget come as a reminder how very few articles appear in the customs tariff of the United Kingdom. The impost upon tea is to be sixteen cents per pound, and upon unmanufactured tobacco somewhat less than a dollar a pound. Cocoa imports pay two cents, and coffee four cents a pound, sugar from fifty cents to a dollar a hundred weight, according to standard; confectionery, canned and dried fruits, such as currants, raisins, etc., are liable to a small duty, also condensed milk and marmalade, but there the list of taxed articles of food ends. Sparkling wines pay a duty of sixty cents per gallon, and spirits from four to five times more, according to their strength.

The entire revenue from customs tariffs in the United Kingdom, according to the figures for the year ended last March was only $167,688,710 out of a total revenue of $738,056,764. More revenue was received from the property and income tax, which latter is not paid by persons earning less than $800 a year, and rarely by those earning any weekly wage.

The contrast between the financial system of Canada and that of the United Kingdom is very strikingly illustrated by the fact that of the total revenue the customs duties amount to considerably more than one-half, while in Britain the proportion of indirect taxation through the customs tariff last year was but little more than one-fifth of the total revenue.

"The resolution passed upon the night when Mr. Chamberlain introduced his budget scheme was carried by large majorities," says the Montreal Herald, "in order that the extra duties upon tea and tobacco could be at once levied, otherwise there would have been a rush to evade the possible duty by taking goods out of bond before the House had made up its mind."

THE OLD HOMESTEAD

—A NEW BRAND OF CANNED VEGETABLES AND FRUITS.

Corn, Peas, Tomatoes, Beans, Strawberries, Raspberries, etc.

Our new factory, located at Picton, Ont., is being rapidly equipped, and manufacturing operations will be in progress when the strawberry seasons opens.

High-Grade Goods

will be produced. The factory is of the most modern type; the process manager is the best money can procure, and the fruits and vegetables will be Prince Edward County stock, and of the very finest quality. Contracts with growers are already out.

The Old Homestead Brand

can be relied upon to be equal to, if not superior to, anything yet produced in Canada. It is confidently expected that The Old Homestead Brand will set a new standard.

Correspondence from Foreign Dealers Solicited.

The Old Homestead Canning Co.

Picton, Ontario, Canada.

We pack a full line of

PEAS, BEANS, CORN, TOMATOES, PORK AND BEANS, PUMPKIN, GALLON APPLES, FRUITS, JAMS AND JELLIES, BONED CHICKEN, DUCK AND TURKEY, FRUIT PULPS in gallon tins, and TOMATO PULP in barrels.

Try our celebrated 12-oz. QUEEN BRAND CATSUP in bottles.

CANNED GOODS.

Belleville Canning Co.
BELLEVILLE, ONT.

OUR PEAS STAND FIRST.

They are known throughout Canada for their excellent quality and unequalled flavor.

TRY THEM.

Our CORN and TOMATOES need no word of praise, as they stand second to none.

Special attention given to GALLON APPLES and PORK AND BEANS.

All our Goods are packed with greatest care and fully guaranteed.

Write us before placing your order for full particulars and prices.

Flett's

Pickle Prosperity

Prosperity follows thrift. Be thrifty. Buy goods of high quality with a good profit and pickle prosperity will follow.

FLETT'S PICKLES

are known as pickles of quality.

ROSE & LAFLAMME

Agents, MONTREAL

MHS

BATGER'S

LIME JUICE CORDIAL

ALREADY SWEETENED,
DELICIOUS FLAVOUR,
REFRESHING,
QUENCHES THIRST,
SELLS WELL.

These are just a few reasons why you should STOCK BATGER'S LIME JUICE CORDIAL.

STOCKS AT

ROSE & LAFLAMME, MONTREAL.

A. F. MACLAREN IMPERIAL CHEESE CO., LTD., TORONTO.

PUMPKIN.

Have you tried our Pumpkin yet? If not, you have not had the best.

700 CASES ONLY TO SELL.

Also a limited quantity of Tomatoes and Tomato Catsup in 3-lb tins.

THE INGERSOLL CANNING AND PRESERVING CO., LIMITED,
Ingersoll, Canada.

THE PICKLE TRADE OF CANADA

THIRTY years ago Canadian pickles were looked at askance by the better class of Canadian trade, and well they might be, since Canadian manufacturers at that time had scarcely begun to learn the a, b, c, of the art of putting up fancy sauces, relishes, pickles. Pioneers in the grocery trade remember well when the only line manufactured at home was plain cucumber pickles prepared after the crudest possible fashion. Then a housewife had no choice but to take the imported article.

A Great Change.

however has taken place in the character of the pickle trade. Canadian manufacturers, not slow to see a good thing, have followed the example of their English and European predecessors in endeavoring to put up condiments such as would tempt the appetite of the most fastidious. That they have been successful is proved by the rapidly increased consumption of home-made pickles in the Canadian market. A brisk demand has sprung up where formerly a prejudice existed, and in popularity the Canadian article is steadily gaining ground on the article of foreign manufacture. This is easily seen from the relative amounts of imports of pickles from Great Britain, the United States and other countries during the last few years. In 1889 Canada's importations of pickles amounted to 102,200 gallons, valued at $108,364; in 1895, 107,496 gallons were imported, valued at $100,-399. In 1902 and 1903 the quantities and values of importations were 291,-792 gallons, $233,929; and 439,306 gallons, and $313,514, respectively. By far the largest part of the last importations were pickles in jars or bottles, the total being made up as follows: Pickles in jars, $187,220; pickles in bulk, $32,676; sauces and catsups in bottles, $80,531; sauces and catsups in bulk, $6,933; soy, $6,154. The increase in importations of pickles shows considerable progress, which is to be expected with the population rapidly growing, and home manufactories hardly able as yet to supply the home demand. It is more than offset, however, by the increase in the output of Canadian manufactories. A representative of The Grocer interviewed one of the largest Canadian retailers on the subject, and was told that the percentage of sales of home-made pickles was fully half or over of his total sales. The demand for Canadian pickles, he said, had shown wonderful improvement, and although a certain percentage of what was known as the fancy trade would still call for the imported article, the trade in general had come to the conclusion that Canadian pickles were at least equal to anything on the market. No statistics are obtainable, but it seems as if considerably over half the home market, from sixty to seventy per cent., is supplied by Canadian manufacturers; they will be in a position to supply the home market altogether directly they get Canadians sufficiently educated to the relative merits of home-made pickles.

Conditions Favorable in Canada.

Conditions of climate and soil in Canada are wonderfully adapted for the growing of all the vegetables required by the pickle industry on a large scale. She can easily grow enough of such produce to supply the home market. The majority of Canadian pickle manufacturers are looking farther ahead than this, however. There is a possibility ultimately developing a Canadian export trade in pickles. If England can feed her own population and have and to spare, why cannot Canada with much greater resources do as well?

Canadian manufacturers of pickles have branched out in a surprising way, and to-day the number and variety of sauces and condiments bearing the Canadian stamp is legion. It is no longer necessary to think the only chutney in the world comes away from India. A dozen varieties of the same are manufactured right at home, which do not suffer in the least from comparison with the former.

Salting Stations.

The ways and means by which the Canadian pickle maker obtains supplies of raw material are worth noting. Certain likely districts for growing the necessary vegetables, situated conveniently within a radius of a hundred miles or so of the central factory, are exploited, and salting stations built. It is calculated that a possible poor crop in one district will at least be offset by a better yield in the vicinity of another salting station. Here stocks are gathered in season, and put in brine where they are kept until required for manufacturing purposes. Frequently supplies have been held for as long as two years, and when taken out have been found to be perfectly preserved.

For the last two or three years supplies of vegetables have been difficult to obtain owing to scarcity of labor. Large numbers of laborers are flocking to the Northwest and it has been found difficult, and in some cases impossible, to replace them, owing to the fact that the majority of new comers also go straight to the Northwest. Manufacturers, however, are hopeful that this will soon be adjusted, and that vegetable growing which under ordinary circumstances pays exceedingly well will be undertaken on a much larger scale in Canada than it has hitherto been.

Freight Rates Too High.

One complaint is being raised by pickle manufacturers all over Canada, namely, that freight rates are too high. Owing to what they conceive to be unfair discrimination on the part of railways and steamship companies, English manufacturers are able to place their stock on the markets of Western Canada as cheaply as Canadian manufacturers. It will be granted that labor is cheaper in England, but it is manifestly unfair that there should be no relative difference between freight charges from England and from Ontario to the Northwest respectively. This is a question which might very well be taken up by the Dominion Railway Commission. Canadian manufacturers are undoubtedly competing against big odds and the surprising thing is that they have been able to do it so successfully. At the same time it is claimed that those who have charge of transportation in Canada should give a preference to the manufacturers at home if to anyone.

The general impression seems to be that the preference which English pickles enjoy entering Canada ought to be sufficient without the granting of additional favors.

Trade Requires Watching.

The pickle trade requires eternal watching in every department if it is to be developed. We have to be continually on the alert to make up none but the best quality going, said a prominent Canadian pickle manufacturer. Not only because we want to give our customers the very best pickle obtainable, but because we have strong competition in the imported article. Another important item the manufacturer has ever before him is that of suitable packages. Public taste is continually undergoing change and the manufacturer has to be in a position to supply whatever consumption demands. One section of a community may prefer small packages, in another the demand is for large packages exclusively. The enterprising manufacturer therefore will see to it that his particular brands of pickles, sauces, etc., have first claim to supremacy in the minds of the largest possible adian manufacturies. A representative number and variety of customers the world over.

Wholesale Grocer's Trip to the West Indies.

WHEN in Ottawa last week The Grocer had an interview with A. Allard, of Provost & Allard, wholesale grocers, Ottawa, who has lately returned from a two months' tour through the West Indies. Mr. Allard's recital of his experiences was a most interesting one, and as he is a close observer of things commercial, his trip was enjoyable as well as instructive. Many of the commodities handled by the grocery trade, such as sugar, molasses, onions, lime juice, cocoanuts, etc., are indigenous to the islands, and a study of their growth, cultivation and preparation for the market was naturally of great attraction and interest. Mr. Allard left Ottawa February 11, sailing from Halifax on February 18, by the ss. Dahome of the Pickford & Black line.

CANADIAN TRADE WITH THE ISLANDS.

Mr. Allard's views as to the possibilities of trade between Canada and the islands and Demerara are pronounced, and as a true and progressive Canadian he feels depressed at the opportunities for mutual trade which are being neglected on all sides. "Why, every merchant I spoke to expressed a decided preference for dealing with Canada, and the wonder to me is that Canadian manufacturers have not taken advantage of the friendly hand held out to them by their fellow colonial citizens. We can sell them canned goods, flour, furniture, boots and shoes, butter, soap, canned meats, etc., in large quantities, exchanging with them sugar, molasses, Bermuda onions, sweet potatoes, bananas, oranges, and other tropical fruits. Canadian canned goods are in favor but I found that no regular shipments are being made, and continuity in supplies is necessary in order to secure a hold on the consumer. First-class goods, I found, bring good prices, and as we can put up these lines as well as any other country, our packers are losing a good market. English and American packers are getting the trade in this line and unless our packers bestir themselves and follow up the trade regularly it will be a difficult matter to get in at all."

POSSIBILITIES NOT FOLLOWED UP.

Mr. Allard expressed surprise that the jobbers of Halifax, favorably situated as they are with continuous and regular steamship services, do not reach out for some of this trade, such as bacon, hams, pork, fish, etc., which are staple and steady sellers. "Spasmodic trips," said Mr. Allard, "have been made by a few Canadian manufacturers and shippers, but as they are not followed up, the result is naturally unsatisfactory. What is needed is for a firm to send representatives down there at regular intervals; then the trade will know what to depend on, and reserve a portion of this valuable business.

"I learned that there is one Toronto firm which has gauged the possibilities of trade, I think it is Northrop & Lyman Co., who send a representative down there every six months.

BUTTER AND FLOUR.

"Butter to be marketable must be packed in tins, principally 1-lb. and 2-lbs. With the quality our Canadian creameries produce there is no reason in the world why we shouldn't get a good share of this trade. Flour to be properly landed must be put up in barrels, as flour in sacks is too liable to moisture and will not keep in salable condition."

MANUFACTURE OF SUGAR AND MOLASSES.

Mr. Allard, in company with five other tourists, had the privilege of visiting one of the large sugar plantations of the Diamond Co., at Demerara. An inspection of the same and observation of the process of extracting the sugar from the cane, grinding, centrifugal process, and manufacture of molasses, was one of the most interesting features of his trip. The attention that has been paid of late to the production of Barbadoes molasses by the larger refiners has resulted in the making of a grade of molasses bringing prices equal to the highest Porto Rico makes, and shipments are being made to the United States markets at very remunerative prices. On the smaller plantations the methods appear to be after the simplest and crudest possible fashion, but in a few years it is believed planters will recognize the value of improved machinery and higher grades of goods will be produced as a result.

"I had the pleasure of meeting Sir Daniel Morris, commissioner of agriculture, at the Leeward Islands, to whose efforts and energy are largely due the best results that are being brought out of the islands. Sir Daniel is, of course, an appointee of the Imperial Government, and so directly in touch and sympathy with the views of the rulers in Downing street, who are paying a good deal of attention to the development of the West India Islands."

WEST INDIAN STORES.

Mr. Allard stated that the stores in the larger islands were in every respect the equal of the best we can show here. Stocks are bright, clean, well assorted and well kept, and the merchants every whit as keen and up-to-date as we Canadians claim to be. Prices are reasonable and profits on a par with our own. Demerara, on the mainland, was one of the most interesting districts visited, and Trinidad and Bardadoes impressed him as being thriving islands, capable of showing good business to Canadian manufacturers and shippers.

Mr. Allard's advice to merchants desiring a holiday in which health, recreation and benefit may be pleasantly and profitably combined is, "take a Pickford & Black steamer for the West Indies."

BIG NEW YORK COMPANY.

MR. JOHN C. JUHRING, vice-president and secretary of Francis H. Leggett & Co., importing and manufacturing grocers of New York, in an interview stated that their trade has been picking up rapidly since May 1, and business is now excellent. Though April was a quiet month, the company's sales up to May 1 of this year were quite up to the average of a year ago. The falling off in April did not appear to be due to either special or general causes, unless caution on the part of buyers might be called general. This was a good and not a bad feature, as stocks are light in both first and second hands, and as everyone has been buying from hand to mouth for the last three months.

Francis H. Leggett & Co., announce that they are opening a branch house in St. Louis. The managers of the branch, Messrs. H. J. Koch and J. J. Lee, have secured a five-storey building at 508 North Main street, where they are putting in a stock.

REMOVAL.

The Duncan Company of Montreal, manufacturers of "Chaser" Laundry Soap, have removed from Inspector street to 1,974 and 1,976 Notre Dame street. The business has increased to such an extent that larger and more suitable premises were a necessity. Their premium system, conducted on entirely new lines, has proved such a success with the trade and the consumer that larger showrooms were required. In the near future the company will open up premium and sales rooms in the larger business centres of Canada and the merits of "Chaser" Soap will be known from the east to the far west.

Window and Interior Displays

Timely Hints and Suggestions

A Maple Window.

WHEN window dressers start out with the idea of building a fancy window, they so often lose sight of the fact that the features included that are not a part or an adjunct of the goods handled, are in the majority of cases a waste of time and expense.

By this it is not meant that the picture window has no place in the plans of a window dresser, but that serious consideration should be given the question whether such a display will sell goods, and whether just as attractive a window cannot be arranged out of the goods themselves, or with accessories that are closely related to the goods shown. If this is not possible the picture window can be used occasionally—not oftener than the special holiday seasons, and perhaps two or three times more.

In the present development of window dressing the picture window (and by this is meant the one that contains no or slight reference to any line of goods carried) is of little service. It may attract a crowd, but so common are tasty displays that the name of the firm exhibiting is often never noticed, and even if it is there is doubt if any substantial benefit results unless made use of on a few occasions only.

There are open to the trimmer schemes in great numbers that are just as attractive to the average public as the picture window, and will prove far more profitable. The expense of dressing these windows is much less, and there is little danger of working in too much and thus ruining the general effect. If the window dresser has before his mind a definite conception of the goods he is to display, and is not simply building a background that would be suitable for dried herring or vinegar, he is less likely to let his imagination run away with him in the production of a scene that would rank with the prospectus of a new gold mining company.

Maple syrup and sugar are in themselves awkward articles for effective display, but in this window has been attempted something that makes of it an excellent advertisement, as well as one that has all the advantages of a picture window. A scene in a maple woods is always picturesque and interesting, and Mr. Hasenflug has utilized this to a most commendable extent.

The scheme is simple, the expense next to nothing, and the finished window all that could be desired. The rough bark hut used in the maple woods is the centre of attraction, and over its head hang the branches of a large maple tree tapped and bucketted as it would be in the woods. The mirror at the side assists the scene materially by giving an air of greater space and more trees. The snow on the ground and on the roof of the hut, represented by batting, gives the proper surroundings, as does the bit of log carelessly placed in the foreground. At the back is a white sheet with branches placed against it. An owl in the tree gives life to the picture.

Care has been shown in the placing of the goods advertised. A few stacks of bottles and a few cakes of maple sugar are all that is necessary to show the application of the woods scene, and the few twigs scattered among them on the snow takes off the "shoppy" look.

Price tickets have not been forgotten, and they are appropriately in the shape of a maple leaf. The smaller size are the better ones, although a larger size

A Display of Maple Goods—Shown by Geo. Hasenflug, Waterloo, Ont.

is necessary to include the wording desired. The two larger leafs could have been a little smaller, or one could have borne both phrases without the prices, leaving that to the smaller cards.

Display Criticisms.

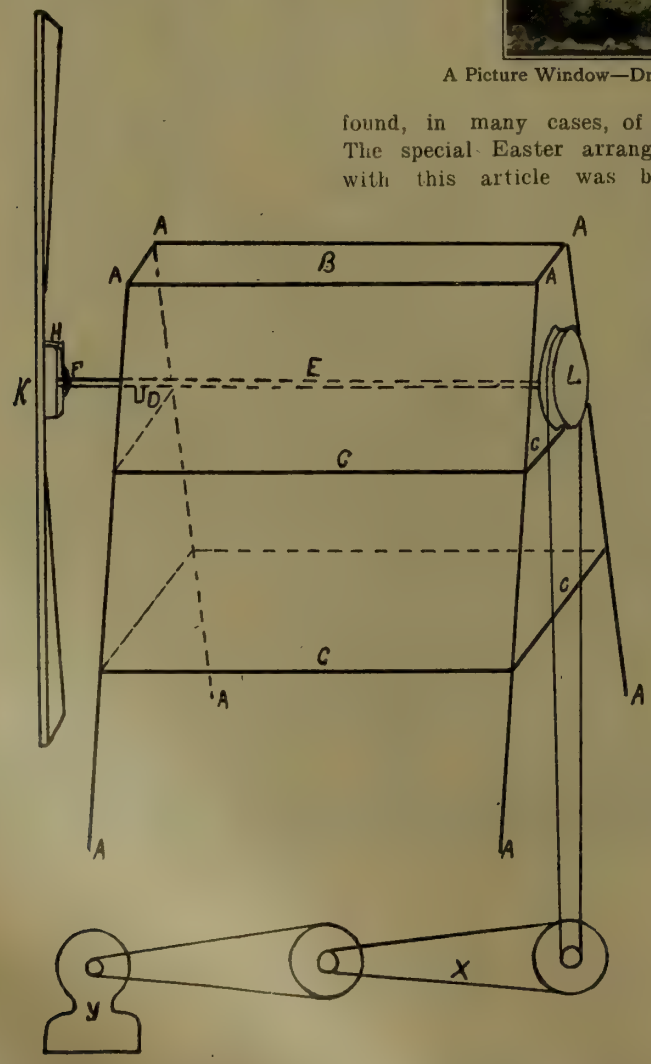
Merchants are invited to take advantage of these columns for a helpful criticism of window displays which they have shown, or the interior of their store. Suggestions will be gladly made by the window and interior critic, and window dressers will be enabled to get far better results from their plans. Send in your photos, and they will be published and commented upon. There is scarcely a window but could be improved and every improvement means better business. Try it.

A Holiday Display.

THE holiday seasons, such as Easter, Dominion Day, Thanksgiving, Christmas, etc., call for some special effort on the window dresser's part. At these times arrangements that have no value as direct advertisements of any goods carried are perfectly proper and will be found, in many cases, of great value. The special Easter arrangement shown with this article was built by Mr. Whitesides, for F. Carne, Jr., Victoria, B. C., and contains ideas that would be effective in attracting attention.

The color scheme is purple, white and green. The background is made of two screens 5x5 feet each, with scrolls as shown. The whole is covered with white calico, and over this is spread a covering of white net. The entire structure is then outlined with pale purple cheese cloth, in the style known as ball-puffing, and starting from the bottom of the frame is a profuse growth of artificial smilax vine climbing upwards, with small bunches of artificial violets pinned to the smilax as a relief.

A Picture Window—Dressed by J. E. Whitesides for F. Carne Jr., Victoria, B. C.



A—Skeleton of frame built of 1 x 1½ inch cedar.
B—Board ½ x 18 x 8 inches.
C—Braces.
D—Bracket to hold E.
E—Iron gas pipe for shaft.
F—Screw head to hold fan. A similar one holds pulley.
H—Piece of wood 1 x 6 x 6 inches screwed to F.
K—Fan 6 feet long.
L—Eight-inch pully.
X—Reducer.
Y—Motor.

In the centre is a windmill, draped in white cheese cloth and decorated with smilax and violets. The fans are skeleton frames covered with white ball puffing with green ribbon between each puff. At the centre is a square piece of cedar 6 inches in size, covered with white and edged with white ball puffing very full. In the centre is a large bunch of artificial white violets with green leaves.

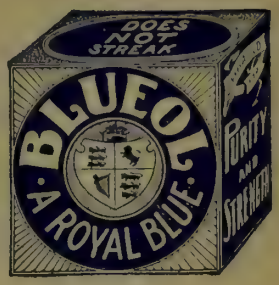
The second cut shows the framework of the mill in detail. Around the base of the mill is green moss with calla lilies, white violets and lilies of the valley showing here and there.

The floor is covered with cheese cloth with smilax trailing from the window to the centre. Four nests of green moss with colored eggs, two dolls with bunches of violets in their laps, and a colored egg in with the violets, complete the design.

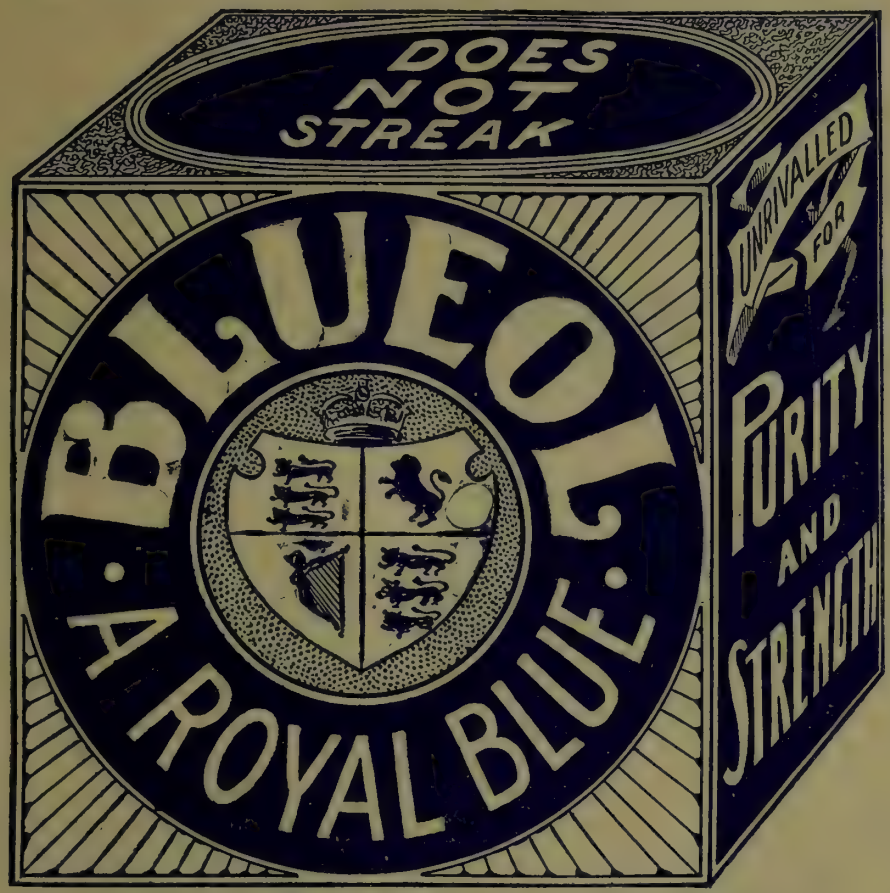
The whole display has a quiet, artistic, unstrained appearance that too seldom characterizes elaborate designs of this description. Easter is symbolized in the eggs and flowers; Spring is noticed in the windmill, the flowers, the green leaves, and the moss, and life is given it by the dolls and moving arms of the windmill, which are connected with a motor under the floor.

The Finest and most Economical Bluing in the World!

Affords Greater Profits to the Seller—and Greater Satisfaction to the User!



When once used all others take second place!



Blues Clothes as white as white can be!

Interesting Show Card Free on Application.

We do not deny that a Square of **"BLUEOL"** is smaller than other and inferior kinds. It would be foolish!—Anybody can see at a glance that there is a difference, but it takes the user to find out that **"BLUEOL"** is stronger than the more bulky Squares which have been sold on the Canadian market for so many years. The fact is, we take a great deal of pride in our scientific ability to produce superior and greater Bluing material in a smaller Square than our competitors, and it also gives us pleasure to be able to offer an article to the Trade that is a credit to Canada. **Our** phrase "Canada's Best is the World's Best," is no idle boast when we apply it, as we do, to **"BLUEOL."**

The retailer receives five 4-square packages with every pound which means practically his getting 1 package in each pound for nothing. One Square of **"BLUEOL"** is fully as strong, better, and goes further than one Square of any other Laundry Blue manufactured in the World!

J. M. DOUGLAS & CO., MONTREAL.

MANUFACTURERS.

Foreign Correspondence Solicited. Established 1857.

It's Merit That Tells

Our constantly increasing business proves this beyond doubt.

Are we doing good trade with you this season? If not, why not? We have goods and prices that are decidedly interesting. See our travellers or write to us direct.

Our Mail Order business receives special attention.

We do not advertise special lines, for all our lines are "Special."

PROMPT SHIPMENT. **QUALITY FIRST.**

THOS. KINNEAR & CO.

WHOLESALE IMPORTING AND MANUFACTURING GROCERS,

49 Front Street East, - - TORONTO.

Live Grocers are awake to the seasonable tastes of their customers.

During the warm weather

HIRES' ROOT BEER

FIVE GALLONS FOR 25 CENTS
A WEALTHY AND DELICIOUS BEVERAGE
25c HIRES' IMPROVED 25c
ROOT BEER!
IN LIQUID. NO BOILING, OR STRAINING. EASILY MADE
THIS PACKAGE MAKES FIVE GALLONS

should be carried in stock.

"White Dove" COCOANUT.

Packages and pails. The finest goods offered to the jobbing trade to-day.

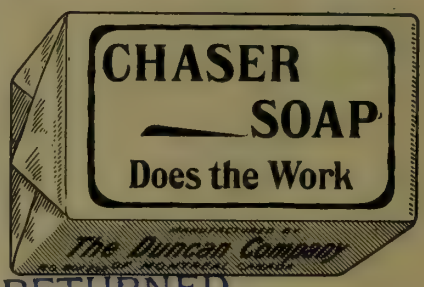
WRITE FOR PRICES.

Large importation of **Chutney, Guava Jelly** and **Mango Sauce** carried in stock.

W. P. Downey

AGENT

26 St. Peter Street, - - MONTREAL.



Our premium system and running graded quantity agreement with dealers makes **"Chaser Soap"** the most profitable and easiest selling soap on the Canadian market.

RETURNED
APR 10 1905

This will interest you if you want a money-maker.

ALL WE ASK IS { DO YOU WANT TO START THIS IN YOUR TOWN?

—Send for particu-
—lars—it will only
—cost you the price
—of a post card or
—2c. stamp to find
—out.—Write us.

THE DUNCAN COMPANY

P. O. Box 292. MONTREAL

DEPARTMENT OF ADVERTISING SUGGESTION AND CRITICISM

Edited by John C. Kirkwood, TORONTO.

NOTE—Herein are discussed the principles and practice of advertising. Subscribers are invited to send Mr. Kirkwood specimens of their newspaper and other advertising, for the purpose of review in this department. Address care of Department of Advertising, THE CANADIAN GROCER.

HOW CAPE BRETON ADVERTISES.

A FORTNIGHT ago I had something to say concerning some advertisements which appeared in a Newfoundland paper. A good friend of The Grocer in Sydney, N. S., sends me a half dozen advertisements taken from Sydney and Glace Bay papers, and suggests that I "can throw some hot shot at" them. "Hot shot" is doubtless intended to kill, but I hope that criticisms I may make from time to time concerning advertisements submitted for review neither kill nor wound their authors. The surgeon's knife may cut deep and sore, but it is ever exercised in the cause of healing. In any course of instruction how not to do things is very often as helpful teaching as proper examples.

GROCERIES AND CROCKERYWARE.

Banner Oats	Bean Pork
Saxon Oats	Pork Hams
Rolled Oats	Beef Hams
Oat Oeal	Roll Bacon
Corn Meal in Bags	English Breakfast Bacon

Also a good line of Crockery and Glassware.

PARCELS DELIVERED.

FERGUSON'S CHEAP CASH STORE,
Main Street.

These Cape Breton advertisements vary greatly in character and quality,—some are distinctly good, one or two are fair, and other two are curiosities. Easily the best of them is that of Bertram Co., Limited. It is creditably "set up;" it is not crowded; it is devoted to one subject; the type display is first-class; it tells in exact language just what the probable customer wants to know; and it gives a simple, well expressed reason why people should buy fish. One does not often come across a better example of a good advertisement. The writer who prepared it is to be congratulated.

Judged by the standards by which the Bertram Co.'s advertisement has been measured the others fall decidedly short. The advertisement of Fulton's grocery is devoted to a single subject, in a sense, but beyond the fact that it emphasizes a brand of goods of known excellence, it does not tell very much, and of course will not sell very much. An advertisement should aim to have "news" in it. Advertising is news, and can be made readable and instructive. When merchants appreciate the news feature of advertising they are in the position to prepare good "copy."

The announcement of Ferguson's Cheap Cash Store is attractively set up. Its balanced arrangement and, the enumeration of goods of like character; its simplicity, all combine to make it a fair example. Yet it, too, fails in the supreme test—does it provoke desire for the goods advertised?

IF YOU ARE

looking for a place where you can buy Flour, Meal, Meats, Milk, Groceries, Candies, Fruits, Butter, Cheese, Eggs, Mitts, Socks, Hay, Grain, Bran, Middlings, Cracked Corn, Herring, Codfish, etc. Good variety of Pipes, Tobacco and Cigars. Potatoes, Turnips, Carrots, Cabbage, Proprietary Medicines, or any of the little necessities wanted in every home. Call on or ring up phone 31.

John McLeod & Son,
Sydney Mines,
Special attention to Country CUSTOMERS.

John McLeod & Son have a neat looking advertisement, but the closely printed list of a rather mixed up lot of sundries will not be read by many people, and conveys to those who may read it—nothing; it leaves the mind a blank. "If you are"—the caption of the advertisement, is very poor. This portion of an advertisement should strike quick and hard, and compel both the attention and the interest of the reader.

The compositor who set up James Hewson's advertisement surely is of the old school. The type is ancient. The arrangement is ancient,—and the language of the advertisement is more ancient still. One can in imagination see our friend James sitting on the wrong side of the counter smoking like a furnace, discussing with a kindred spirit the Crimean War. He has town lots to sell, but I venture to think it would surprise him—alarm him—did some one come in and say, "Mr. Hewson, I see in your advertisement that you are selling town lots."

And now for canny David Macpherson's four inches of space. Would he waste his opportunity? Not he! Dry goods; salt in bags; groceries; potatoes, turnips and oats; flour; meals, crockery and glassware; miners' supplies; furniture and house furnishings,—a Noah's Ark for variety. I have known a man who received $10,000 a year for preparing 312 advertisements, but I am absolutely certain he could not put as much in four inches of space as did thrifty

DAVID MacPHERSON

Headquarters for Dry Goods, Hats, Caps and Clothing.

SALT IN BAGS

Choice Family Groceries, P.E.I. Potatoes, Turnips and Oats.

Try a Barrel of Wonder Flour.

Bran and Cornmeal, Rolled Oats, Oatmeal, Crockery and Glassware.

MINERS' SUPPLIES

Your Store for Furniture and House Furnishings.
I Run a Delivery Wagon.

David Macpherson,

Just next door to Drug Store. Call in. Will be pleased to converse with you in either Gaelic, French or this language.

David Macpherson. And David is chatty and a linguist, and he invites the world to come in an' "hae a crack" in Gaelic, French or English.

I believe that David is prospering, and I am forced to believe against my judgment that his advertising pays.

Has an Axe to Grind.

In Profitable Advertising for May appears an advertisement as follows:

A TALK TO MANUFACTURERS.

"The consumer is your first, not your last, court of resort. With the price and quality of your goods the jobber should have nothing to do. He does not use them. He simply passes them along. His legitimate place in the business world is that of a distributor merely. His influence on sales and consumption is too small to be considered.

"Convince the customer and your problem is solved. Trade flows from that source through the dealer and jobber to you.

"Make your product known to the people who ought to use it. Give it a name and a trade mark so it can be identified at sight. Communicate to the people the enthusiasm you feel for your product. Throw out your chest and advertise.

"The consumer is your jury, will hear your evidence and pass upon your case, and no one else has that right—not even you. If the verdict is favorable, the response will be generous and permanent. Your trade mark will be added to our vocabulary, and will become your most valuable business asset.

"You will then be in a position to dictate terms to both the jobber and dealer, who will carry your goods because they have a demand for them, and will accept your conditions because this demand compels them to."

To this remarkable utterance is attached the name of a New York firm of advertising specialists. Americans, mark you, who repudiate all monarchical forms of government and who proclaim every 4th of July with the waving of the Stars and Stripes and with the noisy din of giant crackers and screaming rockets that all mankind are born free and equal.

Listen! Down with the retailer! Down with the jobber! Long live the manufacturer! Let him be exalted and every other creature abased! Dictate terms to the jobber and dealer, forsooth! It is to be hoped that all the manufacturers who read the strange words above quoted will perceive the spirit of the men who wrote them. One can hear the buzzing wings of some blood-sucker if he will but listen closely.

It is becoming a very common delusion among many manufacturers that advertising to the consumer is the sort of advertising worth while. These men say: "We must create a demand for our goods, and then we don't need to care a rap about the retailer; he cannot help himself; he must carry our goods." This sounds reasonable and there is a large measure of truth in the statement; yet it brings to mind the old saying, "First catch your hare."

In theory it is all very well to create a demand among the consuming public for one's wares. In practice it takes a fortune to bring about the result desired, and many a manufacturer has spent the fortune and has not secured the demand. In the process two classes of people have prospered—the advertising counsellors (?) and the publishers of newspapers and magazines. It is not hard to "smell the rat" in the elaborately wrought out argument of the foregoing "talk." The advertising firm are hot foot after 10 per cent. of the appropriation required to "Communicate to the people the enthusiasm the manufacturer feels for his product."

What, for example, would it cost a manufacturer of a new cereal to put his goods before the public so forcibly that there would be created "a generous and premature response?" A million dollars is not too small a sum. What would it cost to maintain this demand year in and year out against old and new competitors? Another million dollars a year would almost certainly be required for this purpose. Or suppose it to be a new baking powder? or soap? or brand of biscuits? The manufacturer who has the good fortune to possess a line that is a new thing has a lesser task than if he is called upon to oust some older and well established competitor. He has no right to expect that he can with a paltry outlay drive out a well set commodity for whose establishment in public favor long years and many thousands of dollars have been spent. A word of caution to remember when some smooth tongued solicitor is urging a "campaign to the consumer," is "look before you leap,"—and look far.

There comes to my recollection an instance worth noting of a manufacturer who had an excellent article for which through its own merit and the co-operation of the retailers of the country there had been developed a magnificent sale. This manufacturer, flushed with success, was an easy prey to an "advertising authority," and was persuaded to spend $50,000 in newspaper and magazine advertising. The $50,000 was spent, the advertising agent made $5,000 or more, and the manufacturer, who had taken his salesmen off the road as being useless, found at the end of the year that he had sold but a fraction of what had been his output in former years. He was "sore," and $50,000 of good money, the fortune acquired in 25 years of diligent toil, had gone to enrich strangers. He vowed he wouldn't spend another cent in advertising. But the resourceful advertising counsellor persuaded him that $12,500 more would turn the tide of favor his way, and with the gambler's hope he undertook to continue his advertising another three months. The agent, of course, got $1,250 or more.

The pot of gold at the end of the rainbow seemed as far off as ever. The manufacturer, crippled, sadder and wiser, has returned to the retailer, and is seeking to bridge over a chasm of a year and three month's contempt for his best friend.

It is far from my thought or purpose to belittle advertising to the consumer. What I protest against is the doctrine that the retailer is a mere distributor, without influence, without backbone, a creature not worth considering by the manufacturer. My word to manufacturers is—advertise to the consumer if you can afford it, but advertise, too, to the salesman, who is very truly a distributor, but who is, in addition, a factor too important to be ignored or to be held in contempt. If your means are modest you can't afford to go after the consumer in any large way. It is better far to join forces with the retailer and, having his favor, it is an assured thing that your business will expand and there will be no woeful item in your expenses put there by the seductive allurements of men whose sole object is to get 10 per cent of your appropriation—the bigger the appropriation the larger, of course, their fee.

Good Things Passed On.

"Dare to do that which you are afraid to do."

* * *

Shun the use of many sizes and styles of type in your advertising. Advertisements set in a single series present as a rule the most artistic and pleasing appearance.

* * *

Keep a scrapbook for examples of good advertisements. The study of good examples is highly profitable.

FLOUR, MEAL, FEED

At the old established corner of

Pitt and Charlotte Sts.

May be found the Best Values.

FLOUR,
MEAL,
FEED,
OATS,
and HAY

All good promptly delivered within town limits.

Here you can also secure

TOWN LOTS

excellently situated, at $100 and upwards.

James Hewson.

PURE GOLD.

A full line of Pure Gold goods now in stock: Jams, Jellies, Spices, Essences, Catsups, etc., at popular prices at

Fulton's Grocery,

Corner George and Townsend Sts.

FRESH FISH

We have added to our plant a large Fresh Fish Refrigerator and shall endeavor at all times to supply our patrons with the best quality of

Fresh Cod, Halibut and Lobsters

(Latter just received)

Salmon

(Expected shortly).

You will like the 1 and 2 lb. packages of pure boneless Cod at 10c and 20c each. It is an advantage to you to use them, because:

There is not an ounce of waste and they are put up in a clean, hygienic form.

Fish is a beneficial change for the system, particularly at this season, after the heavy winter meat diet, and will do more to purify the blood than drugs and doctors.

Bertram Company, Limited.

Phone 90 **Victoria Block**

GORDON McDONALD & CO.

St George's House, Eastcheap, London, E.C.

having a perfect organization covering the grocery and allied trades throughout Great Britain, are prepared to place any article of food or of household goods on this market.

Correspondence only invited from manufacturers or producers (not merchants) who are full of enterprise and have made up their minds to get a share of British trade.

Goods handled either on commission or a buying basis. Office and salesrooms situated in the centre of the grocery trade.

American, Canadian and London References.
Cable Address—"DONABLE," LONDON.
A.B.C. (5th Edition), Riverside and Adams Cable Codes used.

GEORGE LITTLE LIMITED

Colonial Produce Importers

MANCHESTER.

We are consignees of

Bacon, Butter, Cheese and Eggs

(Either Fresh or Glycerined).

Shippers can draw upon us for four-fifths of value in case of consignments.

References exchanged and correspondence invited.

Bankers: Manchester & County Bank, Withy Grove, Manchester.

Established over 50 years. **A.B.C. Code 4th Ed.**

TO CANADIAN SHIPPERS OF

Apples, Canned Goods, Butter, Cheese, Eggs,

Meal, Barley, Peas, Flour and Broad Bran

? Don't you want best returns for your consignments ?
? Why continue dumping your goods on overloaded markets ?
? Try a good outport and get better net proceeds. ?

JAMES MARSHALL, ABERDEEN, SCOTLAND,

personally handles consignments of Fresh Apples and all kinds of Canned Goods; also Produce, generally such as enumerated above. Has a good market for all these goods and makes remittances by mail, or cable, if desired, immediately goods are realized.

Direct steamers from Montreal. Shippers who decide to try Aberdeen will oblige by sending early advice.

Cables: "Halcyon." **Codes:** A.B.C. 5th Edition, and Scattergoods. **Established 1890.**

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR RETAIL MERCHANTS.

Cigar Selling—The Old and New Way.

By A. E. M.

CHARLES KINGSLEY says of tobacco: "For when all things were made, none was made better than this: to be a lone man's companion, a bachelor's friend, a hungry man's food, a sad man's cordial, a wakeful man's sleep, and a chilly man's fire; while for staunching of wounds, purging of rheum, and settling of the stomach, there's no herb like it under the canopy of heaven."

Casting all prejudice aside, it must be admitted by all fair-minded people, even by non-smokers, that there is a good deal of truth in the above remarks, and at least the non-smoking community cannot justly bring the same arguments to bear against tobacco that it does against liquor selling. The handling and selling of cigars and tobacco to-day cannot be done in the same way as it was some years ago, when the storekeeper was satisfied with having a few boxes of cigars shoved into a case or cupboard indiscriminately, with no more regard to value or quality that "the man in the moon." Cigars were allowed to dry up or spoil without trouble being taken to keep them in salable condition; remnants of one box were thrown into another without regard as to color or quality. All that was necessary was to know the price per thousand, colors and sizes.

To-day the man who would conduct his business after such a fashion might just as well "shut up shop." The successful tobacconist makes a study of everything pertaining to his business, the different kinds and qualities of tobacco—Sumatra, Havana, Virginia, Manilla, Turkish (wrongly called by some Egyptian), and many others. There are many varieties of each of the above, and the up-to-date cigarist must familiarize himself with all of these. A customer is more easily impressed when the man behind the counter shows a thorough knowledge of his business.

Besides cigars, it is necessary to have a thorough knowledge of imported and domestic cigarettes and smoking tobaccos. One retail dealer in Montreal handles 50 different kinds of pipe tobaccos, and even then is occasionally asked for some brand unknown to the trade, the would-be purchaser from the country assuring him that it is really the finest in the world, and that everybody smokes it in his part of the country. Besides the above mentioned goods there is a large line of smokers' sundries, such as brier, meerschaum and amber goods. The up-to-date storekeeper will post himself on the grades, qualities and places of origin of these various lines so as not to be ignorant when questioned about them. So much for the cigarman's stock, to which the limits of this article will only admit of a very brief reference.

The fittings—not the decorations—of an up-to-date cigar store are made for that special business. The cupboards for tobaccos are made as nearly airtight as possible, and the receptacles for cigars are lined with tiles or zinc and fitted with moistening apparatus so that the cigars are always kept in proper condition. In one store which the writer saw in New York recently, the walls and ceiling were lined with tiling, while both heat and moisture were regulated automatically, thus keeping the temperature even all the year round. The fixtures alone of some of the finer cigar stores of to-day will many times exceed in cost both the stock and fixtures of the cigar stores of 25 years ago.

That tact and patience are more necessary in the cigar business than in almost any other line, the following actual incidents will show: First let me say that the term "Reina Victoria" has nothing whatever to do with the quality of a cigar. It simply refers to the size and style of packing, and a "Reina Victoria" can be had for 5, 10

THE PIPE SMOKER'S FAVORITE—

Meerschaum

CUT SMOKING TOBACCO.

Sold by all Wholesale Houses.

Popularize your store and make money by selling

CURRENCY

Plug Chewing Tobacco.

THE ESTABLISHED FAVORITE.

THE OLD GROCER SAID:

"If I were beginning over again I would sell cigars. I was in "business for 35 years, and sold an immense amount of tobacco "that paid a beggarly 10 per cent. or so—not enough to cover "the cost of handling. I let good cigar business go by me— "business that pays from 50 to 80 per cent. Why I refused "to sell cigars I cannot say—a sort of prejudice I suppose. "Yet I sold tobaccos."

And you—what about you?

We make a very fine and absolutely safe offer to grocers—they don't risk a cent. Good sellers in Cigars are our **"Pebble"** and **"Pharaoh"**—the one a 5-center, the other a 10-center.

J. BRUCE PAYNE, Limited, Mnfrs.
GRANBY, QUE.

Secrets.

An open Secret is that **T. & B.** Smoking Tobacco is the **best** Smoking Tobacco made in Canada. Being so, it is the best for the Grocery Trade to sell. It retains trade—brings new trade.

GEO. E. TUCKETT & SON CO., Limited
HAMILTON, ONT.

"I made well out of that lot of pipes. Please send duplicate lot."

You know our offer, 6 dozen Pipes, assorted, for $13.00. Express prepaid. Return if not satisfactory. Pipes worth retail from 25c. to $1.00 each.

Begin Pipe Selling Now.

W. B. REID & CO.,
Wholesale Tobacconists,
58 YONGE ST., TORONTO.

The Erie Tobacco Company
WINDSOR, ONTARIO.
T. J. HORROCKS, Wholesale Distributor, TORONTO

SYMBOL

10c. Cigar

A success from the start.

STOCK IT.

Manufactured by

T. J. Horrocks,
176 KING ST. EAST, TORONTO.

The Chamberlain Cigar

The **best value** in Canada! Sold the **world** over! It will help your **trade tremendously!** Order a sample lot to-day!

SAVE THE BANDS AND RETURN THEM TO

J. M. FORTIER, Limited
MONTREAL.

MANUFACTURERS OF

Cigarettes and Cut Tobaccos

BRANDS

Smoking—
Tonka,
Solid Comfort,
Pinchin's
Hand-Made.

Chewing—
British Navy,
King's Navy,
Beaver,
Apricot.

UNION MADE

Fight Them.

We back you up.

Don't work 6 days in the week, 52 weeks in the year selling the tobaccos of manufacturers who do not provide for the retailer's profit—merely make him a tool for the distribution of their goods.

We supply tobaccos of as good and even better quality—as well liked by smokers or chewers, and our tobaccos pay a profit worth while.

McAlpin Consumers Tobacco Co.,
LIMITED,
TORONTO.

or 15 cents. A smoker who had noticed the above words printed on cigar boxes at the store where he generally bought his cigars, happened to be in a cigar store in a different part of the city one day and asked for a "Reina Victoria." The man behind the counter whose business it was to exchange the weed for coin of the realm, naturally asked what kind he wanted, and the would-be purchaser repeated the words with more emphasis. "Yes, but what kind, what price," asked the dispenser of the weed? The customer, knowing only one kind of "Reina Victoria," and thinking that it was the name of the special brand he smoked, imagined that the salesman wanted to palm off something else on him and started to walk out. The storekeeper, seeing the man's ignorance, took down from the shelf a box with the magic words on it and pretending to have misunderstood him at first said: "Here is what you want, sir." As he made his purchase the buyer remarked: "Why didn't you show them to me at first?" Another instance was where a person went into a cigar store and asked for a "Flor Fina" cigar, and because the storekeeper hesitated a minute before serving him, he started to walk out, saying that he could get "Flor Fina" cigars at lots of other places. By way of explanation it may be said that the words "Flor Fina" are stamped on 90 out of every 100 cigar boxes, and simply mean fine leaves, fine tobacco. Sizing the man up as a 5c smoker, he was handed a box of 5c cigars with the mystic words printed on, and that was sufficient to satisfy him.

Coming into contact with so many people, most of whom have some peculiarity or fad about cigars, the successful cigar merchant must possess considerable savoir faire. To the Englishman must be handed a very dry cigar. It must crackle when he squeezes it. The American, on the contrary, likes a very fresh cigar. Another always wants a spotted cigar. Some like a joke, others are particularly serious. The writer remembers one case where a customer would come in sometimes for weeks without uttering a word—just put his money down, take his cigars and walk out. One Montreal tobacconist is a great believer in novel signs. Here are some copied from his window: "How to be happy, tho' married: Smoke my Famous Specials and be happy ever after." "Don't let cigars get the best of you, but get the best of cigars. They are to be had right here." "'Tis better to smoke in this world than in the next, especially if you smoke my mixture." One thing, however, is sure, while curiosity may bring people into your store for the first time, only quality and proper treatment will make customers of them.

— —

The Tobacco-Growing Industry in Canada.

TOBACCO growing in certain districts of Canada has recently assumed large proportions, although the industry has been carried on in a small way for as many as 25 years. Ontario raised tobacco to the value of $3,500,000 in 1900, while the Quebec crop for the following year was estimated at $7,656,000, and that in British Columbia at $61,830. The leaf grown is known as Canadian burley, and is used mostly in the manufacture of chewing tobacco, and smoking mixtures or combinations, being blended with foreign leaf. Straight Canadian smoking tobaccos are manufactured to some extent as well as Canadian cigars, but these are overshadowed by the foreign brands and mixtures.

The Canadian tobacco growing industry has been most successful along the lake shore of Essex County, in western Ontario, where it extends over a district 35 miles long by ¼ to 2 miles broad, and is to-day one of the principal industries in Essex County. During 1903 about 3,500,000 lbs. of Essex or white burley leaf were grown in this district, 2,000,000 lbs. of which were sent to Quebec for manufacturing purposes, and the remainder used by Ontario tobacco manufactories. It is claimed for Essex tobacco that the rich, brown color of the leaf is excelled by no other burley leaf grown. The leaf grown in Quebec is dark in color, heavy in flavor and not nearly so desirable.

In Essex county the culture of tobacco has, on the whole, paid remarkably well. Conditions of soil and climate are exactly suited to growing the burley leaf, and when the season is late and warm, and there is an abundance of rain, a quality of tobacco leaf can be grown which is unsurpassed. At the present time Essex farmers are getting 11c a pound for leaf, and when it is considered that 1,600 lbs. are often produced on a single acre it will easily be seen that tobacco growing pays. On the above basis a grower will make over $150 per acre on his tobacco crop; the average is considerably under this, being only from $85 to 125 per acre. It must not be forgotten that tobacco is a more or less uncertain crop in view of which manufacturers find it necessary to keep two years supplies ahead. Tobacco culture is also hard on the land, making necessary the use of fertilizers to a greater or less extent. The Essex farmer makes adequate provision, however, in that he moves his tobacco fields from one section of his farm to another as soon as the ground shows signs of playing out. The general impression with regard to the profits to be derived from tobacco growing is that they are as great or greater than those to be derived from any other agricultural pursuit.

The demand for home-grown leaf is steadily increasing. Canadian growers are beginning to exercise more care in getting leaf ready for the market in the way of keeping sand leaves out of the bales, and in assorting, and as a direct result the trade has shown marked improvement.

Canadian grown tobacco cannot compete successfully with foreign leaf in the manufacture of cigars. The straight Canadian leaf has too strong an odor and is nauseating. Even this rule, however, has its exceptions. In the Okanagan Valley, British Columbia, where the soil is irrigated, samples of cigar leaf have been grown which were considered quite as fine as the foreign product.

Satisfactory results have been obtained from mixing Canadian and foreign leaf as in smoking mixtures, and to-day a considerable number of the cigar factories in Canada are known as combination industries.

Canadian leaf is used principally in manufacturing chewing tobaccos and smoking mixtures. Old-time chewers still cling to foreign leaf, although it is generally recognized that a blend of Canadian and foreign leaf is milder and on the whole more agreeable than the straight foreign leaf. Among the increasing foreign population of Canada Canadian leaf and Canadian and foreign combinations are meeting with increased demand. It is estimated that of the total Canadian consumption of chewing tobacco, the proportion of mixed and foreign leaf is much larger than that of Canadian leaf, while more foreign leaf is used than straight Canadian, although the consumption of the latter is increasing.

— —

Tobacco Notes.

The Tuckett Tabacco Co. are making monthly shipments of their brands to Australia.

W. B. Reid & Co., wholesale tobacconists, Toronto, have assigned to E. R. C. Clarkson. The liabilities are stated at $182,447.09, and assets at $133,480.68, leaving a nominal deficiency of $48,966.41.

GROCERS!

JUST IN LAST WEEK

OUR NEW UNION BRAND ECHO 5 CENTS EACH.

Equal to most so-called 10c. Cigars.

THE W. H. STEELE CO, LIMITED
Importers and Wholesale Tobacconists.
40 Scott St., - - TORONTO
'Phone, Main 1987.

Should be in the mouth of every smoker. What? a

McDougall Scotch Clay Pipe

Be sure and ask for it, and see that you get it.

D. McDougall & Co., Glasgow. Scotland.

AURORA CORN SYRUP

A Pure Golden Syrup Made from Golden Grain. A Great Spread for Daily Bread.

Better in flavor and purity than any other.

Good for everybody. A pleasant surprise to all.

2-lb. tins, cases, each 24 tins, $1.90 per case.
5 " " " 12 " 2.35 "
10 " " " 6 " 2.25 "
20 " " " 3 " 2.10 "

Freight paid on 5-case lots. Price subject to change without notice.

Ask our travellers about our Pure Maple Syrup.

W. H. GILLARD & CO., Wholesale Grocers, - HAMILTON.

Branch CANADA GROCERS LIMITED.

CANNED SALMON

Golden Net Salmon, = $1.10 doz.

F. O. B. Kingston. Terms, 30 days.

GEO. ROBERTSON & SON, Kingston, Ont.

Look up your stock of Canned Goods

If you are low in any of the following lines, drop us a word

Tomatoes,
Corn,
Peas,
French Peas,
Mushrooms,
Flageolets,
Asparagus,
Succotash,
Carrots,
Parsnips,
Cabbages,
Etc., Etc.

We have one of the largest Stocks in Canada, and **WE ARE SELLERS.** We don't believe in waiting for **HIGH PRICES;** we believe in **PROFIT SHARING.**

PROVOST & ALLARD

Direct importers of Teas, General Groceries and Smallwares

Ottawa, Can.

Wholesale Agents for "SALADA TEA."

The Development of Modern Commerce*

By John McEwan.

MODERN commerce may, for the sake of convenience, be dealt with in three great divisions: 1, the commerce of production; 2, the commerce of transportation; 3, the commerce of distribution. Supplementary to all three come those great adjuncts of business—banking and exchange, the postoffice, the telegraph, the cable and the telephone, with those who provide their use. Then at the end, the cormorant class, who hang on to profit by the follies, blunders, quarrels and extremities of the others, who produce nothing, transport nothing and sell nothing—the lawyers, accountants and stockbrokers.

The Commerce of Production.

The age of the individual or isolated worker is almost past. To take one class as representative of others, Silas Marner is no longer to be met walking about with his bundle of flaxen thread, or its completion, a web of linen, and in Thrums the sound of Hendry's loom is heard no more. The handloom weaver who worked alone in his cottage or in an adjacent shed, has given place to the noisy factory, where one girl minds several power looms at once and turns out thrice as much cloth in a given time. Indeed, there are automatic looms (mostly in the United States of America) where one man is said to run at once as many as twelve looms. There are no intervals in the life of the weaver, such as formerly occurred at the finish of each web, or through other incidental causes. Now, it is high pressure from start to finish, the numerous looms driving on constantly, and all needing more or less attention.

It is the same with all the processes relative to the production of yarns and the cloth woven from them. Spinning, warping, weaving, dyeing, finishing; all have passed from the retail to the wholesale methods of production, and in the course of change have forced the population from the country districts to the vast aggregations in smoky, dirty and unwholesome cities. Children, as soon as the law will permit, are sent to work in the great mills and factories—even as half-timers. The small producer has been driven out everywhere by the necessity of lowering the cost of production and taking the fullest possible value out of plant and mechanical power.

It may be fairly assumed that analagous conditions prevail in other classes of production. Even field labor and the operations of husbandry need now to be on a large scale with many machines employed—milling, malting, brewing, are all in fewer hands than formerly. Indeed, if we look at the food on our tables we can realize how far we are from the times of our fathers, when, except for spices and a few foreign luxuries, everything eaten was produced in the immediate neighborhood, or perhaps even within the bounds of a man's own estate.

The homely pig seldom meets his fate in the old solitary fashion. In Chicago he goes to his doom in droves, and one man has as his "daily round, his common task," the execution of some 700. Mechanical processes absorb every fragment of his carcase, including even the bristles and hoofs. Then he comes over here in sections to furnish, frequently, "Irish-cured bacon."

To give us the bread we eat there are now countless machines, beginning with steam ploughs for the soil and going on to mechanical sowing, reaping, binding and threshing. Except in Oriental lands, where time stands still, the "two women grinding at the mill" are now never seen. Huge factories no longer grind, but crush between rollers the wheat into flour, which steam bakeries often turn into bread. Time fails to refer to more of such changes in which retail production has been replaced by wholesale.

Production has, until quite recent years, been but little influenced by the co-operative movement, it being too difficult a probelm adequately to apportion the financial results between the various interests of actual labor and responsible control. Trades unionism has affected it more seriously—probably in no hurtful way—by shortening the actual hours of work and advancing rates of wages, but certainly harmfully by reducing to an equality the rates of pay to be given to good, bad and indifferent workmen, and by the restriction of output in certain businesses to a uniform low quantity.

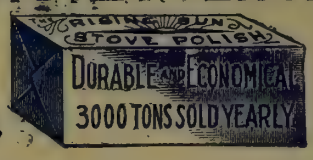
The Commerce of Transportation.

In early days the trader made his own transport arrangements and carried somehow his own merchandise. In the gradual division of labor there grew up various types of professional carriers, probably beginning with human slaves bearing bundles and leading up to troops of pack mules and camels. Wheeled vehicles for road carriage doubtless followed, but it is difficult to trace at what period they were introduced, and they were only available in countries having good roads. Ships that took cargo or were wholly chartered to merchants, are of great antiquity, having probably been known long prior to the circulation of the widely spread tradition of a general deluge and the saving therefrom of a whole family in a peculiarly constructed but capacious sailing vessel.

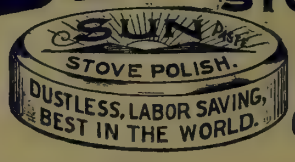
But any kind of road transit for heavy goods was cumbrous, slow and most expensive. Hence came the making of canals and the exercise of great ingenuity in carrying those over varying elevations. In this country, throughout Europe, and to some extent in America, those had made rapid progress before railways relegated them to a secondary place. The genius of George Stephenson in making a steam engine capable of traveling along rails dragging a heavy load after it, did more than anything previously introduced to increase land commerce, and now all civilized nations have their railroads, while even in "Darkest Africa" the dream of Cecil Rhodes of a continuous line from Cairo to Capetown seems likely soon to be realized. North America has eight distinct lines crossing it from east to west, and South America one at least. Had the present war not interfered, it was hoped within this year to carry pas-

* Mr. McEwan is an officer of the firm of McMeekin & Co., London, England, and is well-known in Canada. This article forms part of an address delivered by him before the Enfield Literary Union on March 18, 1904.

RISING SUN STOVE POLISH IN CAKES
WELL KNOWN AND RELIABLE



SUN PASTE STOVE POLISH IN TINS
GUARANTEED TO THE TRADE



Our packages are larger and more attractive in style than any others.
The quality of our goods is superior to anything else on the market.

MORSE BROS., Proprietors, Canton, Mass.

For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

sengers without change of carriage across both Europe and Asia from Ostend to Peking, a distance of over 7,000 miles, in about 17 or 18 days. So rapid and extensive has been the development that from the 38 miles of the Stockton and Darlington line, opened in 1825, the first railway, there are now throughout the world 500,000 miles open, representing a capital value exceeding £7,000,000,000.

But, however much the railroad has done for commerce, the ship has done more, because it can carry larger volumes with less handling and at much lower cost. Great Britain has always been a nation of seagoing and seafaring people, and the history of its shipping is, to the man of commercial instincts, a fascinating one. The 19th century saw a wonderful development in size, build, model and equipment of sailing vessels, but, because of commercial evolution, before 1900 went out, their number on the British register had fallen far below what it was when 1801 came in.

By altered materials and differently modelled lines, the carrying capacity per net register ton was made much greater in the later periods. The wooden ship gave place to the composite built of iron and wood. The latter was followed by one of iron and later of steel. The size and speed of individual ships were increased, as appliances were invented to make handling more easy. The competition to excel in producing a fine ship was keen, and it looked at times as if some of the old romance of the sea were returning. The slow and stately progress of the old East Indiaman grew out of date.

In Scotland and America simultaneously were brains at work to do for the sea what Stephenson was later to do for the land. In 1814 came the first steamship, and while the new idea was slow in being adopted generally, it gradually advanced in its displacement of the older method of ocean locomotion. England again here largely represents the world, because she has till recently sailed and built steamers for all nations. The progress shown in the British net register of mercantile steam tonnage is as follows:

1814	1	steamer	48 tons.
1820	34	steamers	3,018 "
1830	295	"	30,009 "
1840	768	"	87,500 "
1850	1,181	"	167,398 "
1860			452,000 "
1902			8,104,000 "

or, as gross register—13,263,000 tons.

Throughout all these years constant improvements have been made in details of construction and in altered models and proportions of hull, giving greater safety and more relative capacity. More important, however, have been the developments in the matter of propulsion, passing from paddle wheels to screw propellers and on to turbines, from simple or high-pressure engines to compound, then triple and quadruple expansion, and the reduction in the cost of running by improved methods of steam generation. All such changes have assisted the modern steamer to displace the sailing ship.

The size of vessels has recently had an enormous development. In 1893 there were only two vessels of over 10,000 tons, except the effete hulk of that white elephant the "Great Eastern." To-day there are in existence eighty of that size or over, and several that exceed 20,000. Others of 24,000 and 40,000 are in course of construction, while one Atlantic mail boat has developed no less than 40,000 indicated horse power.

The effect upon commerce of such improvements in transportation facilities by land and sea, has been to reduce materially the cost of moving goods from point to point. Not only are the rates of freight lower, but the times of the journeys are so much shortened that a great economy arises. Most distant points are brought economically near, while the surplus production of continents and countries far apart is rendered readily and cheaply available in those where such products are scarce or dear.

The Commerce of Distribution.

The retail shopkeepers of the types known in the days of our fathers and grandfathers will soon be only a memory. The man who formerly called himself and really was a "merchant"; who served a protracted apprenticeship to learn his business and knew it thoroughly in all its details; who lived in or over his shop or warehouse; who was a member of his trade guild or merchant company; who had as members of his household his own assistants and apprentices, all in strict subjection to his authority and rule by day and night; who instructed them wisely and well in what he knew and set before them constantly an example of commercial honor, integrity and mercantile ability, is a figure of the past. So is the "honest apprentice" in many of the retail trades.

What is arising in place of them? The gigantic department store and the multiple shop business, the former an aggregation of different shops or departments under one roof, the latter a disintegration of one shop under many roofs, in the form of widely scattered branches. The best that can be said for either is that they supply the public in a cheap, quick and convenient way

A Big Something for a Little Nothing

SWEET CLOVER CATSUP in qt. bottles, at **$1.25,** in 4-doz. barrels

ORDER BEFORE ALL SOLD.

Phones—447, 488, 1258, 899.

LUCAS, STEELE & BRISTOL, Wholesale Grocers, **Hamilton.**

THE ORIGINAL QUICK SHIPPERS.

Crosse & Blackwell's

Celebrated Candied and Drained Peels.

ORANGE, LEMON, CITRON and MIXED (O. L. & C.)

7-lb. Tins, 7-lb. Wood Boxes and 1-lb. Cartoons.

SPECIALLY LOW NEW SEASON PRICES.

C. E. COLSON & SON, AGENTS, **MONTREAL**

Show These to Your Customers.

BEVEL PLATE DOOR AND WINDOW PANELS

176.

LUXFER WINDOW PRISMS

LUXFER SIDEWALK PRISMS

3 feet Square } STANDARD SIDEWALK PRISMS
4 feet Square } IN STOCK.

LUXFER PRISM CO.,
100 King St. W., TORONTO.

THE Chamberlain

SCOTCH WHISKY

THE Amalgamated Distillers Co. LTD
LONDON & GLASGOW.
Montreal House
204 Board of Trade Building

RETURNED MAY 23 1904 RETURNED 1904

CORKS——

—We have special job lots of Grocery Corks, all sizes and shapes.
—Will be pleased to submit samples and prices suitable for grocery
—trade. You are often asked for corks, why send your customers to
—the drug stores when you can supply them?

S. H. EWING & SONS **Toronto Branch, 29 Front St. West**

96 KING ST., MONTREAL. TELEPHONE MAIN 2059

Telephone Bell Main 65.
" Merchants 522.

Telephone orders receive prompt attention.

All Over The World

You will find MacLaren's Cheese in the restaurants of America, the dining-rooms of England, the cafes of Europe, the hotels of Australia. It is eaten in the palaces of the rich and the dwellings of the working people. It is helping to make Canada famous.

Cheese is Canada's most famous product.

MacLaren's is Canada's most famous cheese.

It leads in Canada as well as abroad.

A. F. MacLAREN IMPERIAL CHEESE CO., LIMITED,
MANUFACTURERS AND AGENTS,
TORONTO, ONT.

with what is wanted, and that they tend, if well managed, to produce rapidly new capitalists of ever-increasing wealth. Allied to those are the co-operative stores, founded on a principle ideally beautiful but liable to break down under the strain of temptation to those ethically incapable of living up to a high level of mere principle without the control of over-lordship or present proprietorship. In America the department store is an even more strongly marked feature of life in large cities, but the lack of trust there in one's fellow-man has kept down the co-operative movement.

The multiple shop business has of recent years gained ground rapidly, there being many concerns with hundreds of branches. In Great Britain there is one with 530, and in Germany one with nearly as many. Such concerns provide a few of the modern prizes of life, in good positions with high salaries for competent men willing to work hard, but they take away from hundreds the chance of a decent and honorable occupation in which a living or more might be made. They do infinite harm to the community by destroying ambition and lowering hope in the hearts of the rising generation. They give only a few good positions at the central controlling office, and at the branches frequently anyone without training or experience is employed, not to sell with salesmanship, but merely to hand over, under rigorous checks as to honesty, the goods all previously prepared and ready in handy form for the customers' requirements. There are fewer and fewer opportunities for what we have been accustomed to call the self-made man, but these opportunities are magnified in their possibilities if we are to consider the end aimed at to be merely "to buy and to sell and to get gain." The small shopkeeper will have less chance of be-

SPARKLETS

coming the great trader. The rising assistant can rarely now succeed to his employer's business when the latter retires. Too much power and capital are needed to work things in the modern style and scale to make a transference easy. The management of a branch in a multiple shop business calls for little skill or technical knowledge, and that of a department in a general store is too limiting, so that in neither case is there much hope of rising to better things. The individual touch between the shopkeeper and his customer is lost—they are generally each personally unknown to the other. The assistant degenerates as a rule into a mere "hand," and that often in a most literal sense. The rapid multiplication of shops has led to an extreme fierceness of competition, retail prices being frequently cut to an unreasonable degree for effect, and dodges of every kind practiced to attract custom from the ignorant or to tempt the cupidity of that large class who are constantly seeking for bargains and trying to pick up goods at what they imagine to be less than their true value. It has also encouraged a large demand for lowness of price, irrespective of quality, and so lowered the standard of good productive work. This is a commercial feature most difficult to combat, a lower level once established being difficult to disturb. As said Napoleon: "One can stop easily when he ascends, but not when he descends."

A NEW MILL.

Quite a large trade has been worked up in a comparatively short time by the recently established milling firm of Cameron, Shipley & Co., of Collingwood. This firm have a brick mill, three and one-half storeys high, with a capacity of 150 barrels. The mill is 40x50 ft. and well equipped throughout. Five brands of flour are manufactured.

VISIT FROM A VANCOUVER WHOLESALER.

MR. W. H. MALKIN, of the W. H. Malkin Co., Limited, wholesale grocers, Vancouver, B. C., was in Toronto on Saturday last en route home from a three months' trip to Great Britain. His trip was particularly on pleasure account, and he was accompanied by Mrs. Malkin. The trip has done him a great deal of good and he is returning to business in first-class health. Speaking of business in England, he said that he heard a good many complaints there, "but," added he, "you seldom hear business men in England say that trade is good. Ask a man how business is and he will say, 'Oh, not bad,' even when trade is good."

One thing that impressed Mr. Malkin a great deal when in England was the excellent arrangement of the displays in the retail grocery and provision stores. They are, he considered, very much in advance of the window displays in many of the Canadian stores.

Mr. Malkin is a careful reader of The Canadian Grocer, and from what he saw during his trip abroad he is convinced that it is the best grocery paper in the world. "The trade in Canada," he said, "should be proud of it."

Mr. Malkin left for Vancouver on Saturday last at noon.

A HIGH-GRADE POWDER.

The Home Baking Powder Co., Montreal, whose advertisement appears in another part of this issue, draw the attention of the trade to their high grade, absolutely pure cream tartar baking powder. This powder has, during the past ten years, been used by the best families of Montreal, and the trade from a small beginning has developed rapidly. The growth is entirely due to its superior and reliable working qualities. Grocers generally, especially those having select family trade, will find this powder a trade builder and holder. The company are open for a few responsible and active agents in the larger centres.

It pays to handle the best, and you can always rely on

Upton's

PURE FRUIT

JAMS
JELLIES
and
ORANGE
MARMALADE

A. F. MacLAREN IMPERIAL CHEESE CO., Limited, SELLING AGENTS, TORONTO.

ORIGINATORS OF CONDENSED MILK.

Borden's Condensed Milk Co.

ESTABLISHED 1857.

FACTORIES:

BREWSTERS,	NEW YORK.
WASSAIC,	"
WALLKILL,	"
NEW BERLIN,	"
DEPOSIT,	"
NORWICH,	"
JOHNSONS,	"
DELHI,	"
OXFORD,	"
OTISVILLE,	"
CRARYVILLE,	"
HOPEWELL JUNCTION,	"
MOUNT UPTON,	"
FLORIDA,	"
HAMDEN,	"
MILLERTON,	"
CANAAN,	CONN.
EAST ELGIN,	ILLINOIS.
WEST "	"
CARPENTERSVILLE,	"
ALGONQUIN,	"
BELVIDERE,	"
MCHENRY,	"
GENOA JUNCTION,	WIS.

and

INGERSOLL, ONT.

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BORDEN'S

108 Hudson St., New York City

The Chief Offices and Headquarters of THE BORDEN'S CONDENSED MILK CO.

Agencies and Representatives in all parts of the world.

At Ingersoll, in the famed Oxford County, Province of Ontario, Canada, we prepare for the Canadian market all our brands including our celebrated

RETURNED
AUG . 3 190

"Borden's Eagle Brand"

Condensed Milk

AND

RETURNED
AUG . 3 190

"Borden's Peerless Brand"

Evaporated Cream

Why not order the best?

Our products are guaranteed and cost you no more, considering the quality, than inferior goods. The continual yearly increase of our output demonstrates beyond question that we lead in quality, and have the patronage of the most discriminating buyers.

Our Brands are without a doubt the very best in respect to richness, purity, quality and flavor.

If you are not handling **BORDEN'S EAGLE BRAND** MILK and **BORDEN'S PEERLESS BRAND** CREAM, do not hesitate to try a sample shipment.

SELLING AGENTS IN CANADA:

WILLIAM H. DUNN, Montreal and Toronto.

Erb & Rankin, Halifax, N.S. Scott, Bathgate & Co., Winnipeg, Man. W. S. Clawson & Co., St. John, N.B.
Shallcross, Macaulay & Co., Victoria and Vancouver, B.C.

TRAVELLERS' DEPARTMENT

TREATMENT OF COMMERCIAL TRAVELERS.

THE man who does not treat a traveling salesman who calls upon him with courtesy and respect is a twin brother to the animal which Balaam rode, and is out of place as a buyer, remarks an exchange. He has missed his calling and some manure fork is pining away in lonesomeness without the unfriendly grasp of his withered hand. He is not a good man for the firm; he misrepresents as a buyer or proprietor; he is going through the world missing the honest, friendly grasp of hundreds of manly hands; he is losing the cream of the bargains that many traveling men have up their sleeves for "good people," he is advertised only as a sneak by the men who are unfortunate enough to call on him once; he is shunned by the boys on the road, who are always well posted on who are the decent men in the trade. They all lay for him, and do him if they can. He may think he is sharp, but all the boys think he is an idiotic loon, and they love to give him an unfriendly blast every chance they can get, and many of them will work overtime to say a mean and generally true thing of him. Many of the "very smart" buyers are upstarts who do not represent a dollar they have ever earned; who are excess baggage on the hands of the firms they try to buy for, who would be more in proper place as wrap holders for a second-class race horse, or as chambermaids in a country livery stable, than as buyers for reputable concerns. It is not necessary to buy of every traveler who calls upon you, but if you have got to be the least bit mean to anyone, vent your spite on one of them to whom you have given an order. If you feel called upon to be wamble-cropped and ugly and such a fool that you can't hold it in, and too cowardly to try it on someone your own size, give a traveler a good order, and then he will grin and bear it. Tell him that if the goods don't come exactly as represented and plumb up to the sample, that you'll fire 'em back and kick him out the next time he comes. He will laugh at it and say to the boys, "the old man is a d—d crank, but you can sell him all right," and the other travelers will at least tolerate you. If you can't give a man an order, you can give him a good, pleasant word, and make him feel almost as well as though you had bought a bill from him. There are very few traveling men who are not gentlemen, and the equal in every way of the men they call on. It is their way of getting a living, and it is an honest way. The writer tried it for twenty-five years and knows all about it, and I say it without fear of successful contradiction, that you make the mistake of your life when you do not treat traveling men with courtesy. And then when life's fitful dream is o'er, if you are fortunate enough to appear with us good people on the plains of Paradise, you'll find the traveling man in evdence, and you'll feel glad to meet him, for, if he has been there any length of time, he will know the place, and will willingly show his friends around and introduce them to the best people. Speak gently to the traveling man, "the larger the man the gentler speak," he is liable to be one of the proprietors in your next stopping place, when time shall be no more. Then

"Here's to the health of the traveling man,
That merry, good-hearted fellow;
He is trying to do the best that he can,
And nary a streak of yellow
Can be found in this grand purveyor of mirth,
As he travels the world around;
And he circles the hemisphere with a girth
Of bargains and advice so sound.
May his time on earth be long and glad,
May he lay up wealth and never be sad;
May he sell lots of goods by car-load and case,
And then buy the firm out and run the old place
Then we'll drink to his health at the hour of eleven,
May his family keep well, and his home be in heaven,
Aye, here's to the brightest of heaven's great plan—
The red-hot, still heating, traveling man."

TRAVELERS AT CRICKET.

THE travelers down in Nova Scotia are going to squeeze in a little fun this Summer. About fifteen of them are managing their routes in such a way as to be on the north shore of Nova Scotia at about the same time. They have formed a sort of association and are going to show a few fortunate towns how knights of the grip play cricket. Of course business is not going to suffer, but it is not going to be allowed to take any of their heart out of the game. Annapolis, Digby and Weymouth are the towns to be favored in the present plans, but many others hope to have a game and are making negotiations. Several first-class cricketers are included among the traveling men, and they can be depended upon to uphold their end. Mr. Frank Fairweather is secretary.

Notes.

The transportation companies in Toronto have decided not to enforce storage baggage charges for a reasonable time on travelers representing firms that have been burnt out.

Commercial travelers will be glad to learn that the Baggage Transfer Company, Montreal, have agreed with the association to transfer trunks between depots for twenty-five cents a trunk.

The Ontario Provincial Secretary has received from the Secretary of State an Imperial paper giving full details of the regulations governing commercial travelers in foreign countries. It is open to inspection by business men.

The Western Ontario Commercial Travelers' Association has presented ex-President Wm. Turnbull with a case of one hundred pieces of solid silver cutlery. President W. R. Grant made the presentation. The address was enclosed in a leather cover, bearing the association monogram in silver.

WHOLESALE GROCERS' GUILD.

At the annual meeting of the New Brunswick branch of the Maritime Wholesale Grocers' Guild, held in St. John, N.B., on May 12, the following were elected officers: A. H. F. Randolph, Fredericton, president; Andrew Malcolm, St. John, vice-president; G. E. Barbour, St. John, secretary; A. T. Teed, St. Stephen; J. H. Harris, Moncton; W. C. Cross and S. A. Jones, St. John, additional members of the executive.

Our Price

is $1.00 a dozen f.o.b. Burlington, and our goods are 3 times better than the ordinary Canned Tomatoes. "The Burlington Way" removes skin, seeds, fibre. Who wants to eat or sell waste matter?

The Burlington Canning Co.
Limited
BURLINGTON, ONT.

"Royal" Salad Dressing

Every detail of manufacture, all materials used and the circumstances governing the production of "ROYAL" SALAD DRESSING, combine to make it the most popular salad dressing sold.

A carload of "ROYAL" SALAD DRESSING went through Buffalo on Saturday, en route for New York City.

New Yorkers know good stuff. Made only by

The Horton-Cato Mfg. Co.,
DETROIT, MICH., - WINDSOR, ONT.

TEA.

AGENTS REQUIRED in Canada and United States to sell and obtain wholesale orders for Ceylon Black and Green Teas on commission. Apply,
"COMMISSIONER,"
CANADIAN GROCER,
109 Fleet Street E.C. London, Eng.

COX'S

INSTANT POWDERED
GELATINE

A Delightful Novelty.

The most rapidly dis olving Gelatine ever p oduced. Clear in solution, of great strength, and always uniform. For quick handling it is unequalled. Requires no soaking It dissolves instantly on hot water being applied. Saves time and labour

Always Trustworthy.

It is the same Gelatine as Cox's Sparkling Gelatine but in a finely powdered form.

Agents for Canada—
C. E. COLSON & SON, Montreal.
D. MASSON & Co., Montreal.
ARTHUR P. TIPPET & Co., Toronto, St. John's, N.B., and Montreal.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

Every Housewife...

knows the advantages of a good broom. It's the foundation of a clean home. We want you to know our brooms. They are good brooms. Drop us a line and our traveller will call.

The
Waterloo Broom and Brush Co.,
WATERLOO, ONT.

IF FLIES CARRY DISEASE

AS YOUR CUSTOMERS WELL KNOW

WILL IT NOT offend your patrons if you offer them fly-blown and fly-specked goods?

WILL IT NOT be good policy on your part to spread out a few sheets of **Tanglefoot** in your store and shop windows to show that you are anxious to please your trade with clean, wholesome goods?

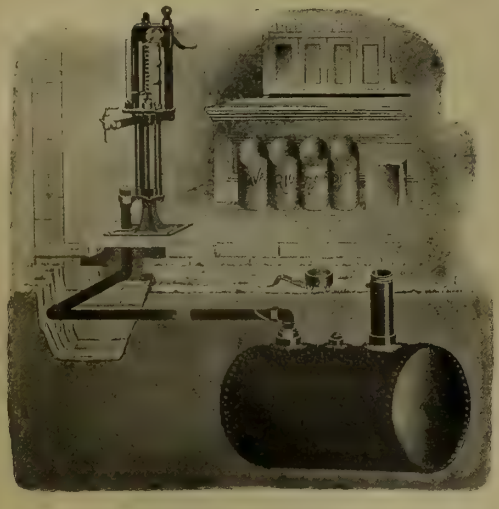
WILL IT NOT make you many profitable sales to keep **Tanglefoot** constantly at work within sight of every person who enters your store?

TAKE NO RISKS WITH GASOLINE

WITHOUT USE

BOWSER LONG DISTANCE GASOLINE STORAGE OUTFIT

IT IS AN ABSOLUTE PROTECTION FROM FIRE AND RESULTING LOSS



PUMP IN STORE—TANK BURIED.

ONLY ONE GALLON OF GASOLINE IN BUILDING, AND THAT INSIDE PUMP

TANK OF HEAVY STEEL, RIVETED AND SOLDERED

IT IS PERMITTED BY THE INSURANCE COMPANIES

MEASURES GALLONS, HALF GALLONS OR QUARTS

PUMP ALL OF METAL

ASK FOR CATALOG "B"
THERE'S NO TIME LIKE NOW.

S. F. BOWSER & CO., - FORT WAYNE, INDIANA

If You Have Money to Burn

Why! Go burn it. There is 10 times more satisfaction in burning money than in losingit in driblets, through carelessness of clerks, or disputed accounts. Who that has "pass-book" customers, has not had accounts disputed and partially repudiated? The best way to avoid all complications and misunderstandings is as follows:

IF A MAN WANTS CREDIT

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING. There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.
C. O. BEAUCHEMIN & FILS, MONTREAL.
ALLISON COUPON CO., Manufacturers,
Indianapolis, Indiana.

ODORS IN A GROCERY STORE.

STOCKED as it is with goods of a more or less perishable nature, the grocery store is apt to present to sensitive customers odors that are very disagreeable. The grocer may not notice it as he is breathing it in all day long, and so accustomed has be become to such surroundings that even where he can detect it, the effect is not repulsive. To a customer, however, entering from the fresh air and unaccustomed to the smell of groceries any special prominence to one odor, whether of tainted goods or not, gives the impression of a carelessly kept store.

The utmost importance must be attached, in a business dealing in edibles and table delicacies, to a reputation for cleanliness and care in the handling, buying and selling of stock, and the first sign of offensive odors must be promptly dealt with. But not only offensive, but strong odors of any kind must be avoided as even the consciousness through the sense of smell of the presence of perfectly fresh goods is sometimes disagreeable.

The most offensive, and the most injurious to the reputation of the store are those given off by decayed vegetables or tainted meats. Many a grocery store that maintains a most satisfactory interior pays little attention to the storehouse at the back, or the cellar. Bad potatoes or fruit lying carelessly around are easily detected by the sensitive. A back yard that is not kept clean will waft malodorous breezes into the store, and will assist in tainting meats and other perishable goods in the interior. It is not sufficient to protect the store itself, but the entire premises must be sweet and clean.

Summer time is, of course, the season most prolific of foul odors in such goods. Meats lying on the counters will soon give off a disagreeable odor even before the stock itself is unfit for use. Cheese acts in the same way, the outside becoming greasy or mouldy. Sugar barrels must be carefully attended to in all weathers, but especially in hot. More often than the grocer suspects is this line accountable for what is blamed on less innocent looking goods. In hot weather the sugar melts and sours around the wood. The best way is to place the barrel in a cool place, and keep only a drawer full in the store, carefully washing and cleaning it each time it is emptied, or every couple of days.

Prunes, dried fruits, currants, raisins and such stock should be kept well covered and as small quantities in the store as possible. Confectionery is best in glass jars and brought from the storeroom only in sufficient amount to supply immediate trade.

Such innocent looking things as tea, packages of cod fish, coffee, pickles, etc., are often responsible to a great extent. Many of these are of themselves as innocent as they look, but when the odor of them is combined with a few others, the aggregate may be very disagreeable. It is often this mixture alone that is noticed, and against a great part of it a grocer cannot fight. It is safe to move all the stronger smelling goods to the back of the store, whether they are of themselves unpleasant or not.

But all this care in the prevention of odors must be coupled with an attention to the arrangement of the goods that will give the impression of an earnest endeavor to have things neat and sweet. The best kept grocery store cannot avoid the scents that attach themselves to the goods, but he can, by presenting a neat interior, so please the eye as to lessen the offence to the nose. The most perfect atmosphere possible, when surrounding a slovenly arranged stock, will be full of imaginary odors to the customer who appreciates neatness.

GROCERS

who personally know, say:

DOUGLAS and RATCLIFF Limited

Paper Dealers

TORONTO

are the most satisfactory Paper House to deal with.

They carry for the grocery trade:

Paper Bags, Flour Sacks,
Wax Paper,
Wrapping Paper,
Butter Plates,
20th Century Pails,
Twines,
Parchment Paper,
Toilet Paper,
and many other lines.

DOUGLAS AND RATCLIFF LIMITED

TORONTO

Has stood the test of every climate.

HIGHEST AWARD

Wherever demonstrated, including the following Dominion, State, and International Exhibitions

Industrial Exhibition	Toronto, Canada	-	1903
Provincial Exhibition	Halifax, N. S.	-	1903
Provincial Exhibition	Victoria, B. C.	-	1902
Pan-American Exposition	Buffalo, N. Y.,	-	1901
Paris Exposition	Paris, France	-	1900
Trans. Miss. Exhibition	Omaha, Neb.	-	1898
World's Fair	Chicago, Ill.	-	1893

The products of THE ST. CHARLES CONDENSING CO. are famous the world over for HIGH QUALITY, ABSOLUTE PURITY, and ADAPTABILITY for all the purposes of fresh milk.

Correspondence and trade orders solicited.

Home Office and Address:

St. CHARLES, ILL., U.S.A.

FACTORIES: Ingersoll, Ontario, Canada, St. Charles, and Chenning, Ill.

THE CANADIAN WINE INDUSTRY.

THE manufacture of wine in Canada has assumed large proportions, and has replaced to a great extent the medium and cheaper wines formerly imported into the Dominion. This has not only benefited the wine industry of Canada, but at the same time it has crowded out the cheap, spurious foreign so-called wines, and benefited the health of the Canadian people.

Grape growing has been tried in Canada for many years, but it was not until 1865, at the close of the American War, when a company of Southerners from Kentucky, of whom the late Thaddeus Smith was the chief, came to Pelee Island, in Lake Erie, and went extensively into grape growing and wine manufacturing, that it may be said to have successfully started.

The location of Pelee Island, the most southern point of Canada, in the middle of Lake Erie, owing to its great climatic advantages, made possible the thorough ripening of the Catawba, Virginia Seedling and Isabella grapes, an impossibility in any other part of Canada.

In the long mild climate of Pelee Island these grapes reach their greatest perfection. In 1873 the vineyards established in 1865 made arrangements with J. S. Hamilton & Co., of Brantford, Ont., to take the sole agency for the sale of their wines, and this was continued up to 1884, when the Pelee Island Wine and Vineyards Co. was formed. J. S. Hamilton was elected president, and steps were taken to increase the extent of the vineyards of Pelee Island. In 1891 the company erected a fine three-storey stone wine house with extensive cellars. This wine house is one of the best equipped establishments of the kind in the world, and the greatest care and cleanliness is observed in the pressing and various processes the wine has to undergo before it is thoroughly mature and ready for the market.

Special care is given to the production of their celebrated communion wine, "St. Augustine." Only the most select and choicest grapes are used for this purpose, and the high reputation of "St. Augustine" is undoubtedly due to the fine quality of grapes used and the great care exercised in pressing, racking and maturing. The fact that "St. Augustine" is used in thousands of churches in Canada, Great Britain and Ireland, the West Indies and the United States, is good evidence that the company have succeeded in producing a perfect communion wine. In 1892 the company started a brandy distillery on Pelee Island, and the high quality of the product has made the name of J. S. Hamilton & Co.'s brandy famous throughout Canada.

Wine House, Cognac, Pelee Island.

The Pelee Island Wine Co.'s unfermented grape juice is considered much superior to other brands on the market and enjoys a large sale amongst religious bodies, who contend that only unfermented wine should be used for communion purposes.

During the vintage of 1894 they prepared a quantity of wine for champagne, and had the manufacture carried on under a natural fermentation process, under the supervision of an expert from Rheims. It has developed into a champagne of high character, and has been placed on the market under the registered brand "L'Empereur." They put up two qualities of dryness, "Sec" and "Extra Dry;" the latter is one of the dryest wines used in this part of the world. Notwithstanding the great cost in producing the genuine natural champagne, they have arranged to fix the price at about half that of imported wines of equal quality.

The firm of J. S. Hamilton & Co. have not only pushed their wines to the front but have also exhibited at many of the leading world's exhibitions and obtained many medals and diplomas. At the great Paris Exhibition of 1878 Dr. S. P. May, Canadian Commissioner, wrote: "Your wines were tasted by H. R. H. the Prince of Wales, who expressed himself much pleased with their quality and flavor." While Messrs. J. S. Hamilton & Co. have their wine houses at Brantford and Pelee Island, their principal shipments are made from Brantford, and they have appointed agents in leading centres in Great Britain, the West Indies, and Canada. Their list of agents is as follows: Great Britain and Ireland, Stephenson, Routley & Co., Manchester, England; West Indies, W. S. Johnson & Co., Bridgetown, Barbadoes; Ottway Bros., St. George, Grenada; C. C. Cody, Kingston, Jamaica; W. H. Fleming, Frederickstadt, St. Croix; John H. Hazell, Sons & Co., Kingstown, St. Vincent; MacKenzie & Kirton, Port of Spain, Trinidad; Sandbach, Parker & Co., Georgetown, Demerara; H. H. Hutchins, Turk's Island; agents in United States: The Engels Krudwig Wine Co.; Canadian agents: Nova Scotia, T. F. Courtney & Co., Halifax; New Brunswick, Foster & Co., St. John; British Columbia, the F. E. Hose Co., Vancouver; Turner, Beeton & Co., and D. H. Ross & Co., Victoria; Thomas & Co., Rossland; agents in Manitoba: W. Ferguson, Brandon; J. O'Reily, Portage la Prairie; G. A. Leach, Dauphin.

Major J. S. Hamilton, president of the Pelee Island Wine and Vineyards Co., and head of the firm of J. S. Hamilton & Co., has shown great enterprise in connection with the Canadian wine trade, and to his efforts is largely due the fact that Canadian wines of a high grade have been produced which compare favorably with the wines of the best vineyards of Europe.

CANADIAN AGENTS ABROAD.

A western U. S. grain merchant recently home from Europe reports that he met agents for seven Canadian flour companies while abroad. These firms have connections all over Europe, and what is more they seem to know their business.

MACLEAY, DUFF & CO.
GLASGOW

Special Old Scotch Whisky

"FREEDOM"

Special Liqueur Cream in bottles, ½ bottles, flasks of all sizes, or in bulk, as desired.

B. O. BELAND
Sole Agent for Canada

1684 Notre Dame St., - Montreal

Mr. B. O. Beland is also agent for the famous old

JACQUES NICOT BRANDY

Gin—Jansen—Distilled under control of the authorities of Holland and the town of Schiedam. This guarantees ABSOLUTEY PURE.

L. Chandon—"Champagne"—None better in the world.

Diez Hermanos—Sherries, Ports, Malagas, Madeiras, Muscatels, Tintillas, &c.

J. Latrille Fils—Bordeaux Wines of all kinds.

Bouchot—Ludot—All kinds of Burgundies.

P. Garnier—All kinds of finest liqueurs known, from CHARTREUSE to PEPPERMINT.

SARDINES, MEATS, MUSHROOMS, TRUFFLES, PEAS, BEANS, VERMICELLI, MACARONI, AND ALL KINDS OF ALIMENTARY PASTES.

Boys, Pere & Fils—Famous **Table Olives.**
Importers of Castile Soaps of all degrees and prices.

Business Changes

ONTARIO.

J. W. NEY & CO., general merchants, Bracebridge, have sold out to Hunter Bros.

T. L. Moyer, grocer, Ingersoll, is giving up business.

M. Hillman, grocer, Sudbury, has sold out to H. Moses.

J B. Antoine, grocer, Mattawa, is giving up business.

J. E. Hettenhausen, grocer, Brockville, has assigned.

R. F. Rudd, grocer, Dresden, has sold out to Mrs. Leitch.

L. Gibson, grocer, Wheatley, has sold out to Whitney Bros.

P. Macdonald, grocer, Toronto, is retiring from business.

The assets of L. N. Nye, tobacconist, Ottawa, have been sold.

J. D. McGillivray, grocer, Cornwall, has sold out to M. A. Severins.

Werner & Co., grocers, Dunnville, have been succeeded by W. E. Werner.

W. E. Running, grocer, Smith's Falls, has been succeeded by R. Willis.

L. Werner, grocer, Dunnville, has admitted C. E. Yocom as partner.

The Brantford Produce & Cereal Co., Brantford, have obtained a charter.

R. Devlin, grocer, Brantford, has sold out to G. W. Serles, of Waterford.

N. C. Shook, general merchant, Seeley's Bay, is offering his business for sale.

W. Daly, general merchant, Blytheswood, has sold out to J. W. Cascadden.

The stock of the Thompson Co., grocers, Toronto, is advertised for sale by tender.

Kenny & Cockrill, grocers, Gananoque, have sold out to the Wilson Grocery Co.

F. Vickert, grain, flour and feed merchant, Princeton, has advertised his business for sale.

L. W. Soper, grocer and provision dealer, Sunderland, has gone out of business and removed to Wilfrid.

The stock of the estate of O'Donnell Bros., grocers, etc., Forest, has been sold at 65c on the dollar to W. T. Fuller.

QUEBEC.

Gauvin & Frere, grocers, Quebec, have registered.

Petit Freres, grocers, St. Hyacinthe, have assigned.

Boucher & Lesage, grocers, Montreal, have registered.

N. Jeanotte, produce merchant, St. Hyacinthe, has assigned.

Hamelin & Aubin, general merchants, Verdon, have compromised.

J. N. Fleury & Cie., grocers, Quebec, have registered.

M. Papineau & Cie., tobacconists, Montreal, have registered.

J. B. Fouquet, grocer, Plessisville, has assigned to V. E. Paradis.

Fortier & Monette, provision merchants, Montreal, have registered.

G. O. Tousignant, general merchant, Chicoutimi, is offering to compromise.

Paltiel & Frere, general merchants, Chicoutimi, have effected a compromise.

The Canadian Packing & Provision Co., Montreal, have dissolved partnership.

W. G. Berrigan, tobacconist, Quebec, is offering to compromise at 25c on the dollar.

The assets of T. E. Flynn, general merchant, Perce, are to be sold on May 25.

The business of J. Bussiere, grocer, Quebec, was advertised to be sold on May 18.

The assets af J. L. Roberge & Cie, general merchants, Thetford Mines, have been sold.

The business of S. Boulanger, grocer, Quebec, is advertised to be sold by bailiff's sale.

J. A. Michaud's sale of general store goods, in Chicoutimi, has been postponed to May 25.

The assets of P. Ouellette & Co., general merchants, Hebertville, are advertised to be sold May 23.

MANITOBA AND N.W.T.

B. Schuster, grocer, Winnipeg, has sold out.

C. W. Stone, general merchant, Carstairs, has sold out.

G. E. Lewis, grocer, Newdale, has assigned to C. H. Newton.

R. B. McClish, general merchant, Haynes, has sold out to H. Reynolds.

The assets of the estate of R. Silverstein are advertised for sale by auction.

J. F. X. Pare & Co., Strathcona, have sold their grocery business to D. Moreau.

Buck Bros., general merchants, Red Jacket, have advertised their business for sale.

J. O'Callaghan has sold his share in Lockridge & O'Callahan's feed business, Brandon.

M. Worster, general merchant, Shellbrook, has admitted H. Hambly to partnership.

Schwartz & Schram, general merchants, Stony Plain, have dissolved partnership.

The assets of the estate of G. Lewis, confectioner, Newdale, are advertised for sale by auction.

Edstrom Bros., general merchants, Edberg, have sold their Edensville branch to A. Norberg.

Campbell & Fraser, grocers, Winnipeg, have sold out to Hardy & Buchanan.

E. Hunter & Co., grocers, Winnipeg, have sold out to Balk & Balk.

BRITISH COLUMBIA.

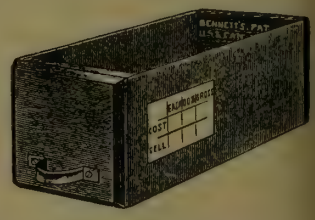
McDowell & Rosie, feed merchants, Victoria, have dissolved partnership.

...THE...

Bennett Manufacturing Co.

Bennett's Patent Shelf Box and Cabinets for Hardware, Grocery, Seed and Drug Trades, etc.

Owing to the steady and rapid growth of ourbusiness new quarters were needed.



Address all communications to our New Factory:

Pickering, Ontario

TRUCKS

for **Warehouse and Factory.**

Save You Money
Do Men's Work
Draw no Salary

Our Trucks are guaranteed satisfactory. Turn in their own length.

MADE IN CANADA.

H. C. Slingsby for Canada.

Factory, Ontario Street, Temple Building, MONTREAL.

40 HIGHEST AWARDS In Europe and America

Walter Baker & Co. Ltd.

Trade-mark.

The Oldest and Largest Manufacturers of

PURE, HIGH GRADE

COCOAS

AND

CHOCOLATES

No Chemicals are used in their manufacture.

Their **Breakfast Cocoa** is absolutely pure, delicious, nutritious, and costs less than one cent a cup.

Their **Premium No. 1 Chocolate**, put up in **Blue Wrappers and Yellow Labels**, is the best plain chocolate in the market for family use.

Their **German Sweet Chocolate** is good to eat and good to drink. It is palatable, nutritious, and healthful; a great favorite with children.

Buyers should ask for and make sure that they get the genuine goods. The above **trade-mark** is on every package.

Walter Baker & Co. Ltd.

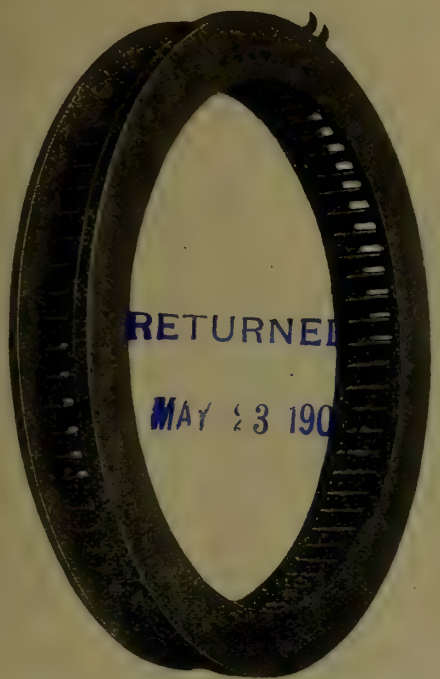
Established 1780.

Dorchester, Mass.

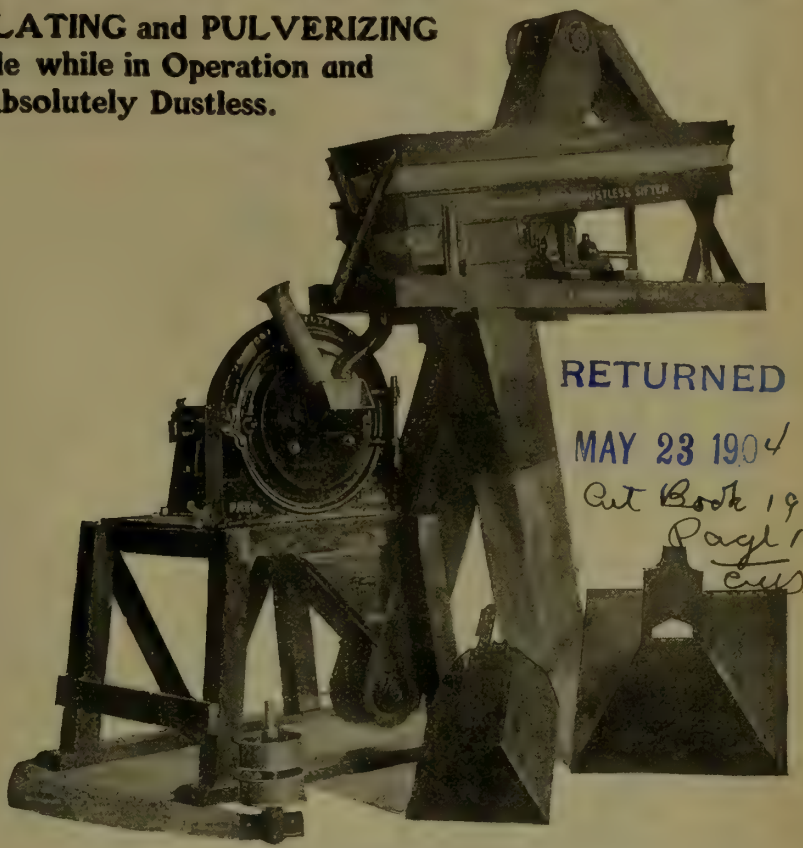
Branch House, 12 and 14 St. John St., Montreal

COX'S NEW PROCESS DISINTEGRATOR

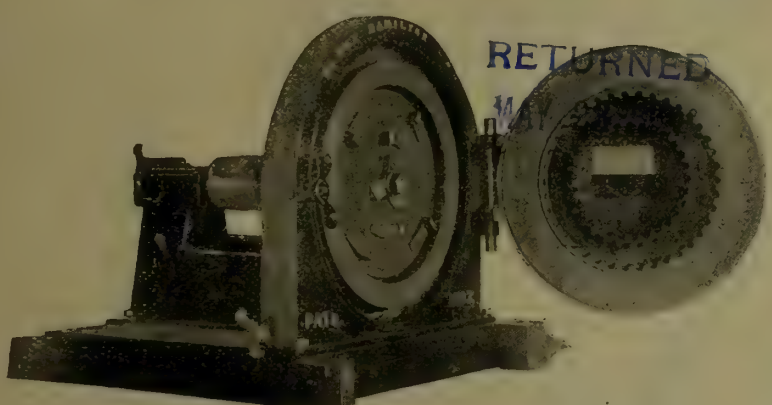
For GRANULATING and PULVERIZING —Adjustable while in Operation and Absolutely Dustless.



THE MOVEABLE SCREEN BARS that do the trick.



COX'S GRINDER AND SIFTER COMBINED.



COX'S GRINDER opened, showing working parts.

SAMPLE TESTIMONIALS:

WILLIAM COX, ESQ., HAMILTON, ONT.:

DEAR SIR, In reply to your enquiries as to the working of the new mill which you recently installed in our factory, we were desirous before replying to same to have the fullest opportunity of testing the machine. We may now say, however, that we have much pleasure indeed in stating that we find it exceedingly satisfactory on every point which goes to the make-up of a complete mill for grinding spices.

The excellency of the product, ease of manipulation, saving in loss of grinding are more particularly features which commend this mill to our appreciation.

In our many years of experience in the spice business we are free to say that this is the best mill we have ever seen, and we will now seek to displace all other systems of grinding with this machine.

Wishing you abundant success with the new mill, we remain,

Yours truly,

THE TORONTO COFFEE & SPICE CO., LTD.
GEO. C. THOMPSON, Man. Dir.

TORONTO, FEB. 4th, 1904.

WM. COX, ESQ., HAMILTON, ONT.:

DEAR SIR, -After having used one of your Disintegrators and Sifter Combinations for some months, we are glad to say that it has fully come up to your claims in regard to it, and we are perfectly satisfied in every way with the machine.

Yours very truly, MAYELL & CO.

Among our latest customers are The Canada Grocers, Limited, who are equipping a spice plant that will be as up-to-date as money and brains can put together, and who have ordered Five of our New Process Mills for grinding spices, the several grades of sugar, cream tartar, etc.

A FEW OF ITS HIGH QUALITIES

It is the only Disintegrator that can be adjusted for fine or coarse grinding while in motion.

Each bar has two cutting edges to one in any other Disintegrator and in conjunction with the shape and position to the beators, insures freeness in the milling, a cooler and more uniform product, than has been heretofore attained.

Having another improvement in a hinged door with inner corrugations, the interior may be opened up to full view for cleaning purposes in a moment.

Because of its free, cool milling qualities it has more capacity with a given amount of power, and grinds with less waste than any other mill.

SPICES, DRUGS, ETC. Grinds oily goods that other mills will not touch and does not loosen the oil, and puts a finish on dry or oily stock that is not approached by any other process.

The goods are not spoiled by heating as with other mills.

The elevated sifter is the best device ever invented. By adjusting one of the eccentric blocks a smooth or jarring action is produced, the latter giving large sifting capacity. The mill with elevated sifter makes the best possible combination for spices, drugs, etc., and takes up very little space.

SUGAR.- All grades turned out by Cox's New Process remain free indefinitely, and in connection with reel makes the best possible combination for grinding sugar. It grinds the whole into a soft, cool icing, positively free from grit and specks, or will make the whole into a mould sugar, and when desired will make a large percentage of Fruit or Bar Sugars free from icing, uniform and fine as wanted, without loss, and in a dustless and automatic manner.

IF YOU ARE IN THE MARKET FOR A GRINDING MILL, ADDRESS THE MANUFACTURER, WM. COX, 26 S. LOCKE ST., HAMILTON, CANADA.

Patented in Canada, United States, Great Britain, Germany, France and Belgium. **Patents are for sale outright** or on **royalty basis.** For descriptive literature and other information address,

WM. COX, Manufacturer, 26 S. Locke St., HAMILTON, CANADA.

Our Agencies

Ph. Richard's BRANDIES

(St. Jean d'Angely, Cognac)

have obtained in France and abroad a deserved reputation for high quality and careful manufacture. They have the approval of the medical profession who value Ph. Richard's Brandies as a tonic of great merit and great purity.

The Madeira and Malaga WINES of Blandy Bros.

are wines of the most excellent quality.

"London Particular"
"Very Superior"
"Specially Selected"
"Pale Sweet" (Blue Label)
"White"

WHISKIES

Mitchell & Co.'s

(Glasgow)

famous **Scotch Whiskies**

"Heather Dew" "Special Reserve"
"Extra Special Liqueur" "Mullmore"

These brands are deservedly popular in Canada. These brands represent, each in its respective class, a product of quality, of uniform strength and mellowness, with an aroma particularly inimitable and pleasing to connoisseurs.

Mitchell Bros. Co., Limited

(Belfast)

"Cruiskeen Lawn"
"Special Old" "Old Imperial"

are unequalled by any other brand. Judges admit their superior high quality, which is always uniformly maintained

GIN

The GIN of POLLEN & ZOON

is unsurpassed in respect to quality. Although sold at same price as other brands it is put up in handsome glass jars, containing ⅛, ¼ and ½ gallon. This drink is healthy and enjoyable; it is an aid to digestion and an appetizer. It is Exquisite!

CHAMPAGNES and SPARKLING WINES

We have in Champagnes and Sparkling Wines a stock to satisfy the tastes of all our customers, both as regards quality and price. Try the following brands and you will re-order.

Champagne "Vve. AMYOT"
(Gold Label, Silver Label)

Champagne "Duc de PIERLAND"

Champagne "CARDINAL"

LAPORTE, MARTIN & CIE.

(ESTABLISHED 1870)

Wholesale Grocers, Tea, Wine and Spirit Merchants,

{Samples and prices on application}

MONTREAL.

{Prompt Shipments Delivery}

Proprietors of registered trade marks "Princess" and "Victoria," for Baking Powders, Jams, Jellies, Teas, Cigars, &c., &c.

Canadian Agents for the celebrated Ceylon Teas of Sir Thos. J. Lipton, London and Ceylon.

A LITTLE NONSENSE

Ignorant of Its Use.

OLD Doctor Miskelli, of the Red Bank neighborhood, was very fond of chewing tobacco, and he was, moreover, a bit careless as to where he expectorated.

On one occasion he had called at the home of Mrs. Simmons, an old lady who believed that cleanliness comes next to godliness. This lady, knowing the spitting proclivities of the doctor, had provided for his use a fancy china cuspidor. The doctor, however, ignored its presence and continued spitting upon the floor of the veranda where they were seated. At the same time Mrs. Simmons kept moving the cuspidor gently into a more and more favorable position for the old gentleman's use.

Finally, becoming exasperated at the queer doings of his hostess, the doctor with some warmth exclaimed :

"Mrs. Simmons, if you don't move that thing I'm going to spit in it !" — Hugh A. C. Walker, in May Lippincott's.

Utterly Impossible.

Uncle Daniel Harmon's pastor was a vigorous temperance advocate. For years and years he had preached to the old man about the virtues of total abstinence, but had never succeeded in convincing his parishioner that it was wisest and best for him to part company with the "cussid stuff." At last one day, after long persuasion, the minister managed to extract from the old man a promise that he would not drink another drop. The Saturday night following the day on which this promise was obtained the parson met Uncle Dan on the street with a basket of groceries in one hand and a tell-tale "little brown jug" in the other."

"What you got in dat jug, Uncle Dan ?" asked the parson.

"It's liquor!" exclaimed the old man; "it's liquor. It sho' is liquor, an' I ain't gwinetah lie 'bout it."

"Whose liquor is it?" inquired the minister.

"It b'longs to me an' Deacon Walkah —me an' Deacon Walkah, sah," said Uncle Dan, looking the questioner straight in the eye.

"Bruddah Harmon, you ain't forgot yo' promus so soon, is you?" asked Rev. Mickins. Uncle Dan made no reply.

"Set dat jug down—set it right down," commanded the parson, "an' po' dat whisky right out on de groun'!"

The old man put the basket and the jug down. Then, straightening up, he said :

"Bruddah Pastah, you knows I tries to 'bey you in ev'yt'ing—I sho' do; but I don't think you'd want me to follah yo' ordahs in dis mattah ef I tol' you it would cause me to treat Deacon Walkah wrong."

"I don't see," protested the preacher, "how you'd be treatin' Deacon Walkah wrong by po'in out dat liquor."

"Ain't I done tol' you," explained Uncle Dan, "dat me an' Deacon Walkah went 'in cahoots' in buyin' dis liquor—dat ha'f uv it b'longs to him an' de uddah ha'f b'longs to me ?"

"Dat's so," said Rev. Mickins, "dat's so, Uncle Dan; well, den, you po' out yo' ha'f—I reckin you kin do dat !"

"Dat's onpossible," said Uncle Dan, "dat's onpossible; I can't po' out my ha'f 'dout po'in' out Deacon Walkah's ha'f."

"How's dat ?" asked the preacher. "How's dat ?"

"Cause," said the old man, "Deacon Walkah's ha'f's on top, an' mine at de bottom!"—Silas Xavier Floyd, in May Lippincott's.

The Scruples of M.P.'s.

The House of Commons is a terrible place for unexpected shocks (says S. L. H. in the current Bystander). Of all men there, the last I should have suspected of being a revolutionary is Mr. Bousfield. He is a Conservative, a King's Counsel, an Associate of the Institute of Civil Engineers, and the vice-president of a gold club. Moreover, he looks respectable enough for all this and much more. And yet Mr. Bousfield the other day stood up in his place and proposed that troy weight and apothecaries weight should be abolished ! I am glad to be able to add, for the sake of the reputation of Parliament, that the insidious proposal was resisted, for Sir George Christopher Trout Bartley instantly detected the thin end of the wedge, and he sounded an alarm. He did well—for what is the first thing one learns in the table of Apothecaries Weight? It is this valuable and helpful truth : "Twenty grains make one scruple." Are we to abandon our scruples? I. for one, say "No," not even though twenty general elections were at hand. There are men on both sides of the house who would die in the last ditch rather than embark upon a policy so unscrupulous.

TRADE WITH TRINIDAD.

TRADE with the British West Indies seems to be occupying the attention of Canadians at present. The Montreal branch of the Canadian Manufacturers' Association, at its last regular meeting, gave a good deal of attention to the promotion of trade between Canada and Trinidad. Following up an old resolution which had been passed by the Chamber of Commerce at Port of Spain, Trinidad, in 1900, with a view to the negotiation for a reciprocal tariff arrangement with Canada, which fell through, the committee made a new move. They decided to recommend to the executive council that this action of the Port of Spain Chamber of Commerce be endorsed, and that the Canadian Government be asked to sympathize with and support the movement; further, that the Hon. R. H. McCarthy, collector of customs at Part of Spain, who is a warm and capable advocate of trade relations between Canada and the Indies, should be invited to attend the next annual convention of the association, which will be held in Montreal in September next.

The opinion of the manufacturers seems to be that it was important to secure tariff preference in the West Indies and British Guiana, where there were such large consumers of food products and manufactured goods, such as Canada produced. The matter was referred to the Parliamentary Committee of the Executive Council, with the request that it be taken up with the Dominion Government.

The delegation sent to Quebec to oppose certain clauses in the city bill, reported that the clauses to license the stores and cellars of varnish dealers and to tax manufacturers of varnish and three-horse vehicles, had been struck out. The following resolution was communicated to the Government: "At the special meeting of the Montreal branch of the executive of the Canadian Manufacturers' Association, held in Montreal in May, it was unanimously decided to request your honorable Government in the interests of commercialism in the Province of Quebec, and Canada as a whole, to reconsider your decision to license extra provincial commercial corporations and joint stock companies."

ENLARGING FACTORY.

Paulin, Chambers & Co, Ltd., manufacturers of biscuits and confectionery, are now adding two more storeys to their factory and warehouse on Ross street, Winnipeg.

STATISTICS

are generally considered dry, BUT, DID IT OCCUR TO YOU when I published in a recent issue of this paper my **imports** for

January and **February** (this year)

885,586 lbs. Tea

(About 50 Carloads)

that this is almost enough Tea to supply

ONE TWENTIETH

of the population of Canada

for one year.

RED ROSE TEA is good tea, that's why I have to import so much.

T. H. ESTABROOKS,

ST. JOHN ❦ TORONTO ❦ WINNIPEG

THE W. H. WILSON CO., LIMITED

MANUFACTURERS OF

HIGH-GRADE VINEGAR, REFINED CIDER AND EVAPORATED APPLES.

Tillsonburg, - - Canada.

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Household Brushes of all kinds.

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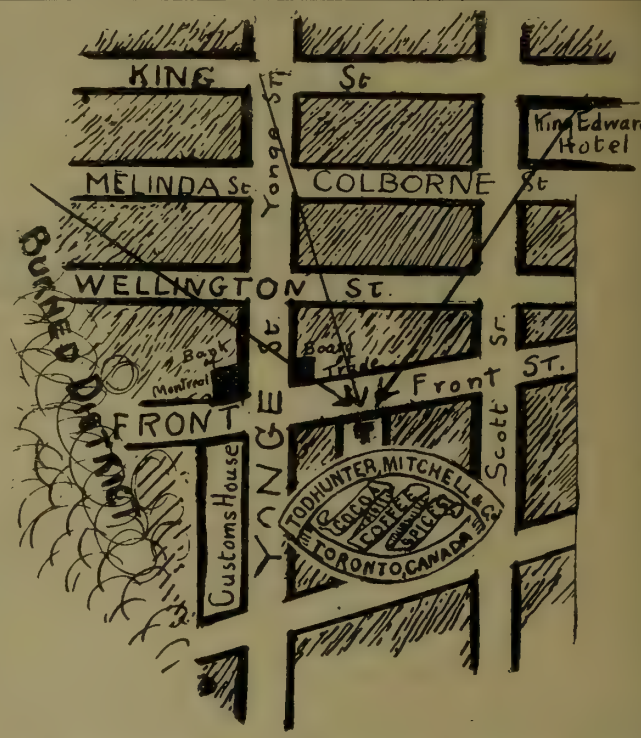

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First Quality Only. Correspondence Solicited.

THE INGERSOLL CANNING AND PRESERVING CO., LIMITED,

Ingersoll, Canada.

Fresh and Cured Fish

The Fisheries of Canada.

THE fisheries of Canada are the most extensive in the world, extending practically all over the immense line of sea-coast, besides innumerable lakes and rivers. The eastern sea-coast of the Maritime Provinces, from the Bay of Fundy to the Straits of Belle Isle, covers a distance of 5,600 miles, while the western sea-coast of British Columbia is reckoned at 7,180 miles; the fresh water area of that part of the Great Lakes belonging to Canada is computed at 72,700 square miles, not including the numerous lakes of Manitoba and the Northwest Territories, all of which are stocked with excellent species of fish.

To better demonstrate the importance of the fisheries of Canada it is only necessary to give the enormous aggregate value of the five principal commercial fish caught in Canadian waters since 1869, namely, cod, salmon, lobsters, herrings and mackerel, which reaches the stupendous figure of $377,949,339. Of this amount, one-third is represented by cod, which to the value of $125,200,083 have been extracted from Canadian waters; salmon come second, with a little over $74,000,000 worth.

While the value of the annual catches fluctuates a good deal, the Canadian fisheries' industry has shown a continual steady growth. The hauls of 1903 aggregated $21,959,433, despite a falling off of almost three million dollars in the British Columbia salmon trade, and a general decrease in every province as compared with the previous year, when the catch reached a total of nearly $26,000,000.

Every province in Canada is interested in the fish industry, owing to the number of great lakes, but, of course, the trade is comparatively small in the fresh water fisheries. Yet, Prince Edward Island is the only province whose annual catch does not exceed a million dollars. The extreme eastern province, Nova Scotia, leads, with $7,351,753, while the farthest west province, British Columbia, follows with $5,284,824; then comes New Brunswick with $3,912,514, and Quebec with $2,059,175. Ontario's catch only amounts to $1,265,706—all fresh water fish.

In 1903, despite the poor season, salmon headed the list in value, with $4,335,039, cod being a close second, with $4,028,788, and lobsters $3,133,737. The value of the Caandian oyster crop was only $155,168—a decrease of nearly $25,000 from the previous year. Another very important fishery, the herring industry, showed a decrease of $142,296, yet its value was $1,723,098.

The deep shore and inland fisheries on the Atlantic extend from the Bay of Fundy to Labrador. The chief catch is of cod, mackerel, haddock, halibut, herring, lobster, oyster, seal, and white whale. The principal fisheries on the Pacific coast are the salmon fisheries of British Columbia. Besides salmon, however, there is a great variety of other good fishes, such as halibut, anchovy, herring and smelt. The caviare industry has been developed recently, and whale, shark and oyster fisheries also exist. In addition to this nearly $500,000 worth of sealskins are taken in the open season. In the great lakes and their tributaries whitefish, trout, herring, sturgeon, pickerel, pike, bass and maskinonge are found. In the lakes of Manitoba and the Great Northwest most of the fish just named are found. The caviare industry also is growing. The fish production of these regions in 1902 was $1,000,000 worth. Hudson Bay and the coast waters from Ungava to Mackenzie River are the richest whaling grounds of the world. Walrus and many valuable fish, such as sea trout, salmon and cod are found in these waters, while the extreme northern rivers and lakes teem with inconnu, pike and sturgeon.

It goes almost without saying that the Canadian export trade in fish is a very large and an increasingly important item. In 1903 Canada exported $11,800,184 worth of codfish, herring, lobsters, mackerel, salmon and other fishery products, as against $8,743,050 ten years ago. Of the total exportations Great Britain got $3,904,793 worth in 1903; the United States came next with $3,760,266 worth, while other countries got $4,135,125 worth.

Cheap Fish From Gaspe.

SOME very interesting information has come to hand concerning the Canadian fresh fish trade and the possibility of supplying Montreal and Toronto with cheaper and better fish from the Gaspe coast than is now procured from Portland and other American points. At present Gaspe fishermen receive only $1.80 or $1.90 per draft of 230 pounds of green or fresh codfish, split, cleaned and minus the heads, which requires about 300 lbs. of freshly caught fish. Now, at the usual prices paid in Montreal for Portland fish, the amount realized for the quantity now selling at $1.80 to $1.90 would be $20. Lobsters, which sell on the Gaspe coast for $1.70 to $2 per 100 lbs., sell in Montreal and Toronto for from $8 to $10.

It is also pointed out that the Gaspe fishermen would be only too glad to obtain half the price of seven to eight cents per pound paid in Quebec and Montreal for haddock. It is hoped that all this will be changed when the short line of railway is built through the interior of the Gaspe peninsula. In the meantime it is suggested that Quebec, Montreal and Toronto could even now obtain large quantities of cheaper, better and fresher fish from the Baie des Chaleurs and the Gaspe coast if the subsidized steamer on the Baie des Chaleurs route should run only between Gaspe and the present terminus of the Baie des Chaleurs Railway at New Carlisle, instead of to Dalhousie. This would enable it to make three trips to Gaspe a week instead of two, and to place fresh fish from Gaspe almost as quickly, and much more cheaply, in Quebec and Montreal than the fish now brought from Portland, while a great boon would also be conferred upon the fishermen of the Gaspe coast.

Waste of Fish.

It is reported that there has been a great waste of fish in Lake Scugog, Ont., during the past Winter, owing largely, it is thought, to the severity of he weather. Early in the season the water became very low, and when the cold weather came the lake froze to the bottom, naturally killing the fish.

Gossip About Ourselves

MISS E. CORA HIND, who has for some years been our Winnipeg correspondent, has been compelled through pressure of other duties to resign her position. We regret this exceedingly, as Miss Hind was a clever correspondent and gave general satisfaction. Miss Hind is one of the best known newspaper women in the west, and we hope that even greater success is assured for her in the future than has been her lot in the past.

* * *

Whenever you are in any of the cities where our offices are situated, come in and see us. We are always at home to our readers. If we can be of any service to you in any way while you are in our city, we would be only too happy to avail ourselves of the opportunity. Don't forget, our staff is at your disposal and the "Welcome" sign is always over the door.

* * *

We are pleased to note the growing interest taken in The Grocer by our good friends the commercial travelers. These shrewd men of business are not slow to recognize the fact that the merchants who are readers of an up-to-date trade paper are the biggest buyers of goods. We teach the merchants how to sell more goods, and if they sell more, it stands to reason they will buy more. Many travelers, with the endorsation of the houses they represent, not only put in a good word for The Grocer, but often send us in the names of new subscribers. One such friend, in writing in to us, says: "I do what I can towards getting subscriptions for you, though as far as I can see your paper is to be found in most stores of any consequence."

* * *

One of the evidences of the growth of The Grocer is to be seen in the fact that in our bindery department we have been compelled to put in a stitching machine with a capacity one-third greater than that of any machines which we previously had in our office. This is an evidence of the growing time which The Grocer is experiencing. We have also been compelled to increase our editorial and advertising staffs as well, so that in both men and machines the rapid growth of The Grocer is illustrated. The Grocer is bigger and better to-day than it ever was and at no time in the history of the paper were so many encomiums received from our subscribers and advertisers as at present.

* * *

The progressiveness of the French Canadian merchant is becoming daily more and more evident. Not only do the majority of them speak and read English as well as the merchants of Ontario or any other province, but they like to do so. They feel a natural pride in being familiar with the English tongue, just as anyone does who is able to speak or read a foreign language, and especially so as it is of great advantage in their business.

* * *

Our canvassers in Quebec not only meet with a cordial reception but they find the merchants there gladly become subscribers to papers which they find helpful in up-to-date business methods. It is not surprising therefore that The Grocer is now read extensively by enterprising French Canadian merchants.

* * *

Nor is Lower Canada the only place where The Grocer is read eagerly every week. Our circulation in the great Northwest is limited only by the growth of the development of the country. Our subscription canvassers are keeping close tab on every new place of business opened up and rarely fail to obtain a new subscriber.

* * *

A careful comparison with late issues of the mercantile reports shows several more names on our lists than the agencies give as being in business.

* * *

To merchants in this scattered country where commercial travelers are not so numerous, a good trade paper is looked upon as a necessity to their business and they subscribe accordingly.

* * *

One of our subscription men, Mr. Alex. Wales, is now on his regular trip covering Ontario. He has been authorized not to refuse any money, so you will feel quite safe in paying your subscription to him. He will also be glad of any new names you can tell him of.

* * *

The offices of The Grocer in Montreal have been greatly enlarged and improved lately to make room for additions to the staff. The floor space has been more than doubled, neat partitions dividing the various departments, while a cosy reception room is being fitted up for the use of our friends. Tables and writing materials, and access to latest trade publications of all sorts are here placed at the disposal of any of our visitors in the trade, who will be made heartily welcome. Information is also cheerfully furnished on any trade subject. Come and see us any time you are in Montreal.

EXTENDING BUSINESS.

D. RATTRAY & SONS, commission merchants, of Quebec, have opened an office at 110 Coristine Building, Montreal, from where they will direct their import and export business. The Montreal office will be managed by Mr. D. J. Rattray, who has just returned from an extended European trip, during which he visited the principal cities in England, Scotland, Belgium, Holland, Denmark, Germany, Austria-Hungary, Greece, Sicily, Italy, France and Spain, meeting their connections already established and making new ones. In establishing new connections Mr. Rattray took particular care to assure himself of the responsibility of the different firms, and although some of the shippers may be unknown to the trade, there is no doubt that any orders confided to them will be filled with care as to quality and every other particular.

Amongst the firms represented by D. Rattray & Sons might be mentioned the Salt Union Ltd., of England; Armour & Co., Chicago; John Walker & Co., sugar refiners, Scotland; A. T. Zini, Patras, Greece; Jose Reira, Denia, Spain; Albert Dickinson Seed Co., Chicago; Australian Meat Co., England and Australia; Juan Llopis, Reus, Spain; A. Russo & Co., Sicily, filberts; DaCosta & Co., Barbadoes, molasses and sugars; Machonochie Bros., Ltd., London, Eng., etc., etc. For most of these firms they are sole Canadian agents, while others are represented for specified districts. They confine their business to the wholesale grocery, provision and drug trades exclusively, and we have no doubt it would be in buyers' interests to communicate with D. Rattray & Sons for quotations on imported sugars, rices, dried fruits, etc, before ordering elsewhere.

In addition to lines mentioned above they are large exporters from Quebec of local products, such as maple sugar, balsam, seal, whale and cod oils, pickled fish, etc., etc.

HENRY WARD BEECHER

never appeared at his best unless fortified with a cup of good coffee. His lecture manager gives an amusing account of their ingenious efforts to get good coffee for the great preacher just before each lecture, and states that there was a marked difference between Mr. Beecher's lectures **with** coffee, and those **without.**

It is easy to get **the best,** by simply ordering the **famous**

Chase & Sanborn's Coffees.

"SEAL BRAND"
In 1-lb. and 2-lb. Tin Cans (air tight).
Other high grades in richly colored parchment bags (moisture proof).

SEND BACK TO US EVERY POUND OF "SALADA"

Ceylon Tea you have in stock, if it's not giving you better satisfaction than any other Tea you ever handled. We will pay the freight. No Grocer need have any "dead stock" of "SALADA" in his store. There are enough "DEAD ONES."

"SALADA," Toronto and Montreal.

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D. RATTRAY & SONS

CANADIAN AGENTS.

110 Dalhousie St., QUEBEC. 110 Coristine Bldg., MONTREAL.

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

Toronto, May 19, 1904.

Groceries.

THE grocery trade during the week under review cannot be said to have been more than fair. Navigation has opened and shipments billed for upper lake ports will be completed this week. One reason assigned for the general slackness in trade is that farmers are too busily engaged in their Spring operations to do trading to any extent. The situation, however, is not abnormal, trade being usually quiet at this time of the year. Collections are only fair. Sugar is firm and has advanced 5c all round since last quotations. Canned goods are firm and in brisk demand, particularly canned fruits and preserves, while beans are scarce. The molasses and syrup markets are strong, with supplies comparatively scarce, and New Orleans tending to show an advance. The tea market is quiet, with low grade Indians and Ceylons dearer as a result of the increased tea duty and not available locally at the present time. Coffee continues steady with the exception of Rios, which are still exceptionally high, with very little trade doing. The spice market is quiet, with a slight advance reported in cloves and another expected in ginger. The only feature in foreign dried fruits is the unfavorable report that has come to hand concerning the coming crop of Oregon prunes.

CANNED GOODS.

Trade in canned goods continues steady, with firm prices ruling, the tendency being, if anything, toward a quieter market. Corn and peas are particularly firm and in brisk demand. There is also a big demand for canned fruits and preserves. Stocks of canned lobsters are almost exhausted, and the new supply will not arrive until next month. Beans in 2-lb. sizes are practically exhausted. A new variety of waxed beans, put up in 1 1-2-lb. tins, has appeared on the market. These goods come in cases of 100 tins, and are put up like French goods. A novelty in the canned goods market is California ripe olives, which are seen this week for the first time. The flavor of the ripe olive is somewhat similar to that of the green article, only it has an additional rich nutty flavor and the fruit is full of olive oil. We quote the following prices:

Apples, 3's	....	0 90
" gallons	....	2 20
Asparagus	....	3 50
Beets, 2's	....	0 90
Beets, 3's	....	1 00
Blackberries, 2's	1 50	1 70
Beans, 2's	0 90	1 10
Corn, 2's	....	1 20
Cherries, red, pitted, 2's	....	2 20
" white	....	2 40
Peas, 2's	0 97½	1 45
Pears, 2's	1 45	1 60
" 3's	1 90	2 10
Pineapples, 1½'s	1 50	1 60
" 2's	1 80	2 00
" 3's	2 25	2 40
Peaches, 2's	1 55	1 70
" 3's	2 45	2 60
Plums, green gages, 2's	1 10	1 40
" Lombard	1 00	1 30
" Damson, blue	0 95	1 25
Pumpkins, 3's	....	0 95
" gallon	....	2 50
Rhubarb, 3's	....	1 80
Raspberries, 2's	1 40	1 60
Strawberries, 2's	1 40	1 60
Succotash, 2's	....	1 00
Tomatoes, 3's	....	1 12
Lobster, talls	....	3 35
" 1-lb. flats	3 50	3 70
" ½-lb. flats	1 90	2 00
Mackerel	1 00	1 25
Salmon, sockeye, Fraser	....	1 75
" " Northern	1 65	1 75
" Cohoes	....	1 15
Chums	0 95	1 00
Sardines, Sportsman ¼'s	....	0 15
" ½'s	....	0 23
" Portugese ¼'s	0 08	0 10
" P. & C., ¼s	0 25	0 27
" P. & C., ½'s	0 35	0 38
" Domestic, ¼'s	0 03½	0 04
" " ½'s	0 09	0 11
" Mustard, ¼ size, cases 50 tins, per 100	8 00	9 00
Haddies	....	1 00
Kippered herrings, domestic	....	1 00
" " imported	1 45	1 55
Herrings in tomato sauce, domestic	1 00	1 10
" " " imported	1 45	1 55

SUGAR.

The sugar market has put on further strength during the past week, and there have been considerable sales of raw sugars at prices recording an advance of fully 3-32. At the close of the week the Arbuckle refinery purchased from 125,000 to 140,000 bags of Cubans on a basis of 2 1-2c for 95 test, which is equivalent to a duty-paid price of $3.87 for 96 test. Following this large business, the market has assumed a quieter phase, although the firmness is fully maintained. Refiners are naturally indifferent buyers, especially of near-by sugars, but sellers are not pressing sugar for sales, and are holding for a further 1-16c advance. Business would be possible at 2 1-2c, c and f, for basis 95, but at this there are no sellers. We hear of sales in Cuba to dealers there at prices equal to 2 5-8c, c. and f., New York, for basis 96, and it seems as if these prices would be realized in the near future.

Europe has made further advances, and 88 per cent. beet is now quoted at 9s 3 3-4d for both May-June shipment. It is believed that U. S. refiners will soon have to enter European markets in proportion as available supplies of Cubans become more restricted, in which event the market will move to a still higher level. Refiners' requirements for meltings until October 1 are estimated at 840,000 tons, and of this probably 365,000 tons will be from Cuba, 335,000 tons from the Sandwich Islands, Porto Rico, the Philippines, the West Indies and jobbers. To these estimated receipts of 700,000 tons add total stock in U. S. four ports, May 12, of 201,988 tons, thus giving an estimated supply of 901,988 tons. Refiners' working stock on October 1 should be at least 150,000 tons, which would leave a balance available of 751,988 tons; this deducted from estimated requirements would leave a deficiency of 88,012 tons to be obtained principally from Java and Europe. These figures are culled from Willett's & Gray's weekly circular of May 12, and those of Cuban estimates are based on total production of 1,130,000 tons. Should the crop turn out short of this, the above deficiency will have to be correspondingly increased. By some it is believed that this year's Cuban crop will barely exceed that of last year, which was 998,878 tons.

There is a very strong undertone to the market, and indications are favorable to sellers. Receipts at U. S. Atlantic ports for the week ending May 12 were 52,669 tons, with meltings 39,000 tons, leaving a total stock in all hands of 201,998 tons. Combined stocks of United States and Cuba for the same week show a decrease, as compared with the corresponding week last year, of 203,573 tons, and there are further indications that the Cuban campaign is being rapidly brought to a close, fifteen central factories having closed down during the week under review, making a total of forty-two centrals which have ceased operations for the season.

Combined stocks of Europe and America at latest uneven dates were 3,245,988 tons, a decrease of 192,280 tons, as compared with the same time last year.

The refined market has responded to the strength of raws and on Monday, May 15, all American refiners advanced prices 5c per hundred pounds; this was anticipated by Canadian refiners, who advanced the list on the previous Saturday afternoon, and we revise quotations acordingly. There is a general desire for anticipated requirements, and in view of the outlook, this would seem to be only wise.

Paris lumps, in 50-lb. boxes	5 08
" in 100-lb. "	4 98
St. Lawrence granulated	4 43
Redpath's granulated	4 43
Acadia granulated	4 38
Berlin granulated	4 33
Domestic beet, granulated, 1902	4 13
Phoenix	4 33
Bright coffee	4 23
Bright yellow	4 18
No. 3 yellow	4 13
No. 2 "	3 93
No. 1 "	3 83

Granulated and yellow, 100-lb. bags, 10c. less than bbls.

SYRUPS AND MOLASSES.

The syrup and molasses market is in a peculiar position this week. There is very little New Orleans molasses on the market, and the usual West Indian stocks have not arrived, leaving supplies of West Indian which might serve as a substitute for the time being very scarce. Prices quoted on New Orleans are firm, and another advance is predicted in the early future. One or two sales of New Orleans are reported on the street for the week under review, the test, however, barring their im-

portation on a big scale. With New Orleans molasses in such small compass in the local markets for any considerable time the price of cheaper biscuit products is certain to become enhanced. We quote the following prices:

Syrups—		
Dark	....	....
Medium	0 30	0 32
Bright	0 35	0 37
Corn syrup, bbl., per lb.	....	0 02½
" ½-bbls "	....	0 02¾
" kegs "	....	0 03
" 3 gal. pails, each	....	1 30
" 2 gal. "	....	0 90
" 2-lb. tins (in 2 doz. case) per case	....	1 90
" 5-lb. " (in 1 ") "	....	2 35
" 10-lb. " (in ½ ") "	....	2 25
" 20-lb. " (in ¼ ") "	....	2 10
Molasses—		
New Orleans, medium	0 25	0 30
" " ½ bbls	0 27	0 32
" open kettle	0 45	0 50
Barbadoes	0 35	0 40
Porto Rico	0 36	0 40
West Indian	0 32	0 35
Maple syrup—		
Imperial qts	....	0 27½
1-gal. cans	0 95	1 00
5-gal. cans, per gal	....	1 00
Barrels, per gal	....	0 75
5-gal. Imp. brand, per can	....	4 50
1-gal. " per case	....	5 10
½-gal. " "	....	5 60
Qts. " "	....	6 00

TEAS.

The tea market continues steady and quiet at firm prices, low grade teas being particularly firm. All teas are in fair demand and fairly good volume. No low priced Indians or Ceylons are to be bought at the present time, the lowest price being 16c.

Latest London reports say that sales for Indians have passed with fair demand and little change to note. Up to 7d the recent advance was well maintained, but above this price there was some irregularity and an easier market. Pekoes from 7d to 7 1-2d were in comparatively large supply and mostly tended in buyers' favor, as did broken Pekoes from 8 to 9d. Fine tippy lines of this grade, however, kept firm. The position continues to gain in strength, stocks of all black tea now standing at 78,000,000 lbs., no less than 9,000,000 lbs. below what it was a year ago.

Telegrams from Calcutta say entries for export to the United Kingdom for April were 111,000 lbs., whereas during the same month in 1903 they were 243,000 lbs. Immediate crop prospects on the whole are reported fair, but April has mostly cleared with poor outturn.

In Ceylon, bidding has been strong, with prices generally showing a hardening tendency for common to fair kinds, while for standard and finest, rather dearer rates were paid. Medium Pekoes sold especially well, but broken Pekoes ruled rather irregularly. The average price was 8d per lb., as against 7 3-4d in 1903.

Colombo telegrams give shipments to Great Britain during April at 9,500,000 lbs. and estimates for the current month at 10,000,000 to 10,500,000 lbs. In May last the exports amounted to 10,250,000 lbs.

Clearances of all teas from London warehouses on which duty had been paid were: April 1—30, 1904, 19,970,746 lbs., as against 18,580,197 lbs. a year ago.

Regarding the possible effect of the increased duty on tea, according to London reports, there can be little doubt that the necessary higher retail costs will act as a check on, or even cause a reduction in, the rate of increase of consumption shown in recent years, because this will be the first observed advance in retail prices during modern times. However, if producers show moderation in plucking and the outlets other than the United Kingdom continue to expand as of late, there should be little fear of any fall in the average public sale value of tea in London markets.

An uncertain element in the position is the tendency recently shown to revert to the use of China tea. The general consuming public have ceased to care for China tea, which cannot under ordinary circumstances now form a large percentage of blends. Its presence, however, in the country in any serious volume could not fail to have a lowering effect upon prices of Indian and Ceylon teas. Our quotations are as follows:

Congou—half-chests, Kaisow, Moning,	0 12	0 60
caddies, Pakling	0 19	0 50
Indian—Darjeelings	0 35	0 55
Assam Pekoes	0 20	0 40
Pekoe Souchongs	0 17	0 25
Ceylon—Broken Pekoes	0 36	0 42
Pekoes	0 22	0 30
Pekoe Souchong	0 18	0 25
China Greens—Gunpowder, cases, extra firsts	0 42	0 50
" half-chests, ordinary firsts	0 22	0 28
Young Hyson, cases, sifted, extra firsts	0 42	0 50
" cases, small leaf, firsts	0 35	0 40
" half-chests, ordinary firsts	0 28	0 38
" " seconds	....	0 23
" " thirds	0 16	0 18
" " common	....	0 15
Pingsueys—Young Hyson, ½-chests, firsts	0 28	0 32
" seconds	0 18	0 19
" half-boxes, firsts	0 28	0 32
Japan—½ chests, finests May pickings	0 38	0 40
Choice	0 33	0 37
Finest	0 30	0 32
Fine	0 27	0 30
Good medium	0 25	0 28
Medium	0 21	0 23
Good common	....	0 20
Common	....	0 19

COFFEES.

The coffee market continues steady at firm prices, with the exception of Rios. Prices quoted in primary markets are higher than New York quotations and as a result trade is very slow. The world's visible supply of coffee has increased materially within the past few weeks, there being now sufficient Rio, Maracaibo and Santos in sight to last twelve months, which would seem to indicate that the price of Rios must become easier. Speculators are largely responsible for the present situation of Rios, but the opinion is expressed that much further bulling the market will be at their risk. We quote the following prices:

	Per lb.
Green Rios, No. 7	0 08¼
" " No. 6	0 08¾
" " No. 5	0 08¾
" " No. 4	0 08¼
" " No. 3	0 09 0 09
" Mocha	0 21 0 25
" Java	0 22 0 35
" Santos	0 10 0 12
" Plantation Ceylon	0 26 0 35
" Porto Rico	0 22 0 25
" Guatemala	0 22 0 25
" Jamaica	0 15 0 20
" Maracaibo	0 16 0 23

RICE AND TAPIOCA.

The rice and tapioca market continues healthy at quotation prices. The season for rice shipments is almost here, which may have some effect on the market. Tapioca is reported to be easier. We quote the following prices:

	Per lb.		Per lb.
Rice, stand. B	.... 0 03¾	Tapioca, staple	0 03½ 0 03¾
Patna	0 05 0 05½	" double goat	.... 0 04¼
Japan	0 06 0 07	Carolina rice	.... 0 10
Sago	0 03½ 0 04		

SPICES.

The spice market continues quiet and has eased somewhat since last week. A slight advance is reported in cloves. An advance in ginger is expected. Our quotations are as follows:

	Per lb.		Per lb.
Peppers, blk	0 18 0 19	Cloves, whole	0 25 0 35
" white	0 23 0 27	Cream of tartar	0 25 0 30
Ginger	0 18 0 25	Allspice	0 14 0 17

Foreign Dried Fruits.

The foreign dried fruit market is quiet and last week's prices continue unchanged. Advices from Oregon State say that the crops of Italian prunes have been almost entirely destroyed, with the exception of those grown in upland orchards. The yield is likely to be reduced to a very small minimum. Most of the growers place the estimate at one-quarter the regular crop. Our quotations are as follows:

PRUNES.

	Per lb.		Per lb.
100-110s	0 04 0 04½	60-70s	0 06¾ 0 07
90-100s	0 05 0 05½	50-60s	0 07 0 07½
80-90s	0 05½ 0 05½	40-50s	0 07¾ 0 08
70-80s	0 06 0 06½	30-40s	0 08½ 0 08¾

CANDIED PEELS.

	Per lb.		Per lb.
Lemon	0 10 0 12½	Citron	0 15 0 18
Orange	0 11 0 13		

FIGS.

	Per lb.		Per lb.
Tapnets	.... 0 03¾	Elemes	0 09 0 20
Naturals	0 06½ 0 09½		

APRICOTS.

	Per lb.
Californian evaporated	0 12½ 0 15

PEACHES.

	Per lb.
Californian evaporated	0 08½ 0 12

CURRANTS.

	Per lb.		Per lb.
Fine Filiatras	0 04¾ up	Vostizzas	0 07 0 08
Patras	0 06 0 06½		

RAISINS.

	Per lb.
Valencia, fine off-stalk	06½ 0 06½
" selected	0 07 0 07½
" selected layers	0 07½ 0 09
Sultana	0 06½ 0 10
Californian seeded, 12-oz	0 08½ 0 09
" " 1-lb. boxes	0 10½ 0 11
" unseeded, 2-crown	.... 0 07½
" " 3-crown	0 08 0 08½
" " 4-crown	0 09 0 10

DATES.

	Per lb.		Per lb.
Hallowees	0 03½ 0 04	Fards	0 08¾ 0 09
Saire	0 03¼ 0 03½		

FOREIGN NUTS.

The demand for foreign nuts, especially peanuts, continues good. Spanish peanuts, which appeared on the market last week, have taken particularly well with the trade, the kernel being full and of fine flavor. We quote the following prices:

Peanuts, green, per lb	0 10 0 11
" roasted "	0 11 0 12
" Spanish, green, per lb	.... 0 09
" " roasted, "	.... 0 10
Almonds, Tarragona, per lb	.... 0 12
Walnuts, Grenoble, "	.... 0 12
" Bordeaux, "	.... 0 12
Filberts, per lb	.... 0 09
Brazils "	.... 0 15
Cocoanuts, Jamaica, per sack	.... 4 25

Country Produce.

EGGS.

Receipts of eggs have been somewhat larger during the week, but not suffi-

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cient to effect prices for the moment. The level is, however, less firm, and another week will doubtless see a falling off. Pickling is being carried on to a small extent in outlying districts, but local dealers will not risk it. The demand is brisk, but at last the supply appears to be outstripping it. Lower prices and pickling cannot be long delayed now. There is still little prospect of short stocks of pickled goods for the cold season. In New York, Chicago and a few other larger cities in the United States, eggs are much more plentiful than they were last year. April was reported very short, but the extra receipts of May have more than made up for it. The prices this week are 14 to 15c, with the former price more frequent than the latter.

APPLES.

A quiet market in evaporated apples is reported, with last week's prices unchanged. Our quotations are as follows:

Evaporated apples, per lb	0 06½

MAPLE SUGAR AND SYRUP.

Trade in maple sugar and syrup continues quiet and steady. Last week's prices remain unchanged. We quote the following prices:

	Per lb.
Maple sugar, 30-lb. boxes	08
" syrup, wine gallon, per tin	0 75
" " imperial gal. per tin	0 90

BEANS.

The bean market is beginning to show some signs of life. As predicted in last week's report, beans have already become firmer, although the change is not sufficient as yet to alter quotations. We quote the following prices:

Beans, mixed, per bush		1 40
" prime, "		1 50
" handpicked, per bush	1 65	1 75
" water-stained "		1 00
" Lima, per lb	0 05½	0 06½

HONEY

The honey market contains no new features for the week. Prices are unchanged and trade is quiet. Current reports regarding the shortage of the coming honey crop owing to the late Winter having killed off a large percentage of the bees, seem to have been well founded. We quote the following prices:

Honey, extracted clover, per lb	0 06½	0 07½
" sections, per doz	1 50	2 00

Fish.

The fish market is becoming more brisk as the season advances, with trout and white fish moving more freely than last week. Mackerel are down 3c in price, while lake trout are 3c easier. Although navigation has opened, supplies of fish from the upper lakes have not begun to come plentifully as yet. Lake herring are on the market for the first time this season. Our quotations are as follows:

Flounders, per lb	0 06
Halibut, "	0 12
Sea salmon, "	0 18
Whitefish, fresh caught, per lb	0 12
Haddock " per lb	0 07
Cod, steak " "	0 08
Perch " "	0 06
Mackerel, fresh, per fish	0 22
Trout, lake, per lb	0 19
Herring, lake, per lb	0 05

Green Fruits.

There has been a brisk demand for green fruits of all descriptions, especially pines, bananas and strawberries, during the week under review. The orange trade has improved during the week, navels being now relied on largely, although desirable sizes are not to be had. Valencias are nearly out of the market; fruit dealers say stocks have not kept particularly well. Stocks of oranges from Verdilli and Messina, Italy, will arrive shortly for the Summer trade. Lemons are in good demand; stocks of November cut lemons will be on the market next week; the first fruit steamer from Mediterranean ports has arrived in Montreal and her cargo of lemons will be sold at auction on Saturday, May 21. These lemons are considered the best Summer lemons available, being cut regularly in November of every year, cured and stored. They are sorted and the finest quality is shipped the following May to America. There has been a marked advance in pineapples owing to increased demand and the fact that arrivals on the local market have been comparatively light during the week under review. Ruling prices for pines in New York are still higher. Florida tomatoes have also shown a considerable advance, the main reason being the fact that it is now between seasons, the Texas crop not having arrived as yet. Strawberries eased 2c during the week, but have again recovered their former strength, so that last week's quotations rule again this week. Our quotations are as follows:

California navels, per box	2 75	3 50
Messina lemons, new, 300's, per box	2 75	3 00
" " 360's, per box	2 25	2 50
Valencia oranges, 420 case	5 00	5 50
Valencias, large, per case	6 00	6 50
Havana pineapples, per crate	3 50	4 00
Bananas, large bunches	1 75	2 25
Bananas, red, per bunch	1 50	2 50
Apples, per bbl		3 00
Almeria grapes, per keg		7 00
Florida tomatoes, per crate	2 50	3 00
Cranberries, Jersey, per bbl		5 50
" Budd's longkeepers		7 00
Limes, per box		1 25
Strawberries, North Carolina, quarts	0 15	0 17

Vegetables.

The vegetable market has been quiet during the week under review. Potatoes are not so scarce as they were, farmers having been able to deliver supplies since the completion of seeding operations. Reports of stocks being used up in the country appear to have been slightly exaggerated, although the fact remains that potatoes are scarce. Canadian onions, red cabbage and beets are out of the market. Parsnips and carrots are now within very small compass. Greenhouse rhubarb has been largely supplanted by out-of-door stuff, and is easier in price. Asparagus and cucumbers are easier in price by 50c and 90c, respectively. Green cabbage and waxed beans are each 75c higher. A brisk demand for green stuff continues. The market for Bermuda and Egyptian onions is fair and quiet, dealers being pretty well stocked. Our quotations are as follows:

Cabbage, per doz	0 75	1 00
Potatoes, per bag	1 25	1 35
Potatoes, per bag, car lots	1 00	1 15
Egyptian onions, per sack	3 00	3 25

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Bermuda onions, per bush crate		2 00
Bunch lettuce, per doz. bunches		0 30
Radishes, per doz. bunches		0 50
Mushrooms, per lb.		0 75
Mint, per doz bunches		0 30
Parsley, " "		0 20
Sage, per doz		0 15
Savoury, per doz		0 15
Carrots, per bag		1 25
Parsnips, per bag		1 25
Artichokes, per bush		1 00
Yellow turnips, per bag	0 35	0 40
Leeks, per doz		0 40
Rhubarb, outdoor, per bundle		0 25
Green onions, per doz	0 10	0 12
Green house water cress, per doz		0 25
Green cucumbers, per bush. hamper	2 50	3 25
Green cucumbers per doz		0 60
Asparagus, green house, per doz	0 75	1 00
Asparagus, American, per box, (of 2 doz.)		1 50
Florida spinach, per bush. hamper	0 75	1 00
Florida new potatoes, per bbl.		6 50
Green peas, per bush.		1 50
" cabbage, per case	2 50	3 00
" beans, per bush.	1 75	2 00
Waxed beans, per bush		3 00

Seeds.

Now that Spring seeding is practically completed, quotations in clover and timothy are withdrawn from the market. This is an unusual season for corn, supplies suitable for seed stocks being scarce and likely to become exhausted earlier than usual. For this reason intending buyers will do well to stock up early. We quote the following prices on corn:

Corn, Dent varieties, per bu. of 56 lbs.	0 85	1 00
" Flint " " "	1 15	1 25

Grain, Flour and Breakfast Foods.

GRAIN.

The wheat market does not exhibit much change for the week, except that Manitoba wheat is higher, Manitoba No. 1 hard being 1c firmer; northern No. 1, 2 1-2c firmer, and northern No. 2, from 3 to 3 1-2c firmer. Oats are 1-2c easier. Our quotations are as follows:

Manitoba wheat, No. 1 hard, per bush, Toronto.	0 97	0 97½
" " Northern No. 1 " "	0 96	0 96½
" " No. 2 " "	0 93	0 93½
Red, per bushel, on track Toronto	0 98	0 99
White " " "	0 98	0 99
Barley " " "	0 46	0 50
Oats " " "	0 35½	0 36
Peas " " "	0 69	0 70
Buckwheat " " "		0 57
Rye, per bushel, " " "	0 64	0 65

FLOUR.

The flour market has been brisk during the week under review, with last week's quotation prices unchanged. Wheat has advanced, but as yet the flour market is unaffected. We quote the following prices:

Manitoba wheat patents, per bbl.	4 75	5 00
Strong bakers "	4 50	4 75
Ontario wheat patents "	4 60	5 00
Straight roller "	4 50	4 60

BREAKFAST FOODS.

The demand for breakfast foods continues healthy at quotation prices. Owing to the milder weather the demand for wheat cereals has increased. We quote the following prices:

Oatmeal, standard and granulated, carlots, on track, per bbl.	5 05
Rolled oats, standard, carlots, per bbl., in bags	4 50
" " " " " in wood	4 75
" " " " for broken lots	4 90
Rolled wheat, per 100-lb. bbl.	3 00
Cornmeal	3 50
Split peas	5 00
Pot barley, in bags	3 75
" in wood	4 00

Hides, Skins and Wool.

The market is lively this week. Sheepskins have gone up 10c, and pulled wools, super, have advanced 2c per lb. Other lines are unchanged. We quote:

HIDES.

No. 1 green, per lb.		0 08
" 2 " "		0 07
" 1 " steers, per lb.		0 08½
" 2 " " "		0 07½
Cured, per lb.		0 08½

CALFSKINS.

Veal skins, No. 1, 6 to 12 lb. inclusive		0 11
" " " 2 " "		0 09
" " " 1 15 to 20 lb "		0 10
" " " 2 " "		0 08
Deacons (dairies), each		0 65
Sheep skins	1 00	1 25
Lamb skins		0 30

WOOL.

Unwashed wool, per lb	0 09½	0 10
Fleece wool, new clip, per lb		0 16
Pulled wools, super, per lb	0 18	0 20½
" " extra "	0 20	0 22

QUEBEC MARKETS.

Montreal, May 19, 1904.

Groceries.

IMPROVEMENT in all lines of groceries has been marked this week. Everything seems to be moving briskly. Some jobbers report, of course, that things are quiet, but all the big merchants are busy and collections have been good all over. The activity of sugar has featured groceries this week, it having advanced another 5c. A larger volume of goods is moving everywhere than last year at this time. There has been a heavy trade in canned goods for future delivery, with perhaps one exception, tomatoes. Spices are in good demand. Tea is quiet and firm. The coffee market in Brazil is reported slightly weaker. To the surprise of most people eggs advanced slightly yesterday and no doubt will remain firm until supplies increase. In dried fruits currants still hold the strong position indicated last week, and from abroad it has been learned there has been a decided advance for good sound fruits. In green fruits great interest is being taken in the two first auction sales of Mediterranean fruits, which take place Thursday and Friday, May 19 and 20. New potatoes are selling comparatively freely at $7.50 a barrel, and asparagus is bringing $1 for very small baskets. The trade in canned goods might be described as quiet. Jobbers have been making extra purchases, anticipating the Summer sea shore and country trade. The disposition would seem to exist amongst buyers to limit purchases to as small a quantity as possible. The scarcity of corn is still commanding considerable attention. In molasses lower prices may be expected. Of course all lower grades are governed by Barbadoes molasses. This crop seems to be in excess of former years; there is, however, a good distributing demand to wholesale houses. From abroad it is reported that lower grades of Muscovado molasses from the east end district of Porto Rico, which have generally come to Canada, are being pressed for sale in the U. S. Regarding coffee, there is a general opinion despite the alarming talk regarding the failure of the crop that very likely there will be plenty of coffee to supply the demand. However, coffee is going to be interesting. All kinds of fish are coming in freely, and prices have fallen considerably. Lake trout is in, and white fish, also dore, brook trout, and dressed bull-heads. Fresh halibut has dropped to 9c.

SUGAR.

Continued strength in the foreign markets for raw beet sugar, coupled with the advance in price for refined in New York, has strengthened prices locally, so much that refiners have marked 5c per hundred advance on all grades. A fair demand has been noted from all sources and a moderatly active business is doing. This places extra granulated at $4.35. We quote:

Granulated, bbls.	$4 35
" ½-bbls	4 50
" bags	4 25
Paris lump, boxes and bbls.	4 85
" ½-boxes and ½-bbls.	4 90
Extra ground, bbls.	4 70
" 50-lb. boxes	4 90
" 25-lb. boxes	5 00
Powdered, bbls	4 50
" 50-lb. boxes	4 65
Phoenix	4 25
Bright coffee	4 15
" yellow	4 10
No. 3 yellow	4 05
No. 2 "	3 85
No. 1 " bbls.	3 75
No. 1 " bags	3 65
Raw Trinidad	3 25
Trinidad crystals	3 35

SYRUPS AND MOLASSES.

The demand has been steady for syrups and molasses, and the prices of the past week have been maintained. Lower grades of the black strap order seem to be scarce, and as early arrivals are expected from Barbadoes, all grades may be expected to weaken. The crop at Barbadoes seems about 75 per cent. larger than that of last year, hence it is only reasonable to expect a weakening of prices. We quote:

Barbadoes, in puncheons		0 27
" in barrels		0 29½
" in half-barrels		0 30½
New Orleans	0 22	0 35
Antigua		0 37
Porto Rico	0 45	0 48
Corn syrups, bbls.		0 02½
" ½-bbls.	0 02½	0 03
" ¼-bbls.		0 03
" 38½-lb. pails		1 30
" 25-lb. pails		0 90
Bbls., per 100 lb.		2 75
½-bbls. "		2 75
Kegs "		3 00
Cases, 2-lb. tins, 2 doz. per case		1 90
" 5-lb. " 1 doz. "		2 35
" 10-lb. " ½ doz. "		2 25
" 20-lb. " ¼ doz. "		2 10

COFFEE.

Coffee is still interesting and the same uneasiness is felt in the market. From Brazil reports point to poor crops. Receipts at Santos are reported larger than anticipated. The last estimates of the next Java crops, as reported by Jas. Cook & Co., of London, Englan are as follows: "Government (Java) 66,000 piculs; (Liberian) 15,000 piculs; private (Java) 132,000 piculs; private (Liberian) 120,000 piculs." Reports show that at Rio and Santos stocks are a trifle larger than at the same date last year, and are daily showing a decrease. In Europe stocks seem to be about equal to the same date last year. Deliveries have been small for about three months past. Experts report that buyers will be wise who have a full stock of good roasting coffee bought before the crop of 1904-05 arrives, and the probabilities are that such stock will be found very desirable property. We quote:

Good cucutas	0 10	0 10½
Choice "	0 11½	0 12½
Jamaica coffee	0 10½	0 11
Java	0 18	0 22
Mocha	0 16	0 19
Rio	0 08	0 09

TEA.

Tea is steady and quiet, but interesting. Little trade has been done in an

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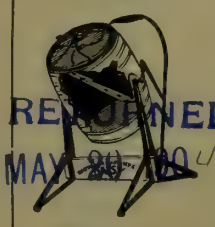

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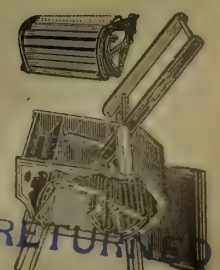

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600 York Street, LONDON, ONT., CANADA.

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CHAS. F. CLARK, President. CHAS. L. BECKWITH, Secretary.

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DWIGHT'S COW BRAND

SODA

SAL-SODA, SALERATUS

LOW PRICE. ESTABLISHED

LARGE PACKAGE. 50 YEARS.

To avoid disappointment, insist upon having COW BRAND in original packages, and don't be put off with cheap, inferior substitutions.

John Dwight & Co., Toronto.

SEND ADDRESS FOR COW BRAND COOK BOOKS—FREE

invoice way, yet there has been a constant demand from wholesale grocers and tea jobbers for small purchases for immediate requirements. The consumption throughout the country is steady in almost every section, and stocks held are not large. The general feeling is that there is a healthy outlook for tea. The cables from Japan and China point out that prices will be normal, and the war is not likely to affect the shipments of tea. Indian teas still remain with a strong tone, although no definite quotable change can be reported for any particular grade. Ceylons are strongly in sympathy with the position of Indian teas, with a slightly weaker tendency, yet the low stocks reported from abroad of Ceylon tea would indicate a very strong position. Shipments from Colombo are still on a very moderate scale and deliveries are said to be in excess of the imports. We quote :

Good to medium Japans	0 18	0 24
Fine to choice Japans	0 25	0 35
Ceylon greens	0 16	0 20
Indian greens	0 18	0 30
Japan style China congoes	0 10	0 10½
Pealeaf and Pinhead Gunpowders	0 23	0 40
Coarse to good Gunpowders	0 13	0 22
Ceylon blacks	0 14	0 30
Indian "	0 12	0 20

CANNED GOODS.

Not the slightest notable change has taken place in canned goods, and the demand remains steady. Buyers are cautiously looking after old stocks in order to get them cleared out in time for the new. The stock of cheap peas is rapidly diminishing. Salmon is still maintaining its strong position, and occupies a large interest in the trade. With the best consuming months in the year yet before us, it is likely that present prices, while high, will be maintained. The damage to the asparagus beds in California seems to have been helped out in some way, and an easier feeling exists, notwithstanding there is still a heavy shortage in the pack, and prices will rule high. The damage was largely confined to one operator, who is reported to have stated that he hopes to make a pro rata delivery on his contracts. Outside of the lower grades of canned peaches, California fruits remain quiet. We quote :

Tomatoes	....	1 15
Corn	....	1 15
Peas	0 87½	1 50
String beans	0 85	0 90
Strawberries, preserved	1 40	1 60
Succotash	....	1 00
Blueberries	....	1 10
Raspberries	....	1 47½
Lawtenberries, 2s	....	1 57½
Raspberries, black	....	1 42½
Gooseberries	....	1 63
Pears, 2s	1 52½	1 67½
" 3s	2 00	2 20
Peaches, 2s	1 63	1 77½
" 3s	2 57½	2 72½
Plums, Lombard 2s	....	1 35
" Green Gage, 2s	....	1 47½
Cherries, red pitted, 2s	....	2 30
Baked beans, 3s	....	1 03½
3-lb. apples	....	0 90
Gallon apples	....	2 20
2-lb sliced pineapples	2 00	2 10
Grated pineapples	....	2 40
Singapore whole pineapples	....	2 40
Pumpkins, per doz	....	0 95
Spinach	....	1 00
Sugar beets	0 90	1 40
Salmon, pink	0 90	1 00
" spring	....	1 40
" Rivers Inlet red sockeye	....	1 50
" Fraser River red sockeye	1 50	1 70
Lobsters, talls	....	3 45
" 1-lb. flats	....	4 00
" ½-lb. flats	....	2 25
Canadian Sardines, ¼s	3 65	4 00
California asparagus	4 50	5 00
Asparagustips	3 50	3 75

Foreign Dried Fruits.

Decided interest has been manifest in currants, and a first-rate volume of business has been done at full quotation fig-

ures. The market is firm at the offered basis, with an upward tendency, without pressure from any quarter. The market in Greece has again advanced through the week, and advices from that quarter indicate the probability of higher figures. The statistical position of currants is decidedly favorable.

Messrs. Watt, Scott & Goodacre in their weekly resume report: Currants—This article retains its prominence in the list of dried fruits, the strong position indicated last week being confirmed by an advance of 1s 6d per cwt. for good fruit. Sultanas—The absence of demand has for the present arrested the upward tendency of prices; crop reports still come forward confirming the probability of a small yield. Shelled Walnuts—Continue steady at the advance, notwithstanding the approaching hot weather has curtailed orders for importation. Almonds—The better grades of shelled valencias are now exhausted in first hands, and stocks on this side being light should strengthen the position. Filberts—Remain as last reported—absence of demand with prices steady. Dates—Although the London market has stiffened, holders have not changed their prices here. It is somewhat remarkable that the consumption has not been stimulated with prices probably the lowest on record. We quote:

VALENCIA RAISINS.

New, finest off-stalk, per lb	0 06 0 06½
Selected, per lb.	0 07
Layers "	0 07½ 0 07½

FIGS.

Comadres, per tapnet	1 00 1 10
Elemes, per box, new	0 90

DATES.

Dates, Hallowees, per lb	0 03½ 0 03¾

CALIFORNIAN EVAPORATED FRUITS.

Apricots, per b	0 12½
Peaches "	0 09½
Pears "	0 12½

MALAGA RAISINS.

London Layers	1 75 1 90
"Connoisseur Clusters"	2 00
"Royal Buckingham Clusters," ½-boxes	1 00
"Exceisior Windsor Clusters"	4 25
" " ⅛s	1 25

CALIFORNIAN RAISINS.

Loose muscatels, per lb.	0 07½ 0 08
" " seeded, in 1-lb. packages	0 10½
" " in 12-oz. packages	0 08

PRUNES.

	Per lb.	Per lb.
30-40s		0 09
40-50s		0 08
50-60s		0 07½
60-70s		0 06½
70-80s		0 06
80-90s		0 05½
90-100s		0 05
Oregon Prunes (Italian style) 40-50s		0 08
" " 50-60s		0 07½
Oregon prunes (French style), 60-70s		0 06½
" " " 90-100s		0 04½
" " " 100-120s		0 04

CURRANTS.

Fine Filiatras, per lb. in cases	0 04½ 0 05
" " cleaned	0 05 0 05½
" " in 1-lb. cartons	00 6 0 06½
Finest Vostizzas "	0 06½ 0 07½
Amalias "	0 05½

SULTANA RAISINS.

Sultana raisins, per lb.	0 06½ 0 08
" 1-lb. carton	0 09
Shelled Walnuts	0 19 0 20

Green Fruits.

Green fruits have been comparatively quiet, owing to the anticipation of the big foreign fruit sales at the end of the week. The steamer Fremona whose cargo comprises 68,000 packages of fruit, both lemons and oranges, will be

THE GREATEST BARGAINS

are those which appeal so strongly to customers that they sell on sight.

The extraordinary sale of

Clark's Pork and Beans in Chili Sauce

proves this line one of the

GREATEST BARGAINS ON RECORD.

"MONTSERRAT"

LIME FRUIT JUICE

THE STANDARD OF THE WORLD. STRONGER THAN OTHERS. PAYS BETTER PROFIT.

Guaranteed 7¼ per cent. Citricity and Undiluted.

FREE FROM MUSTINESS AND SEDIMENT.

Evans and Sons, Limited, Montreal and Toronto

CAPSTAN BRAND

High-grade Tomato Catsup

Put up in 10-oz. and 20-oz. bottles of a new design, and is very attractive.

This Catsup is far superior to many others and is giving perfect satisfaction.

Ask your wholesale grocer for it or see our travellers' samples.

The Capstan Mfg. Company, Toronto, Ont., Can.

EPPS'S GRATEFUL. COMFORTING.

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.

In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg.

THE MOST NUTRITIOUS. COCOA

TRADE MARK

This design a guarantee of quality.

THIN CASE LINING PAPER

ALL SIZES FOR SHOE CASES CHEAP AND EFFICIENT.

Samples and prices for the asking.

CANADA PAPER CO.

TORONTO LIMITED MONTREAL

sold on Friday. It is likely the steamer Jacona, having 60,000 packages, will also have her cargo disposed of on the same day. Naturally there is considerable interest being taken in these sales, as a large number of American buyers will be present. Cranberries are no longer in the market, and sweet potatoes are no longer available. New potatoes are quite a luxury at $7.50 a bbl., but seem to be in good demand. Cabbages are selling freely from $2.50 to $3 a crate. Strawberries are remaining firm at 16c to 20c. Peanuts have gone up in price slightly. We quote :

Cocoanuts, per bag of 100		4 00
Canadian apples, in bbls.	2 75	4 50
Pineapples, 24 to case	3 75	4 00
" 30 to case		3 50
Bananas	1 50	2 25
Egyptian onions, per lb.		0 02½
Bermuda onions, crates		1 00
New Messina lemons 300's		2 75
" " 360's		2 50
California navels	3 00	3 25
Florida tomatoes, per crate	2 70	3 00
Cucumbers, per doz		0 50
Spinach, bbl.		3 25
Asparagus, per basket		1 00
Radishes, per doz.		0 45
Strawberries, qts.	0 16	0 20
Peanuts, Bon Tons		0 12
" Sun brand		0 11
" Diamond G brand		0 09½
" Coon brand		0 07½
New Brazils		0 13½
New potatoes, per bbl.		7 50
Cabbage, per crate	2 50	3 00
Mushrooms, per lb.		0 60

Fish.

Fresh fish are coming in in large quantities now, and from Lake Superior white fish and trout have arrived in splendid order, and they have been selling freely at 8½c. Fresh mackerel sold freely at 10c; brook trout at 18c; the dressed bull-heads bringing 8c freely. The closed season for dore was over on Sunday last, and large quantities have come forward, the demand being active at 8½c. Fresh haddock has dropped half a cent a pound, and halibut is selling at 9c. Next week fresh Gaspe salmon is due and is looked forward to with great interest by the trade. Lobsters are in good demand at 10c. We quote :

Haddies	0 07½
Smoked herring, per box	0 18
Fresh haddock, per lb.	0 04
Pike, " round	0 07
Halibut, fresh, per lb.	0 09
Gaspe salmon, frozen, per lb	0 15
Fresh B. C. salmon	0 16 0 17
Fresh steak cod	0 05
Lake trout, per lb.	0 08½
Whitefish	0 08½
Dore	0 8½
Fresh mackerel	0 10
Lobsters	0 18
Dressed bullheads	0 08
No. 1 Labrador herring in 20-lb. pails	0 75 0 85
No. 1 Herring, Labrador, per bbl.	4 75
" " half bbl.	2 75 3 00
No. 1 Holland herring, per half bbl.	6 50
No. 1 Scotch herring, " "	6 50
" " per keg	0 95
Holland herring, per keg	0 65 0 75
No. 1 green codfish, new, per 200 lb.	7 00
No. 2 green cod, bbls. 200	5 00
No. 1 large green codfish, new, per 200 lb.	7 50
Green pollock, bbls. 200	4 00
Salt mackerel, pail of 20 lbs	1 60
Boneless cod, 1 and 2-lb. blocks, per lb.	0 06½
" fish, " "	0 05
" " loose, in 25 lb. boxes	0 04½
Boneless fish, in crates 12 5-lb. boxes	0 05
Pure Georges cod, 40 lbs	0 7½
Skinless cod, cases 100 lb.	4 75
B. C. salmon, choice red, per bbl.	15 00
B. C. salmon, ½-bbl.	8 00
Marshall's kippered herring, per doz.	1 40
Canadian kippered, per doz.	1 00
Canadian ½ sardines, per 100	3 75 4 00
Canned cove oysters, No. 1 size, per doz.	1 30
Canned cove oysters, No. 2 size, per doz.	2 25
Standard bulk oysters, per gal.	1 50
Selects	1 75

Country Produce.

EGGS.

Eggs advanced in price half a cent yesterday, no doubt in sympathy with the strong prices being paid in the country. Then there was a slight decrease in the receipts, the number of cases being 1,961 on Monday. The demand for local consumption was very good all week, and an active trade was done at 15½c for first-class stock, 14c per doz. for second.

BEANS.

Improvement seems to have forsaken beans altogether, and quiet but steady describes the market. Sales of choice primes have been made in a jobbing way from $1.45 to $1.50 a bushel, and primes at $1.40, while car lots of choice primes were quoted at $1.40 and primes at $1.35.

HONEY.

Honey remains the same, with prices unchanged. White clover is quoted at 13½ to 14c. Extracted white clover remains at 8½ to 9c in 10 lb. tins, and 7 to 7½ in 300 lb. kegs. Buckwheat remains at 6 and 7c.

POTATOES.

A good trade has been done in potatoes, and the market remains steady at 95c to $1 a bag, ex track, and in a jobbing way at $1.05 to $1.10 ex store.

MAPLE PRODUCTS.

There has been some demand for maple goods during the week with steady prices. We quote :

Maple syrup, in wood, per lb.	0 05½ 0 06
Maple syrup, in large tins	0 80 0 85
Pure sugar, per lb.	0 07 0 07½
Pure Beauce sugar, per lb.	0 08½ 0 09

Flour and Feed.

FLOUR.

The drop in flour reported last week, has been firmly maintained, although the western millers have been reported to have cut prices still more. The big millers do not expect that flour will remain low very long, and are not selling any more than immediate requirements of customers demand. Considerable quantities are being exported, but these cargoes were no doubt purchased at the advanced prices which existed some time ago. We quote :

Manitoba spring wheat patents	5 10
" strong bakers'	4 90
Winter wheat patents	5 10 5 25
Straight rollers	4 85 5 00
Extra	3 80 3 90
Straight rollers, bags	2 30 2 35

FEED.

The feed market remains unchanged, the demand has been steady and trade is comparatively brisk, although naturally the increase of grass fodder in the country places has decreased the demand for dried food. We quote :

Ontario bran, in bulk	19 00
" shorts	21 00
Manitoba bran, in bags	19 00 20 00
" shorts	21 00
Mouillie	26 00 28 00

OATMEAL.

There seems to be a limited demand still for oats and oatmeal, and the market is quiet. We quote :

Fine oatmeal, bags	2 06
Standard oatmeal, bags	2 90
Granulated " "	2 90
Rolled oats, bags	2 55
" bbls.	5 30

HIDES.

Hides are still strong in tone and the market has an upward tendency. We quote :

No. 1 beef hides	0 08 0 08½
No. 2 "	0 07 0 07½
No. 3 "	0 06 0 06½
Lambskins	0 75
No. 1 calfskins	0 11

NEW BRUNSWICK MARKETS.

St. John, N.B., May 18, 1904.
Office of The Canadian Grocer,

THE annual meeting of the New Brunswick Wholesale Grocers' Guild was held this week and the following officers elected: A. H. F. Randolph, of A. F. Randolph & Sons, Fredericton, president; Andrew Malcolm, St. John, vice-president; Geo. E. Barbour, St. John, secretary; A. I. Teed, St. Stephen; J. Harris, Moncton; W. C. Cross, of Hall & Fairweather, and S. Jones, of Jones & Schofield, St. John, additional members of the executive committee.

Business is active, though in some lines market is depressed, and there are those who are looking for low prices. The three weak lines are flour, California raisins and cheese. In flour, Ontario grades seem more firm than Manitobas. Cheese has proved weak, quite a few old being carried over. Eggs have also fallen off very quickly in price. On the other hand, sugar continues to move upwards. Molasses is firmer and advices in regard to rice, which has been so low, point to higher figures. Quite large stocks are held.

The Toronto fire has been not without its effect here, our insurance agents having advanced rates and demanded improvements in our water service and fire department. While the advance is considered excessive and has resulted in a reduction of insurance in tariff and increased insurance in non-tariff companies, the action will have some good effect. It is expected we will have at least two chemical fire engines, something needed for a long time, and already the city has taken steps to get expert opinion on its water supply and distribution.

Oil—This is rather a quiet time. In burning oil a large cargo was landed from a tank steamer last week; there is but a light demand. Lubricatings are not as active; prices are quite firm. In paint oils, linseeds, while unchanged, are easy. Turpentine tends to higher prices. Fish oils are a light stock, but prices are rather easier.

Salt—Upwards of ten thousand bags of Liverpool salt were landed ex the Manchester steamer this week. The next regular steamer will arrive in about four weeks. Lower prices are always quoted ex steamer. The quantity of fine salt imported is not large, Canadian salt supplying the demand. Shipments are being received much more promptly than last year.

Canned Goods—There is little to report. Salmon, while firmer, is unchanged and a fair stock is held. It looks as if the trade would have vegetables enough to carry them through. The stock of fruit is not large, but the Consolidated seems able to supply any needs. In pineapples, Singapore is quite largely sold. Oysters are very

"Force-thoughts"

BY SUNNY JIM

VI.

THERE'S one thought that does me more good than all the others that ever came to me. It is this: there's only one thing to be done at a time.

Nothing new about this, but think what it means when things pile up ahead and one begins to think there's more to do than can be done—and begins to hurry, which is next to the worst thing in the world, and to worry, which *is* the worst thing.

"One thing at a time" takes all the tangles out of a day's work, all the perplexity out of a day's thought, and puts into the day's living that self-confidence that is worth everything else.

It properly begins when you get up in the morning and it keeps you from trying to solve seven of the day's difficulties while tying your cravat—which is a bad thing, for the seven remain unsolved and the cravat carries all day the same kink in it that mars your temper.

Begin with your breakfast—make it a "FORCE" breakfast and treat it with the respect due to the one thing you are doing ***at that time.***

The rest of the day you'll find it easier to

Be Sunny.

Sunny Jim

BUFFALO, U S A.

(To be continued.)

I still have some celluloid buttons bearing my photograph and my motto,

"BE SUNNY."

They are nearly 1¼ inches in diameter and are attractively prepared with a patent stick pin on the back. They can be worn by man, woman or child, and they will be mighty glad to get them. They are sent upon request of any grocer. You ought to see my book, "The Gentle Art of Using Force." Free for the asking.

A Message from

JOHN MACKINTOSH

"The Toffee King of England"

I appeal to the readers of THE CANADIAN GROCER who I know are the best buyers of high-grade goods in the country. I want to say that my Old English Candy

MACKINTOSH'S TOFFEE

is the most delicious and best candy made—pure as the crystal springs. **THIS OLD ENGLISH CANDY** has made me famous the world over. I am called the **TOFFEE KING OF ENGLAND** because I am by far the largest manufacturer of toffee over there. Handle this line and you have a trade winner. Write for prices, etc., at once

CHARLES GYDE

20-22 St. Francois Xavier St., - MONTREAL.

MOORE'S MEAFORD MILLS

have a reputation for first-class flour equalled by few Canadian mills.

Our Special Brands are:

Snow Flake—Manitoba Patent.
Lily White—Manitoba Strong Bakers.
Ontario—Manitoba Blend.
Pastry—Pure Winter Wheat.

We are also General Grain Dealers. A trial solicited. **Satisfaction** guaranteed.

OUR BAKERY DEPARTMENT, operated in connection with our mills, offers the trade a complete assortment of cakes, biscuits and tarts.

W. Moore & Sons

MEAFORD, ONT. - CANADA

firm. Lobsters are quite high. Meats and domestic fish are unchanged.

Green Fruit—Dealers are very busy. Valencia and California oranges have to be quite largely repacked. Prices are rather higher. Lemons are low. In bananas the quality received is good; prices are firm. Pines are light sellers. Strawberries arriving are not in very good condition. Native rhubarb is now received and prices are lower.

Dried Fruit—The cut in raisins found our dealers with fair stocks, though seeded were rather light supply. Dealers are not buyers, however, preferring to work off present stock. Prunes keep low, with a fair sale; large sizes never sold so cheap before. Apricots and peaches show light business. Evaporated apples are firm, with small sales. Currants are firm. Dates are low. Onions are rather easier; quality this season is but fair. Peanuts keep high. Shelled walnuts are very low.

Sugar—No change is noted this week. Holders are making a fair profit, something expected for a long time. Foreign sugar has been quite freely received. Those who handle it receive the protection of the guild without it costing them anything.

Molasses—Some very nice Barbadoes is being offered at low prices. In Porto Rico, except the stock held by one house, the supply of new goods is light. Price is rather firmer. The situation is watched with interest. Prices that have been quoted are below present stock, and some are finding difficulty to fill orders taken.

Fish—Fresh fish are having more attention. Gaspereaux are, so far, below average catch. Shad are offered, but as yet the supply is light. A few salmon are seen; the price is still high. No salman brought in are better than St. John harbor salmon. Dry fish are scarce, and full prices are asked. In pickled herring there is no business and few fish. Smoked herring are scarce and very high. Very nice smoked Gaspereaux are offered.

Flour, Feed and Meal—The price of Manitoba is again lower. Ontario brands keep firm and business is light. Feed is quite firm. Oats are rather higher. Oatmeal is unchanged; the price is thought to be too high. Cornmeal is unchanged. Beans are dull at a rather lower price. Barley shows a light sale. Split peas are still high, and a very light stock is held. In seeds, dealers are trying to clean up stocks.

MANITOBA MARKETS.

Winnipeg, May 17, 1904.

TRADE throughout the country continues rather quiet but better prospects are anticipated in the near future. All around business in the city is reported by the jobbers as being quite satisfactory under the prevailing conditions.

Sugar—The market holds Montreal granulated unchanged, quoting it at $4.90 in barrels and $4.70 in sacks, and yellows at $4.25. But we may look for an advance, as Wallaceburg sugar has advanced 5c and is now quoted at $4.85 in barrels and $4.75 in sacks.

Canned Fruits—The market is now firm. Pineapples are quoted 2 lb. whole at $3.75 a case of two dozen, 1¾ lb. sliced at $3.75 a case of two dozen, 1½ lb. sliced $7.20 a case of four dozen, and 1¾ lbs. grated $7.60 a case of four dozen.

Evaporated and Dried Fruits—All lines are firm with the exception of California apricots, which have advanced quarter of a cent, and evaporated peaches and pears are higher. Peaches have advanced ¾c to 1¼c a lb. Oregon prunes, large sizes, are still very cheap, 70 to 80 at 5¼c, 60 to 70 at 6c, 50 to 60 at 6¼c, and 40 to 50 at 6¾c.

Green Fruits—The market is firm. Pineapples are quoted at $5 a case, Florida tomatoes at $4 a case, oranges $3 to $3.50 a case, California lemons $4 to $4.50 a case, cucumbers $2 a dozen, rhubarb at 5c a lb. Bananas are still very scarce and are being quoted at $3 to $3.50 a bunch, XX are quoted at $4 a barrel and XXX at $5 a barrel.

Rolled Oats—The market is firm. 60 lb. sacks are quoted at $2.25, 40 lb. sacks at $2.30, 20 lb. sacks $2.35, 8 lb. sacks at $2.65, and 5 lq. sacks at $2.85.

Flour—The market is much easier. sacks at $2.65, and 5 lb. sacks at $2.85.

Peanuts—The market remains firm as yet, but an advance is expected as the stocks throughout the U. S. are very light and the new crop will not be in before the 1st of November.

Eggs—The egg market is somewhat easier than it was last week and eggs are now jobbing at 14c.

Provisions—The market in cured meats and lard continues firm. Our quotations are as follows:

Hams, per lb	0 13½
Shoulders, per lb	0 08½
Picnic hams per lb	0 09
Breakfast bellies, per lb	0 13½
Breakfast backs, per lb	0 11½
Large spice rolls, per lb	0 10½
Long dry clear, per lb	0 09
Lard, 50-lb. pails	5 20
" 20 "	2 15
" 10 " in cases	6 50
" 3-lb. tins	6 65
" 5 "	6 60
" Compound, in 20-lb pails	1 75

Butter—The demand for butter is good, but stock is coming in very slowly. We quote the following prices:

Creamery, per lb		0 25
Butter, in tubs	0 15	0 16

STORING GASOLINE.

GASOLINE from some cause or another has obtained a reputation as one of the most dangerous of oils. Investigation will show to the unprejudiced mind that this is partially undeserved. Gasoline, however, is very volatile and it is imperatively necessary that it be stored immediately in a perfectly air-tight receptacle.

It is claimed that gasoline will evaporate from a wooden barrel or ordinary tank at the rate of 50 per cent. per month. This is all loss, not to mention the attendant danger of fire, for it must be conceded that when unconfined, gasoline is highly inflammable and extreme caution must be used in storing it. Gasoline storage to-day has been brought to the highest possible degree of efficiency, both as regards safety and convenience, as well as economy and cleanliness.

The firm of S. F. Bowser & Co., of Fort Wayne, Indiana, U. S., have for the past 19 years devoted their time and energy to developing the best and latest ideas in tank construction. The long distance outfit, which they are offering to automobilists is not, therefore, an experiment, since they have built pumps of this description for a number of years. Appreciating the growing demand for safe and convenient gasoline storage, they have perfected a long distance gasoline storage outfit, and covered it with an iron-clad guarantee. Simple and durable in construction, it provides, without doubt, the most convenient and satisfactory system ever devised for providing storage for gasoline. The attractive little booklet, "Roll of Honor," shows that the Bowser long distance outfit has been installed in all parts of the country, which in itself is an evidence that it complies with the most rigid requirements regarding the storing of gasoline.

The tank is made of heavy sheet steel and is designed to be buried in the ground any desired distance from the building. It is riveted and soldered, and then finished with three coats of asphaltum, which, combined with the galvanizing, makes the outfit rust proof, and it will last practically a lifetime.

The pump is designed to be located at the most convenient point on the store floor and connects with the tank by piping. The pump is entirely of metal and pumps and measures a gallon, half gallon or quart as desired into the customer's can without the use of measures or funnels.

The outfit is shown in Messrs. Bowser & Co.'s ad., which appears on page 146 of this issue. They state they will be pleased to send catalogue and full information free to any merchants who handle gasoline.

WM. H. DUNN, MONTREAL.

In this issue of Grocer appears a full-page advertisement for W. H. Dunn, Montreal. His string of agencies is one of the best in Canada controlled by one person. The total capital of the manufacturers he represents is approximately two hundred and sixty millions. He informs The Grocer that he could accept one more good agency, and would prefer a progressive foreign manufacturer. He has no room for dormant agencies.

MATTHEWS'

Cooked and Jellied Meats

are readily distinguished from other brands by their fresh wholesome appearance and fine qualities. Fresh every day, in 18 varieties.

The George Matthews Co., Limited

ESTABLISHED 1868. Peterborough Hull Brantford

Popular Pickles for Particular People are

ROWAT'S

Recognized as the leading Imported Pickle in the Canadian Trade

Because The consumers get their money's worth—

and they sell.

Stock ROWAT'S next time if you have not done so yet.

Agents for Ontario, Quebec, Manitoba and Northwest Territories,

SNOWDON, FORBES & CO., Montreal

F. H. TIPPET, St. John, N.B. *F. H. WARREN, Halifax, N.S.* *C. E. JARVIS & CO., Vancouver, B.C.*

TRADING STAMPS MUST GO.

APPARENTLY the blow has fallen on trading stamps in Montreal. At the meeting of the City Council on Monday, an amended by-law prohibiting their use was passed, and will go into effect as soon as the Mayor signs it. It has been explained already in The Grocer, that on May 1 a former by-law on this subject, adopted a year ago, was to have gone into effect, but owing to some slight flaw, technically, it was found to be defective in two or three points. The old by-law would have infringed on the individual rights of merchants and others to use stamps, if they wish to do so at their own expense. All is covered by the new by-law, which stops the organized distribution of such stamps, not by a merchant to customer, but by merchants to other merchants, in return for certain considerations. The text of the new by-law is as follows:

"Section 1.—No person, firm or corporation in the City of Montreal shall give, sell, distribute or receive any trading stamps or coupons, nor shall any person employ similar means nor resort to similar devices, which may be construed as equivalent to or as having the same effect as the said trading stamps or coupons.

"Section 2.—No person, firm, company or corporation shall, in the said City of Montreal, carry on or pursue the trade of such stamps or coupons, or other similar devices, or their equivalent, or that which may be construed as having the same effect.

"Section 3.—The prohibitive provision contained in Sections 1 and 2 of said by-law No. 301 shall not apply in the City of Montreal, to any merchant or manufacturer who places in or upon packages of goods sold by him, or delivers to the purchaser of such goods, sold or manufactured, tickets or coupons to be redeemed by such merchant or manufacturer, either in money or merchandise.

"Section 4.—Any person infringing any of the prohibitive provisions contained in Sections 1 and 2 of said by-law No. 301, shall be liable to a fine not exceeding twenty dollars ($20.), and in default of payment, to imprisonment for a term not exceeding three months.

"Section 5.—This by-law shall be considered as forming part of said by-law No. 301 to all intents and purposes."

Mr. James E. Wilder, proprietor of the Traders' Advertising Co. Green Cash Receipts, being interviewed, stated that the action of the City Council in amending the by-law would in no way interfere with continuing business, and that conditions now in Montreal were the same as they were in the City of Quebec a year ago, where the Traders' Advertising Co. have a branch. About a year ago the council of that city passed a by-law similar to the one passed by the council in Montreal. An injunction was at once served by the Traders' Advertising Co. to prevent the by-law from being enforced. The business has been carried on in Quebec the same as usual during the past year, and will be continued in Montreal until the highest courts of Canada decide against it. Several judgments of late have been rendered in the United States, and in every case they have been in favor of the trading stamp companies. The Act passed allows any person or company to give trading stamps or coupons, providing the party giving them redeems same himself. The only question to be decided by the courts is whether the third party has a right to redeem stamps given out by another. The Traders' Advertising Co. claim that any Act to prevent a third party from redeeming such stamps or coupons is null and void, and they claim it would be as reasonable to pass an Act prohibiting a bank from honoring a cheque drawn on them by another party.

An injunction was granted the Traders' Advertising Co. on Tuesday to prevent the enforcing of the new city by-law.

CANADA AND AUSTRALIA.

THE gradual development of reciprocal trade between Canada and Australia is instanced by the cargo of the steamer Aorangi which arrived in Vancouver a few days ago with the largest cargo of Australian produce ever imported into Canada. One item alone was over 5,000 cases of onions, for which there exists at present an excellent market, both for British Columbia trade and for shipment to the Yukon. The Aorangi also brought 300 boxes of Australian butter, 20 crates frozen rabbits, 25 barrels cocoanut oil, 32 bags green coffee, and 200 boxes Australian grapes.

ROW'S PURE SPRUCE LUMP GUM
ROW'S GUM in Lumps, 5c. Pkgs., in 1c. Stick, in 5c. Bars.
ROW & CO., Morristown, N.Y., and Brockville, Ont.

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters
'WELLINGTON' KNIFE POLISH
JOHN OAKEY & SONS, LIMITED
MANUFACTURERS OF
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England
Agent:
JOHN FORMAN, 644 Craig Street
MONTREAL.

REFRIGERATORS Useful to every one. 40 different styles. Silver medal, Quebec, 1901. Diplomas: Toronto, Ottawa, Montreal.
C. P. FABIEN,
Merchant and Manufacturer.
3167 to 71 N. Dame St., Montreal, Can.
Write for Illustrated Catalogue.

BUY
Star Brand
COTTON CLOTHES LINES
—AND—
COTTON TWINE
Cotton Lines are as cheap as Sisal or Manila and much better.
For sale by all Wholesale Dealers
See that you get them.

MANUFACTURERS' AGENTS AND BROKERS.

TORONTO.

W. G. PATRICK & CO.,

AGENTS AND IMPORTERS.

29 Melinda St., - TORONTO

W. G. A. LAMBE & CO.

TORONTO.

Grocery Brokers and Agents.

Established 1885

CALGARY.

CALGARY

is now the great Western

WHOLESALE and DISTRIBUTING CENTRE.

Consign your goods **to us.** We will **Reship and Distribute** them for you.

Our large **track Warehouse** where you can place your goods on **Storage** is also at your disposal.

Increase your trade.

Appoint us your Representatives.

We are in direct touch with all the **Wholesalers** from **Winnipeg** to the **Coast.**

Correspondence Solicited.

NICHOLSON, BAIN & JOHNSTON

Wholesale Commission Merchants and Brokers.

CALGARY, ALBERTA.

STRONG DURABLE LIGHT

POROUS AND CHEAP

The FOSTER POTTERY CO.

HAMILTON, ONT. Limited

TAYLOR & PRINGLE CO.,

Limited,

OWEN SOUND,

Manufacturers of

Queen Quality Pickles,
Bulk Pickles,
Pure Tomato Catsups.

Our Goods have a reputation.

MADE IN CANADA.

QUEBEC, P.Q

J. P. THOMAS

GENERAL AGENT AND COMMISSION MERCHANT,

25 ST. PETER STREET,

QUEBEC.

WINNIPEG.

Dingle & Stewart

WINNIPEG, - - CANADA.

COMMISSION BROKERS.

Excellent Storage Accomodation.

Consign Your Cars to Us.

PRICE, CHAMBERS & CO.

SUCCESSORS TO

CAMERON, GORDON & CO.

Wholesale Commission Agents

WINNIPEG.

EASTERN MANUFACTURERS

—AND—

SHIPPERS.

All **EYES** are turned on

MANITOBA AND THE WEST.

WE

Represent some of the leading houses in

CANADA and the U.S.

INCREASE YOUR TRADE. WRITE US.

NICHOLSON & BAIN, WINNIPEG,

Wholesale Commission Merchants and Brokers.

BRANDON.

THE WILSON COMMISSION CO, Limited

BRANDON, MAN.

Commission Brokers, Storage.

Correspondence Solicited.

If you have any snaps let us hear from you.

To Manufacturers' Agents

THE CANADIAN GROCER has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a Special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

Address, BUSINESS MANAGER,
CANADIAN GROCER,
Montreal and Toronto.

CONDENSED OR "WANT" ADVERTISEMENTS

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postages, etc.

BUSINESS CHANCES.

AT a decided bargain—The Paisley Pork Factory can be purchased before May 22nd; factory is well equipped, and situated in the best pea-growing district in America. Address D. N. McIntyre, Paisley. f

BOOT and Shoe Business—On Dundas street, London; best location, rent very low; will sell at a bargain. C. D. Johnston, 198 Dundas street, London. f

MANUFACTURERS or packers of specialties suitable for Italian warehouses, grocers, etc., desirous of placing their goods on the Irish market should communicate with N. MORROW, 16 Kansas Ave., Belfast. 17tf

TRAVELLERS WANTED.

EXPERIENCED grocery traveller wanted; must have connection in Perth, Huron and Bruce. Apply Box 131, CANADIAN GROCER, Toronto. 20

TO CANADIAN EXPORTERS.

AN ENGLISHMAN, thoroughly acquainted with the grocery and provision trade, who has recently retired from business, is open to represent Canadian exporters in Bristol on a commission basis; highest references. Address Box 130, CANADIAN GROCER, Toronto. 28

SITUATIONS VACANT.

A FIRST-CLASS peeler. The Mooney Biscuit & Candy Co., Limited, Stratford, Ont.

BAKER—Good all-round man; day work; state wages expected. Apply at once to R. Weber, Harriston. f

BAKER—Second hand. Apply to J. Warden, Gravenhurst, Ont. f

BAKER—Improver—State experience and wages expected, with board; an extra chance to learn. Apply Box 366, Stouffville, Ont. f

BAKER—With one year's experience—Machine made doughs. J. P. Archibald, Ingersoll. f

FOR SALE

SALT — Carlots — Write for prices and samples; We are not in the combination. The Canada Flour Mills Co, Ltd., Chatham, Ont. f

OUR SPECIAL OFFERS OF

HIGHEST STANDARD CANNED GOODS

are now **Greater Bargains** than ever. Our stocks in general are usually not easily exhausted, and in the following lines they are yet substantial, notwithstanding the large quantities we have already sold of them:

HICKMOTT'S GOLDON CROWN ASPARAGUS,

2½-lb. square tins, cases 2 doz. ..... **$3.50** per doz.

LOGGIE'S EAGLE BRAND BLUEBERRIES,

2-lb. tins, cases 2 doz. ..... **1.00** per doz.

SIMCOE LYNN VALLEY BRAND

		Canners' Net Prices to the Wholesale Trade.	Our Prices to the Retail Trade.	
Preserved Apples	3 -lb. cases 2 doz.	$1.32¾	$1.25	per doz.
Preserved Grapes	2 -lb. cases 2 doz.	1.32¾	1 25	"
Preserved Grapes	2½-lb. cases 2 doz.	1.66½	1.57½	"
Yellow Peaches	3 -lb. cases 2 doz.	2.45¼	2 35	"
Bartlett Pears	2½-lb. cases 2 doz.	1.84½	1.75	"
Bartlett Pears	3 -lb. cases 2 doz.	1.98	1.90	"
Standard Pears	gall. cases ½ doz.	3.30¾	3 15	"
Pine Apples, Sliced	2 -lb. cases 2 doz.	2.11½	2.00	"
Pine Apples, Whole	3 -lb. cases 2 doz.	2.47½	2.35	"
Pine Apples, Grated	2 -lb. cases 2 doz.	2.36¼	2.25	"
Lombard Plums, Heavy Syrup	2 -lb. cases 2 doz.	1.21½	1. 15	"
Lombard Plums, Heavy Syrup	2½-lb. cases 2 doz.	1.46¼	1.35	"
Strawberries in Heavy Syrup	2 -lb. cases 2 doz.	1.32¾	1 25	"
Strawberries, Preserved	2 -lb. cases 2 doz.	1.50¾	1.40	"
Standard Strawberries	gall. cases ½ doz.	4.72½	4.50	"
Beets, Sliced	2 -lb. cases 2 doz.	.81	.60	"
Beets, Whole	2 -lb. cases 2 doz.	.81	.60	"
Beets, Whole	3 -lb. cases 2 doz.	.90	.70	"
Onions, Select Tables	2 -lb. cases 2 doz.	1.25	1.25	"
Parsnips, Select Table	2 -lb. cases 2 doz.	.81	.75	"
Spinach, Select Table	2 -lb. cases 2 doz.	1.26	1.25	"
Turnips, Select Table	3 -lb. cases 2 doz.	.90	.75	"
Succotash, Log Cabin	2 -lb. cases 2 doz.	1. 12½	1.00	"

TERMS.—F. O. B. MONTREAL, NET 30 DAYS, OR 1 PER CENT. 10 DAYS.

Hudon, Hebert & Cie.

MONTREAL.

FREIGHTS AND CHARTERS

WITH ocean navigation open only one week, and lake navigation about the same time, the activity in freights generally is just beginning. Little sail tonnage has been reported for the early season in Montreal. Shippers seem to be looking for tonnage for long voyages in the lumber trade, and it is reported that terms are not attractive to vessel owners and suitable vessels offer sparingly. Very few charters have been reported this week in Montreal. Lake traffic, however, seems to be exciting considerable interest. Strong rates will be noticed by the table for general cargoes and timber.

FOR JUNE SHIPMENT.

	Heavy Grain quotations.	Oats.
Liverpool	6d.	9d.
London	7½d.	9d.
Glasgow	7½ to 9d.	9d.
Avonmouth	1/	1/
Manchester	9d.	....
Hamburg	1/	....
Antwerp	1/	....
Leith	1/4½	....
Dublin	1/7½	1/3
Belfast	1/6	1/4½
Cardiff	1/3	....
Rotterdam	1/3	....

Charters.

British steamer Riplingham, 1649 tons, Montreal to London, with deals 35s.

British steamer Minnie, Philadelphia to Montreal, first week in June.

British schooner Margaret D., 299 tons, from Port Reading to Yarmouth, N. S., 85c.

Inland Grain Charters.

Steamship Knawaka has been chartered for a cargo of 75,000 bushels of corn at Chicago, to go to New York via the St. Lawrence route. She has a charter from Norfolk, Va., and needed a cargo for ballast, and it will take her twenty-five days to make the journey.

Large quantities of grain have been chartered at Fort William to Montreal on barges at 5c a bushel. A number of lake boats have also been chartered to carry grain to Parry Sound, and thence by rail to Montreal at 5½c per bushel.

Plenty of grain is in sight by the C. P. R. for their own steamers, as all grain space is booked for May.

There will be plenty of western American grain down shortly since the railways have settled the grain rate war between Missouri River points and Chicago. The present rate, 5c on wheat and 4c on other grain, will remain in effect until the new rates are checked off, and the latter will not go into effect until June 1.

BERTH QUOTATIONS.

Rates quoted in cents per 100 lbs. ; in sterling per 2,240 lbs.

DESCRIPTION.		Liverpool	Glasgow	London	Bristol	Belfast	Leith	Aberdeen	Dublin	Manchester	Cardiff	Hamburg	Antwerp	Havre	Rotterdam	Quebec to Lond'n
Flour, starch, split peas and oatmeal, in bags..	2240 lb.	5c.	7c.	6c.	9c.	12/6	10/	11/3	13/6	5/	.....	10c.	10/	.....	10/	.....
Oilcake and cotton seed cake	"	5c.	6c.	5c.	9c	.....	10/	11/3	.....	.....	.....	10	10/	.....	10/	.....
Flake oatmeal, rolled oats, middlings, in bags.	"	5c.	8¾	5c.	9c.	15/	.....	.....	16/	10/	....	10	10/	.....	10/	.....
Lard, beef, pork, tallow and oleo in barrels or tierces..	"	5/3	13/3	13/3	15/	17/6	13/3	15/	18/3	5/3	.....	16	17/6	.....	17/6	.....
Lard in pails and other small packages	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Bacon and boxed meats	"	5/3	13/3	13/3	15/	17/6	13/3	15/	17/6	5/3	.....	16	17/6	.....	17/6	.....
Canned meats and fish	"	5/3	13/3	13/3	15/	.....	13/3	15/	.....	.....	.....	16	17/6	.....	17/6	.....
Cheese in boxes. Condensed milk.	"	20/	25/	25/	25/	25/	25/	25/	25/	20/	.....	.. ..	30/	.....	30/	.....
Cheese in crocks, in cases	"	25/	30/	30/	30/	25/	30/	30/	25/	25/	.....	.....	35/	.....	35/	.....
Butter, in cases and kegs	"	25/	30/	30/	30/	25/	30/	30/	25/	25/	.....	.....	35/	.....	35/	.....
Seeds, timothy and clover, in bags	"	10/	15/	12|6	15/	25/	15/	15/	25/	12/6	.....	20c.	12/6	.. ..	12/6	.....
Seeds, blue and other grass, in bags	"	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Leather, black and other, in heavy bales and bundles	"	15/	21/	20/	20/	25/	.....	.....	25/	15/	.....	30/	30/	.....	30/	.....
Leather, rough sole, and split, in rolls and bales	"	20/	31/6	25/	25/	25/	.. ..	.....	25/	20/	.....	35/	35/	.....	35/	.....
Pot and pearl ash, No 1 asbestos and mica	"	7/6	10/	10/	12/6	12/6	.....	.... .	16/6	7/6	.....	12/6	12/6	.....	12/6	.....
Maple and elm blocks and squares	"	8/	12/6	11/3	12/6	17/6	.....	.....	17/6	8/	.....	.....	13/9	.....	13/9	.....
Heavy lumber—oak, elm, birch and maple	"	8c.	16c.	14c.	12/6	17/6	.....	.....	17/6	8/	.....	15c.	13/9	.....	13/9	.....
Weight (coarse)	"	7/6	12/6	10/	12/6	12/6	12/6	12/6	12/6	7/6	.....	12/6	12/6	.....	12/6	.....
Radiators and similar castings	"	7/6	12/6	12/6	12/6	17/6	.....	.....	17/6	7/6	.....	.....	12/6	.....	12/6	.....
Seed, peas and beans, in shipper's bags	"	6/3	10/	10/	20/	12/6	10/	12/6	13/6	.....	.....	.....	15/	.....	15/	.....
Measurement (coarse)	40 cb. ft	8/9	15/9	.....	12/6	12/6	15/9	15/9	12/6	8/9	.....	12/6	12/6	.....	12/6	.....
Measurement (fine)	"	20/	21/	.....	20/	20/	21/	21/	20/	20/	.....	20/	20/	.....	20/	.....
Woodenware, etc	"	8/9	10/6	.....	12/6	12/6	12/6	12/6	12/6	8/9	.....	12/6	12/6	.....	12/6	.....
Furniture, etc	"	10/	13/1½	.....	12/6	12/6	.....	.....	12/6	8/9	.....	.....	.....	.....	.....	.....
Implements etc	"	10/	10/6	.....	12/6	12/6	.....	.....	12/6	10/	.....	12/6	.....	.....	.....	.....
Eggs, in cases or barrels	"	.....	.....	.....	.....	15/	.....	.....	15/	.....	.....	.....	.....	.....	.....	.....
Apples, flour	Barrel	.....	3/	.....	.....	3/	.....	.....	3/	2/6	.....	.....	.....	.....	.....	.....
Apples and other green fruit, in boxes	40 cb ft	15/	15/9	15/9	17/6	20/	.....	.....	20/	12/6	.....	.....	17/6	.....	17/6	.....
Smalls, of less than ¼ ton wt. or msmt	each	10/	10/	10/	10/	10/	.....	.....	10/	10/	.....	10/	10/	.....	10/	.. ..
Grain, in shipper's bags	Quart'r	.....	.....	.....	.....	3/	.....	.. ...	3/	.....	.....	.....	.....	.....	.....	.....

When ocean charges are collectable at port of destination, rates exchanged on basis of $4 80 to £1 stg. When ocean charges are prepaid, rates exchanged on basis of $4 86 to £1 stg.

If freight is offered other than specified above, on which steamship connections are accustomed to quote a weight or measurement rate at their option, prompt replies will be facilitated by giving, when applying for rate, the relative weight and measurement of the merchandise.

The Robert Greig Co.'s White Swan Mills, Toronto, have been working nights lately in their spice, cocoanut and cereal departments, to keep up with the demands of business.

Cardiff, a Port of Entry for Canadian Produce

By E. Biermann.

PEOPLE have often heard of the startling growth of ports and cities in the new world, but very few realize that in the Old Country there are examples of towns which, favored by natural position, have grown and developed with quite equal rapidity. Such a case is that of Cardiff.

The progress of this port during the past few years has been almost phenomenal, the percentage of increase both as regards trade and population being the largest in the United Kingdom. The exports during 1903 reached the enormous total of over 20 million tons. The registered tonnage of vessels cleared was over 8,000,000, thus placing Cardiff first in the world for foreign exports.

Unfortunately the imports of Cardiff have not, up to now, kept pace with the exports, having, so to speak, been overlooked in the general rush and expansion of the latter. However, as soon as the natural advantages of position and the great facilities which the port offers are sufficiently known and recognized, they are bound to attract a large share of the imports to the United Kingdom.

During the last few years Cardiff has been well alive to the importance of fostering an import trade. In the years 1902-3 this question has been seriously considered, and a deputation waited on Lord Strathcona for the purpose of pointing out the exceptional advantages possessed by Cardiff as a port of destination for a Canadian service of fast steamers. We have, already, the Lord line of steamers, with a fortnightly service between Montreal and Cardiff in the Summer season, and between Baltimore and Cardiff in the Winter. Whenever this service is not available, goods for Cardiff may be shipped at through rates via Avonmouth or Liverpool.

The facilities for doing an import trade at Cardiff are all that can be desired. Specially constructed transit warehouses, capable of storing any quantity of goods, are erected at every dock. Extensive cold storage is also provided alongside the Roath dock for meat and other perishable merchandise. The charges for storage and handling goods are low. The dues on vessels and cargo are as light as at any other port in the Kingdom.

The population of South Wales and Monmouthshire — the immediate and natural ground for Cardiff's trade—according to the last census return taken in 1901, was 1,546,100. Adding the average rate of increase since that year, it is estimated that Cardiff has a population of close on 1,700,000 within a radius of about 30 miles. At least eighty per cent. of that population is engaged in coal mining, iron and tinplate making, and kindred industries, and is solely dependent, as regards foodstuffs, on imported supplies.

The Bute dock authorities are now erecting a low water pier at Cardiff, and another will shortly be erected at Weston - Super - Mare (Somersetshire). This will enable Cardiff to supply a further large population in the south-west of England, bringing up the total within the 30 miles radius, to close upon 2½ millions.

From its geographical position Cardiff is, moreover, the natural ocean port for Birmingham, the Midlands generally, and also the intervening counties. Taking Montreal as the exporting point, we find the distances compare as follows: Montreal to Birmingham, via Cardiff, 2,87¼ miles; Montreal to Birmingham, via Liverpool, 2,906 miles. The railway rates to the Midlands are in favor of Cardiff by something like two or three shillings per ton.

Taking all these points into consideration, there is a further population of several millions, to whom Cardiff can rightly claim to be the ocean port and the natural centre of distribution.

Seeing that the port was ripe for a large development of the fruit and produce trade, some 18 months ago the experiment of importing large quantities of fruit direct to Cardiff, and selling it by auction, as is done in other landing ports, was tried. This experiment has proved so successful that to-day thousands of packages of goods are sold where formerly not hundreds could be sold. Last season a single firm found no difficulty in distributing 2,000 to 3,000 barrels of apples weekly in the immediate neighborhood of Cardiff. There is also a good outlet at Cardiff for a fair quantity of Californian apples, pears, and other fruits, as well as grain and produce generally.

GROCERS AT HORSE SHOW.

AT the Montreal Horse Show, held last week, a special class for retail grocers' delivery horses and wagons was an interesting feature, and nine competitors entered the contest. The turn-outs were the regular delivery horses and wagons employed by the various merchants competing, and all of them were certainly a credit to the proprietors. Competition in some respects was keen and the three judges who, by the way, were New Yorkers, spoke creditably of all. Their decision resulted as follows:

Class 12.—Horses, property of retail grocers, to be shown in single harness and delivery wagons as used in local deliveries; horses to count 50 per cent., cart and equipment 50 per cent.; horses to be owned and in use by exhibitor at time of entry. First prize, $25; second prize, $15; third prize, $10. The entries were:

Belle, b.m., 15.2, 5 years; exhibited by W. J. Brown, Montreal.

Dolly, r.m., 16, 5 years; exhibited by T. K. T. Stone, Montreal.

French Topsy, blk.m., 16, 7 years; exhibited by Ewan Bros., Montreal.

Tom, b.g., 15.0 3-4, 7 years; exhibited by J. B. Vanier Frere, Montreal.

Frank, b.g., 16, 7 years; exhibited by L. N. Ostigny, Montreal.

Prince, gr.g., 15.0 3-4, 9 years; exhibited by John Robertson & Son, Montreal.

Piton, blk.g., 15.0 1-2, 7 years; exhibited by Beauvais, Lalonde & Cie., Montreal.

Billy, b.g., 16. 8 years; exhibited by N. Chartrand, Montreal.

Kate, br.m., 15.3, 8 years; exhibited by Ald. N. Lapointe.

Belle	1
French Topsy	2
Dolly	3
Prince	4

The winning turn-out was Belle, owned by Mr. W. J. Brown, St. Catherine street, with Ewan Bros.' French Topsy second, T. K. T. Stone's Dolly third, and John Robertson & Son's Prince fourth.

Ald. N. Lapointe and Mr. N. Chartrand, president of the Retail Grocers' Association, had two decidedly creditable entries; in fact, all grocers entering deserve honorable mention for their turn-outs.

The arrangement for this special prize for retail grocers was largely due to the efforts of Mr. S. D. Stewart, Montreal representative for Heinz Co., Ltd., Pittsburg. In former years grocers' horses and turn-outs were bunched with the general delivery horse class, but through Mr. Stewart's efforts a separate class was provided this year. It is needless to say that his efforts were duly appreciated by the interested trade.

RETURNED
MAY 25 1904

ROYAL YEAST FACTORY, TORONTO ON AS IT APPEARED BEFORE THE FIRE ON APRIL 19TH 1904.
RUINS OF ROYAL YEAST FACTORY.
AS THEY APPEARED ON APRIL 20TH 1904.

GROCERS!

Shortly after the big fire here, in which our factory was destroyed, we purchased the finest factory building for our business in the Dominion (see cut), and when we get our plant into operation, ***Gillett's Goods*** will be made on a larger scale than ever before. In the meantime, we are making special efforts to keep you supplied with ***Royal Yeast, Gillett's Lye, Magic Baking Powder, etc.*** To do this we are running

2 STEAM ENGINES
2 GAS ENGINES
3 ELECTRIC MOTORS

and our business is located in THREE different buildings, but we have telephone communication between the three, and in this way everything is running along very smoothly. There is no necessity for substituting ***inferior goods*** for the well-known articles made by this Company. ***REFUSE SUBSTITUTES.*** They will not please your customers and this will mean trouble for you

---

E. W. Gillett Company Limited
TORONTO, ONT.

Martin Bros.

OATMEAL MILLERS and

GRAIN

EXPORTERS.

MOUNT FOREST, ONTARIO, CANADA.

James Mungal & Co.,

Shipping and General Commission Merchants.

23 High St., San Fernando, Trinidad, B.W.I.

H. R. P. NARIK & CO.

Commission Agents

17 Fenchurch St., E.C., - LONDON, ENG.

Shippers desiring to sell Eggs and Provisions on the London Market, are invited to write us for particulars. We have exceptional facilities for profitable selling.

REFERENCES GIVEN

First New Japan Teas and Coffees

We have the first New Season Japan to arrive in Canada this year. Samples now to hand and the teas will arrive in a few days—also special values in last season's Japans. Write for samples. Best values offered anywhere.

James Rutherford & Co.

DIRECT IMPORTERS

27 St. Sacrament St MONTREAL.

"COW'S HEAD" Brand

Condensed Swiss Milk

Prepared by Societe Suisse d'Industrie Laitiere, Yverdon, Suisse.

Guaranteed perfectly pure, full cream, completely sterilized and germless. Gold Medals, International Exhibition, Paris, 1900. As used by the British Navy, the British Army, the India Office, H. M. Colonial Governments, London School Board, etc.

AGENTS.

C. E. COLSON & SON, - Montreal.

SMOKE and ASHES.

Such is the condition in which the great conflagration of April 19th left our Toronto stock of Corks. But our Montreal stock is complete, and no delay was experienced in filling orders. A NEW stock is now in our new Toronto warehouse, 59 and 61 Front St. E.

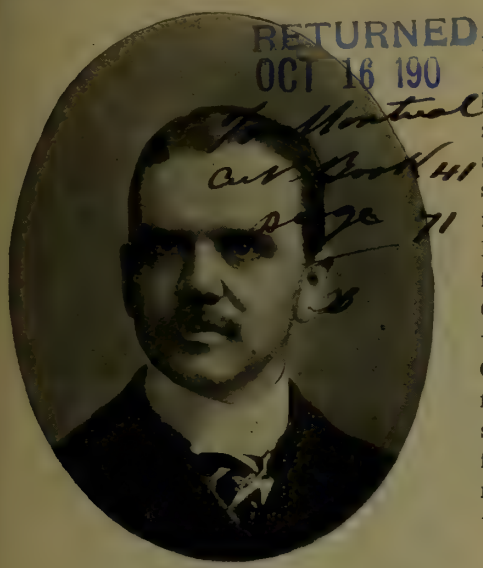
S. H. EWING & SONS,

HEAD OFFICE: 96-104 King St., Montreal, Bell Tel., Main 65. Merchants 522.

BRANCH: 59-61 Front St. E., Toronto. 'Phone Main 1961.

A LEADING OTTAWA WHOLESALE GROCERY FIRM

THE growth of Ottawa within the last decade has been equalled by very few Canadian cities. It is not many years since Ottawa was spoken of only as a lumbering centre; now with its seventy thousand population it has become one of the greatest industrial centres in the Dominion. Appreciating the phenomenal and healthy growth of their city and the need of an up-to-date and progressive grocery firm, the subjects of this sketch, Provost & Allard, opened up business at the corner of Sussex and Murray streets. The growth of their business was so rapid that in less than six months they had to remove to their present premises, which are now beginning to be too small for their present increasing business. Plans are being prepared for the enlarging of the warehouses, which it is expected will be completed by the coming Fall.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Mr. A. E. Provost.

Provost & Allard carry one of the best assorted stocks of fancy groceries in eastern Canada. They also handle a great variety of smallwares, pipes, cutlery, novelties and grocers' sundries of all kinds. A representative of the house is going abroad next June and will spend a couple of months visiting the principal manufacturing centres in England, France and Germany, selecting and buying goods.

The success of this firm is an illustration of what honesty, push and perseverance can do in this great Canada of ours. It ought also to prove a great incentive to the young man behind the counter to aim for the top and not be content until he has reached it. Both members of the firm started life without a penny.

A. E. Provost was born about 38 years ago. He received his education at the Brothers school in Ottawa. In 1879 he entered the employment of the Citizen office and served his time as a typesetter, a business which he followed for six years. He studied stenography and for 20 years acted as assistant to M. A. Horton, Hansard reporter. In 1883 he formed a partnership with his brother, C. J. Provost, and bought out the retail grocery business of C. J. C. O'Keefe, Of this business they made an unqualified success, and Mr. Provost has often since remarked that there is no school for the prospective wholesaler like the retail counter—the best place to learn the wants of the public.

A. Allard, though still a young man, having been born in 1858, was educated in Brothers' Commercial Academy. He is called one of the elders of the grocery trade in the capital, his connection with the business extending for a period of thirty years. He is considered one of the best wholesale grocers in Canada, and has certainly proven himself to be so—for his old employers at least. During the last quarter of a century he directed the affairs of three different grocery and wine firms, all of whom became wealthy. He is an untiring worker, quick to decide, and firm in his decisions.

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Mr. A. Allard.

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Warehouse of Provost & Allard, wholesale grocers, Ottawa, Ont.

THE INTRODUCER OF CEYLON TEA IN AMERICA.

HEREWITH is a portrait of the gentleman who practically "made" Ceylon teas in America, Mr. William McKenzie. This gentleman was a successful coffee and latterly a tea planter for thirty-five years in the Island of Ceylon. In 1894 Mr. McKenzie accepted the position of commissioner from the Ceylon Planters' Association to represent them in America, and to use his efforts to bring the tea product of that island to the notice of the people of Canada and the United States.

The planters believed that it was only necessary for the public to try Ceylon teas to be convinced of their superior merit, but to bring about such a trial was and is one of the great problems

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Mr. Wm. McKenzie.

before any firm or company desiring to market their goods.

When Mr. McKenzie first arrived in Canada, in 1895, practically all the black tea consumed came from China. Of the many packets on the Canadian market, only one contained Ceylon tea, and this was a very small affair. Many Canadians in fact had never heard of Ceylon tea. The revolution that has taken place in the tea trade in the ten years that have elapsed shows how well the work was done.

Last year Canada imported a trifle less than a million pounds of China Congou, which will decrease this year. In fact the importation of that tea has sunk from twelve million pounds to a few hundred thousand, and Ceylon tea has taken its place.

In 1899 the first green teas were made in Ceylon, through the repeated requests of Mr. McKenzie, as over half the consumption of tea in Canada and the United States is green tea. In that year less than 50,000 lbs. came to Canada,—the total export of the island in green tea. Last year there were 15,000,000 lbs. of Ceylon and India green teas exported to Canada and the United States. An attempt is now being made to produce teas of a similar character to Formosa Oolong, as 20,000,000 lbs. of those teas are consumed in the United States. If those are produced as successfully as the black and greens have been, there is no doubt that Mr. McKenzie will find a way of bringing them before the public just as he has the black and green teas of Ceylon, in which case his mission will have been accomplished.

Friends of The Grocer will be glad to know that Mr. McKenzie considers this paper has been the most valuable means he had in developing the demand for Ceylons. He took a full page and talked the merits of Ceylon teas for many months to the grocery trade only. When they became familiar with the tea he began a campaign to the consumer through other newspapers, but still maintained strong page advertisements in The Grocer, which was the only trade newspaper used in Canada. So strong was this campaign in The Grocer that within five months after it began a large wholesale house which was extensively advertising a packet of "pure China, Japan and India tea," withdrew all their blocks and advertised "Ceylon tea" exclusively.

It was recently pointed out by one of the best informed men on the tea situation that when Mr. McKenzie began his campaign Ceylons were as low as 2¾d on the London market for low grown teas, and to-day they are getting 7d. The improvement is entirely due to the campaign inaugurated and so successfully and energetically carried on by Mr. McKenzie.

MR. J. ALEXANDER GORDON, MONTREAL.

THE GROCER takes pleasure in presenting to its readers in this issue a portrait of Mr. J. Alexander Gordon, of J. Alex. Gordon & Co., brokers and commission merchants, Montreal.

Mr. Gordon has been established since 1877, on his own account, under the above firm name, having been for several years previous a member of the firm of Hart, Gordon & Co. Before entering the latter firm he was associated with his father, Mr. James Gordon, who was the first commercial broker in Montreal. The firm of J. Alex. Gordon & Co. are to-day the oldest and one of the most prominent brokerage and commission houses in connection with the grocery trade, in Montreal.

They are selling agents for the St. Lawrence Sugar Refining Co., and for the Canadian Consolidated Canners Co. Among the many firms represented by them may also be mentioned: Juan Ferchen & Co., Denia, Spain, dried fruits; P. A. Burlimi, London and Patras; Armsby & Co., California, dried fruits; Gordon, Grant & Co., Trinidad, sugar; Leacock & Co., Barbadoes, mo-

Mr. J. Alexander Gordon.

lasses. As tea brokers, J. Alex. Gordon & Co. are representatives of some of the leading houses in Ceylon, India, China and Japan, as well as of several large London tea houses. In salmon, they are agents for a number of the largest packers and best known brands of the Pacific coast.

Mr. Cecil T. Gordon is associated with his brother in the representation of the various agencies, and the interests of the different firms represented are looked after in the most careful and satisfactory manner. The reputation established by the Messrs. Gordon in their dealings with the trade is of the highest, and a very large business is transacted annually.

SANITARY BREAD.

THE subject of bread, its adulteration, system of marking it to protect the maker, and the chances of short weight, is at present occupying a great deal of attention. A short time ago The Grocer contained a short article on the question of sanitation in connection with the placing of stickers on bread. Alderman Dagenais, who, by the way, is a doctor, practicing in a very thickly populated ward in the city of Montreal, has strenuously taken up this matter of bread stickers, and it is now before the Health Committee of the City Council of Montreal.

In all movements of this kind, it is interesting to compare history in other older and larger cities. London, England, is at present agitated over a similar bread difficulty. In London the Public Control Committee of the County Council has been endeavoring to propose the repeal of the Bread Act of 1822. It is suggested that a more modern measure should be drafted,—a measure similar to that in force in Montreal perhaps, which provides that all bread except fancy bread, should be sold in loaves of 1, 2, 4, or 6 lbs., and that the weight of the loaf should be impressed upon it in large figures. The measure would also impose a penalty for selling short weight loaves, unless it were proved that the deficiency came from the fact that they had been kept for 48 hours. It is also proposed that the inspector of weights and measures should have power to test the weight of loaves, either when on sale in the shop, or in the course of delivery.

The same reason which brought this agitation about in London is common in all Canadian cities. It is this: A considerable quantity of bread is retailed in small shops, many of which sell articles which do not improve the flavor of bread, such as paraffine oil, disinfectants, and vermin-killers. Take shops of this nature in a city like Montreal, where thousands of loaves are sold per day, and it is only reasonable to believe that plenty of bread arrives at the homes of the people in a very unsatisfactory condition. We have seen bread in shop windows in Montreal in the midst of all kinds of goods, and frequently the boy, or the woman, or the man, serving the oil, the rat poison, or the candles does not think it worth his or her while to wash the hands before serving the bacon, butter, cheese or bread.

A similar difficulty to that in London has arisen in Montreal, as the council would like to regulate the delivery of bread and, if possible, to accentuate the necessity of personal cleanliness of the deliverer; further to prevent it from exposure to dust and dirt in the course of delivery. Who has not seen the dirty-handed bakery driver seize a loaf of bread from his cart and throw it carelessly against a musty, old, dirty coat, and thus carry it to the customer? It has always seemed remarkable that people who have once seen this kind of thing can continue to deal with such a baker, for it is a very fair argument that a person who is dirty about one thing is most likely unclean about others.

In what condition the bake-house of such a baker must be would be hard to define. Several remedies have been suggested—one is to wrap tissue paper about the loaves. But then we must go further than that, for the original lack of cleanliness is where the harm is done, viz., in the dough, in the mixing of the yeast, and in the flour. Everything should be most rigidly clean.

The question of adulteration is a vital one. In England the old alum evil has been stamped out, but can the same be said in Montreal? The laws are strict regarding adulteration in the Province of Quebec, but there is no doubt they are not enforced as rigidly as in the Old Country. Then, to be reasonable on the other side, it is a difficult matter to regulate purity when baking powder and other ingredients, for which the baker is not responsible, have to be used.

The question of weight is a difficult one to regulate, and it is the opinion of very capable bakers that you cannot make a loaf of an exact weight to a certainty, if it is made crusty. In Scotland, the two pound loaf is strongly stamped, but there the crust is only at the top and bottom, and the bread is more steamed than baked. In Montreal the nasty practice of pasting stickers on loaves is something unpardonable. Why should there be stickers on bread? The whole mass of users of bread have made no demand for any such designation, and the city council are at present discussing the advisability of using little perforating stamps instead.

However, on enquiry it all comes back upon the grocer, and it is not the intention to hurt the feelings of the retail grocer by attacking stickers, for we understand it is the grocer who demanded the sticker, or at least something of the kind, in order that he might be protected from the law against short weight among bakers.

SITUATION WANTED.

BY young married man as grocery salesman. Ten years' experience. Best of references. Address Box K, THE CANADIAN GROCER, Toronto. (21)

The Canadian Vinegar Company

HIGH-GRADE VINEGARS

Under Excise Supervision
Reputed the best on the market.

Factory and Office: 35a, 35c, 37 St. Antoine Street,

MONTREAL.

We grow everything we ship, so write or wire us when you want fresh choice stock of **EARLY CUCUMBERS, TOMATOES** or **MUSK MELONS.** Also finest **PEACHES, SWEET CHERRIES AND PLUMS.**

HILBORN & McLACHLAN,

Peachbluff Farm, LEAMINGTON, ONT.

REFRIGERATORS.

Fit up your store with a Eureka Refrigerator and you will have a refrigerator that will dry wet matches.

Write for our catalogue, guarantee test and testimonials which are free.

Eureka Refrigerator Co.

WILBERT HOOEY, MANAGER.

Phone Park 513. 54 Noble St., TORONTO.

Genuine **Pratts Astral Lamp Oil**

Sold in all countries and recognized as the highest grade oil manufactured.

WHOLESALE ONLY

THE QUEEN CITY OIL COMPANY, Limited, - TORONTO, ONT.

Arriving Almost Daily- Fancy Ripe BANANAS PINEAPPLES and FLORIDA TOMATOES. Finest Quality. Prices Right.

Just in—Fresh car EXTRA FANCY NAVELS, all sizes.
Fresh arrivals—EGYPTIAN AND BERMUDA ONIONS. Mail or phone your orders.

Hugh Walker & Son, - Guelph, Ont.

PERSONAL MENTION.

Mr. J. L. Bowes, of the J. A. McLean Produce Co., Toronto, has gone to England on business for his firm. He sailed from New York on the ss. Carpathian.

Mr. John Sloan, of John Sloan & Co., wholesale grocers, Toronto, has gone on a two months' trip to Europe. During his absence the business is being conducted by Mr. Frank Sloan.

Mr. C. H. Hinman, of the Postum Cereal Co., manufacturers of grape nuts and Postum cereal coffee, Battle Creek, Mich., has been in Toronto for the past two weeks calling on the wholesale and retail trades.

Mr. Suggitt, the secretary of the Leeds, Eng., Retail Grocers' Association, is about to visit Canada with the object of investigating Canadian mercantile methods and looking up new ideas in the grocery trade.

Mr. C. L. Farnworth, the energetic representative of Dalley's blacking, of Hamilton, Ontario, was a welcome caller at The Grocer office in Montreal last week. He is hustling for a good article, and his territory, which is east of Belleville, is certainly well covered.

Mr. Wm. Mooney, manager of the city order department of the Mooney Biscuit & Candy Co.'s branch at Winnipeg, has been laid up for the past two weeks with a severe attack of quinsy, but is now around again attending to his duties as well as ever.

Mr. Geo. Mann, Montreal manager of the Salada Tea Co., has been confined in the general hospital, undergoing an operation to his eyes. The Grocer is pleased to learn that he is recovering rapidly and will be out in a few days.

Mr. H. W. Bender, the genial New York representative of MacLaren Cheese Co., Toronto, has had a very extensive trip, having visited Chicago, St. Paul, Butte, Spokane, Seattle, Tacoma, Portland, San Francisco, Los Angeles, Salt Lake City, Denver, Omaha, Kansas City, Detroit and Pittsburg in the interests of his firm. Mr. Bender says the demand for his company's products is large and constantly growing, a circumstance that speaks volumes for their excellence.

Mr. Norman McLeod, of McLeod & Co., Calcutta, paid a visit to Toronto the past week. He speaks very favorably for the future of Indian teas, stating that the demand is steadily increasing every year, and that the plantations are now on a paying basis. He expects to see teas a little higher. New markets are being constantly found. Russia, four years ago, practically bought no tea from India, and to-day it is one of the best customers, showing the great popularity of teas grown in India.

Mr. Norman McLeod, of McLeod & Co., Calcutta, was a visitor to the trade of Montreal during the past week, in the interest of Indian teas. The firm of which Mr. McLeod is a member, are owners of several large tea estates in India, and are large exporters. Besides the tea industry, they do an enormous business in jute, and Mr. McLeod has closed some very large contracts with several Montreal business houses. Messrs. S. H. Ewing & Sons are Canadian representatives for McLeod & Co., and Mr. W. H. Halford introduced Mr. McLeod to the trade.

Mr. Arthur J. Hodgson, of Hodgson Bros., formerly president of the Board of Trade, Montreal, and a member of one of the largest dairy produce firms in the city, has just returned from a trip abroad, where he went as a delegate to the Chambers of Commerce in Great Britain. He believes that a royal commission composed of men from the British Islands and from the self-governing dependencies of the Empire, should be appointed to enquire into the fiscal question, and that such a step, if backed by the Canadian Parliament, would contribute in a very great degree towards the realization of an imperial policy, the consideration of which has so occupied the British mind during the past year. He said the business men of Great Britain had their eye on Canada, and he knew of no less than four large manufacturing concerns who had expressed their intention to establish plants in Canada. He also stated that he was informed from various sources that the Duke of Sutherland was very likely to be the next Governor-General of Canada.

Mr. John Lorimer, of Lorimer & Co., wholesale druggists, Britannia Row, Essex road, London N., called at the office of The Grocer this week. Mr. Lorimer is a keen, careful Scotchman, who is a member of one of the largest firms of its kind in London. The title, wholesale druggist, does not fully explain the importance of their business to the grocery trade. They are manufacturers, and while Mr. Lorimer is here visiting Canada on a health restoring trip, he is busily engaged in promoting trade. The Grocer was very glad to acquaint the visitor with some of the most reliable and responsible agents in Montreal, who would likely handle their specialties in this country. Their firm sell baking powder, flavoring essences, Worcestershire sauce, rennet essences, relishes of various kinds, condiments, vinegar essences, quinine wines, malt extracts, and in fact an amazing variety of grocers' sundries which could be easily carried by any general store in the Dominion. The name of the new agency will probably be announced next week.

HINTS TO BUYERS.

Contributors are requested to send news only, not puffs of goods they handle, or the arrival of standard goods that everyone has in stock, or that they are offering goods at close figures, or that they have had an unusually large sale this season.

Jas. Rutherford & Co., Montreal, report having the first shipment of Japan teas to arrive by first steamer.

A. F. MacLaren Imperial Cheese Co., Toronto, who are now agents for the sale of Bensdorp's Royal Dutch Cocoa in Onatrio and the west, have been meeting with wonderful success in the development of the sale of this world famous article. They are having a large shipment come forward by one of the first boats arriving at Montreal and will be glad to get into touch with any buyers who are wishing to stock Bensdorp's Royal Dutch Cocoa.

Dawson & Co., Toronto, report the arrival of a car of pineapples, also of a car of Messina blood and oval oranges.

McWilliam & Everist, Toronto, have received a direct shipment of pineapples from Jamaica this week.

Balfour & Co., Hamilton, report a very heavy Spring business in the Northwest Territories and British Columbia in "Tartan" fruits and vegetables. This shows that "Tartan" brand is a winner wherever known.

Balfour & Co., Hamilton, report very large Spring business throughout the Northwest Territories abd British Columbia. J. A. Henderson, who succeeded the late W. B. Croy, having left the western trip to take a partnership with Bickle & Greening, brokers, Hamilton, the rounds in the west will be made by Sinclair Balfour, Jr., son of the head of the firm.

NOTES.

Geo. Foster & Sons, wholesale grocers, Brantford, are building new offices in the front portion of their warehouse on Colborne street.

J. Burns, grocer, Brantford, has recently doubled the size of his store at 32 Dalhousie street. His grocery establishment is now one of the largest in the city.

J. W. Bickle & Greening, brokers and commission merchants, Hamilton, have located in new quarters at 62 King William street, where they will have exceptionally good storage facilities.

ONTARIO WHOLESALE GROCERS' GUILD MEETS.

AFTER a year's existence the Ontario Grocers' Guild held its first annual meeting in Toronto on May 17. The guild exists for the purpose of remedying grievances in the trade and for social objects, and at the meeting in the Board of Trade a resolution expressing great satisfaction at the work accomplished during the year was passed.

Among those present were: George Bristol, J. F. Eby, William Logan, James Ince, Frank Sloan, J. I. Davidson, Arthur Pafford, F. W. Humphrey, Thomas Kinnear, and Hugh Blain of Toronto; H. Y. Telfer, J. M. Dillon, John Marr and John Garvey, Collingwood; A. Olive, Brantford; M. Carson, Kingston; G. Glassco, F. Osborne, P. W. Steele, James Watt, Jas. Somerville and H. C. Beckett, Hamilton; H. McLaughlin, Owen Sound; T. B. Escott and S. Screaton, London; J. F. Smythe, Windsor. Messrs. H. N. Bate and F. J. Castle & Co., of Ottawa, were not able to be represented, and forwarded regrets.

The meeting discussed the relationship of manufacturers and brokers to the wholesale grocery trade, and appointed a committee to deal with some complaints. It was recommended that all houses represented in the guild should allow their travelers two weeks holiday in August, and a plan to withdraw all travelers from the road for at least a week during the Christmas season was also discussed. At the close of the meeting the following officers were elected: President, George E. Bristol, Toronto; vice-presidents, T. B. Escott, London, and W. G. Craig, Kingston. Mr. H. C. Beckett of Hamilton will advise the association concerning the changes in freight rates on goods. The next meeting of the guild will be held in Toronto.

PEACH CROP IN ESSEX COUNTY.

IN March grave fears were entertained that the peach orchards of Essex County, Ontario, had been wholly destroyed. If this fear had proved well grounded, it would have meant disaster for a most important industry in Southwestern Ontario. Some five years ago Essex peach orchards, which had just reached full bearing age, were wiped out by the frezing cold winter, accompanied by bare ground. This year, a second plantation should give its first full crop, and if another wipeout had occurred, the result would have been more serious than can well be imagined. But fears formed in March have proved at least partially groundless. Essex orchards have not been completely destroyed, although very serious damage has been done. The state of affairs is fully described in a report received from J. L. Hilborn, the well-known fruit grower of Leamington: "So far as our own orchard is concerned, trees under three years old appear to be in good condition, as a rule, but the bearing trees are killed far worse than I had thought for, until the warm weather proved how serious the damage was. We still expect to have quite a lot of peaches, but the greater number of our bearing trees are dead. The majority of the peach trees in this part of Essex County, at least, are undoubtedly dead."

A FLOOD OF CHEESES.

Some prominent cheese exporters who have just returned from England had copies of some verses which aptly describe the situation abroad supplied to them.

OH CHEESES!

I wish they wouldn't ship 'em:
They are coming every day;
I'd pay a half a cent a pound,
If they'd only stay away.

There are cheeses on the sidewalk,
And cheeses in the door,
Cheeses on the stairway,
And cheeses on the floor;
I suppose they'll keep on coming, as
long as they well please,
But I'm getting mighty tired of the
blooming smell of cheese.

I really cannot sell 'em
They are coming in too thick,
And every time I think of cheese
It makes me simply sick.

There are cheeses in the office,
And cheeses on the scales;
Cheeses in the basement,
In boxes, sacks and bales.
I wish that I could bribe them not to
send in any more,
For I can't help thinking of 'em and
It makes me very sore.

I wish that I could use 'em
For grindstones and for wheels,
I know that this will make you laugh,
But you don't know how it feels—

To have cheeses all around you,
Think cheeses in your sleep,
Taste cheeses when you eat your meals—
It's enough to make you weep.

TOURIST TRADE.

NOW that Canada is being sought more and more by tourists the world over the material benefit to be reaped by Canadians from catering to tourist trade is becoming an increasingly attractive item.

Almost invariably tourists leave a lot of money in the country, as one proof of which one has only to instance the large number of prosperous Summer resorts in Canada whose only reason for existence is their Summer population. Perhaps the biggest share of the spoils under ordinary circumstances goes to grocers throughout the country. Such being the case, the wideawake grocer will welcome to his locality the greatest possible number of tourists for the longest possible time.

One of the most efficacious means of attracting tourists to a country is to induce its farmers and citizens to make their farms and individual establishments as attractive as possible, to perfect the roads and improve the general appearance of the country.

Talk to the farmer along this line, if persevered in, will ultimately bring money and lots of it into the grocers' pockets. Happy man is he if he can persuade his country customers of the truth of the statement that of all the branches of industry which the farmer can combine with farming, probably there is none more profitable than the keeping of Summer boarders. It is a spot cash trade with good profits and quick returns. When the ground is ready, the good seed must be sown in the way of suggestions as to the best ways and means of catering direct to the wants and tastes of tourists once they are attracted to the country.

The Grocer is in receipt of an attractive little brochure gotten out by D. R. Jack for distribution among the farmers of the Province of New Brunswick. Mr. Jack is a member of the Executive Committee of the New Brunswick Tourist Association, an organization for the promotion of tourist travel throughout the province which has for some years carried on a very successful campaign.

In his little booklet Mr. Jack gives a large number of valuable hints as to the best ways for the farmer to cater to the wants of the tourist, just the sort of suggestions the grocer should make to his customers in endeavoring to further tourist trade to their mutual advantage.

YOKOHAMA BOARD OF TRADE.

THE following are extracts from the latest report of the Foreign Board of Trade, Yokohama, Japan :

"The tea season of 1903 was notable for the high prices paid for both first and second crop leaf, but more particularly for first crop, this higher range of prices having been made possible by the removal of the duty in the United States. First arrivals of the new leaf appeared on the market a few days earlier than in the previous year, and these were eagerly bought up by speculators (or a speculator) and shipped by the first steamer with the object, apparently, of placing the shipper in the position of being the only holder of new teas on the other side during the few days' interval between deliveries of the first and second steamers; the result of this policy was that first arrivals on this market varied in price from yen 12.00 to yen 20.00 per picul over the rate of the previous season.

"It was, of course, impossible for sellers to maintain these prices, but holders in the interior were undoubtedly encouraged by them to demand more for their teas than they would otherwise have been willing to accept, and when the market settled down to regular business, prices were still yen 10,00 to yen 12.00 per picul over the previous year, and were maintained at this figure practically for the whole of the first crop.

"The quality of the first crop pickings was about up to the average, the market ruled very steady, and by the end of June settlements at this port were about piculs 20,000 more than at the same point of the previous season.

"Arrivals of the second crop were disappointing in quality; the liquor at first drew unusually dark, but later arrivals showed an improvement in this respect. The leaf, however, was dry and had the appearance of being roughly prepared. Prices for second crop leaf ruled from yen 4.00 to yen 7.00 per picul higher than the previous season, but later on, pickings in the lower grades more nearly approximated the prices ruling in 1902.

"Total settlements for the year at this port were about piculs 195,000, against piculs 180,000 for the previous year.

"The favorable conditions ruling on American markets in 1902 encouraged the increase of small firing establishments in the interior, and it is estimated that about piculs 55,000 to piculs 60,000 were fired in Shizuoka Ken during this season. This business was divided between about thirty firms of varying importance, and the most of the teas were shipped direct to America, but some found purchasers among the foreign firms of this port or were shipped under their names. In the normal course of things the season under review must have proved anything but encouraging to small native consigners, but the late enquiry consequent on the outbreak of war may have helped out those who were able to wait long enough."

A HINT TO THE HENS.

THE United States department of agriculture has recently been working on the problem of cheapening the price of eggs in Winter, says a Vancouver exchange. The solution depends on inducing the hen to moult early and lay eggs during the Winter instead of taking a rest during the colder months. The experts in the department claim to have discovered a secret that will prove of value to chicken raisers and consumers of eggs. The idea is to force early moulting by judicious feeding, so that the new plumage of the hen will be grown before cold weather begins. The hen must have her new Winter and Spring suit before she will get down to the practical business of laying eggs.

The tests that were made in Rhode Island by the Government experts were conducted about as follows: Along in August chickens were put on a light diet. Food was withheld except in small quantities, which quickly reduced the weight of the fowls and stopped their laying. This starving process was kept up for about a fortnight, and then the hens were fed liberally on mush, beef scraps, corn, wheat and oats, rations that were rich in nitrogenous matter and that promoted the growth of muscle and feathers. In thirty days after the test began the Rhode Island Reds had a complete coat of new feathers and within a week more half of them had begun to lay eggs regularly, while the hens that had not been subjected to this treatment were just beginning to moult and egg production had decreased materially. White Leghorns were a little slower in coming round with their new feathers and fresh eggs, but otherwise the results were the same.

CATALOGUES, BOOKLETS, ETC.

The Grocer is in receipt of an illustrated list of rebuilt printing presses, paper cutters and miscellaneous machinery, issued by the Toronto Type Foundry Company of Toronto, Montreal, Halifax and Winnipeg.

WHITE SWAN PRODUCTS AT WORLD'S FAIR.

The Dominion Government Commissioners who visited Toronto recently in connection with the preparation of the Government's exhibit at the St. Louis World's Fair, selected Greig's White Swan Breakfast Food, White Swan Barley Crisps and White Swan Self-Rising Buckwheat Flour as the most representative goods of their class, and ordered quite a large lot to be sent to St. Louis to form part of the Government's exhibit of Canadian products.

RUSSIA A SMALL SOAP USER.

Russia, according to the official census, has 558 soap factories. The consumption of soap in Russia is estimated at 1 1-3 pounds per capita annually, compared to 13 1-4 pounds in the United States. This small consumption of soap is due largely to the high price of raw materials which makes soap an expensive article, while at the same time the import duties limit the use of foreign soaps to a comparatively small amount. Vegetable fats are also subject to considerable import duty, so that Russian soaps are made almost entirely of tallow and grease. The only vegetable oil used in anything like notable quantities is coprah oil.

THE COMING ALMOND CROP.

INFORMATION that has come to hand concerning the coming almond crop is vague and uncertain as yet. Judging by the amount of bloom borne by the trees, however, a most abundant crop might have been expected, there having been a greater amount of flowers than has been seen for many years. These early prospects were soon spoiled, for, owing to the continued drought experienced last Winter a very large proportion of the blossom and young fruit fell from the trees.

Notwithstanding this damage, the crop would still have been equal to that of last year had it not been for a great deal of unusually cold and wet weather experienced in the countries of growth during the last month. According to some reports this has caused considerable damage to the immature fruit, and it is stated that as a result the yield of the new crop will be about twenty to twenty-five per cent. less than that of last season.

Petrolia Packing Company

Limited

Pork Packers and Lard Refiners

Curers of

"Lambton Brand"

of

WILTSHIRE SIDES, LONG RIBS, CUMBERLANDS, AND "PURITY BRAND" OF LARD.

PETROLIA, CANADA

Agents for Great Britain

R. & W. DAVIDSON

9 Virginia St, GLASGOW; and 49 Tooley St, LONDON

SUMMER COTTAGES

fully furnished, if required, half a mile from St. John City Railway Co.'s tracks.

¶ Sea Bathing, comfortable and picturesque cottages, and every convenience.

¶ No mosquitoes or black flies.

¶ Rent from $50 to $150.

¶ Write to-day for particulars.

D. R. JACK

ST. JOHN, - N. B.

Quotations for Proprietary Articles.

Qutoation on staple articles ; prepared by our own staff will be found in the market reports in t e centre of the paper.
The following are prices of proprietary articles which are supplied by the manufacturers or their agents. For charges for inserting quotations in this department apply to Advertising Manager, THE CANADIAN GROCER, at our nearest office.

May 19, 1904.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

Cook's Friend—

	Per doz.
Size 1, in 2 and 4 doz. boxes	$4 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 3 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ¼ " "	14 00

W. H. GILLARD & CO.

Diamond—

1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4 doz.	10c.	$0 85
3 doz.	4-oz.	1 20
3 doz.	6-oz.	1 75
1 doz.	12-oz.	3 50
2 doz.	12-oz.	3 45
3 doz.	12-oz.	3 40
2 doz.	16-oz.	4 45
3 doz.	16-oz.	4 35
1 doz.	2½lb.	10 40
1 doz.	5lb.	19 50

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case $4 55
1 "	12 "	
1 "	16 "	

JERSEY CREAM BAKING POWDER.

½ Size, 5 doz. in case	$0 40
¼ " 4 " "	0 75
½ " 3 " "	1 25
1 " 2 " "	2 25

OCEAN MILLS.

	Per doz.
Ocean Baking Powder, ¼ lb., 4 doz.	$ 45
Ocean Baking Powder, ½ lb. 5 doz.	90
Ocean Baking Powder, 1 lb., 3 doz.	1 25
Ocean Borax, ¼-lb. packages, 4 doz.	40
Ocean Cornstarch, 40 pks. in a case	78

Freight paid, 5 p.c. 30 days.

ROYAL BAKING POWDER CO.

Sizes.	Per Doz.
Royal—Dime	$ 1 00
" ½ lb.	1 60
" 6 oz.	2 25
" ½ lb.	2 90
" 12 oz.	4 50
" 1 lb.	5 75
" 3 lb.	15 50
" 5 lb.	25 50

Sizes.	Per Doz.
Cleveland's—Dime	$ 1 00
" ½ lb.	1 50
" 6 oz.	2 20
" ½ lb.	2 80
" 12 oz.	4 25
" 1 lb.	5 50
" 3 lb.	15 00
" 5 lb.	25 00

"VIENNA" BAKING POWDER.

	Per doz.
1-lb tins, 4 doz in box	$2 25
½-lb tins, 4 doz in box	1 25
¼-lb tins, 4 doz in box	75

BEE BAKING POWDER.

1-lb. tins, cases 4 doz, per doz	$2 25

HOME BAKING POWDER, CO., MONTREAL.

Sizes.	Per doz.
2 doz. case ½ lb.	$2 40
1 " 1 lb.	4 75

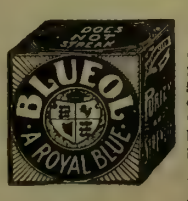
1 to 5 cases, 5 per cent.
5 to 10 cases, 10 per cent.

EAGLE BAKING POWDER

	Per doz.
Cases of 48-5c. tins	$0 45
" 48-10c. tins	0 75
" 24-25c. tins	2 25
" 48-25c. tins	2 25

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ¼ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes, according to size	0 02 0 10



J. M. DOUGLAS & CO.—Laundry Blues.

"Blueol"—10-lb. boxes containing 50 pkgs., 4 squares each per lb.	15c
"Sapphire"—14-lb. boxes, ¼-lb. pkgs. per lb	12½
"Union"—14-lb. boxes, assorted, 1 & ½-lb. pkgs. per lb.	10

Black Lead.

Reckitt's, per box	$1 15

Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz.; or ¼ gross, 4 oz.

JAMES' DOME BLACK LEAD.

	Per gross
6a size	$2 40
2a size	2 50

Borax.

"Bee" brand, 5 oz., cases, 40 pkgs.	1 40
" " 10 oz., cases, 48 "	3 25
" " 16 oz., cases, 48 "	4 25

EAGLE BORAX.

	Per doz.
Cases of 5-doz. 5c. packages	$0 80
" 5-doz. 10c. "	0 85

Brooms.

UNITED FACTORIES, LIMITED.

	doz. net.
Boeckh's Bamboo Handles, A, 4 strings	$4 70
" " " B, 4 "	4 40
" " " C, 3 strings	4 10
" " " D, 3 "	3 85
" " " F, 3 "	3 55
" " " G, 3 "	3 20
" " " I, 3 "	2 85

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag	0 18½
Quaker Oats, 2-lb. pkgs., per case	3 00
Tillson's Oats, 2-lb. pkgs., per case	00

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Hygienic, 1-lb. tins per doz.	$6 75
" ½-lb. tins "	3 50
" ¼-lb. tins "	2 00
" fancy tins "	0 85
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50
Perfection, ½-lb. tins, per doz.	2 40
Cocoa Essence, sweet, ½-lb. tins, per doz.	

"ACME"
TABLE SALT

Ask your wholesale grocer for it. Put up in 24 2-lb. cartoons in a case, and in 50-lb. box.

TORONTO SALT WORKS, Toronto, Ont

THE PEOPLE OF
JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON
"GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.

BASKETS

We make them in all shapes and sizes. We have

Patent Strawboard Berry Box
Grain and Root Baskets,
Clothes Baskets,
Butcher Baskets,

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE . . .
Oakville Basket Co.
Oakville, Ont.

You are Interested in Something.

Why not get the best items that are printed on the subject.

We read and clip thousands of newspapers every week — therefore we can equip you **speedily** and **economically** for a debate, speech, lecture, essay or anything else requiring up-to-date information and more of it than your competitors are likely to get.

Terms—100 Clippings, $ 5.00
200 " 12.00
500 " 22.00
1,000 " 40.00

Send for our Booklet which fully explains the scope of the clipping industry.
We have also lists of firms in every branch of trade in the Dominion, the professions, club members, society, etc., and we are prepared to address and mail circulars or letters to these at any time.

CANADIAN PRESS CLIPPING BUREAU,
232 McGill Street, MONTREAL, QUE.
Telephone Main 1255.
10 Front St. E., Toronto. Telephone Main 2701.

McLAREN'S
COOK'S FRIEND
BAKING POWDER.

Is Honest Goods and just the Thing on Which to Make or Extend a Business.

The Best Grocers make a point of Keeping it always in Stock.

Chocolate—	per lb
Queen's Dessert, ¼'s and ½'s	$0 40
" 6's	0 42
Mexican Vanilla, ¼'s and ½'s	0 35
Royal Navy Rock, " "	0 30
Diamond, " "	0 25
" 8's	0 28

Icings for cake—	Per doz.
Chocolate, pink, lemon color, 1lbs.	$1.75
Orange, white and almond, ½-lbs.	1.00

Confections—	Per doz.
Cream bars, large boxes	$2.25
" small "	1.35
Chocolate ginger, lbs	3.75
" " ½-lbs	2.25
" wafers, ½-lb. boxes	2.25
" " ¼-lb. boxes	1.30

FRY'S.

Chocolate—	per lb.
Caraccas, ¼'s, 6-lb. boxes	$0 42
Vanilla, ¼'s	0 42
"Gold Medal," sweet, ¼'s, 6-lb. boxes	0 29
Pure, unsweetened, ¼'s, 6-lb. boxes	0 42
Fry's "Diamond," ¼'s, 14-lb. boxes	0 24
Fry's "Monogram," ⅛'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ¼'s, 1 doz. in box	2 40
" ½s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ¼'s, 14-lb. boxes	....
" ½'s, 12-lb. boxes	....
Epps's Cocoa, case of 14 lb., per lb.	0 35
Smaller quantities	0 37½

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

⅛ lb tins,	4⅛ doz.	to case	per doz.,	$	.90
¼ " "	4 "	" "	"		2.40
½ " "	2 "	" "	"		4.75
1 " "	1 "	" "	"		9.00

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.

	Per lb.
Mott's Broma	$0 30
Mott's Prepared Cocoa, ¼s and ½-boxes	0 28
Mott's Breakfast Cocoa, ¼s in boxes	0 40
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caracas Chocolate	0 40
Mott's Diamond Chocolate	0 23
Mott's Navy Chocolate, ½s in boxes	0 27
Mott's Cocoa Nibbs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross	1 00
Mott's Confectionery Chocolate	0 21
Mott's Sweet Chocolate Liquors	0 20
	0 32
	0 36

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 38
Vanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 27
Breakfast cocoa, ¼, ½, 1 and 5-lb tins	0 43
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 35
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5's, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 56

LOWNEY'S.

Breakfast cocoa—
6-lb. boxes, 12 boxes in case, 1-5-lb. tins. 45c.
6-lb. boxes, 12 boxes in case, ½-lb, tins. 42c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins. 42c.
Sweet chocolate powder—"Always Ready."
6-lb. boxes, 12 boxes in case, ½-lb tins. 32c.

Premium chocolate—
6-lb bxs., 12 bxs. in case, ½-lb. pkgs. 34c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs. 34c.
6-lb. bxs., 12 bxs. in cose, ½-lb. pkgs. 36c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs. 36c.

Medallion sweet chocolate—
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. 48c.

Milk chocolate—
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. 40c.

Tid-Bit chocolate—
6-lb. bxs., 12 bxs. in case, ¼-lb. pkgs. 25c.

Vanilla sweet chocolate—
3-lb. bxs. 24 bxs., in case, ½-lb. pkgs. 32c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. 32c.

Diamond sweet chocolate—
6-lb. boxes, 12 bxs. in case, ¼-lb. pkgs. 19c.

Condensed Milk.

Anchor" brand, cases 4 doz., per case	$5 00
" evap. cream, cp. 4d. "	4 65

Borden's Condensed Milk Co.

Eagle" brand	$1 50
Gold Seal" brand	1 30
Peerless" brand evaporated cream	1 20

"Reindeer" Brand
Case (4 doz $5.60

Coffee.

"Bee" brand, 1 lb. tins, cases, 30 tins	9 00
" " 2 lb. tins, cases, 15 tins	8 70

THE EBY, BLAIN CO., LIMITED.

In bulk—	Per lb.
Club House	0 32
Royal Java	0 31
Royal Java and Mocha	0 31
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Fancy Bourbon	0 20
High Grade package goods—	
Gold Medal, 2-lb. tins	0 30
Gold Medal, 1-lb. tins	0 31
Kin Hee, 1-lb. tins	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars	0 30
English Breakfast, ground only 1-lb. tins	0 1?

JAMES TURNER & CO.

	Per lb.
Mecca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.

	Per lb.
"Old Crow" Java	$0 25
" Mocha	0 25
"Condor" Java	0 30
" Mocha	0 30

15-year-old Mandheling Java and hand-picked Mocha 0 50
1-lb. fancy tins choice pure coffee, 48 tins per case 0 20
Madam Huot's coffee, 1-lb. tins 0 31
" " " 2-lb. tins 0 30
100 lb. delivered in Ontario and Quebec.
Rio No. 1 0 15
Condor I. 40-lb. boxes 45c.
" II. 40-lb. boxes 42½c.
" III, 80-lb. boxes 37½c.
" IV, 80-lb. boxes 35c.

S. H. & A. S. EWING'S.

	Per lb
Mocha and Java coffee, in 1-lb tins, 30-lb cases	32
Mocha and Java coffee, in 2-lb tins, 30-lb cases	29

Cheese.

Imperial—Large size jars	per doz.	$8 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	13 00
Medium size	"	15 00
Small size	"	12 00
Roquefort—Large size	"	2 40
Small size	"	1 40

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co. Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Un-numbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c

RECKITT'S BLUE and ZEBRA PASTE
Always give your Customers Satisfaction.

If there were made better Jams than

Southwell's

we would have them ?

We would like to send you a price list.

FRANK MAGOR & CO.,

CANADIAN AGENTS, 403 St. Paul St., MONTREAL.

What You Don't Know

about getting up good grocery advertisements is supplied in our book

100

Good Grocery Ads

FOR

One Dollar.

Worth more than $1.00 to most men. Send for a copy.

THE CANADIAN GROCER,
TORONTO.

Allison's Coupon Pass Book.

$1 00 to 3 00 books	3 cents each
5 00 books	4 "
10 00 "	5½ "
15 00 "	6½ "
20 00 "	7½ "
25 00 "	8 "
50 00 "	12 "

Cane's Clothes Pins.

UNITED FACTORIES, LIMITED.

Clothes pins (full count), 5 gross in case, per case	$0 62
doz. packages (12 to a case)	0 75
6 doz. packages (12 to a case)	0 95

Cleaner.

	Per doz.
4-oz. cans	$ 0.90
6-oz. "	1.35
10-oz. "	1.85
Quart "	3.75
Gallon "	12.00

Wholesale Agents.
The Davidson & Hay, Limited, Toronto.

Food.

	Per doz
Robinson's patent barley ½-lb. tins	$1 25
" " " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " " 1-lb. tins	2 25

Gelatine.

	Per gross.
Knox's No. 1 sparkling	$15 00
	Per doz.
" " " 6 doz., at	$ 1 30
" No. 3 acidulated, at	$ 1 50

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	1 70
Apricot " "	1 75
Black currant " "	1 85
Other jams	$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.

Pure Fruit Jams—	
1-lb. glass jars, 2 doz. in case, per doz.	$0 95
2½-lb. tin pail, 2 doz. in crate, per lb.	0 06½
5 and 7-lb. tin pails, 8 and 9 pails to crate, per lb.	0 06
7, 14 and 30-lb. wood pails, "	0 06
Pure Fruit Jellies—	
1-lb. glass jars, 2 doz. in case, per doz.	0 95
7, 14 and 30-lb. wood pails, per lb.	0 06
Home Made Jams—	
1-lb. glass jars (16-oz. gem.) 1 doz. in case, per doz.	1 50
5 and 7-lb. tin pails, per lb.	0 09
7, 14 and 30-lb. wood pails, "	0 09

BRAND & CO.

Brand's calf's foot	$3 50
Real turtle jelly	7 75

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" " " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" " 100 sticks	0 73
Dulce large cent sticks, 100 in box	....

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.	$3 70
3 cases "	3 60
5 cases or more	3 50

Matches.

UNITED FACTORIES, LIMITED. Per case.

Surelight (Parlor)	$3 50
Flashlight (Parlor)	5.75
Kodak (Sulphur)	3 80

WALKERVILLE MATCH CO.

	1 case.	5 cases.
Parlor—		
Imperial	$5 75	$5 50
Best	3 50	3 25
Crown	1 70	1 60
Maple Leaf	1 90	1 80
Knights	4 75	4 50
Sulphur—		
Club	3 90	3 70

Mince Meat.

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., -lb. tins, per doz.	$ 1 40
" ½-lb. tins "	2 50
1-lb. tins "	5 00
Durham 4-lb. jar, per jar.	0 75
" 1-lb. jar "	0 25
F.D., ½-lb. tins, per doz.	0 85
" ¼-lb. tins "	1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—	
¼-lb. tins, per lb.	$ 0
½-lb. tins "	0 35
1-lb. tins "	0 32½
4-lb. jars, per jar	1 20
1-lb. jars "	0 35
Old Crow," 12-lb. boxes—	
¼-lb. tins, per lb.	0 25
½-lb. tins "	0 23
1-lb. tins "	0 22½
4-lb. jars, per jar	0 70
1-lb. jars "	0 25

Orange Meat.

Cases, 36 15c. packages	$4.50
5 case lots (Freight paid.)	4.40
Cases, 20 25c. packages	4.00
5 case lots (Freight paid.)	4.00

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand 1-lb. glass	$1 50
" " quart gem jars	3 40

T. UPTON & CO.

1-lb. glass jars, 2 doz. case, per doz.	$ 0 95
Home-made, in 1-lb. glass jars "	1 50
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 06

Pickles.

STEPHENS'.

A. P. Tippett & Co', Agents.

Cement stoppers (pints), per doz.	$ 2 30
Corked "	1 90

Soda.

COW BRAND.

Case of 1-lb. containing 60 pkgs., per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. (containing 96 pegs.), per box, $3 00.

EMPIRE BRAND.

Brunner, Mond & Co.

Case 120 ½-lb. pkts. (60 lb.), per case, $2 70.

Case 96 10-oz. pkts. (60 lb. case, $2 80.

"MAGIC" BRAND.

	Per case.
No. 1, cases, 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " 30 1-lb. " / 60 ½-lb. "	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 85
5 cases	2 75

"BEE" BRAND.

"Bee" brand, 8 oz., cases, 120 pkgs.	Per case
" " 10 oz., cases, 96 pkgs.	$2 75
" " 16 oz., cases, 60 pkgs.	

Soap and Soap Powders.

A. P. TIPPET & CO., Agents.

Maypole soap, colors, per gross	$10 20
" black	12 20
Oriole soap	10 20
Gloriola soap	12 00
Straw hat polish	10 20

BABBITT'S.

Babbitt's "1776" 100 6-oz. pkgs. $3.50 per box. 5 boxes, freight paid and a half box free.
Babbitt's "Best" soap, 100 bars, $4 10 per box.
Potash or Lye, bxs., each 2 doz., $2 per box.
WM. H. DUNN, AGENT.

Two Lines That Lead.

A Vinegar with Advantages.

You want a brand absolutely pure. One which will keep a long time without deteriorating. One known for its delicate aroma and its excellent flavour. **Hill, Evans & Co.** (Worcester, Eng), produce **the** one. A Malt Vinegar which is unapproached by any other for these essential properties. A Vinegar you may always rely upon.

Quinine Wine with a Reputation.

Robert Waters' Quinine Wine enjoys a 50-year reputation as the finest tonic known.

Export Agents—ROBT. CROOKS & CO., Botolph House, Eastcheap London, England.

CHASER SOAP.

1 case	$2 40
5 cases	2 30
10 cases	2 20
20 cases	2 10

5 per cent. 10 days or 60 days acceptance.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. cartons	$0 06
No. 1 " " 3-lb. "	0 06
Canada laundry	0 05
Silver gloss, 6-lb. draw-lid boxes	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05½
Benson's enamel....per box 1 25 to	2 50
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 06¾
Canada Pure Corn	0 05¾
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps	0 08½
"Bee" brand, cases, 4 packages	5 00

BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 05
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 06
Barrels, 200 lb.	0 05¾
Kegs, 100 lb.	0 05¾
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06¾
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 45 cartons, per case	40
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 05¾
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 06¾
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.	0 06¾

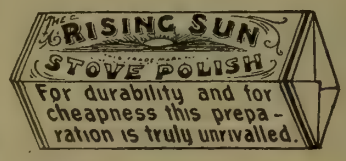
ST. LAWRENCE STARCH CO., LIMITED.
Ontario and Quebec.

Culinary Starches—	
St. Lawrence corn starch, 40 lb	0 06¾
Durham corn starch, 40 lb	0 06¾
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 06
" 3-lb. cartons, 36 lb.	0 06
" 200-lb. bbl.	0 06¾
" 100-lb. kegs	0 06¾
Canada Laundry, 40 to 46 lb.	0 05
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 05¾

OCEAN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$8 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00

WM. H. DUNN, AGENT.

	pr. dz.
Enameline No. 4, bxs., ea. 3 dz.	0 38
Enameline No. 6, bxs., ea. 3 dz.	0 65
Enameline liquid, bxs, ea. 3 doz.	0 75
Blackene, 5-lb. cans, per lb.	0 10

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

	Per case.
Enamelled tins, 2 doz. in case	$2 40
Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 90
5 " 1 " "	2 35
10 " ½ " "	2 25
20 " ¼ " "	2 10

(10 and 20 lb. tins have wire handles.)

"BEAVER" BRAND.

	Per case.
1 gal. tins, square, 6 in case	$4 40
½ gal. tins, round, 12 in case	4 50
¼ gal. tins, round, 24 in case	4 60

SMALL'S BRAND—Standard.

	Per case.
1 gal. tins, square, 6 in case	$4 70
½ gal. tins, round, 12 in case	4 90
¼ gal. tins, round, 24 in case	5 30

Teas.

SALADA CEYLON.

	Wholesale.	Retail.
Brown Label, 1's	$0 20	$0 25
" " ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60

Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c	$0 19
" " ½-lb., " "	0 20
Blue Label, retail at 30c	0 22
Green Label, " 40c	0 28
Red Label, " 50c	0 35
Orange Label, " 60c	0 42
Gold Label, " 80c	0 55

Cases, each 60 1-lb.	$0 35
" " 60 ½-lb.	0 35
" " 30 1-lb.	
" " 120 ½-lb.	0 36

LUDELLA CEYLON, 1's AND ½'S PKGS.

Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

"CROWN" BRAND.

	Wholesale.	Retail.
Red Label, 1-lb. and ½s	$0 35	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½s	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—	
"Condor" III 80-lb. boxes	$0 35
EMD AAA Japan, 40 lb " at	0 36
" AA " 40 " "	0 34
Blue Jay, basket fired Japan, 70 lbs.	0 30
"Condor" IV 80-lb. "	0 32½
" V 80-lb. "	0 30
" XXXX 80-lb. boxes	0 25
" XXXX 30-lb. "	0 26
" XXX 80-lb. "	0 22½
" XXX 30-lb. "	0 23½
" XX 80-lb. "	0 20
" XX 30-lb. "	0 21
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 28½

Black Teas—"Nectar" in lead packets	
Green Label, retails at	0 26 at 0 20
Chocolate Label "	0 35 at 0 25
Blue Label "	0 50 at 0 36
Maroon Label "	0 60 at 0 45
Fancy tins—Chocolate, 1-lb	0 32½
" " —Blue, 1-lb	0 42½
" " —Maroon, 1-lb	0 50
" " —Maroon, 1-lb	1 50

"Condor" Ceylon black tea in lead packets	
Green Label, ¼s, ½s and 1s, 60-lb. cases, retail	0 25 at 0 20
Grey Label, ¼s, ½s and 1s, 60-lb. cases, retail	0 30 at 0 23
Yellow Label, ½s and 1s, 60-lb. cases, retail	0 35 at 0 26
Blue Label, ¼s, ½s and 1s, 50-lb. cases, retail	0 40 at 0 30
Red Label, ¼s, ½s and 1s, 50-lb. cases, retail	0 50 at 0 34
White Label, ¼s, ½s and 1s, 50-lb. cases, retail	0 60 at 0 46

Black Teas—"Old Crow" blend—

Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1 per lb.	0 35
No. 2 "	0 30
No. 3 "	0 25
No. 4 "	0 20
No. 5 "	0 17½

LIPTON'S TEA (in packages).

Color of Label.	1 lbs. & ½ lbs. per lb.	¼ lbs. for per lb.	Sold per lb.
Ceylon-India, Ex. ch'st A Yellow	45	47	70
" " " B Red	40	42	60
" No. 1 C Pink	35	37	50
" 2 C Orange	28		40
" 3 C L. Blue	22		30
4 C L. Green	20		

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 3½s, 5s. and 10s	$0 30
" Amber, 8s. and 3s	0 60
Chewing—Stag, bars, 10½oz.	0 43
" Bobs, 5½s. and 11s	0 44
" " 10½ oz. bars, 5s.	0 44
" Currency, 12 oz. bars, 12s	0 47
" " 6½s. and 12's	0 47
" Old Fox, narrow, 12s	0 47
" Snowshoe, 14½oz b'rs, sp'c'd 6½	0 51
" Pay Roll, 7s and 6½s	0 52
" Fair Play, 8s. and 13s	0 53

Vinegars.

E. D. MARCEAU, Montreal. Per gal.

EMD, pure distilled, highest quality	$0 30
Condor, pure distilled	0 25
Old Crow	0 20

Special prices to buyers of large quantities

GRIMBLE'S MALT.

Bulk, ¼-casks, 25 gals	$5 45 $10 95
" casks, 60 "	10 25 22 40
Bottles, cases, 3 doz.	3 25 4 40

Washing Powder.

FAIRBANK'S GOLD DUST.

Five cases assorted—	
24 25c. packages	$4 65
100 10c. "	7 50
100 5c. "	3 90

Freight prepaid.

Cane's Woodenware.

UNITED FACTORIES, LIMITED.

	Per doz
Washboards, Victor	$1 35
" Crown	1 45
" Improved Globe	1 60
" Standard Globe	1 70
" Original Solid Globe	2 00
" Superior Sld. Bk. Globe	2 15
" Jubilee	2 10
" Pony	0 95
Diamond King (glass)	3 10
Tubs, No. 0	10 50
" " 1	8 50
" " 2	7 50
" " 3	6 50
Pails, No. 1, 2 hoops	1 75
"	1 90

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case	$1 05
Gillett's cream yeast, 3 doz.	1 05
Jersey cream yeast cake, 3 doz. 5c.	1 00
Victoria " " 3 doz. 5c.	1 00
" " " 3 doz. 10c.	1 90

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Cigars, Tobaccos, Etc.
American Tobacco Co., Montreal.
Empire Tobacco Co., Montreal.
Erie Tobacco Co., Windsor, Ont.
Fortier, J. M., Montreal.
Horrocks, T. J., Toronto.
McAlpin Consumers Tobacco Co., Toronto.
McDougall, D., & Co., Glasgow, Scot.
Payne, J. Bruce, Granby, Que.
Reid, W. B. & Co., Toronto.
Steele, W. H., Co., Toronto.
Tuckett, Geo. E., & Son Co., Hamilton.

Clothes Lines.
Hamilton Cotton Co., Hamilton.

Cocoanut.
Downey, W. P., Montreal.
Greig, Robt., Co., Toronto.

Cocoas and Chocolates.
Baker, Walter, & Co., Dorchester, Mass.
Canadian Swiss Trading Co., Montreal.
Cowan Co., Toronto.
Dutch Chemical Works, Amsterdam, Holland.
Epps, James, Co., London, Eng.
Lamont, Corliss & Co., Montreal.
Lowney, Walter M., Co., Boston, Mass.
Mott, John P., & Co., Halifax, N.S.
Stewart, A. J., Toronto.
VanHouten's—J. L. Watt & Scott, Toronto

Coffee Essence.
Bromley's—W. G. Patrick & Co., Toronto.

Commission Merchants—Canadian.
Clarke & Macdonald, Halifax, Can.
Bickle, John W., & Greening, Hamilton,
Dawson Commission Co., Toronto.
Dingle & Stewart, Winnipeg.
Dunn, Wm. H., Montreal and Toronto.
Fisher, John, Toronto.
Hopkins, John, St. John, N.B.
Lambe, W. G. A., & Co., Toronto.
Millman, W. H., & Sons, Toronto, Ont.
Musson, Geo., & Co., Toronto, Ont.
Nicholson & Bain, Winnipeg.
Nicholson, Bain & Johnston, Calgary.
Patrick, W. G., & Co., Toronto.
Price, Chambers & Co., Winnipeg Man.
Rutherford, Marshall Co., Toronto.
Ryan, Wm., Co., Toronto.
Saucier, Arthur, Montreal.
Tippet, A. P. & Co., Montreal & Toronto.
Thomas, J. P., Quebec, P.Q.
Watt, J. L., & Scott, Toronto.
White & Co., Toronto.
Wilson Commission Co., Brandon, Man.

Commission Merchants—Foreign
Boyd, T. L., & Co., London, Eng.
Foreign Fruit & Produce Co., London, Eng.
Fultons Limited, London, Eng.
Grant, Gordon & Co., Trinidad, B.W.I.
Griffin & Culverwell, Bristol, Eng.
Hall, R. C., & Co., London, E.C.
Little, George, Manchester, Eng.
Marshall, James, Aberdeen, Scotland.
Mathie & McWilliam, Glasgow, Scotland.
McDonald, Gordon & Co., London, Eng.
Mungal, Jas., & Co., San Fernando, B.W.I.
Narik, H. R. P., & Co., London, Eng.
Ragg Bros. & Co., Liverpool, Eng.
Sandie & Hull, London and Liverpool, Eng.
Stickel, Paetow & Co., Hamburg, Germany.
Wilson, Ronald, & Co., Glasgow, Scot.

Computing Scales.
Computing Scale Co. of Canada, Toronto.
Wilson, C., & Son, Toronto.

Concentrated Lye.
Gillett, E. W., Co., Toronto.

CLASSIFIED LIST OF ADVERTISEMENTS (Continued)

Condensed Milk and Cream.
Borden's—Wm. H. Dunn, Montreal and Toronto.
Colson, C. E. & Son, Montreal.
St. Charles Condensing Co., Ingersoll.
Truro Condensed Milk & Canning Co., Truro, N.S.

Corks.
Ewing, S. H., & Sons, Montreal.

Crockery and Glassware.
Gowans, Kent & Co., Toronto.

Dairy Produce and Provisions

Boyd, T. L., & Co., London, Eng.
Canadian Canners Limited, Hamilton.
Canadian Preserved Butter Co., Montreal.
Clark, Wm., Montreal.
Davies, Wm., Co., Toronto, Ont.
Dominion Packing Co., Charlottetown.
Eby, Blain Co., Toronto.
Fearman, F. W., Co., Hamilton.
Griffin & Culverwell, Bristol, Eng.
Hambidge, J. B., Aylmer, Ont.
Harriston Pork Packing Co., Harriston, Ont.
Jackson, J.B., Simcoe, Ont.
Little, George, Manchester, Eng.
Marshall, Jas., Aberdeen, Scotland.
Matthews, Geo. Co., Brantford, Hull, Peterboro'.
Maclaren, A. F., Imperial Cheese Co., Toronto.
McLean, J. A., Produce Co., Toronto.
Moore, J. D. Co., St. Marys, Ont.
Petrolia Packing Co., Petrolia, Ont.
Park, Blackwell Co., Toronto.
Ragg Bros. & Co., Liverpool, Eng.
Rattray, D., & Sons, Montreal.
Scott & Hogg, Peterboro', Ont.
White & Co., Toronto.
Whyte Packing Co., Stratford, Ont.
Wilson, D. D., & Co., Seaforth, Ont.

Educational.
Belleville Business College, Belleville.
Canadian Corr. College, Toronto.
St. Margaret's College, Toronto.
Western Business College, Toronto.
Willis Business College, Ottawa.

Engravers.
Smith, Geo. J., New York.

Financial Institutions.
Bradstreet Co.
British-American Assurance Co., Toronto.
Canadian Bank of Commerce, Toronto.
Confederation Life, Toronto.
Grant, Gordon & Co., Trinidad, B.W.I.
London Guarantee and Accident Co., Toronto.
Metropolitan Bank, Toronto.
Western Assurance Co., Toronto.

Fish.
Anglo-British Columbia Packing Co., Vancouver, B.C.
Black Bros. & Co., Halifax.
James, F. T., Co., Toronto.
Todd, J. H., & Son, Toronto.

Fly Paper.
Thum, O. & W., Co., Grand Rapids, Mich.
Wilson, Archdale, Hamilton, Ont.

Fruits—Dried, Green, and Nuts.
Adams, E. E., Leamington, Ont.
Davidson & Hay, Toronto.
Dixon Bros., Hamilton, Ont.
Fraser, J. D., Leamington, Ont.
Gibb, W. A., & Co., Hamilton.
Hall R. C., & Co., London, Eng.
Hilborn & McLachlin, Leamington, Ont.
Husband Bros. & Co., Toronto.
Lang, R. S., Exeter, Ont.
McIlhargey, C., Stratford, Ont.
McWilliam & Everist, Toronto.
Simpson, R. & J. H., Co., Guelph.
Tippet, A. P., & Co., Montreal.
Walker, Hugh, & Son, Guelph.
Warren Bros. & Co., Toronto.
White & Co., Toronto.

Gelatine.
Canadian Gelatine Co., Toronto.
Cox, G. & J.

Grain, Flours and Cereals.
Brampton Milling Co., Brampton, Ont.
Bickle, John W., & Greening, Hamilton,
Cameron, Shipley & Co., Collingwood, Ont.
Canada Flour Mills Co., Chatham, Ont.
Carter, G., Son & Co., St. Mary's, Ont.
Crow, F. S., Chatham, Ont.
Force Food Co., Buffalo, N.Y.
Frontenac Cereal Co., Toronto.
Greig, Robt., Toronto.
Lake Huron & Manitoba Milling Co., Goderich, Ont.
Mack, Wm., Cornwall, Ont.
Mackay, John, Bowmanville, Ont.
Marshall, James, Aberdeen, Scotland.
Martin Bros., Mount Forest, Ont.
McCann, Wm., & Co., Toronto.
McFall, A. A., Bolton, Ont.
McIntosh, P., & Son, Toronto.
Moore, W., & Sons, Meaford, Ont.
McKillop, John G., West Lorne, Ont.
Napoli Macaroni Co., Toronto.
Quance Bros., Delhi, Ont.
Shirk & Snider, Bridgeport, Ont.
Stringer, J. B., & Co., Chatham, Ont.
Stuart Bros., Mitchell, Ont.
Taylor, T. H. Co., Chatham, Ont.
Urquhart, D., Hensall, Ont.
Wilson, Jas., & Sons, Fergus, Ont.
Woodstock Cereal Co., Woodstock, Ont.

Grocers—Wholesale.
Balfour & Co., Hamilton.
Beland, B. O., Montreal.
Capstan Mfg. Co., Toronto.
Chaput, L., Fils & Cie., Montreal.
Davidson & Hay, Toronto.
Eckardt, H. P., & Co., Toronto.
Eby, Blain Co., Toronto.
Foley, Lock & Larson, Winnipeg, Man.
Hudon, Hebert & Cie., Montreal.
Gillard, W. H., & Co., Hamilton.
Kinnear, T., & Co., Toronto.
Laporte, Martin & Cie, Montreal.
Lucas, Steele & Bristol, Hamilton.
Major, S. J. Ottawa.
Marceau, E. D., Montreal.
"Ozo" Co., Montreal.
Robertson, Geo., & Son., Kingston, Ont.
Simpson, R. & J. H., Co., Guelph.
Snowdon, Forbes & Co., Montreal.
Todhunter, Mitchell & Co., Toronto.
Turner, James, & Co., Hamilton.
Warren Bros. & Co., Toronto.

Grocers' Grinding and Packing Machinery.
Adamson, J. T., & Co,, Montreal.
Coles Mfg. Co., Philadelphia, Pa.
Cox, Wm., Hamilton, Ont.
Eby, Blain Co., Toronto.
Enterprise Mfg. Co., Philadelphia, Pa.
Grocers' Engineering Co., London, Eng.

Hides.
Page, C. S., Hyde Park, Vt.

Infants' Foods.
Keen, Robinson & Co., London, Eng.

Interior Store Fixtures, Trucks, Etc.
Auer Light Co., Montreal.
Luxfer Prism Co., Toronto.
Slingsby, H. C., Montreal.

Jams, Jellies, Etc.
Chivers & Sons, Histon, Cambridge, Eng.
Greig, Jas. R, Montreal.
"Nonpareil" Jellies—Rose & Laflamme, Montreal.
"Ozo" Co., Montreal.
Pure Gold Mfg. Co., Toronto.
Southwell's—Frank Magor & Co., Montreal
Upton's — A. F. MacLaren Imperial Cheese Co., Toronto.

Ledgers and Office Systems,
Briggs Ledger System Co., Toronto.
Crain, Rolla L., Ottawa.
Hart & Riddell, Toronto.
Weese, G. A., & Son, Toronto.

Lubricant.
Cole, G. W. Co., New York.

Macaroni.
Napoli Macaroni Co., Toronto.
Tippet, A. P., & Co., Montreal.

Manfacturers of Grocers' Specialties.
Greig, Robert, Co., Toronto.
Pure Gold Mfg. Co., Toronto.

Matches.
Walkerville Match Co., Walkerville, Ont.

Mince Meat
Wethey, J. H., St. Catharines.

Office Furniture.
Tees & Co., Montreal.

Oils.
Queen City Oil Co., Toronto.

Oil Tanks.
Bowser, S. F., & Co., Fort Wayne, Ind.

Pass Books, Etc.
Allison Coupon Co., Indianapolis, Ind.
Carter, Crume Co., Toronto.

Patent Solicitor.
Cullen, Orlan Clyde, Washington, D.C.

Peels.
Colson, C. E., & Son, Montreal.

Pickles, Sauces, Relishes, Etc.
American Coffee & Spice Co., Toronto.
Batty & Co., London, Eng.
Bayle, Geo. A., St. Louis, Mo.
Capstan Mfg. Co., Toronto.
Colson, C. E., & Son, Montreal.
Davidson & Hay, Toronto.
Downey, W. P., Montreal.
Eby, Blain & Co., Toronto.
Eckardt, H. P., & Co., Toronto.
Flett's—Rose & Laflamme, Montreal.
Horton-Cato Mfg. Co., Windsor, Ont.
Laing's, Dr.—W. G. Patrick & Co., Toronto.
Lea & Perrins—J. M. Douglas & Co., Montreal.
Leggett, Francis H. & Co., New York.
Lytle, T. A., Co., Toronto.
"Ozo" Co., Montreal.
Patterson's—Rose & Laflamme, Montreal.
Snowdon, Forbes & Co., Montreal.
Taylor & Pringle, Owen Sound.

Polishes—Metal.
Oakey, John, & Sons, Montreal.

Polishes—Shoe.
Alpha Chemical Co., Berlin, Ont.
Dalley, F. F., Co., Hamilton.

Polishes—Stove.
Alpha Chemical Co., Berlin, Ont.
Morse Bros., Canton, Mass.
Prescott's.—W. H. Dunn, Montreal and Toronto.

Pottery.
Foster Pottery Co., Hamilton, Ont.

Poultry Food.
Greig, Robert, Co., Toronto.
Myers Royal Spice Co., Niagara Falls, Ont.

Refrigerators.
Eureka Regrigerator Co., Toronto.
Fabien, C. P., Montreal.

Safes.
Taylor, J. & J., Toronto.

Salt.
Canadian Salt Co., Windsor, Ont.
Patrick, W. G., & Co., Toronto.
Toronto Salt Works. Toronto.
Verret, Stewart & Co., Montreal.

Shelf Boxes.
Bennett Mfg., Co., Pickering, Ont.

Soap.
Calvert, F. C., & Co., Manchester, Eng.
Duncan Co., Montreal.
Metropolitan Soap Co., Toronto.

Soap Powder.
Babbitt's. — W. H. Dunn, Montreal and Toronto.
Duncan Company, Montreal.

Sodas—All Kinds.
Winn & Holland, Montreal.

Starch.
Brantford Starch Works, Brantford.
Edwardsburg Starch Co., Cardinal, Ont.
Maiden, J. H., Montreal.
Ocean Mills, Montreal.
St. Lawrence Starch Co., Port Credit.

Soda—Baking.
Dwight, John, & Co., Toronto.

Steel Shingles.
Metallic Roofing Co., Toronto.

Sugars, Syrups and Molasses.
Canada Maple Exchange, Montreal.
Canadian Sugar Refining Co., Montreal.
Castle, F. J., Co., Ottawa.
Dominion Molasses Co., Halifax, N.S.
Edwardsburg Starch Co., Cardinal, Ont.
Imperial Maple Syrup—Rose & Laflamme, Montreal.
Wallaceburg Sugar Co., Wallaceburg, Ont.

Summer Beverages.
Batger's—Rose & Laflamme, Montreal.
Chivers & Sons, Histon, Cambridge, Eng.
Downey, W. P., Montreal.
Evans & Sons, Montreal and Toronto.
Simson Bros. Co., Halifax.

Teas, Coffees, and Spices.
Balfour & Co., Hamilton.
Blue Ribbon Tea Co., Toronto.
Ceylon Tea Traders' Ass'n.
Chaput, L., Fils & Cie., Montreal.
Chase & Sanborn, Montreal.
"Commissioner" Tea, London, England.
Dutch Chemical Works, Amsterdam, Holland.
Eby, Blain Co., Toronto.
Eckardt, H. P., & Co., Toronto.
Estabrooks, T. H., St. John, N.B.
Ewing, S. H. & A. S., Montreal.
Gillard, W. H., & Co., Hamilton.
Greig, Robt., Co., Toronto.
Hudon, Hebert & Cie., Montreal.
Japan Tea Traders' Ass'n.
Kinnear, T., & Co., Toronto.
Lipton, Thomas J., New York.
Marceau, E. D., Montreal.
"Ozo" Co., Montreal.
Pure Gold Mfg. Co., Toronto.
Ram Lal's Tea—Jas. Turner & Co., Hamilton, and Rose & Laflamme, Montreal, agents.
Rutherford, Jas., & Co., Montreal.
Salada Tea Co., Montreal and Toronto.
Todhunter, Mitchell & Co., Toronto.
Turner, James, & Co., Hamilton.
Warren Bros. & Co., Toronto.
Wood, Thos., & Co., Montreal.

Typewriters.
Canadian Oliver Typewriter Co., Montreal

Vinegars.
Canadian Vinegar Co., Montreal.
Grimble & Co., London, Eng.
Hill, Evans & Co., Worcester, Eng.
Marceau, E. D., Montreal.
"Ozo" Co, Montreal.
Wilson, W. H., Co., Tilsonburg.

Warehousing.
Cameron, Gordon & Co., Winnipeg

Washing Compound.
Alpha Chemical Co., Berlin, Ont.
Douglas, J. M., & Co., Montreal.
Fairbank, N. K., Co., Montreal.
Keen's—Frank Magor & Co., Montreal.

Washing Machines.
Wortman & Ward Co., London, Ont.

Woodenware.
Acme Can Works, Montreal.
United Factories, Toronto.
Woods, Walter, & Co., Hamilton.

Wines and Liquors.
Amalgamated Distillers Co., London and Glasgow.
Beland, B. O., Montreal.
Chaput, L., Fils & Cie, Montreal.
Hamilton, J. S., & Co., Brantford, Ont.
Hudon, Hebert & Cie, Montreal.
Laporte, Martin & Cie., Montreal.
Major, S. J., Ottawa.

Wrapping Paper, Etc.
Canada Paper Co., Toronto.
Douglas & Ratcliff, Toronto.

Yeast.
Gillett, E. W., Co., Toronto.

STARCH

—is one of your most important articles,
—in fact a grocery store without Starch
—would be like a ship without a
—rudder. Every store in this
—great Canada of ours knows
—of the merits and selling
—qualities of the

EDWARDSBURG STARCHES and BENSON'S CORN STARCH

For nearly **50** years these Starches have held the attention of the consumer and the dealer,—they are **TO-DAY** the recognized standards of all Starches,—they will do for you what their sale has done for thousands,—make money.

For the Laundry:
Edwardsburg Silver Gloss.

For the Kitchen:
Benson's Corn Starch.

Edwardsburg Starch Co., Limited

ESTABLISHED 1858.

53 Front St. East,
TORONTO, ONT.

Works:
CARDINAL, ONT.

164 St. James St.,
MONTREAL, P.Q.

WM. CLARK
PACKER AND EXPORTER
of MEATS
MONTREAL
HAM
TONGUE
PRIME
OX TONG
ENGLISH
BRAWN
SAUSAGE
MEAT
Wm CLARK
BEEF LOAF
BONELESS
PIGS FEET
W. CLARK
WM CLARK
JELLIED
HOCKS
PORK
& BEANS
BOILED
WILLIE BRIGHTEYES MET A GROCER
OPENING UP HIS STORE
SAID 'BRIGHTEYES' TO THE GROCER
"I'M HERE TO GET SOME MORE"
SAID THE GROCER TO LITTLE BRIGHTEYES
"AH! - YOU LIKE GOOD THINGS TO EAT"
"YES, SIR, INDEED," SAID WILLIE
"I DO JUST LOVE - CLARK'S MEAT."
MONTREAL

CIRCULATES IN EVERY PROVINCE

CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Provision and Food Stuffs Trades of Canada.

VOL. XVIII. MONTREAL AND TORONTO, MAY 27, 1904. NO. 22.

Laundry Blue should be perfectly soluble.

Laundry Blue should not streak the linen.

Keen's Oxford Blue

is well known as the Delight of the Laundry, and answers all requirements.

Sold Everywhere in One Ounce Squares—FULL WEIGHT.

THERE ARE SOME SPOTS

in this Canada of ours where possibly Christie's Biscuits may not be found, just as there are some spots which even the sunshine never touches. Is your store one of those spots? If so, it will pay you to get into line---become one of the links in the chain of stores stretching from ocean to ocean which sell Christie's Biscuits.

Christie, Brown & Co., Limited, Toronto and Montreal.

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 25.

ADOLPHE E. SMYLIE, President — HENRY ROWLEY, Vice-Pres't — H. W. PETHERBRIDGE, Sec'y and Treasurer

NATIONAL LICORICE CO.

Successors to
YOUNG & SMYLIE
BROOKLYN, N. Y.
S. V. & F. P. SCUDDER
BROOKLYN, N. Y.
MELLOR & RITTENHOUSE CO.
CAMDEN, N. J.
H. W. PETHERBRIDGE
BROOKLYN, N. Y.
DOMINION LICORICE & NOVELTY CO.
TORONTO, CAN.

Y. & S., SCUDDER, and M. & R. Brands of PURE STICK LICORICE, Acme Licorice Pellets, M. & R. Wafers in bags, Licorice Lozenges, and a full line of Licorice Specialties, including the celebrated soft licorice lines sold under the Company's brands as follows: THE FLEXIBLE LICORICE, THE PLIABLE LICORICE, THE ELASTIC LICORICE.

OFFICE—106 JOHN ST.
106-116 John St., 227-237 Plymouth St., } Brooklyn, N.Y.
Illustrated Catalogue on request.

The Auer Gas Lamp

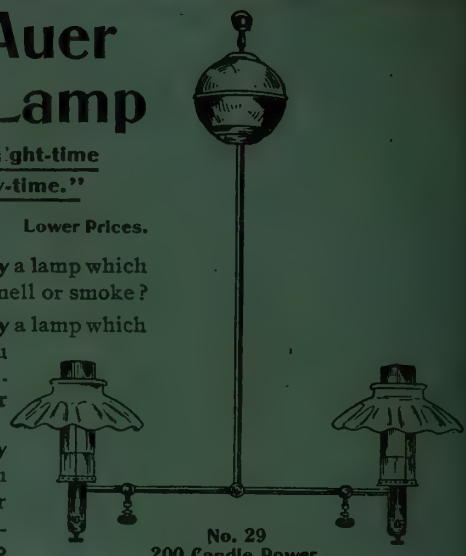
"Turns night-time into day-time."

New Models. Lower Prices.

Would you buy a lamp which doesn't smell or smoke?

Would you buy a lamp which will save you half your expense for coal oil?

Would you buy a lamp which shows your goods in daylight colors?



Would you buy a lamp which you can return, for full price, if you don't like it?

That's the kind of a lamp we make.

EVERY LAMP GUARANTEED

Write for our Catalogue and Discounts.

AUER LIGHT CO., 1682 NOTRE DAME ST., MONTREAL.

When Buying Sugar

for the Summer season

DON'T FORGET

that for preserving and table use

Crystal Granulated

has no superior, and it is a true Canadian product.

The Wallaceburg Sugar Company

LIMITED

WALLACEBURG, ONT.

This Kind Of A Man

does not jump at conclusions—***he investigates!*** He is not "a penny wise and pound foolish," you can rest assured of that. He is not misled into buying new things said to be "just as good" as the old standard, time-tested articles of trade.

And as he buys, so he sells and builds up confidence among his customers. You'll find a clean stock in ***his*** store—nothing unsalable, because ***"Standard goods are best to handle."***

COX'S
Powdered Gelatine.

The new Gelatine is **new in form only.** It is Sparkling Gelatine reduced to powder, and retains all its old, good qualities **with this addition,** that it **dissolves instantly in warm water.**

The "Griffin" Brand
California Fruits.

There is but one grade of quality in the "Griffin" brand, **the highest.** And this refers to the growing, the picking and the packing, which is all done right at the vineyards and orchards on the Pacific coast. You get the "Griffin" brand **always** at first hands—there is no tampering with the fruit en route, no short weight.

P. Codou's
Macaroni and Vermicelli.

The name P. Codou stands for the **very best quality** of Macaroni, Vermicelli and fancy pastes It is not alone because only the very best quality of Russian Wheat is used, but because of the long experience and consequent great skill of the makers. **They are standard goods.**

Arthur P. Tippet & Co., Agents,

8 Place Royale,
Montreal.

20½ Front Street,
Toronto.

The warmer the season becomes, the more difficult will it be to digest **MEAT.**

Not so with **FISH.**

"HALIFAX," "ACADIA" AND "BLUENOSE" BRANDS OF PREPARED COD-FISH

are easy to digest, summer or winter, and are always tasty, convenient and clean to handle.

There's also a good profit in them for the grocer.

BLACK BROS. & CO., LIMITED, HALIFAX.

A. H. BRITTAIN & CO., Representatives in Quebec and Ontario. Board of Trade Building, **MONTREAL.**

"Sterling" BRAND Pickles FOR THE OUTING SEASON.

The picnic and excursion season means a large demand for pickles and relishes. Everyone takes something of this kind in their basket or hamper. Grocers should see that they have a full assortment of the specialties in "Sterling" Brand. Among others, these include:

CANADIAN RELISH— our newest, and bringing repeat orders wherever sold.

SOUTH AFRICA RELISH— always popular.

CHILI SAUCE— new and a great seller.

ROYAL CLUB SAUCE— should always be kept in stock.

SWEET PICKLES— sales large.

Write your jobber, or direct to the manufacturers

The T. A. LYTLE COMPANY, Limited

Manufacturers of High-Grade Pickles

124-128 Richmond St. West, TORONTO.

Messrs. Grimble & Co.
LIMITED

Specially request the trade to consider quality when placing their orders for

VINEGARS

NOTE OUR GRADES.—Orleans N 16, and Nos. 16, 18 and 24 malt, concentrated and distilled.

All inquiries addressed to their Canadian agent, Mr. I. S. Wotherspoon, 204 Board of Trade Building, Montreal, will receive prompt attention.

I. S. WOTHERSPOON,
204 Board of Trade Building,
MONTREAL, P. Q.

HAVE YOU PICKED A WINNER?

IF NOT, HERE'S ONE:

JAMES' DOME BLACK LEAD

GUARANTEED.

W. G. A. LAMBE & CO., Canadian Agents.

THEY EARN THEIR COST

while you pay for them.

SOLD ON EASY MONTHLY PAYMENTS.

The Computing Scale Co. of Canada, Limited

164 King Street West, Toronto, Canada.

Manufacturers of...

DAYTON COMPUTING SCALES.
MONEY-WEIGHT SCALES.

SOCKEYE SALMON

"Sovereign" and "Lynx" Brands

ARE THE CHOICEST IN THE MARKET.

EVERY TIN GUARANTEED.

TO BE HAD OF ALL GROCERS.

Purnell's English Malt Vinegar

In Bottles and Bulk

ESTABLISHED 1750.

Brewery, Bristol, England.

AGENTS

Charlottetown, P.E.I., HORACE HASZARD, South Side Queen Square.
Halifax, N.S., J. PETERS & CO., 40 Upper Water Street.
St. John, N.B., ROBERT JARDINE.
Montreal, Que., J. M. KIRK, 74 Somerville Avenue, Westmount.
Toronto, Ont., J. WESTREN & CO., 630 Ontario Street.
Winnipeg, Man., A. STRANG & CO., 233 Fort Street.
Vancouver, B.C., C. E. JARVIS & Co., Room 8, Flack Block.

—the attention that is being paid to

Japan Teas

RETURNED
JUL 11 1904
Art Book 21
Page 3
Lib

by imitators is the highest compliment that can be paid to these teas.

A POOR ARTICLE IS NEVER IMITATED

Japan Teas

are unequalled. Imitations have one great drawback,—they are not

Japan Teas

ENTERPRISE on an article is a

Guarantee of QUALITY

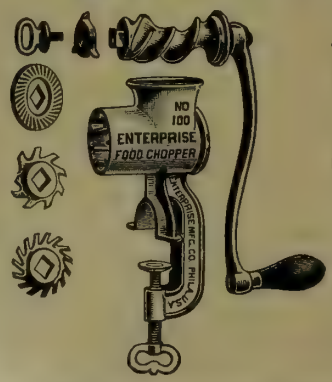
ENTERPRISE

Bone, Shell & Corn Mill

No. 750, $8.50.

Meat Juice Extractor

No. 21, $2.50



FOOD CHOPPERS

Four Knives with each Machine

No. 100, *chops 2 lbs. per minute*, $1.50
No. 300, *chops 3 lbs. per minute*, $2.25

Sell every Day in Year

GUARANTEED TO CHOP RAW MEAT

Illustrated Catalogue FREE *Order through your Jobber*

Cherry Stoners

5 Sizes & Styles

No. 1, $7.50 doz.

Rapid Grinding & Pulverizing Mills

45 Sizes & Styles for Hand & Power, $1 25 to 300.00

No. 2½, $4.75

New York Branch, 10 Warren Street

The Enterprise Mfg. Co. of Pa., Philadelphia, Pa.

San Francisco Branch, 105 Front Street

SMOKE and ASHES.

Such is the condition in which the great conflagration of April 19th left our Toronto stock of Corks. But our Montreal stock is complete, and no delay was experienced in filling orders. A NEW stock is now in our new Toronto warehouse, 59 and 61 Front St. E.

S. H. EWING & SONS,

HEAD OFFICE: 96-104 King St., Montreal,
Bell Tel., Main 65. Merchants 522.

BRANCH: 59-61 Front St. E., Toronto.
'Phone Main 1961.

We have recently taken up the manufacture and sale of the

Templeton Cheese Knife

It is the greatest device for merchants retailing cheese. "Soon pays for itself," the testimony of everyone who has used the machine for the past year.

KEEPS CHEESE FRESH
SAVES FROM WASTE

EASY TO OPERATE
PLEASES EVERY CUSTOMER

Sold on easy terms.

Write us for particulars.

The Computing Scale Co. of Canada, Limited, - 164 King St. West, Toronto.

TEA ROSE DRIPS

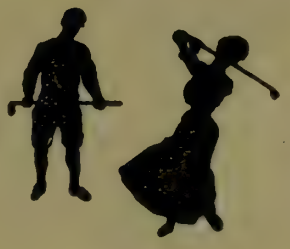
The Late Philip D. Armour said:

"There is nothing else on earth so annoying as procrastination in decisions."

And P. D. knew what he was talking about. Don't procrastinate—stock up with a good assortment of TEA ROSE DRIPS. It sells well.

ROSE & LAFLAMME, Agents,

MONTREAL.



"Luck in business is the handmaid of judicious buying"

Judicious grocers the world over have handled Paterson's Camp Coffee Essence for many years and are still doing it. The moral is not hard to find.

ROSE & LAFLAMME,
Agents, Montreal.

Facts about

CEYLON

"The Spicy Isle."

The Island measures 271 miles at its extreme length, and is 137 miles broad in its widest part. It is nearly the size of Ireland. Its population exceeds 3,000,000.

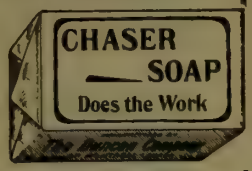
It is in this Island that the best grades of tea yet produced are grown---teas which are steadily displacing China and Japan Teas. These teas are cured black or green.

The grocer who promotes the sale of Ceylon Teas is moving with the tide.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

Two Good Reasons

Why You Should Sell



BETTER VALUE TO YOUR CUSTOMERS AND MORE PROFIT FOR YOURSELF. ORDER A SAMPLE CASE DELIVERED. P. O. Box 292.

The Duncan Company of Montreal.

TEA.

AGENTS REQUIRED in Canada and United States to sell and obtain wholesale orders for Ceylon Black and Green Teas on commission. Apply,

"COMMISSIONER,"
CANADIAN GROCER,
88 Fleet Street E.C. London, Eng

Look at the Price

$1.00 a dozen, F.O.B. Burlington.

And the quality is of the best. If you haven't been selling Burlington Canned Tomatoes, you have missed something. In our tomatoes, the skin, seeds and fibre are removed.

The Burlington Canning Co. Limited

BURLINGTON, ONT.

IF FLIES CARRY DISEASE

AS YOUR CUSTOMERS WELL KNOW

WILL IT NOT offend your patrons if you offer them fly-blown and fly-specked goods?

WILL IT NOT be good policy on your part to spread out a few sheets of **Tanglefoot** in your store and shop windows to show that you are anxious to please your trade with clean, wholesome goods?

WILL IT NOT make you many profitable sales to keep **Tanglefoot** constantly at work within sight of every person who enters your store?

COX'S SPARKLING GELATINE

FAMED for SIXTY YEARS

Gives a bright Transparent Solution and is

Always Uniformly Strong, and always trustworthy.

Sold in shredded form in well-known checkerboard boxes.

Agents for Canada—
C. E. Colson & Son, Montreal.
D. Masson & Co., Montreal.
Arthur P. Tippet & Co., Toronto, St. John's, N.B., and Montreal.

"Royal" Salad Dressing

Every detail of manufacture, all materials used and the circumstances governing the production of "ROYAL" SALAD DRESSING, combine to make it the most popular salad dressing sold.

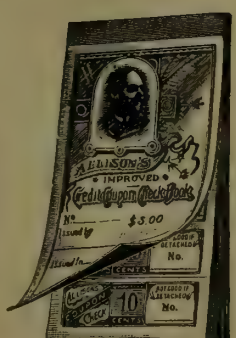
A carload of "ROYAL" SALAD DRESSING went through Buffalo on Saturday, en route for New York City.

New Yorkers know good stuff. Made only by

The Horton-Cato Mfg. Co.,

DETROIT, MICH., - WINDSOR, ONT.

They Cost Something, Of Course.



But enough Allison Coupon Books to last a year won't cost as much as the amount you will lose by the carelessness of your clerks in forgetting to "charge up" numerous small purchases; and disputed pass-book entries, where you have to allow your customer's kick, or lose him.

IF A MAN WANTS CREDIT

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING. There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.
C. O. BEAUCHEMIN & FILS, MONTREAL.
ALLISON COUPON CO., Manufacturers. Indianapolis, Indiana.

BUY

Star Brand

COTTON CLOTHES LINES

— AND —

COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.

For sale by all Wholesale Dealers

See that you get them.

TRUCKS

for Warehouse and Factory.

Save You Money
Do Men's Work
Draw no Salary

Our Trucks are guaranteed satisfactory. Turn in their own length.

MADE IN CANADA.

H. C. Slingsby for Canada.

Factory, Ontario Street, Temple Building, MONTREAL.

"MONTSERRAT"

LIME FRUIT JUICE

THE STANDARD OF THE WORLD. STRONGER THAN OTHERS. PAYS BETTER PROFIT.

Guaranteed 7¼ per cent. Citricity and Undiluted.

FREE FROM MUSTINESS AND SEDIMENT.

Evans and Sons, Limited, Montreal and Toronto

AURORA CORN SYRUP

A Pure Golden Syrup Made from Golden Grain. A Great Spread for Daily Bread.

Better in flavor and purity than any other.

Good for everybody. A pleasant surprise to all.

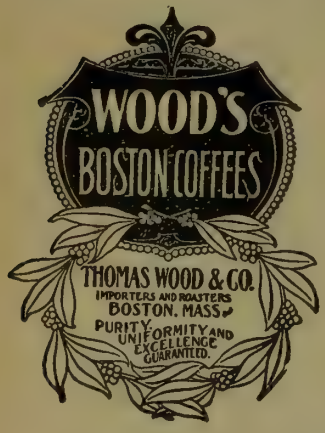
2-lb. tins, cases, each 24 tins, $1.90 per case.
5 " " " 12 " 2.35 "
10 " " " 6 " 2.25 "
20 " " " 3 " 2.10 "

Freight paid on 5-case lots. Price subject to change without notice.

Ask our travellers about our Pure Maple Syrup.

W. H. GILLARD & CO., Wholesale Grocers, - HAMILTON.

Branch CANADA GROCERS LIMITED.



A FLAWLESS TITLE

is demanded in business when one is purchasing real estate and like property.

Likewise the grocer may safeguard himself by buying goods that have won their title to supremacy and do not require an affidavit to warrant their character.

To that class belong WOOD'S COFFEES, which have been tested, tried and scrutinized by the trade and the public for 25 years.

Canadian Factory and Salesroom,

No. 428 St. Paul St., MONTREAL.

Double-Barreled Folly.

It means loss to handle goods that have not quality, loss in profit, loss in customers, which spells ruin. Can you afford it?

Always remember that **Ozo Brands** are guaranteed goods. You will be doing us a favor if you will return any of our goods you receive that are not the pink of perfection.

Write for Prices.

THE OZO CO., Limited

MONTREAL.

Pickles
Vinegars
Sauces

Jams
Jellies
Ketchups

The Most Unique Farm in North America

By C. D. C.

IN a peaceful countryside about thirty-five miles from Montreal, northwestward along the Ottawa River, and within a stone's throw of the Lake of Two Mountains, is situated the most unique farm in North America. Here a tract of land covering some eight hundred acres is owned and cultivated by the famous Trappists, or Reformer Cistercians of Old France.

Getting there is by no means easy. A portion of the way from Montreal, as far as Como, is supplied by the Canadian Pacific Railway. At this point utter barrenness strikes the eye, and an impelling desire to return to the city overtakes you. The latter feeling, however, is soon dissipated. Three or four Indians standing along the platform accost you in broken French and offer to row you across the river to Oka for a consideration. The pull over is a strong one against a heavy tide, but the Indians know how to beat about the wind, and land you most unexpectedly at a well-built wharf. Everything looks fair at Oka the Catholic people have built a magnificent monastery there. The Trappists' farm is fully four miles and a-half further away.

The Trappist Farm.

Directly you set foot upon the ground of this farm, you are met by a man of beautiful countenance, gowned in a long white robe, with black scapulary about his neck. His salutation, "Are you tired, you must have something to eat," at once places the Trappist monks high in your estimation. It appears that one of their vows is to feed the hungry, no matter whom they may be, without money or charge of any kind, and a very excellent vow it is, as all tourists will admit.

The meal with which you are regaled leaves nothing to be desired. No meat is eaten on the farm; to make up for this lack, the table is piled high with honey, maple syrup, eggs, milk, cheese, potatoes, water-cress, other vegetables, and fruit of almost every description. All the foodstuff used is produced within the four corners of the Trappist farm —even the bottle of cider with which you wash down the good things, is made on the premises. The Trappists make an especially fine wine, which they sell but do not drink themselves, as it is part of their vow to be total abstainers.

Two years ago the Trappists' monastery was destroyed by fire, and with it went the wine presses which they had imported from France, hence they have not been able to make wine during the last eighteen months. Nevertheless they sold fifty thousand gallons last year of their excellently prepared wines.

Their Cheese Industry,

however, is the most famous and they name amongst their customers such noted families as the Percivals, the Goulds and the Vanderbilts of New York, as well as hundreds of other wealthy people of the United States. How they make this cheese is a secret. They do not care to tell how they make it, nor how much they make, but simply state that they cannot fill all the orders which are sent to them. To begin with, they culture only the rarest cattle, having on their farm about a hundred choice Jersey and Guernsey stock, and in addition to this they buy large quantities of milk from the surrounding farmers. The cheese is of a cream color, and is harder than the famous French Camembert cheese, but softer than the ordinary Canadian cheese, and has an elasticity which is exceedingly pleasant to the taste. The flavor is strong and rich, copious with nourishment and perfectly delicious in any climate. The limitations of the cheese industry may be easily understood when it is known that they made only 82,000 lbs. last year. There are two other farms of a similar nature, excepting the cheese department, one at Mistassinie, Lake St. John, and the other at Lonsdale, Rhode Island, U.S.. neither of which is nearly so extensive as the one at La Trappe.

There are beautiful streams running through the Trappists' farm, in which many varieties of the finny tribe abound. The fish are sometimes used for food, but this is the nearest approach to meat which is taken by the monks. It is amazing to notice how ducks and birds and animals all over the farm are unafraid of anyone. "You see," said the Abbe, "we never kill anything, and none of the natural creatures are afraid." Lawyers and doctors and paupers and gamblers and drunkards have no place here.

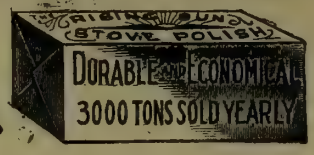
Constitution.

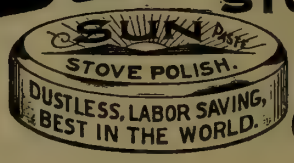
The lay brother is supposed to be one who has not studied as much as the others, and he is supposed to devote his time chiefly to labor of the most severe nature. When it comes to religion, however, all are Catholics, only the lay brothers give less time to spiritual exercises and more to manual labor; both classes share in all the privileges and observe all the rules and austerities of the order. It is the province of the Superior to decide to which class a candidate shall be admitted. Fifteen is the age fixed to the novitiate of the choir monks and twenty to that of the lay brothers. In both classes, however, those who by reason of age, or for other reasons, cannot enter the novitiate, may be received as "Oblates," without giving up all right to return to the world. Candidates for the novitiate spend a short time in the monastery in secular garb. If they persevere and are deemed worthy they receive the holy habit and begin their novitiate.

Besides the regular conditions prescribed by the sacred canons, a candidate must show himself disposed to seek his sanctification by the means adopted in the order. He must also be endowed with good sense, good health, character and reputation, and be free from debt. At the end of two years the novice takes simple vows, thus binding himself for life. At a period of from three to five years later, after additional trials and renewed proof of fervor, the simple vows are exchanged for solemn vows, and solemn profession is made.

Postulants and novices are expected to compensate the community for their maintenance, during the period in which they remain free to leave the monastery, but the Superior may make certain concessions to those who earnestly desire to enter the religious state but are not able to comply with this condition. Just imagine, for instance, a classical scholar, a

RISING SUN STOVE POLISH IN CAKES
WELL KNOWN AND RELIABLE





SUN PASTE STOVE POLISH IN TINS
GUARANTEED TO THE TRADE

Our packages are larger and more attractive in style than any others.
The quality of our goods is superior to anything else on the market.

MORSE BROS., Proprietors, Canton, Mass.

For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

master of seven or eight languages, conversant with all the histories of Europe and other nations, educated to a degree almost finer than any of our universities could give him, laboring with his hands like the commonest hod-carrier on the street! This is what may be seen at the Trappist farm. These self-sacrificing men toil with picks and shovels in the hot sun, as a part of their duty to the world. The objects of their order are to sanctify the members by means of retirement from the world, by prayer, mortification, silence and labor; to convert sinners by the force and example of a life of penance; to draw upon the Church and her children an abundance of Heaven's graces. It is a peculiar fact that the order is a cloistered one, and absolutely beyond the control of the Archbishop. The order is approved by the Church, but the Abbot-General resides in Rome.

History of the Trappists.

It was away back in 1098 that the order was founded by St. Robert of Molesmes, a Benedictine monk, who in that year established at Citeaux a new monastery wherein the rule of St. Benedict was to find stricter observance. Fifteen years later St. Bernard entered the novitiate at Citeaux, and his piety and genius gave such an impetus to the nascent order that he is looked upon as its second founder and greatest glory. Lapse of time brought loss of fervor and laxity in the observance of rule. One of the leading reformers of the order was Armand Jean de Rance, Abbot of La Trappe. The Trappists have been at their farm near Montreal since 1881. It was only in 1892, however, that his Holiness Leo. XIII. gave his sanction to the new constitution, reaffirming the rigors of the primitive rule, but admitting certain modifications made necessary by changes in custom and temperament.

Nearly all the monks are Frenchmen and French is the chief language spoken, very few being sufficiently conversant with English to speak it well. The present secretary and treasurer of the farm is a great master of languages and can converse freely in almost any tongue. Many of the monks are artists and musicians, but their long, graceful hands have become calloused with toil. Yet they are cheerful, healthy and happy.

Scientific Farming.

Over 1,500 fruit trees are carefully pruned and nurtured. Grape vines yield abundant quantities of the choicest grapes grown in the Province of Quebec. The fruits include peaches, pears and many other fruits difficult to culture in the northern zone. Nothing seems too hard for these devoted monks to undertake. Sacrifices seem to make them stronger, and the cultivation of the soil is done on the strictest lines of agricultural science; so much so, that they have students at a small college of agriculture, where instruction is given after the fashion of the Trappist fathers. The students of the agricultural college are paid for by the Government, and young men have a very happy life while they are learning farming, and generally gain in weight on the excellent food and fresh air available. Special boarders are taken, men only, during the summer months, and it is an ideal resort for nerve-racked city folk, who want to tone up the system. No one is asked any questions, absolute privacy is permitted, no quarreling or harangues disturb the quietness of this Utopian spot, and Thomas Moore would no doubt have been glad to have called there. The Trappists have, moreover, one of the finest henneries in Canada, in which run-ways and feeding rooms are built on the latest scientific lines. Their apiary is another interesting department, and honey of the finest quality can be obtained on the farm.

Routine of Life.

From September 14 until Easter Day the monks live on one meal a day. During the Summer they have two meals a day, and in addition, partake of light refreshment during the morning, known in monastic parlance as "mixtum." It must be remembered, however, that the Superior exercises very judicious paternal care in granting extra nourishment to those whose health may require it.

A new monastery is being erected now, and while special masons have to be employed to do the actual labor of the stone work, all the labor of carrying material up the scaffold or to the premises is done by the monks themselves. They also have a small saw-mill, where they cut up large quantities of wood and lumber, and a blacksmith's shop where they repair their own vehicles and shoe their own horses. The cheese factory is the largest building on the farm, and no one is permitted to enter the cheese-making department, where the secret process is carried on. They have their own postoffice, which is conducted by the monks. In fact, there is a distinctive life and character, together with memories and traditions about the place, all of which combine to give a tone of romance and interest difficult to describe. Another interesting fact about some of these monks is that while celibacy is a rigid law of the order, they have among them certain members who have at one time been married. What

Can You find time to drop us a card asking for **Coffee** Samples, to retail at 40c., viz., L. S. & B. and Cheek. Our Bargain for a 35c. line, Empire, and Mexican Mocha for a 25c. one, all in bulk. We also carry C. & S. Seal and **Ubero,** in 1 and 2-lb. canisters, ground or whole.

LUCAS, STEELE & BRISTOL, Wholesale Grocers, **Hamilton.**
THE ORIGINAL QUICK SHIPPERS.

James Turner & Co., Wholesale Grocers Hamilton

Will our friends in Ontario and Quebec, who are instructed to make enclosures in our cars to the West, always advise us before making shipment? On receipt of such advice we will promptly reply as to probable date of starting of cars.

Also will shippers please note the following:

Mark address of consignee in full.

Send typewritten copy, giving memorandum of contents and weight of each package.

Always prepay freight to our warehouse.

Unless the foregoing instructions are carried out by shippers, reluctantly we must decline the responsibility of forwarding such freight.

OUR MOTTO—Quality first.
OUR AIM—To please.
OUR BRANDS—Unequalled.
OUR TELEPHONE—**No. 596** reserved for outside customers.

THE HOME OF TARTAN BRAND

BALFOUR & CO., Branch Canada Grocers Limited, Wholesale Grocers . . . . . **HAMILTON.**

TEAS

We are offering exceptional value in all grades of Tea—

INDIA **HYSON**

CEYLON **JAPAN**

Our lines of Green Ceylon (Japan Style) surpass anything hitherto offered.
Communicate with us or see our travellers before buying. It will pay you.

THOS. KINNEAR & CO., Wholesale Grocers, 49 Front St. E., Toronto

It Didn't Take Long.

Just two weeks ago we warned you that the Imitators wouldn't leave our Canada Cream Cheese alone. It has grown too popular to be neglected by them.

Sure Enough,

One Imitation has Appeared.

Package same size and shape, label same color, type design similar, border identical, general outside appearance very deceptive. They couldn't duplicate our famous Indian paddling his canoe, the law would not allow them—but their own trade mark is certainly "a bird."

Inside the Package

you find what the Imitator usually provides—an article which will be bought only in mistake for the brand it imitates.

Don't be Fooled, Mr. Grocer

and don't let your customer be fooled. You might as well sell sand for sugar as a cheap imitation for a standard high-grade article.

The Genuine Article.

A. F. MacLAREN IMPERIAL CHEESE CO., LIMITED,
MANUFACTURERS AND AGENTS,
TORONTO, ONT.

great terror may have overtaken these men, no one knows but themselves. At any rate, they have now turned their backs upon the world, and as good reputation is absolutely a part of the original vow, no imputation could be cast upon any of the monks' characters.

Community is Law.

The Trappist monk is never alone. He is with his brethren at work and at prayer, when he dines and when he sleeps. All the strength of unity and good example combine to beautify his life, and patience and fraternal charity are the fruits of his constant efforts. If only Dickens had seen these monks he could have written some wondrous stories about them. One can imagine how he would have said regarding some of their faces, "that he would have liked to see them at Christmas time."

The labor of the Cistercian never ceases. He finds in fatigues and humiliations of toil a salutary mortification which he believes is necessary for his religious life. No labor is too trying or too humble. When indoors he is busy with household occupations, when outdoors he devotes himself to the care of flocks and herds, the planting of grains and the gathering of the harvest. The choir monks spend about four hours every day at work, while the lay monks employ the whole day. In Summer an hour is allowed for rest at midday; in Winter this rest is not permitted, but to make up for it, they retire one hour earlier. Seven hours are allowed for sleep. In the morning half an hour is devoted to mental prayer, and a quarter of an hour each evening. During hours unoccupied by the office and by manual labor, the choir monk devotes himself to the study of the Holy Scriptures, giving on an average four hours a day to his spiritual and intel-

We offer some very attractive values in

JAPAN NIBS

GOOD CLEAN LIQUOR PRICE LOW

THE DAVIDSON & HAY LIMITED
WHOLESALE GROCERS, TORONTO

lectual improvement. Greater freedom in this matter is allowed to those whom the Superior destines for advancement to the holy priesthood.

Nearly all the products of the Trappist farm are shipped by steamer from Oka, and pass through Montreal en route to the various destinations in the United States and Europe. It is expected that the cheese industry will continue to grow, and more butter will no doubt be made, although up to the present butter-making on a large scale has not been attempted.

Business Changes

ONTARIO.

DELOGE & DOYLE, grocers, Chatham, have dissolved partnership. A. Deloge continues in business.

W. J. McLeod, grocer, London, is dead.

J. M. Cork, grocer, Toronto, has sold out to J. Rae.

I. Moquin & Co., Crysler, general merchant, has assigned.

Smith & Riddiford, flour merchants, Kingsville, have sold to J. Vizard.

J. B. Ridge, grocer, Hamilton, has advertised his stock for sale by auction.

J. Murphy & Bro., general merchants, Coldwater, have sold out to Garrett & Horrell.

J. E. Hettenhausen, grocer, Brockville, had a meeting of creditors on the 23rd inst.

M. Snider, miller, Conestogo, has been burned out; loss partially covered by insurance.

M. Barry, Ottawa, grocer, has been burned out; loss was covered by insurance.

The assets of E. A. Gauthier & Co., general merchants, Plantagenet Springs, have been sold.

G. M. W. McSweeney, Toronto, tobacconist, has assigned to E. R. C. Clarkson.

E. R. C. Clarkson has been appointed permanent liquidator for the Canadian Export Co., Toronto.

S. A. Gray & Co., Meaford, general merchants, have suffered loss by fire; loss covered by insurance.

I. Moquin & Co., Crysler, general merchants, announced a meeting of creditors for the 26th inst.

QUEBEC.

A. Messier, general merchant, Isle Aux Noix, has registered.

M. Desparois, grocer, St. Paul, is retiring from business.

The Sovereign Blend Tea Co., Montreal, have registered.

Lionois & Cie., grocers and provisioners, Montreal, have registered.

Bernard O'Connell, grocer, Montreal, has assigned to Wilks & Michaud.

P. Morin, general merchant, St. Thuribe, has offered to compromise.

W. J. Bellingham & Co., commission merchants, Montreal, have registered.

Joseph Lemelin, fruit and candy merchant, Montreal, has registered.

S. Daignault, proprietor of the American Fluid Beef Co., Montreal, is dead.

G. O. Tousignant, general merchant, Chicoutimi, is offering 35c on the dollar.

The assets of J. Bussiere, grocer, Quebec, have been sold at 60¼c on the dollar.

The assets of F. Galipeau, general merchant, Weedon Station, have been sold.

Guimond & Cie., tobacconists, Montreal, (St. Henry), have dissolved partnership.

The assets of J. L. Sequin, general merchant, St. Simon, are to be sold by tender.

The offer of compromise of Petit Freres, grocers, St. Hyacinthe, has been refused.

Upton's Orange Marmalade

Take it on toast for breakfast and you will know "The joy of living."

A. F. MacLAREN IMPERIAL CHEESE CO., Limited, SELLING AGENTS, TORONTO.

Chas. Goldstone & Co., grocers and provision merchants, Montreal, have registered.

The assets of E. E. St. Jean & Co., grocers, Hull, are advertised to be sold by private sale.

Patterson & Baird, grocers, Montreal, (St. Louis de Mile End), have assigned to J. McD. Hains.

W. Lajeunnesse, produce merchant, Montreal, has been succeeded by Lajeunnesse & Duclos.

E. F. Lavoie & Co., grocers, Hedleyville, advertised their stock to be sold on the 25th inst.

J. Perron, general merchant, St. Paul's Bay, had a meeting to appoint curator on 25th inst.

J. Perron, general merchant, St. Paul's Bay, has assigned; V. E. Paradis provisional guardian.

P. Bernard, general merchant, Notre Dame Des Anges, is offering to compromise at 45c on the dollar.

Bourret & Fils, grocers and coal merchants, and D. Gaucher, grocer, Louiseville, have been burned out.

L. N. Bergeron is offering the creditors of J. A. Boivin, grocer and liquor dealer, Quebec, 72½c on the dollar.

The Happy Four Cigar Co., Montreal, have dissolved partnership. Louis Guilbault continues in business under old firm name.

BRITISH COLUMBIA.

Vaio & Brooks, fruit merchants, Victoria, have dissolved partnership.

W. S. Wright, dairyman, Kaslo, has been succeeded by Fleenon & Nord.

Parnell & Gunn, grocers, New Westminster, have been succeeded by J. M. McDonald.

G. C. Smith, tobacconist, Victoria, has admitted J. A. Worthington to partnership.

MANITOBA AND N.W.T.

S. McGurk, flour and feed dealer, Arcola, has given up business.

J. Taylor, baker and confectioner, Morden, has sold out to Clark & Co.

Wood & Son, general merchants, Pense, have sold out to Stewart & Birt.

R. J. Nicholson, confectioner, Milestone, has sold out to Winters & Galbraith.

E. Nicol & Son, general merchants, Boissevain, have sold out to Marston & Singleton.

S. Mendlevich, general merchant, Grenfel, has had his stock damaged by fire; no insurance.

Wood, Horne & Co., general merchants, Weyburn, have been succeeded by W. Horne & Co.

NOVA SCOTIA.

McIntosh & Chisholm, general merchants, Port Hawkesbury, have dissolved partnership.

Fresh and Cured Fish

The Most Novel Codfishery.

ON Saturday last Black Bros. & Co.'s fleet sailed for the Canadian Labrador loaded with men and supplies for the season's operations. This company has a lease of Great Macatina Island, in the Straits of Belle Isle, and here they conduct one of the most novel codfisheries in the world. The fish are taken in traps, of which the company have eight in operation. These traps vary somewhat, but a simple one is described as follows: It is of netting some sixty feet square with a bottom of the same material, with a door or opening on the land side. It is held in place by anchors, and is kept afloat by casks, buoys and corks. A leader or fence of finer netting some 240 feet in length stretches from the trap to the shore—the codfish school here in pursuit of the caplin. The latter, coming in contact with the leader, enter the trap, closely pursued by the codfish, from which, however, the latter, on account of the size of the mesh, are unable to escape. The caplin leave about the second week in June, and for the balance of the season the codfish are taken by hand-lining. This business was established about ten years ago by the late Capt. Howard, of gatling gun fame, and was acquired last season by Black Bros. & Co. of this city.

Fishermen Scarce in Nova Scotia.

The development of Nova Scotia industries is drawing from the "sea force" a number of men who can get less hazardous and more remunerative work ashore. Accordingly, a petition was sent recently to the Canadian Government by a number of fishing operators, urging that 500 Scotch fishermen be imported to man the Nova Scotia fleet.

The Government has not yet taken action, believing that the men would return to work owing to the high wages paid this season. They, however, have not done so. It is now too late to get foreign crews this season, but if the exodus continues a colony of fishermen will be brought from Scotland next year to check the decadence of the bank fishery, which requires very large crews for profitable prosecution.

The same condition prevails in Newfoundland, where fewer men than ever will be engaged in codfishing this season. Hundreds have abandoned fishing for easier work ashore, and wages paid are larger than ever. The catch of bank cod by the Nova Scotia fleet of last year was 135,000 quintals, a decline of 105,000 quintals from the average.

Salmon Prospects Poor.

British Columbia cannerymen are looking forward to a short pack this season. Preparations for a third pack are all that are being made. Many of the largest establishments in the province are likely to be completely closed down during the season, when in other years they would be busiest. The B. C. Packers' Association, it is understood, will abandon trap fishing on the American side for the year, and while experiments will be made along the southwestern coast of this island in the way of there testing this method of catching fish, there will not be the amount of preparation as might have been witnessed under favorable circumstances.

Ridiculous Duty on Fish Brine.

Fish dealers and importers from New York, Gloucester and Boston continue to discuss the objectionable duty on brine, which is being assessed under a recent ruling of the general board of appraisers in the United States. Owing to additional pressure being brought to bear upon the board of appraisers it is expected that the decision will be reversed in the near future.

Boneless Codfish.

Jno. McLean & Sons, Mahone Bay, N.S., are organizing a company for the manufacture and sale of boneless codfish. A large factory will be built shortly at Mahone and operations undertaken on an extensive scale. Their especial care will be taken up with Markland Brand, and it is understood this industry will be started by several firms along the Atlantic coast of Nova Scotia.

EVERY MAIL

brings me strong words of praise for

RED ROSE TEA

Retailers generally are so well pleased with its sale that they are not slow to tell me about it.

A LETTER received to-day says in part, "Please send me 100 lbs. Red Rose Tea, something that will bring back my old tea customers. It appears I can't get any other like I used to get from you."

This man got switched off onto other brands and lost his old tea customers. He buys **Red Rose Tea** again to bring them back.

Red Rose Tea will not only hold **old customers** but make **new ones.**

People everywhere like **Red Rose Tea,** because

"it's good tea."

T. H. ESTABROOKS,

St. John **Toronto** **Winnipeg**

DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

Butter Package and Export.

THE following letter has been received by The Grocer on the subject of butter package and export: Mr. Editor: In this week's issue of The Grocer I notice a few remarks on butter package for export to Great Britain. Some twenty-five years ago the father of the writer exported choice dairy butter packed in 28-lb. tubs to Hull, England, on which he realized 20 and 24c per lb. This is the way he did it: He got a cooper to make special tubs; these he distributed among the very best farmers or butter makers in the neighborhood. As soon as he got a certain number of tubs together he shipped direct to England. The price paid the farmer was 12 to 15c per lb. Why cannot the same be done to-day? I think it can, provided dealers go about it in a proper manner and ship only to responsible houses. NOW AND THEN.
Mav 21, 1904.

Cheese Making in 1904.

Reports from the cheese making instructors who have been touring the Province of Ontario show that owing to the lateness of the present season the amount of cheese made during the first part of May does not compare with that made during the same period last year. Cheese making is well under way, and better results may be expected from now on. Many of the factories have profited from suggestions given last year, and are putting in modern machinery, better drainage, etc. The greatest difficulty experienced has been in securing labor.

Going to England.

Hon. John Dryden, Minister of Agriculture, and Prof. G. E. Day, farm superintendent at the Ontario Agricultural College, sail on June 10 for England. One of the objects of their visit to the Old Country is the purchase of thoroughbred stock for the college farm. They will probably extend their trip to Denmark in order to investigate the bacon industry, which, it has been stated, threatens to become a keen competitor of Canada in the British markets.

Some of Western Canada's Moneymakers.

Telegraphic Address, "DOMINO," Charlottetown.

The Dominion Packing Company, LIMITED.

Codes Used A.B.C. LIEBERS PRIVATE.

Charlottetown, P.E.I. Canada.

HAMS AND BACON

If you want the **BEST**
Buy our

BEECHNUT BRAND

of Mild-Cured, Full-Flavored
HAMS and BONELESS BREAKFAST BACON.

UNEQUALLED IN QUALITY.

We can fill your requirements promptly from our warehouses in Halifax, Sydney, Pictou or Charlottetown.

Special prices for quantities.

Write us for quotations.

THE DOMINION PACKING COMPANY, Limited.

This is a representation of the

"STAR BRAND" HAM

The original will please you and delight your customers. We shall be pleased in turn to receive your orders and can ship promptly either in Pickle, Smoked or Cooked.

F. W. FEARMAN COMPANY,
LIMITED.
HAMILTON, ONT.

LONG CLEAR BACON.

We can offer splendid value in this line.

Our Bacon is well trimmed.

Cured in Cold Storage of uniform temperature. Consequently no rust.

Write us for Special Prices.

The Park, Blackwell Co., LIMITED
PORK AND BEEF PACKERS,
TORONTO. ONT.

MATTHEWS'

Cooked and Jellied Meats

are readily distinguished from other brands by their fresh wholesome appearance and fine qualities. Fresh every day, in 18 varieties.

The George Matthews Co., Limited

ESTABLISHED 1868. Peterborough Hull Brantford

It does not pay

to stock more than 1 kind of

YEAST

ROYAL YEAST

is the standard Yeast of Canada

You know it and your customers know it

WHY EXPERIMENT?

E. W. GILLETT COMPANY LIMITED

London, Eng. **TORONTO, ONT.** Chicago, Ill.

We are buyers of

Poultry, Butter AND Eggs.

The best facilities for handling consignments. Up-to-date Cold Storage.

The J. A. McLean Produce Co., Limited

73-75-77 Colborne Street

Telephone Main 2491. Toronto.

PROVISION AND DAIRY MARKETS.

Toronto.

Provisions—The provision market last week was rather dull, not from any definite cause, merely as an off week in the routine of ups and downs. There are no variations of prices, although lard is a trifle steadier at the prices quoted. Fresh meats have been moving in fair volume. We quote this week:

Long clear bacon, per lb	$ 0 08	$0 08½
Smoked breakfast bacon, per lb	0 12½	0 13
Roll bacon, per lb	0 09½	0 10
Small hams, per lb	0 12½	0 13
Medium hams, per lb	....	0 12½
Large hams, per lb	0 11	0 11½
Shoulder hams, per lb	0 09	0 09½
Backs, per lb	0 13½	0 14
Heavy mess pork, per bbl	16 50	17 00
Short cut, per bbl	18 00	18 50
Shoulder mess pork, per bbl	14 50	15 00
Lard, tierces, per lb	0 07½	0 07½
" tubs "	0 07½	0 08
" pails "	0 08	0 08½
" compounds, per lb	0 07½	0 07½
Plate beef, per 200-lb. bbl	....	11 00
Beef, hind quarters	8 00	9 50
" front quarters	4 50	5 50
" choice carcases	6 50	7 50
" medium	6 00	7 00
" common	6 00	6 50
Mutton	7 00	9 00
Lamb	10 50	11 50
Veal	6 00	8 50

Butter—There is no diminution in the quantity of butter being offered to the wholesale houses. Prices for this week have dropped off a shade as a result. It is reported that eastern creameries are receiving almost a cent more for their products than last week, but in Toronto there is no sign of improvement in tubs, and a week or two will see the last of large dairy rolls. Prints are in fair demand at 12 to 14c. Our quotations are:

	Per lb.	
Creamery prints	0 17	0 18
" solids, fresh	0 16	0 16½
Dairy rolls, large	0 11	0 13
" prints	0 12	0 14
" in tubs	0 11	0 13

Cheese—The condition of the cheese market is far more satisfactory this week. The May cheese is all bought up and at prices 1 1-2c higher than two weks ago, when board prices were 6 3-4c. On Saturday these went up to 8 1-16c and 8 1-4c. Holders of old cheese may be responsible for this stiffening of prices, in buying up all the new and holding it. There is not very much of the new offered, and the operation would not be very difficult. The result is that old cheese is slightly advanced and new is 1-2c higher. Prices are:

	Per lb.	
Cheese, large, old	0 09½	0 10
" new fodder	0 08½	0 08½
" twins	0 08½	0 09

Montreal and Quebec.

Provisions—Briskness has been noted in the provision market and the receipts have increased considerably, there being in one day 191 barrels of pork, 395 packages of lard, 572 packages of tinned meat and 1,102 boxes of ham and bacon. From abroad it has been reported that Canadian bacon is advancing. In spite of this fact the market for hogs locally is much easier. The sales of good solid stock were made at $5.35 a hundred. The fresh killed abattoir dressed stock brought the same price as last week of $7.25 to $7.50. Other lines continued fair and active. We quote:

Canadian short cut mess pork	$17 50	$18 00
American short cut clear	16 50	17 00
American fat back	....	17 50
Bacon, per lb	0 12½	0 13½
Hams	0 11	0 13
Extra plate beef, per bbl	11 50	12 00
Lard—"Boar's Head" brand, tierce basis	....	0 07½
Carloads, less	....	0 00½
20-lb. tin pails, tierce basis	....	
Half-bbls., over tierce	....	0 00½
50-lb. tubs, "	....	0 00½
20-lb. wood pails "	....	0 00½
10-lb. tins, "	....	0 00½
5-lb. tins, "	....	0 00½
3-lb. tins, "	....	0 01

Wood net, tin gross weight—

	Wood.	Tin.
Pure lard, pails	....	1 77½
" tubs	....	0 08½
" cases (6 10-lb. tins)	....	0 09½
" cases (12 5-lb. tins)	....	0 09½
" cases (24 3-lb. tins)	....	0 09½

Butter—Quietness still rules in the butter market. In country points full prices are being paid, and an advance of 1 1-4 to 2c per lb. has been paid in the Townships since last week's quotation. This, of course, has been caused by the appearance of full grass creamery butter at 17c. This, however, is not fully established locally, and it is only reported that the basis ruling is from 16 3-4c up. There is no demand for butter from abroad and no shipments are going forward.

Cheese—Cheese buyers seem to be in a mild sort of panic, for they readily concede higher prices, even though no demand is in sight for orders. Country cost to-day would indicate a price of about 8 1-2c for Ontarios and for the Townships 8 1-4c and about 8c for eastern, provided they are to be let out without a loss. There has been a decrease in the make for the past week of nearly 50 per cent. and this is given as a sensible and strong reason for the strengthening of the market. Conditions in the Old Country seem to be about the same as last week. The cheese arriving here seems to be of better quality and prices are likely to advance.

CHEESE EXPORTS.

Notwithstanding the dullness of the market in cheese generally, the exports for the past week have increased, and some new reasons have been given for the aggravated depression of the British cheese market. One cause is the remarkable increase in the shipments of American cheese, which sold in the Old Country market at exceedingly low prices. A great many of the cheese sold from the United States were small in size, which some of the buyers over there prefer to the large ones. The high prices which had prevailed in the last two years stimulated the commercial instincts of the American makers to get after that trade. The production, therefore, has been accelerated beyond the absorbing capacity of consumption, or in other words, the glut of supplies has demoralized the market. This, however, will soon be cleared, as consumption in Great Britain will set in, with increased force very shortly, and this, coupled with the falling off of manufacture in Canada, will probably

FOR SALE.

No Fake—Town and city right for preserving eggs by a first-class process; no cold storage needed. Circular for your address. Box 118, CANADIAN GROCER, Toronto.

Suggest
To Your Customer

Macaroni for a quick and cheap dish for supper. She will buy 9 times out of 10.

To win her trade sell her

Napoli Macaroni

The best of them all. Get it from your wholesaler.

NAPOLI MACARONI CO.,
Hayter and Teraulay Sts.,
TORONTO, CANADA

A 10 cent packet of
Wilson's Fly Pads
has actually
Killed a Bushel of Flies

Stock the kind the housekeepers ask for. Avoid poor imitations.

Egg Cases
—AND—
Woodboard Fillers
BOTTOM PRICES.

WALTER WOODS & CO.
Hamilton and Winnipeg.

The Canadian Vinegar Company

HIGH-GRADE VINEGARS

Under Excise Supervision
Reputed the best on the market.

Factory and Office: 35a, 35c, 37 St. Antoine Street,

MONTREAL.

TRADE WITH ENGLAND

Every Canadian who wishes to trade successfully with the Old Country should read

"Commercial Intelligence"

(The address is 168 Fleet St., London, England.)

The cost is only 6c. per week. (Annual subscription, including postage, $4.80.)
Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.

REFRIGERATORS Useful to every one. 40 different styles. Silver medal, Quebec, 1901. Diplomas: Toronto, Ottawa, Montreal.

C. P. FABIEN,
Merchant and Manufacturer.
167 to 71 N. Dame St., **Montreal, Can.**
Write for Illustrated Catalogue.

MAPLE LEAF

Your goods are A1 quality.—J. H. Anderson, Produce Co'y., Winnipeg, Man.

Your goods are all right.—J. A. Mathewson & Co., Montreal.

Small's Maple Cream bids fair to become world famous—Ottawa Evening Journal.

Small's brand has captured all Gold and Silver Medals offered in Canada, with highest awards at Paris, Glasgow and Cork. With due appreciation of the many brands we believe Small's is market standard. Life long experience is ours. Results are: Quality, tasty packages, FREE FROM PRESERVATIVE ACIDS, perfect keeping for all time, netting dealer fair profits and pleased customers. Guarantee on every package.

MAY BE HAD THROUGH ALL WHOLESALE GROCERS.
PUT UP BY

CANADA MAPLE EXCHANGE
DUNHAM, QUE. Head Office: MONTREAL.
SEND FOR PRICE LIST.

regulate things. The following are the shipments of cheese from Montreal and Portland for last week; that is, week ending May 18, and from New York for the week ending 14th:

	Montreal.	Portland.	New York.
	36,762	1,302	8,351
Same week last year....	29,864	3,349	13,337

It may be mentioned that the exports from Montreal were principally to London, as out of the total of 36,762 boxes 24,707 were shipped to London. The combined cheese exports for the season May 1, 1903 to 1904, from Montreal, were:

1904.	1903.
40,757 Boxes	41,849 Boxes

The falling off in cheese exports has not only existed in Canada, but from statistics the exports from New York were very much less, as the following figures will show:

1904.	1903.
21,194 Boxes.	26,990 Boxes

The butter exports for the week ending May 18, and from New York May 14, were as follows:

	Montreal.	New York
	648 Boxes	100 Boxes
Same week last year.).....	452 "	27 "

New Brunswick.

Provisions—Market is dull. Pork and beef have a very light sale. In pure lard prices are rather lower, having receded somewhat from the rather higher prices quoted. The lower prices earlier led at the time to quite large buying. Sales are not large, hams and rolls are unchanged. In fresh beef even prices are quoted. Dealers have received last shipment of western dressed beef. During the Summer stock will be brought down alive. Veal is still plentiful. Lamb is not yet quoted by the pound. Pork finds little sale.

Mess pork, per bbl	$16 00	$17 00
Clear pork "	17 00	19 00
Plate beef "	12 50	14 00
Mess beef "	10 00	12 00
Domestic beef, per lb	0 06	0 07
Western beef "	0 08	0 09
Mutton "	0 09	0 10
Veal "	0 05	0 09
Lamb "	....	....
Pork "	0 06½	0 07½
Hams "	0 12	0 14
Rolls "	0 10	0 11
Lard, pure, tubs "	0 08¾	0 09¼
" " pails "	0 09	0 09¼
Refined lard, tubs	0 08¼	0 08¾
" " pails	0 08¾	0 09

Butter—Market is dull. The western price affects situation here. Real good quality stock is always in demand.

Creamery butter	0 20	0 21
Best dairy butter	0 17	0 18
Good dairy tubs	0 16	0 17
Fair "	0 14	0 15

Eggs—Eggs are not as plentiful and prices are rather higher, with a fair sale.

Eggs, hennery	0 15	0 20
" case stock	0 12	0 13

Cheese—Some very low prices have been quoted, but a rather firmer market is noted.

Cheese, per lb.	0 10	0 11

Winnipeg.

Cured Meats—The market remains firm. Hams are quoted at 13 3-4c, picnic hams at 13 1-4c, shoulders at 18 3-4c, breakfast backs 11 1-2c, long spice rolls 11 1-4c, short rolls, 11 3-4c, long dry clear 9c, and dry salt backs 10c.

Lard—The market remains firm, with pure lard in 50-lb. tubs quoted at $5.20, 20-lb. pails $2.15, 10-lb. pails in cases $6.50, 5-lb. pails $6.60, and 3-lb. pails $6.65. Compound lard in 20-lb. pails $1.75.

Butter—The demand continues strong and there is practically no dairy butter coming in. The market quotes fresh creamery at 25c; tub butter from 18c to 22c.

Provision Notes.

At the annual meeting of the London, Ont., Dairymen's Association, held recently, the following officers were elected: President, Jas. Brodie; vice-president, Wm. Tier; secretary-treasurer, J. A. Nelles; auditor, T. B. Miller; directors, David Smith, John McFarlane, John Symington, Jas. Thomas and Thos. Ballantyne, Jr.

INQUIRIES FOR CANADIAN TRADE.

THE following inquiries relating to Canadian trade have been received at the office of the High Commissioner for Canada, in London, England:

53. An important firm of soap makers are open to correspond with exporters of tallow from Canada.

57. A London firm of produce importers ask to be placed in communication with some reliable Canadian exporters of butter, cheese and bacon, and claim to have facilities for placing large quantities of the last-named product.

59. A London house with a number of travelers in touch with the grocery trade is seeking agencies for Canadian shippers.

62. A Dutch manufacturer of household and toilet soaps desires to get into communication with Canadian importers of these articles.

63. A first-class Dutch distiller of genuine Hollands gin is anxious to hear from Canadian importers of such liquors.

65. A firm of cigar manufacturers in Holland desires to get into touch with Canadian importers.

66. A manufacturer of cocoa powder and chocolates is open to appoint some reliable agents in Canada.

The following inquiries have been received at the Canadian section of the Imperial Institute, London, England, with reference to Canadian trade:

39. A firm in Hamburg, Germany, wishes to hear from Canadian producers of dried apples and other fruits; and also from shippers of agricultural produce in a position to handle export trade.

The Canadian commercial agent at Leeds and Hull, England, has received the following inquiries relating to Canadian trade:

14. Large cheese and butter firms in the north desire communication with factories making "gilt edged creamery butter;" also cheese.

15. Addresses of good Canadian shippers of butter, apples, hay, pease, beans, clover seed and produce of a like nature asked for.

The names of the firms making these inquiries, with their addresses, may be obtained from the Department of Trade and Commerce, Ottawa. Persons desiring such addresses will be careful to quote the office under which the inquiry appears and the number.

Summer without sunshine

would be as dismal a failure as the efforts of the grocer who is trying to do a successful Summer trade without the aid we give in our special offerings in

Sardines

Our stock is very complete, embracing all grades from the cheap common domestic article to the fancy, high-priced genuine French fish. We offer you

DOMESTIC—

IN OIL—¼s, plain and key-openers.
IN TOMATO SAUCE—¼s, plain.
IN MUSTARD—¼s and ¾s.

IMPORTED Portuguese—In Oil, ¼s and ½s, K.O. flat tins

Genuine French—In Oil, ¼s and ½s, K.O. club and flat tins.
" In Tomato Sauce, ¼s, flat K.O. tins.
Boneless Sardines, ¼s. Truffles with Spices, ¼s.

——GET OUR QUOTATIONS WITH BRANDS.——

"LaVierge" and "Shell" Brands **Castile Soap**— Tablets, 100s and 200s; Bars, 2½ lbs.

A shipment just passed into store. Our quotations are interesting.

THE **EBY, BLAIN CO.,** LIMITED, Wholesale Grocers, TORONTO.

ORANGE CULTURE.

UNDER the title, "Orange Culture in California," a graphically illustrated account of this important industry is contributed to The Booklovers' Magazine for June. After noting the three centres of orange cultivation in the United States—Florida, Louisiana and California—the writer says: "In no country of the world has the cultivation of the orange developed more rapidly or more successfully than in Sunny California, the land of strange contradictions—of eternal snows on its lofty mountain peaks, of endless Summer in its sheltered valleys. Nearly 100,000 acres are devoted to orange culture; and with Nature at her best, and rarely giving less than 300 sunny days to every year, the groves seldom fail to yield an abundant crop."

The article deals with the growth of the trees from seed, and details the subsequent planting out. "Ordinarily, the orange tree, a beautiful evergreen, reaches a height of from 25 to 30 feet. It is of remarkably graceful proportions, the trunk being straight and the branches symmetrical. The blossoms are of a delicate white color and deliciously fragrant, giving sweet promise of the luscious fruitage concealed in their hidden depths."

The orange tree is long lived, remarkably prolific and very uniform in its bearing. "Orange groves in full bearing frequently yield handsome returns on the investments made. A crop of five acres recently sold for $1,575 on the trees. Some orchards yield as much as $1,800 per acre. Ordinarily, a carefully cultivated orchard of ten acres ought to yield a sure annual profit of from $1,200 to $2,000. In full bearing the average orchard yields about $150 per acre. Good orange land may be bought from $50 to $150 per acre. Groves, including all the water rights and privileges, have sold as high as $2,500 per acre. About $50,000,000 capital is invested in California groves. Records of the State's product show that the shipments in 1888 were less than one million boxes; in 1889 they had reached four and one-third; in 1902, a little more than eight, and in 1903 eleven and a half million boxes.

There are two classes of grocers who do not need to buy

A "National" Coffee Mill

The first is the grocer who does not sell Coffee.

The second is the grocer who has already bought one.

ASK THIS ONE

and he will tell you that there is no mill manufactured that is the equal of

THE "NATIONAL"

—— SOLE AGENTS IN CANADA ——

THE **EBY, BLAIN Co.,** LIMITED

Wholesale Grocers, TORONTO.

For a short time only
and to introduce more fully some of our
New Packages
we make the following

VERY SPECIAL OFFER.

	Retail Price
1 case, containing :	
2 dozen packages ***WHITE SWAN Cocoanut,*** 5c. size, - - - -	$1.20
2 " " " " " 10c. " - - - - -	2.40
1 " " " " " 20c. " - - - -	2.40
1 case, containing :	
2 dozen packages ***WHITE SWAN Breakfast Food,*** retailing at 15c., - - - - -	3.60
(Made from the choicest Canadian wheat.)	
1 case, containing :	
3 dozen 1-lb. tins ***WHITE SWAN Baking Powder,*** None better made. retailing at 25c., - - - - -	9.00
Your selling price - - - -	$18.60
Your cost - -	10.00
Your Profit - $8.60	

All for the Special Price of
TEN DOLLARS

Freight prepaid to any station in Canada, east of the Soo.

JOBBERS SUPPLIED.

The ROBERT GREIG CO., Limited,

WHITE SWAN MILLS, - - - - - - - TORONTO.

"COW'S HEAD" Brand
Condensed Swiss Milk

Prepared by Societe Suisse d'Industrie Laitiere, Yverdon, Suisse.

Guaranteed perfectly pure, full cream, completely sterilized and germless. Gold Medals, International Exhibition, Paris, 1900. As used by the British Navy, the British Army, the India Office, H. M. Colonial Governments, London School Board, etc.

AGENTS,

C. E. COLSON & SON, - Montreal.

GUARANTEED UNIFORMITY—Every grocer who handles coffee knows the value of getting it uniform ; a careful system of registering orders assures your coffee being always the same, if you handle

S. H. & A. S. EWING'S
High-Grade COFFEES

You are not experimenting when you place your order with a firm whose reputation for high-grade goods (both Coffee and Spices) has stood over half a century. Order now.

First New Japan Teas and Coffees

We have the first New Season Japan to arrive in Canada this year. Samples now to hand and the teas will arrive in a few days—also special values in last season's Japans. Write for samples. Best values offered anywhere.

James Rutherford & Co.
DIRECT IMPORTERS
27 St. Sacrament St MONTREAL.

D. RATTRAY & SONS

IMPORT AND EXPORT

Commission Merchants.

MONTREAL:
110 Coristine Bldg.

QUEBEC:
110 Dalhousie St.

REPRESENTING SHIPPERS OF

Patna and Rangoon Rice, West Indian and European Sugars, Raisins, Currants, Filberts, Almonds, etc., etc.

Hot or Cold?

A COLD WATER STARCH

Ivorine Starch

is better far than starch requiring boiling.

IVORINE is peerless among starches. Pays the grocer 60 per cent. Sells fast. Sells again.

$2.50 per case (40 pkgs.)

GIVE AN ORDER FOR ONE CASE.

St. Lawrence Starch Co.
LIMITED,
PORT CREDIT, ONT.

What You Don't Know

about getting up good grocery advertisements is supplied in our book

100
Good Grocery Ads
FOR
One Dollar.

Worth more than $1.00 to most men. Send for a copy.

THE CANADIAN GROCER,
TORONTO.

Ideal Household Ammonia

All makes of ammonia are not the same—some are weak in cleansing power, are not disinfectant and contain ingredients which are injurious to the hands and articles washed.

And a woman will quickly discover these poor qualities.

But she will remember the name of a good ammonia just as quickly.

Ideal Household Ammonia is a strong, quick cleanser, thoroughly disinfectant and contains no injurious substances—will cleanse everything in the home whether woollen, wood, metal or glass.

You can hold your customers' trade for ammonia by selling them Ideal Ammonia—and it helps to sell other goods.

Place a trial order with us and watch the results.

GORMAN, ECKERT & CO., Limited

London, Canada.
Makers of Grocers' high-class specialities.

CLASSIFIED LIST OF ADVERTISEMENTS.

Ammonia.
Gorman, Eckert & Co., London, Ont.

Baking Powder.
Chivers & Sons, Histon, Cambridge, Eng.
Eagle Mnfg. Co., Montreal.
Gillett, E. W., Co., Toronto.
McLaren, W. D., Montreal.

Baskets.
Oakville Basket Co., Oakville, Ont.

Bird Seed.
Nicholson & Brock, Toronto.

Biscuits, Confectionery, Etc.
Browne & Wells, Toronto.
Canadian Swiss Trading Co., Montreal.
Christie, Brown & Co., Toronto.
Lamont, Corliss & Co., Montreal.
Mackintosh, John, Halifax, Eng.
McGregor-Harris Co., Toronto.
Mooney Biscuit & Candy Co., Stratford.
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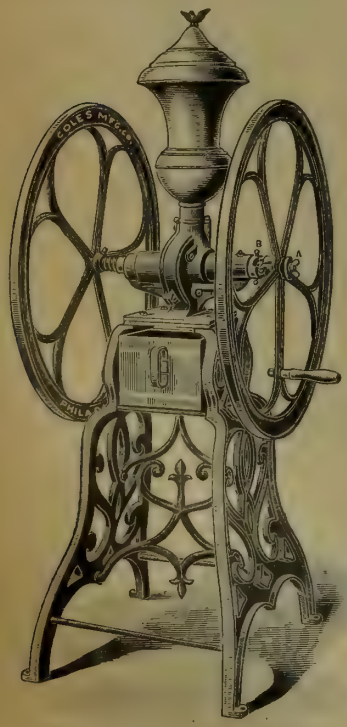

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GRAIN INSPECTION BILL.

THE new Grain Inspection Bill which was introduced in Ottawa on May 16 by Sir Richard Cartwright has already aroused an undercurrent of interest in trade circles, and in view of its possible far-reaching results we may expect to hear its pros and cons thoroughly discussed by Canadian grain dealers, flour millers and grain growers during the next few weeks.

The principal feature of the new bill is that it hands over the responsibility of selecting standards for the inspection of Canadian grain to inspectors appointed by the Government. Heretofore this work has been done by the Grain Standards Board. The board will still exist, although its duties are restricted to the preparation of commercial grades which, as a matter of fact, are fixed at rather long and irregular intervals.

Undoubtedly the promoters of the bill have had in view the unification and improvement in the standard of Canadian grain. If Canada is ever to become the "Granary of the British Empire" she must preserve inviolate the high reputation which Canadian grain has won in the markets of Great Britain. A Canadian grain certificate must be on a par with Dominion of Canada legal tender, and more, since a one dollar bill is only redeemable in gold to the value of one dollar, while a grain certificate may make a difference of hundreds of dollars in a shipment of grain. Last year the Province of Ontario alone raised one hundred and ten million bushels of oats. The total production of wheat in Canada during the same year is estimated at 85,000,000 bushels. How necessary that every bushel exported should turn out exactly as represented by certificate. The immediate effect of a single shipment improperly graded might be inconsiderable, but dissatisfaction is sure to spread and Canada cannot afford the risk.

Up to the present no complaint has been heard against the work done by the Grain Standards Board. Its personnel has invariably been made up of men thoroughly informed on all branches of the grain business. When trouble has arisen it has usually been due to negligence on the part of grain inspectors, who allow, for instance, Manitoba wheat No. 2 northern to grade as No. 1 northern, although not having the requisite qualities to justify calling it the latter grade, or No. 3 Ontario oats to grade as No. 2 in the same way.

Grain men say Peter is being robbed to pay Paul. Instead of the present situation with respect to the grading of grain being bettered, grain inspectors, on whom the burden of the blame rests for irregularities in the past, are to have their administrative powers increased. It is a question whether any but grain experts are in a position to give final judgment in the matter of grain inspection. Others may be familiar with the fundamental requirements of the grain trade; it takes, however, more than a dilettante to know whether a certain grade is suited to the English trade, or whether a sample of barley has the necessary characteristes to make the best malt. Surely a man who has learned the grain trade from the bottom up is better able to set standards which will suit the requirements of the grain trade, and at the same time be in accordance with the Grain Act, than the average Government appointee, whose only reason for official existence is often "Government pull," even allowing that the latter knows somewhat about grain, else he could not pass the Government examination for grain inspector. There is perhaps no department of the public service of Canada which warrants such close scrutiny as that of grain inspection, and it is because this is realized by many of the largest grain interests in the country that vigorous protests are being raised against the new bill. After its second reading the proposed measure will be referred to a special committee empowered to hear complaints, and there is every reason to believe that such will be vigorous. Owing to the lobby system, however, prevailing to such a marked extent in Ottawa, there is no telling whether these protests will avail anything unless a strong fight is made by millers, farmers and grain dealers throughout the country.

TRAVELERS' HOLIDAYS.

IT is a pleasure to note that at the recent meeting of the Ontario Wholesale Grocers' Guild a uniform holiday of two weeks for the knights of the grip, to be taken in August, was among the recommendations passed. This is something that The Grocer has regularly advocated for some years, and it is a satisfaction to know that the principle of "two weeks off all round" has the endorsation of such an influential body as the Ontario Grocers' Guild. It is to be hoped that the Quebec wholesale trade will follow suit, and that it may be arranged so that the Ontario and Quebec travelers will enjoy their holidays at the same time, each secure from any fear of a rival butting in.

The travelers are a fine body of men and no class better deserve a holiday or can put it to better use.

A SERIOUS IMPERFECTION.

MAYORS and city councils are time and again accused of laxity in the discharge of their duties and indifference to the interests of their respective municipalities. These charges are usually so well founded that the public has come to look on municipal councils as pretty poor business concerns. Oftentimes they advise their councils to imitate the boards of trade and follow the footsteps of such progressive institutions as the Manufacturers' Association.

Mayor Urquhart of Toronto has reversed all this. He has given an example of progressiveness that is truly welcome in this age of degenerate municipal officials, and he has not only shown his own value, but has brought both the Toronto Board of Trade and the Toronto branch of the Canadian Manufacturers' Association into an unenviable light.

A short time ago Mayor Urquhart informed the secretary of the Toronto branch of the Manufacturers' Association and Mr. J. F. Ellis, president of the Toronto Board of Trade, that a Mexican trade commissioner would shortly be in Ottawa to negotiate with the Dominion Government for Atlantic and Pacific steamship services between Mexico and Canada. Mayor Urquhart suggested that the commissioner be invited to Toronto. Receiving no response, he offered to extend the city's hospitality to the commissioner. Then he was calmly informed that the manufacturers were too busy to consider the question.

This incident certainly reflects on the manufacturers. Doubtless they are busy, but it does not follow that their organization should thereby be incapacitated from dealing with such a proposition. The same thing is true of the Board of Trade.

We do not wish to minimize the worth of either organization or the ability of their respective secretaries, but it seems to us that the day has come when the work of both bodies should be placed on a higher plane. The day of the clerical secretary is over. Modern conditions demand an experienced executive head, who shall be unhampered by technicalities and shall have a close grasp of the great trade questions of the day.

Surely the time has come when such an organization as the Manufacturers' Association and the leading boards of trade, representing tens of millions of capital, should have their interests placed in the hands of as highly paid officials as the manager of any great banking institution with only a tithe of the capital. A $20,000 a year aggressive secretary or manager for the Montreal, Toronto or Winnipeg Boards of Trade could inaugurate broad plans for the development of local and Canadian trade that would make him worth his salary many times over.

A SUBSTITUTE FOR BONUSES.

ONTARIO towns and cities seem to have gone crazy on the bonus question, with the result that no factory will to-day locate in any town unless it is assured of a huge bonus. Naturally, towns desirous of becoming industrial centres have had to seriously impoverish themselves. Moreover, when once they have started the bonus evil they are unable to draw back. Tax exemptions, additional bonuses, free water, free dock facilities are added to the list, and the question arises, "Is the game worth the candle?"

Economists and thoughtful men tell us that the farmer is the backbone of the country. This is readily proved. Man's great and lasting need is food. He can get on without almost anything except the food he eats. All else, all the great fabric of society, depends primarily on the abundance of the food supply, and because it is to the farmer that man looks for his food, therefore it is true that the farmer is the backbone of the country.

This importance of the farmer seems to be forgotten by these would-be industrial centres. They imagine that their greatness will depend primarily on the number and strength of the industries they can attract to their confines. Of very few towns is this true.

If a municipality is bound to spend money to promote its growth and importance, we would suggest that, instead of applying it all to bonusing industries which are at best but doubtful propositions, it would spend a part or even all of it in helping the farmers. Better roads, instruction in agriculture, better market facilities, inducements to improve the standard of products, are all means to this end. In how few towns are these objects sought after! And yet, how extremely beneficial they would be to all concerned.

If a town is dissatisfied even with this expenditure of its superfluous cash, there is another channel which might be utilized which would ensure quite as certain results as if the money were applied to bonusing factories. This is the attraction of tourist traffic. This work can be accomplished by the distribution of tourist literature and by beautifying the streets and parks of the town, and by taking good care of the tourists when they arrive. The merchant stands to benefit by both these expenditures of the town's cash. The higher the standard of living of the farmers, the more cash to their credit and the better facilities for reaching market, on the one hand, will be of direct advantage to the proprietor of a store. On the other hand, the presence of free-handed tourists will be decidedly beneficial during the Summer months, and will serve to keep business alive during an otherwise stagnant season.

Mr. Creelman, the very clever agriculturist, stated some time ago that the Canadian farmers could double their present incomes on their present farms with the same amount of labor if they could be taught how. Many of them are improving. Such an improvement would mean that every customer of to-day would spend just double what he does now in purchases from our readers.

The Heritage of Canada and Canadian Cities*

THIS is the keynote of the initial address delivered by G. B. Ryan, the new president of the Guelph, Ont., Board of Trade, at its opening meeting for the year 1904-5, held on Tuesday of last week. The Grocer has the honor of publishing in this week's issue an outlined report of Mr. Ryan's speech, which reads as follows :

"I look upon the Board of Trade of any city in point of importance as a very close second to the City Council; it is generally composed of the cream of the business men, a body of men who are responsible to a great extent for the success or failure of the place.

"The City of Guelph possibly never displayed more real life than at the present time. Evidences of prosperity are to be seen everywhere, but the place we will hold among the cities of Canada ten years hence will very much depend upon the class of business men who will handle her business affairs between now and then. If they are live, up-to-date, progressive, and at the same time cautious, we will hold a very important place among the Canadian cities.

"I have great faith in this country of ours; there is without doubt a great future before her. Canada is now on the up-grade as never before; she is going ahead with leaps and bounds, at a pace little dreamed of by the most sanguine of us a few years ago. We have only within the last few years become conscious of our strength. People from different parts of the world are just finding out our rich resources, and are fast pouring into our country. I think I am safe in saying that no other country in the world is prospering in proportion to her population as we are to-day. Only a few years ago, as you know, thousands of our young men were leaving Canada every year for the United States. Five years ago we succeeded in inducing 712 of our American cousins to make their homes in Canada; last year no less than 49,000 cast in their lot with us, mostly going to our northwest. Three years ago only 42,500 from all parts of the world located in the Dominion; last year 128,900 came to Canada, and it is estimated that in the last five years from the United States alone settlers' effects to the value of $19,000,000 and $25,000,000 in cash came into this country, and from present indications this year will far outstrip the last. I hardly think the most optimistic of us realize what the growth of this country will be in the next few years. When you remember that in the last eight years our railway earnings, the total amount in our banks, and the revenue of the Government have doubled, may we not ask ourselves what this development may be in the next ten years ? Has it dawned on us what this great prosperity may mean to Guelph ? This part of Canada, for at least many years to some, will be the great machine shop for the northwest. As hundreds of thousands of people locate there, our present factories will have to be enlarged and re-enlarged and many more built, and one of the great questions for Guelph to settle is : Are we going to get our share of this great prosperity, or will we stand idly by, with our arms comfortably folded, while the trade drifts to other places? This certainly is one of the questions the Board of Trade should keep well to the front.

RETURNED
JUL 20 1904

G. B. Ryan, new President of the Guelph, Ont., Board of Trade.

"There are two ways this city can be made grow, first, by the enlarging of our present factories and establishing others, and every reasonable inducement should be offered manufacturers to locate here, such as free sites, fixed rate of assessment for a time, and possibly we might go as far as to make loans where well secured, but I am almost persuaded that the day for bonus giving has gone by. Second, by making it very easy for people to come from a greater distance than they do now to do their business in Guelph. This can be done by tapping the outlying districts with electric roads. Fifteen years from to-day electric roads will be running in many places little thought of by us now. Will they come our way, will they be bringing business into Guelph, or will we find ourselves sidetracked, and the territory that naturally belongs to Guelph cut off by roads carrying trade to other places ? This certainly will very much depend upon whether the men that are handling the business affairs of Guelph are to be broad gauge or narrow gauge men. If they are to be the latter, men who cannot see past 'the now,' men who never make a move until they see a dead sure thing, men who lay no plans for the future, men who are prepared to mount every progressive train that may leave the city and screw on the brakes for all they are worth, then we may expect, when people of other cities are walking on their paved streets, to find the mud still sticking to our shoes. I would much prefer taking my chances in a poorly situated town or city in the hands of good live business men, than in a well situated place controlled by men who allowed the moss to grow on their boots; to a very large extent it's the men that make the place. If we expect strangers to come to our city we must let them know we have something special to offer, we must make our front door swing open easily, we must be prepared to offer all that any other city of our size can offer for at least the same money, or, if possible, more for the same. Our city must be well spoken of, it must be known as a clean, healthy and pretty place, our educational system must be the very best, and at the same time our taxes must be in proportion to what we have to offer."

In conclusion, Mr. Ryan said it was a great pleasure to be able to report that Guelph manufacturers were in such a flourishing condition at the present time that many of them had found it necessary to enlarge their present buildings in order to keep pace with the increased business offering, and as well that other factories are being built.

J. Frank Crowe & Co. have now their permanent address at Wm. Muir & Sons' old stand, Lower Water street, Halifax, N.S.

*An address given by G. B. Ryan, president of the Guelph, Ont., Board of Trade, at its opening meeting for the year 1904-5.

Try it in the Cup---
'Twill Simply Walk Away from Japans---

No mystery surrounds the instant and universal acceptance by critical connoisseurs of "SALADA" Natural Green Tea of Ceylon, wherever it has been offered.

"This is its simple story in a nutshell":

It is an actually pure Natural Leaf Green Tea of exquisite flavor, and with an unadulterated strength that renders it vastly more economical in use than the Japan Teas that it is so rapidly supplanting - - - It is of a light color in infusion, with a peculiarly delicate flavor and "bouquet."

This is a clear and concise statement of Fact published in the interest of those who have not yet studied this "SALADA" Green Tea question.

Sold only in Sealed Lead Packets. Same form, style and prices as the Celebrated Black Teas of "SALADA" Brand.

I APPEAL to the readers of THE CANADIAN GROCER, who I know are the best buyers of High-Grade Goods in the country. I want to say that my Old English Candy,

MACKINTOSH'S TOFFEE

is the most delicious and best Candy made, pure as the crystal springs.

This Old English Candy has made me famous the world over. I am called **THE TOFFEE KING OF ENGLAND** because I am by far the largest manufacturer of Toffee over there. Handle this line and you have a trade winner. Write for prices, etc., at once.

CHARLES GYDE, 20-22 ST. FRANCOIS-XAVIER STREET, **MONTREAL.**

Your customers want dainty desserts, but they must be wholesome and nourishing. They get both in the delicious dishes made of

BRANTFORD
Prepared Corn Starch

Ask your customers to try it. 'Twill please them and make business for you.

THE BRANTFORD STARCH WORKS, LIMITED.
BRANTFORD, CANADA.

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

Toronto, May 26, 1904.

Groceries.

TRADE in groceries has shown marked signs of improvement during the week under review. Trade in all lines is reported as satisfactory and collections are improving. Farmers are now through with their seeding and have more leisure to lay in supplies of groceries. Even if the actual demand is not increased materially the moral effect on the retailer of a brighter market is always good. He is more susceptible to the influences of the grocery traveler than when trade is slack. Canned goods are still moving freely, particularly canned fruit, and a scarcity of corn and peas is reported. The sugar situation is phenomenally strong, prices having advanced 10c per 100 lbs. since last quotations. Syrups and molasses show an easier tendency. Teas are in good demand at firm prices, with low grade teas tending high on account of the recent English budget, and vice versa with respect to high-grade teas. The tone of the coffee market is steady with Rios in better demand. Rice shows an upward tendency, as well as peppers.

CANNED GOODS.

The canned goods market continues brisk, with demand for canned fruits noticably increasing. Canned meats have met with good demand during the week under review. Canned corn is exceedingly scarce and high, some sales having been made during the week as high as $1.35. Peas are also scarce. Peaches are firmer. Lobsters continue scarce and firm in price. Sardines are also firm. We quote California ripe olives for the first time this week. Our quotations are as follows :

Apples, 3's	....	0 90
" gallons	....	2 20
Asparagus	....	3 50
Beets, 2's	....	0 90
Beets, 3's	....	1 00
Blackberries, 2's	1 50	1 70
Beans, 2's	0 90	1 10
Corn, 2's	1 25	1 35
Cherries, red, pitted, 2's	....	2 20
" white	....	2 40
Peas, 2's	1 00	1 45
Pears, 2's	1 45	1 60
" 3's	1 90	2 10
Pineapples, 1½'s	1 50	1 60
" 2's	1 80	2 00
" 3's	2 25	2 40
Peaches, 2's	1 65	1 70
" 3's	....	2 60
Plums, green gages, 2's	1 10	1 40
" Lombard	1 00	1 30
" Damson, blue	0 95	1 25
Pumpkins, 3's	....	0 95
" gallon	....	2 50
Rhubarb, 3's	....	1 80
Raspberries, 2's	1 40	1 60
Strawberries, 2's	1 40	1 60
Succotash, 2's	....	1 00
Tomatoes, 3's	....	1 12
Lobster, talls	....	3 50
" 1-lb. flats	3 50	3 70
" ½-lb. flats	....	2 00
Mackerel	1 00	1 25
Salmon, sockeye, Fraser	....	1 75
" " Northern	1 65	1 75
" Cohoes	....	1 15
Chums	0 95	1 00
Sardines, Sportsman ¼'s	....	0 15
" ½'s	....	0 23
" Portugese ¼'s	0 08	0 10
" P. & C., ¼s	0 25	0 27
" P. & C., ½'s	0 35	0 38
" Domestic, ¼'s	0 03½	0 04
" ½'s	0 09	0 11
" Mustard, ½ size, cases 50 tins, per 100	8 00	9 00
Haddies	....	1 00
Kippered herrings, domestic	....	1 00
" " imported	1 45	1 55
Herrings in tomato sauce, domestic	1 00	1 10
" " " imported	1 45	1 55
California ripe olives, tins, per doz	4 25	4 50

SUGAR

The market has more than maintained the strength indicated in recent advices and we have this week to record two advances in Canadian refined sugars, following similar upward movements in New York. On Thursday last, May 19, just after we went to press, the market advanced 5c, and we have to record a further similar advance effective on the morning of the 25th inst. Great firmness prevails and all indications are favorable to continued strength. New York authorities persistently recommend jobbers to make every effort to carry a full line of stock. The margin between raw and refined in the United States is now only about 80c per 100 lbs., so that even should the price of raws now remain stationary there appears to be no reason why refined should not appreciate further. Local prices have advanced fully ½c per lb. from lowest prices recorded this year, namely, from $3.95 to $4.45, basis f. o. b. Montreal for Montreal granulated. For about the same period quotations for centrifugal sugars have advanced fully 65c per hundred lbs.

Raws during the week under review have made further advances of from 1-16 to ⅛c, and we hear of three sales of Cubans for late May or early June shipment, basis 96, at 2⅝c c. and f. Holders now talk of 2⅝c for basis 95, and indications are that this price will materialize, which will mean a full duty-paid price of 4c, thus verifying predictions which have been made for some time. Europe has advanced 3¾d per cwt. for the week, 88 per cent. going to 9s 7½d basis f. o. b. Hamburg for May-June shipment, equal to $4.04 for 96 test centrifugals. There are rumors of purchases of beet by American refiners on basis of 10s c. and f. New York, but as yet these are unconfirmed. We hear, however, of sales to New Orleans refiners at 9s 9d c. and f., which is equal to parity of $3.97 for 96 test centrifugals duty paid.

For the first time in several weeks receipts at Atlantic ports were less than meltings, thus reducing stocks for the week by nearly 12,000 tons. Receipts were 27,404 tons, meltings 39,000 tons, and total stock in all hands 190,392 tons, or 69,000 tons less than for the corresponding week last year. Eleven more central factories ceased operations in Cuba during the week, the total number working at latest advices being 118. Stock in U. S. and Cuba together were 418,392 tons, a reduction of over 10,000 tons for the week, and a decrease of 206,832 tons as compared with the same period of 1903. Combined stocks of Europe and America at latest uneven dates were 3,021,392 tons, or 206,971 tons less than for the same time last year. It will be observed that the deficiency in stocks is represented almost entirely by U. S. and Cuban figures, European stocks being about on a par with last year. There has, however, been considerable increase in European consumption which has fully offset the large production last year. For six months from September to March, or say since the bounties were removed, the consumption in Europe has increased 451,343 tons, or about 24 per cent. These figures are from the Journal des Fabricants de Suite, and cover France, Germany, Austria, Hungary, Belgium, Holland, and the United Kingdom. The consumption in the United Kingdom shows a small falling off for the same period, while that of the others has greatly increased, and it is estimated that by Sept. 1 next the world's consumption will have increased fully 1,000,000 tons, which will hardly be offset by the increased production of cane sugar. Present indications are unfavorable to a full realization of Cuban estimates, and owing to excessive heavy rains which have set in early this year it now appears doubtful if the crop will exceed if anything that of last year, which was 998,878 tons. Since January 1 the consumption of sugar through U. S. four ports has increased by nearly 100,000 tons over corresponding period last year, while receipts for the same period show only slightly over the same increase.

It is estimated that the available supply of Cubans at present remaining unsold for U. S. refiners will not exceed 100,000 tons, which on the present basis of meltings would be about three weeks' supply, and it will thus be necessary for American refiners to provide for requirements from Europe and other sources, on which they will have to pay full duty. The latter is certainly one of the strongest features of the situation.

We revise quotations for local refined, showing an advance of 10c per 100 lbs. over last week's figures.

Paris lumps, in 50-lb. boxes	5 18
" in 100-lb. "	5 08
St. Lawrence granulated	4 53
Redpath's granulated	4 53
Acadia granulated	4 48
Berlin granulated	4 43
Domestic beet, granulated, 1902	4 23
Phoenix	4 43
Bright coffee	4 33
Bright yellow	4 28
No. 3 yellow	4 23
No. 2 "	4 03
No. 1 "	3 93

Granulated and yellow, 100-lb. bags, 10c. less than bbls.

Special cables from Cuba dated May 24 advise that harvesting is at a standstill, except at ten centrals, in consequence of the heavy rains throughout the island, and that estimates of the sugar crop have been reduced to 1,050,000 tons. The present conditions are extraordinary, as there were 118 centrals grinding last week, while at this time last year there were 90, and the year before 23. In October last the estimate of the present Cuban crop was 1,130,000 tons, based upon normal weather conditions. Since then no change has been made in the estimates, as it was thought better to wait for positive indications from Cuba, which have now come to hand. The visible production

to date is but little over 900,000 tons, and with only ten centrals grinding it is not probable that more than 100,000 tons can be produced during the balance of the campaign, especially since the weather is so unfavorable. The estimate of the Cuban crop will probably be reduced to 1,000,000 tons.

We have to note a further increase in the strength of the raw market. The news received from Cuba that all the sugar factories with the exception of ten have been obliged to close, and the reduction in crop estimates, have caused much interest and excitement in the trade. It is now evident that refiners must import beet largely from Europe before October 1, as there does not appear to be sufficient cane available before that date. There are unconfirmed rumors of sales of Cuba centrifugals, for shipment at 2.625c c. and f. basis 95 test, and of non-privileged centrifugals, to arrive, at 2.31c c. and f. basis 96 test, each of which would be equal to 4c duty paid for 96 test. Indications are that refiners will soon pay these prices if they have not already done so. Offerings are light, including a cargo afloat at 2.625c, c. and f. for 96 test.

SYRUPS AND MOLASSES.

The market in syrups and molasses is slightly easier than last week. Plenty of West Indian, Barbadoes and Porto Rico molasses is on the way, and the majority of wholesalers now have sufficient on hand to meet the demands of local trade. Stocks of New Orleans are getting low; supplies coming in are small, and will continue so in degree until the test trouble is settled. It is thought that the next shipment of molasses from New Orleans will be higher in price. Our local dealer suggests the possibility of a cheaper grade being brought on the market, which will just pass the test. It must be remembered that the Ontario market in molasses is of secondary importance to that of Quebec, where the relative consumption is much greater. We quote the following prices:

Syrups—		
Dark		
Medium	0 30	0 32
Bright	0 35	0 37
Corn syrup, bbl., per lb.		0 02½
" ½-bbls "		0 02¾
" kegs "		0 03
" 3 gal. pails, each		1 30
" 2 gal. "		0 90
" 2-lb. tins (in 2 doz. case) per case		1 90
" 5-lb. " (in 1 ") "		2 35
" 10-lb. " (in ½ ") "		2 25
" 20-lb. " (in ¼ ") "		2 10
Molasses—		
New Orleans, medium	0 25	0 30
" " ½ bbls	0 27	0 32
" open kettle	0 45	0 50
Barbadoes	0 35	0 40½
Porto Rico	0 35	0 40
West Indian	0 32	0 35
Maple syrup—		
Imperial qts		0 27½
1-gal. cans	0 95	1 00
5-gal. cans, per gal		1 00
Barrels, per gal		0 75
5-gal. Imp. brand, per can		4 50
1-gal. " per case		5 10
½-gal. " "		5 60
Qts. " "		6 00

TEAS.

The feature of the tea market is the high tendency in low-grade teas and the lo wtendency in high-grade teas. Business in spot has improved considerably during the week under review. Owing to the increased demand for tea for price in England since the recent budget, one Toronto firm shipped 135 packages of tea back to England last week, where they can realize a much more profitable figure than in Canada. The general demand for tea is good. Any actual depreciation in value of higher grade teas on account of the English duty is so far distant, and the actual position so strong, that buyers are endeavoring to cover their wants for the next four or five months.

Latest cables from Yokohama say the Japan market is weak, except for choice grades, supply increasing good crop quality. A previous cable said, "expect low prices for Canada." Reports from London dated May 6-12, say the sales of Indians opened with good demand at fully previous rates; as they progressed there was a little irregularity, but differences in appearance or cup accounted for any quotable alteration in prices. There was a marked absence of anything approaching really fine quality in offerings and ordinary descriptions up to 7d per lb. continued in demand at about the previous week's rates. Medium to fine showed some irregularity, and as many of the arrivals possessed less attractive cup, quotations were lowered accordingly. This was particularly noticeable in the case of broken pekoes between 8 and 10d per lb., and such when met sold at comparatively full value.

A large number of estates have sold their final invoices and supplies in first hands must be getting very limited. Deliveries are on a satisfactory scale, and indicate smallness of duty paid stock held by the trade.

In Ceylons good competition and a fairly steady market were reported. Commonly, best invoices when quality was maintained, sold fully firm. Advices from Ceylon speak of an early closing of the late heavy flush, in which case the output for the month may turn out under what was expected, while at the same time the quality should improve. Javas passed with steady tone. Our quotations are as follows:

Congou—half-chests, Kaisow, Moning	0 12	0 60
caddies, Pakling	0 19	0 50
Indian—Darjeelings	0 35	0 55
Assam Pekoes	0 20	0 40
Pekoe Souchongs	0 17	0 25
Ceylon—Broken Pekoes	0 36	0 42
Pekoes	0 22	0 30
Pekoe Souchong	0 18	0 25
China Greens—Gunpowder, cases, extra first	0 42	0 50
" half-chests, ordinary firsts	0 22	0 28
Young Hyson, cases, sifted, extra firsts	0 42	0 50
" cases, small leaf, firsts	0 35	0 40
" half-chests, ordinary firsts	0 28	0 38
" " seconds		0 23
" " thirds	0 16	0 18
" " common		0 15
Pingsueys—Young Hyson, ½-chests, firsts	0 28	0 32
" " seconds	0 18	0 19
" half-boxes, firsts	0 28	0 32
Japan—½ chests, finests May pickings	0 38	0 40
Choice	0 33	0 37
Finest	0 30	0 32
Fine	0 27	0 30
Good medium	0 25	0 28
Medium	0 21	0 23
Good common		0 20
Common		0 19

COFFEES.

A steadier tone is noticeable in Rios during the week and a better demand is reported. Prices for weeks have fluctuated 1-4c up and down the scale in New York at the will of speculators, having been quoted anywhere from 7 1-4c to 7 3-4c; this means the average price in Canada during the past two months has averaged 8c. New York advices say the coffee market is dull and quiet. Receipts at Rio de Janeiro, from July 1, 1903, to May 21, 1904, were 3,873,000 bags, as against 3,693,000 bags for the same time last year. Receipts at Santos for the corresponding periods were 6,096,000 and 7,786,000 bags. Our quotations are as follows:

	Per lb.
Green Rios, No. 7	0 08½
" " No. 6	0 08¾
" " No. 5	0 08¾
" " No. 4	0 08¾
" " No. 3	0 09 0 09
" Mocha	0 21 0 25
" Java	0 22 0 35
" Santos	0 10 0 12
" Plantation Ceylon	0 26 0 35
" Porto Rico	0 22 0 25
" Guatemala	0 22 0 25
" Jamaica	0 15 0 20
" Maracaibo	0 16 0 23

SPICES.

Spices continue quiet and unchanged in price, except peppers, which have exhibited considerable strength during the week under review. We quote the following prices:

	Per lb.		Per lb.
Peppers, blk	0 18 0 19	Cloves, whole	0 25 0 35
" white	0 23 0 27	Cream of tartar	0 25 0 30
Ginger	0 18 0 25	Allspice	0 14 0 17

RICE AND TAPIOCA.

The demand for rice and tapioca continues fairly good, and firm prices rule. The tendency of rice is upward, although as yet there is no quotable change to report. We quote the following prices:

	Per lb.		Per lb.
Rice, stand. B	0 03¾	Tapioca, staple	0 03¼ 0 03¾
Patna	0 05 0 05½	" double goat	0 04½
Japan	0 06 0 07	Carolina rice	0 10
Sago	0 03½ 0 04		

Foreign Dried Fruits.

The foreign dried fruit market is quiet this week and featureless. Last week's quotations continue unchanged. We quote the following prices:

PRUNES.

	Per lb.		Per lb.
100-110s	0 04 0 04½	60-70s	0 06¾ 0 07
90-100s	0 05 0 05½	50-60s	0 07 0 07½
80-90s	0 05½ 0 05¾	40-50s	0 07¾ 0 08
70-80s	0 06 0 06½	30-40s	0 08¼ 0 08½

CANDIED PEELS.

	Per lb.		Per lb.
Lemon	0 10 0 12½	Citron	0 15 0 18
Orange	0 11 0 13		

FIGS.

	Per lb.		Per lb.
Tapnets	0 03¾	Elemes	0 09 0 20
Naturals	0 06¼ 0 09½		

APRICOTS.

	Per lb.
Californian evaporated	0 12½ 0 15

PEACHES.

	Per lb.
Californian evaporated	0 08¼ 0 12

CURRANTS.

	Per lb.		Per lb.
Fine Filiatras	0 04¾ up	Vostizzas	0 07 0 08
Patras	0 06 0 06½		

RAISINS.

	Per lb.
Valencia, fine off-stalk	06¼ 0 06½
" selected	0 07 0 07¼
" selected layers	0 07½ 0 09
Sultana	0 06¼ 0 10
Californian seeded, 12-oz	0 08½ 0 09
" " 1-lb. boxes	0 10½ 0 11
" unseeded, 2-crown	0 07½
" " 3-crown	0 08 0 08½
" " 4-crown	0 09 0 10

DATES.

	Per lb.		Per lb.
Hallowees	0 03½ 0 04	Fards	0 08¾ 0 09
Sairs	0 03½ 0 03¾		

ALL·IN·A·GARDEN·FAIR

M.FABIAN.

CHIVERS' FIRST PRIZE COUNTRY-MADE JAMS

ROYAL COMMISSION ON AGRICULTURE, 1895.

"Messrs. Chivers' Factory at Histon, where Jams, Jellies, etc., are made has been established about 21 years, and is now well known throughout the country for the excellence of its manufactures."—*Extract from Royal Commissioner's Report.*

CHIVERS' GOLD MEDAL HOME-GROWN FRUIT JAMS

DIRECT from the ORCHARD to the HOME.

The News, (Eng.:) "Our readers will agree that it is far better to buy preserves manufactured from freshly gathered fruit amid fresh and beautiful surroundings, as at Histon, than those manufactured in close proximity to London slums, and after the fruit itself has travelled miles by railway to reach the factory."

CHIVERS & SONS, Ltd., Histon, Cambridge, Eng.

First English Fruit Growers' Jam Factory.

CHIVERS'

ATTRACTIVE PRICES

ARTISTIC PACKAGES

A GOOD PROFIT

FLAVOURED WITH RIPE FRUIT JUICES

"Grocers' Review" says:

"The highest possible state of perfection."

CHIVERS & SONS, Ltd.,
HISTON, CAMBRIDGE, ENG.
First English Fruit Growers' Jam Factory.

JELLIES.

A GROCER WRITES:—"The Cambridge Lemonade is far and away the best I have sold yet. . . . . A customer to whom I introduced it has, within the last six weeks used four dozen. She said she had used every other lemonade she could get, but *CAMBRIDGE BEATS ALL.*"

CAMBRIDGE

LEMONADE

A QUICK LINE TO SELL, THEREFORE, A SAFE LINE TO STOCK

CHIVERS & SONS, LTD., HISTON, CAMBRIDGE, ENG.

CHIVERS'

MADE BY THE ADDITION OF MILK ONLY, NO SUGAR

PATENT

CUSTARDS

"Very nourishing and digestible." *Family Doctor.*

"With Chivers' Powder the success of a custard is a foregone conclusion." *Ladies' Field.*

"Chivers' Patent Custards contain all the elements necessary to the nutriment of the body." *Analyst.*

CHIVERS & SONS, Ltd., Histon, Cambridge, Eng.

First English Fruit Growers' Jam Factory.

CHIVERS'

NO SUGAR REQUIRED.

PATENT

BLANC-MANGES

SUBSTANTIAL RETAILERS' PROFITS.

CHIVERS & SONS, Ltd., Histon, Cambridge, Eng.

First English Fruit Frowers' Jam Factory.

CHIVERS'

ABSOLUTELY PURE.

FREE FROM ALUM

BAKING POWDER

This is a preparation of great digestive and dietetic value. Absolutely free from alum and any injurious ingredients. It has won the highest commendation of analysts and the good opinion of all who have adopted it in cookery.

CHIVERS & SONS, Ltd., Histon, Cambridge, Eng.

"Condor" Japan and Black Tea, Baking Powder, Mustard, Vinegar.

Madam Huot's Coffee

THE GEM.

"Nectar" Black Tea, in lead packets and fancy tins only.

TEAS

The following Teas were purchased below the market, and their value is worth your investigation. I call them **JOB**, and you will also if you see them. Ask for samples; it will pay you.

37 Half Chests (35-lbs. net), Ceylon Green **Hyson**, finished leaf, good liquor, at **15**c.

19 Half Chests (50-lbs. net), Ceylon Green **Hyson No. 1**, finished leaf, fine liquor, at **16**c.

22 Half Chests (45-lbs. net), Ceylon Green **Yg. Hyson**, finished leaf, fine liquor, at **17**c.

26 Half Chests (46-lbs. net), Indian Green **Yg. Hyson**, fancy leaf, choice liquor, at **17½**c.

100 Chests (105-lbs. net) Ceylon Green **Hyson No. 1**, finished leaf, good liquor, at **14½**c.

Specialty of High-Class Goods in Teas, Coffees, Spices and Vinegars.

"Old Crow" Baking Powder, Mustard, Vinegar, Black Tea.

E. D. MARCEAU

281-285 ST. PAUL STREET

MONTREAL

"EMD" Baking Powder, Vinegar, Spices, Coffee.

FOREIGN NUTS.

Trade in nuts is quiet and steady at this off season. Peanuts, however, are moving freely. We quote the following prices:

Peanuts, green, per lb	0 10	0 11
" roasted "	0 11	0 12
" Spanish, green, per lb		0 09
" roasted, "		0 10
Almonds, Taragona, per lb		0 12
Walnuts, Grenoble, "		0 12
" Bordeaux, "		0 12
Filberts, per lb		0 09
Brazils "		0 15
Cocoanuts, Jamaica, per sack		4 25

Country Produce.

EGGS.

During the past week almost as large quantities of eggs were received as during the same week last year. The increase in receipts was sudden and marked. It is difficult to dislodge a price once it has become firmly established, else lower quotations would rule immediately. At present prices, picklers are running a risk in every dozen they buy. Two weeks will be sure to see a much lower level ruling. Our quotations are as follows:

Eggs, new laid, per doz	0 15

APPLES.

The apple market continues fair and steady at quotation prices. It is unusual to expect a lively market in evaporated apples where green stuff is so plentiful as it is in the local market. We quote the following prices:

Evaporated apples, per lb	0 06½

MAPLE SUGAR AND SYRUP.

There is nothing new to record in maple sugar and syrup. Fair sales continue at quotation prices. We quote the following:

	Per lb.
Maple sugar, 30-lb. boxes	08
" syrup, wine gallon, per tin	0 75
" " imperial gal. per tin	0 90

BEANS.

A few beans are being sold, but the market is quiet and featureless. We quote the following prices:

Beans, mixed, per bush		1 40
" prime, "		1 50
" handpicked, per bush	1 65	1 75
" water-stained "		1 00
" Lima, per lb	0 05½	0 06½

HONEY

Trade in honey continues quiet at quotation prices. Reports as to damage to the bees owing to the recent severe Winter are being further confirmed, which will tend to make next season's supply short. Our quotations are as follows:

Honey, extracted clover, per lb	0 06½	0 07½
" sections, per doz	1 50	2 00

Fish.

The fish market continues to improve from week to week, with supplies from the Great Lakes increasing daily. Whitefish are 3c easier, haddock 1c easier, and lake trout are quoted this week at 9c. Pike are now on the market and are selling at 5c. Our quotations are as follows:

Flounders, per lb	0 06
Halibut, "	0 12
Sea salmon, "	0 18
Whitefish, fresh caught, per lb	0 09
Haddock " per lb	0 06
Cod, steak " "	0 08
Perch " "	0 06
Mackerel, fresh, per fish	0 22
Trout, lake, per lb	0 09
Herring, lake, per lb	0 05
Pike, per lb	0 05

Green Fruits.

The Spring and Summer fruit season is beginning to open out now, and shipments of imported goods are continually increasing. Oranges are still in good demand, but scare and decidedly firmer in price, California navels having advanced 50c at the coast. Valencas are scarce and firmer and Sorrentos are now on the market; the latter arrived with the first ship cargo of the Montreal Spring shipment, which totaled some 35,000 boxes of oranges. Pines and bananas continue firm and in good demand. Florida tomatoes are scarce and firmer in price. Strawberries are 1c easier and are arriving freely. Lemons are easier in price. The Montreal fruit sale last Saturday is reported not to have been so successful as importers expected. Very little fruit went to the west, the bulk being bunched between Montreal and Toronto. No fruit went to the United States, with the exception of a few small shipments of oranges billed for Boston. We quote the following prices:

California navels, per box	3 00	4 00
Messina lemons, new, 300's, per box	2 50	3 00
" " 360's, per box	2 25	2 50
Valencia oranges, 420 case	6 00	6 50
Valencias, large, per case	6 50	7 00
Havana pineapples, per crate	3 50	4 00
Bananas, large bunches	1 75	2 25
Bananas, red, per bunch	1 50	2 50
Apples, per bbl		3 00
Almeria grapes, per keg		7 00
Florida tomatoes, per crate	3 00	3 50
Cranberries, Jersey, per bbl		5 50
" Budd's longkeepers		7 00
Limes, per box		1 25
Strawberries, North Carolina, quarts	0 14	0 17

Vegetables.

The vegetable market continues quiet. Old cabbage is out of the market and new cabbage is 50c firmer. Potatoes are more plentiful and 10c easier in price. Outdoor vegetables are beginning to arrive on the market, such as radishes, onions, asparagus, etc.; next week will see outdoor lettuce. Bermuda onions are slightly easier in price. Rhubarb is somewhat of a drag on the market. Imported green stuff generally is scarce and higher in price, owing to the fact that this is between seasons; the vegetable season in the extreme Southern States is over, while that in the Middle States, from which supplies come, is just beginning. Our quotations are as follows:

Potatoes, per bag	1 15	1 25
Potatoes, per bag, car lots	0 90	1 00
Egyptian onions, per sack	3 00	3 25
Bermuda onions, per bush crate	1 75	2 00
Bunch lettuce, per doz. bunches	0 25	0 30
Radishes, per doz. bunches		0 35
Mushrooms, per lb.		0 75
Mint, per doz bunches		0 30
Parsley, " "		0 20
Sage, per doz		0 15
Savoury, per doz		0 15
Carrots, per bag		1 25
Parsnips, per bag		1 25
Artichokes, per bush		1 00
Yellow turnips, per bag	0 35	0 40
Leeks, per doz		0 40
Rhubarb, outdoor, per doz		0 25
Green onions, per doz	0 10	0 15
Green house water cress, per doz		0 25
Green cucumbers, per bush. hamper	2 75	3 25
Green cucumbers per doz		0 60
Asparagus, outdoor, per doz	0 50	0 75
Florida spinach, per bush. hamper	0 75	1 00
Florida new potatoes, per bbl	5 50	6 50
Green peas, per bush		1 50
" cabbage, per case	3 00	3 50
" beans, per bush	1 75	2 00
Waxed beans, per bush		3 00

Seeds.

Latest bulletins on the prospects for the coming clover crop say that in the eastern half of the province the crop is fair to good, while in certain sections it is very good; in the western half it is from good to very poor. The most unfavorable reports come from the counties stretching from Welland along the Lake Erie front to Lambton and Huron, in many parts of which the crop is an absolute failure. Most of the loss has occurred with old fields, the more freshly seeded fields almost invariaby turning out well. The rains prevailing about the middle of May have given the crop a good start for the season.

The actual season for selling seeds is about over, with the exception of that for corn, millet and Hungarian, a most satisfactory market having ruled in these varieties up to the present. We quote the following prices:

Corn, Dent varieties, per bu. of 56 lbs	0 85	1 00
" Flint " " "	1 15	1 25
Millet, per bu	1 08	1 10
Hungarian, per bu	1 20	1 25

Grain, Flour and Breakfast Foods.

GRAIN.

The grain market continues dull. Manitoba wheat northern No. 1 and No. 2 are each 1c easier. We quote northern No. 3 at 89 to 89 1-2c. Ontaroi grain remains unchanged.

Latest bulletins concerning the prospects for coming grain crops say the greatest damage to the Fall wheat was sustained in the Lake Erie counties. Next in order of injury come the Lake Huron and West Middlesex groups, the Lake Huron, Georgian Bay and Lake Ontario districts following with a somewhat lighter, but still serious, proportion of loss. The bright spot in the outlook for Fall wheat is the fact that since the beginning of May the weather has been most favorable for the recuperation of the crop, and latest reports to hand indicate that many of the fields are making an encouraging recovery.

The comparatively small acreage given to rye has also suffered severely from Winter-killing, although not to the same extent as wheat. The most favorable accounts regarding the condition of Winter rye come from the St. Lawrence and Ottawa Counties.

The month of May so far has been propitious for seeding, and up to the present sowing operations have been rapidly pushed forward, nearly the normal acreage being in seed as early as May 16. In many sections sowing has already been completed. Ploughing under and reseeding of Fall wheat has delayed matters somewhat and added to the work of seeding. Spring grains as a rule found a good seed bed, although some farmers in the West Midland Counties have complained of the ground being rather hard. A good tone, however, generally pervades the bulk of the reports coming to hand regarding Spring operations.

Weekly grain reports, dated May 24, are as follows:

Special Announcement!

McGREGOR'S MARMALADE

"ABSOLUTELY PURE."

A staple article in all first-class grocery stores will in future be made by McGregor-Harris Co., Ltd., under the personal supervision of Mr. McGregor, the originator. For sale by all leading wholesale grocers and fruit merchants.

PRICES—Doolittle Quarts, $3.25; pound jars, $1.50; tumblers, $1.00 per doz. F.O.B. Toronto; Quaker Marmalade, $1.70 per doz.

McGregor - Harris Co., Limited

33 Pearl St., TORONTO.

TOBLER'S SWISS MILK CHOCOLATE

is delicious. Try it.

BROWNE & WELLS, Limited, TORONTO

CANADIAN AGENTS.

FISH AND OYSTERS

WHOLESALE.

The F. T. JAMES CO., Limited

76 Colborne Street, TORONTO.

EGGS

We will buy your eggs F.O.B. all year.

CORRESPONDENCE SOLICITED.

The WM. RYAN CO., Limited

70 and 72 Front St. E., Toronto,

BUTTER and EGGS

—WE ARE—

BUYERS and SELLERS

Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

Rutherford, Marshall & Co.

Wholesale Produce Merchants,

TORONTO.

Bradstreet's: Wheat east of Rockies, decrease, 2,345,000 bushels; Europe and afloat, increase, 1,700,000; total decrease, 645,000; corn, decrease, 1,734,000; oats, decrease, 1,305,000; total decrease in wheat last week, 3,837,000, and last year, 3,384,000.

Broomhall's weekly foreign crop summary: United Kingdom, France, Germany and Italy crop conditions continue favorable, but the growth of the plant is rather slow. Roumania—It is thought the recent rains reported in region Azo and Braila were too late to save crop; elsewhere conditions are fair to good. Russia—Taking the country as a whole there has been some improvement in crop prospects, but reports from different sections are varied. Complaints chiefly refer to rye. North Africa—Crop outlook continues most favorable. Sweden—Season is late.

Manitoba wheat, No. 1 hard, per bush, Toronto.	0 97	0 97½
" " Northern No. 1 " "	0 95	0 95½
" " " No. 2 " "	0 92	0 92½
Northern No. 3	0 89	0 89½
Red, per bushel, on track Toronto	0 98	0 99
White " " "	0 98	0 99
Barley " " "	0 46	0 50
Oats " " "	0 35½	0 36
Peas " " "	0 69	0 70
Buckwheat " " "	....	0 57
Rye, per bushel, " " "	0 64	0 65

FLOUR.

There are no changes to record in flour; the market continues in a healthy condition. We quote the following prices:

Manitoba wheat patents, per bbl	4 75	5 00
Strong bakers "	4 50	4 75
Ontario wheat patents "	4 60	5 00
Straight roller "	4 50	4 60

BREAKFAST FOODS.

The market continues brisk, with last week's quotations unchanged. We quote the following prices:

Oatmeal, standard and granulated, carlots, on track, per bbl	5 05
Rolled oats, standard, carlots, per bbl., in bags	4 50
" " " " in wood	4 75
" " " " for broken lots	4 90
Rolled wheat, per 100-lb. bbl	3 00
Cornmeal	3 50
Split peas	5 00
Pot barley, in bags	3 75
" in wood	4 00

Hides, Skins and Wool.

Considerable activity is being exhibited in the market and prices are firm. A slight advance of 1-2c per lb. in unwashed wool and another of 1-4c per lb. pulled wools, super, are the only quotable changes this week. Prices are as follows:

HIDES.

No. 1 green, per lb	0 08
" 2 " "	0 07
" 1 " steers, per lb	0 08½
" 2 " " "	0 07½
Cured, per lb	0 08½

CALFSKINS.

Veal skins, No. 1, 6 to 12 lb. inclusive	0 11
" " " 2 " " "	0 09
" " " 1 15 to 20 lb "	0 10
" " " 2 " "	0 08
Deacons (dairies), each	0 65
Sheep skins	1 00 1 25
Lamb skins	0 30

WOOL.

Unwashed wool, per lb	0 09½ 0 10½
Fleece wool, new clip, per lb	0 16
Pulled wools, super, per lb	0 18 0 20½
" " extra "	0 20 0 22

QUEBEC MARKETS.

Montreal, May 26, 1904.

Groceries.

STRENGTH and activity are features of the grocery market this week. Every one is busy. Sugar has dominated the market by having taken another advance of 5c. In fact sugar is the most interesting product of the week. Raws are very firm in New York, and the future of sugar would appear decidedly strong. There is a fair amount of West India sugar arriving here, and the market is strong in all quarters. From New York comes the news that American refiners have been giving Java sugar for July-August shipment considerable attention, for which sellers were asking 9s 10½d, c. and f. for centrifugals 96 degrees test. The anticipated advance in sugar came last Friday, and all grades were marked up 5c a hundred, which made a net rise for the week of 10c per 100 lbs. Another advance of 5c per 100 lbs. on the price of refined sugar took place on May 25. This makes a total advance of about 35c in the local market during the past month or so. The Halifax market also advanced, but Winnipeg remains steady. Syrup and molasses continue to maintain a decline, and it is understood that two-thirds of the crop are already disposed of. The market is active and there are some special cargoes expected in Montreal by schooner at an early date. Coffee still attracting considerable attention. The reports are still unfavorable regarding the growing crop. Green fruit is very dull, owing to the immense arrivals from all points. Canned goods are especially interesting as the new packs are at hand, and salmon is still a dominating feature of this market. Tea remains steady and the advance in Japan tea has been maintained. Supplies of finer grades of Indians and Ceylon tea were reported somewhat restricted. The market was irregular in these lines. Prices in pepper have declined slightly, and from abroad the new crop of white is quoted in invoice lots for May and July shipment, Singapore white at 19c, and Penang at 17c. Cloves are in a remarkably strong position. Owing to the small available stocks, it is reported that the supply visible in Europe and America does not exceed 40,000 bales. This will have to supply the demand until the new crop arrives about the first of the year. Tapioca has suffered a slight reaction, but this has not interfered with the strong position of the article. Advices from Singapore show that the production has actually been curtailed, and higher prices may be expected every day. The nutmeg market seems to have recovered from the depression caused by the failure of a large Holland house. Advices from Trinidad state that deliveries of cocoa are rapidly decreasing and are expected to be on a limited scale during the next few months. In June and July there might be a slight increase, but the change of leaves which was taking place when this advice was given, tends to make it uncertain. In most places there will probably be little picking until October. The week of issue contains three fast days, known as "Summer Ember Days," the demand therefore for fresh fish natural-

A FEW TICKLERS

If you should want anything to lead off with---to stir up a bit of extra trade, or as a kind of an advertisement, perhaps we can suggest something. At any rate you might find it a good idea to check over a few items we have to sell you. Best to order by mail in case our salesman may not get there soon enough, and these things are offered subject to being unsold.

PEARL TAPIOCA

(Sack Lots—2¾)

Now, because it's cheap, don't think the quality is poor. It's first class ---none of that damaged lot. If you need any at all soon, better get in early.

Pretty quick a demand will spring up for Canned Fish and one of the nicest of this line is Kippered Herrings---that is, if you get the right brand. We can sell you

KIPPERED HERRINGS

(Centreville Brand, cases 4 doz., $3.65 per case.)

This is the best brand we know of---kind that usually brings $4.00 a case, but we happened to get a lump of them right---funny how you run across these things, sometimes! Same with

KENT TOMATOES

($1.00 per doz.)

Elegant goods, each tin chuck full of solid meat. Can't say how long they'll last at this figure.

HERSHEY'S MILK CHOCOLATE

has them all beat every way---for eating, drinking, or for icing. Retails at five and ten cents---good-sized cakes. It's the greatest summer seller you ever knew of and pays you a good, fat profit. Since taking on this agency our sales for Chocolate have been enormous, simply because Hershey's is all right. Most anything we handle is all right anyway. We fight hard to buy and sell the best goods.

JOHN SLOAN & CO.,

WHOLESALE GROCERS, TORONTO.

ly increased. The markets show very little quotable change.

SUGAR.

To know where sugar is going to end would be a problem. However, local brokers prophesy still further advances. The advance of ten cents per hundred of last week has had no tendency to stop the demand. In fact, the demand has been very active and steady throughout the week. Extra granulated is selling at $4.45, the market is decidedly strong, and with the raw market having such a decidedly strong tone all over the world, it would not be surprising to see prices for refined go much higher. We quote :

Granulated, bbls.	$4 45
" ½-bbls	4 60
" bags	4 35
Paris lump, boxes and bbls.	4 95
" " ½-boxes and ½-bbls	4 95
Extra ground, bbls.	4 80
" " 50-lb. boxes	5 00
" " 25-lb. boxes	5 10
Powdered, bbls	4 60
" 50-lb. boxes	4 80
Phoenix	4 35
Bright coffee	4 20
" yellow	4 15
No. 3 yellow	4 15
No. 2 "	3 95
No. 1 " bbls.	3 85
No. 1 " bags	3 75
Raw Trinidad	3 25
Trinidad crystals	3 35

SYRUPS AND MOLASSES.

A private cable from Barbadoes shows that the tone of the market for molasses has been weak, and the first cost price has declined one cent per gallon to 8c. The selling price at the island is quoted at 12½c, equivalent to 24c laid down here with duty paid. The report of the crop being 75 per cent. in advance of previous years is said to be somewhat exaggerated, and it is expected that 45,000 to 50,000 puncheons will cover the total crop this year. This cable referred to offered 1,000 puncheons at 16 3-8c per gallon, cost and freight, which would be equivalent to 23c per gallon laid down here. There seems to be little disposition to operate even at this low price, and only two cargoes have been booked for Montreal. We quote :

Barbadoes, in puncheons	0 27
" in barrels	0 29½
" in half-barrels	0 30½
New Orleans	0 22 0 35
Antigua	0 37
Porto Rico	0 45 0 48
Corn syrups, bbls.	0 02½
" ½-bbls.	0 02½ 0 03
" ¼-bbls.	0 03
" 38½-lb. pails	1 30
" 25-lb. pails	0 90
Bbls., per 100 lb.	2 75
½-bbls. "	2 75
Kegs "	3 00
Cases, 2-lb. tins, 2 doz. per case	1 90
" 5-lb. " 1 doz. "	2 35
" 10-lb. " ½ doz. "	2 25
" 20-lb. " ¼ doz. "	2 10

COFFEE.

No quotable changes are reported in coffee prices notwithstanding the great interest taken in this article. The small East India crop is considerably discussed in the trade, and the shortness of the Costa Rica crop, all combine to indicate that prices for home trade sorts are likely to continue dear all the season. The reported damage to trees in Brazil by drought, frost and neglect has been verified. The bear interests seem to point to lower prices, but this is only speculative and is caused by the observation of large visible supplies. Wise coffee merchants prophesy slowly and steadily advancing prices. We quote :

Good cucutas	0 10 0 10½
Choice "	0 11½ 0 12½
Jamaica coffee	0 10½ 0 11
Java	0 18 0 22
Mocha	0 16 0 19
Rio	0 08 0 09

TEA.

Not much change has been noted in the tea market for the week. There has been a good demand for all kinds of tea with spurts of activity. At the same time there do not appear to be any large stocks in first hands, and jobbers are distributing in a general way. The London tea market is reported to be strong, and the prospects for the tea industry are said to be much brighter than in former years. Planting Opinion is an authority for the statement that sulphur has been used against the ravages of red spider; and, in fighting other pests, new and successful methods have been employed. No quotable changes have taken place in Japan teas, but the market has been very firm and first supplies are now coming in. We quote :

Good to medium Japans	0 18 0 24
Fine to choice Japans	0 25 0 35
Ceylon greens	0 16 0 20½
Indian greens	0 18 0 30
Japan style China congoes	0 10 0 10
Pealeaf and Pinhead Gunpowders	0 23 0 40
Coarse to good Gunpowders	0 13 0 22
Ceylon blacks	0 14 0 30
Indian "	0 12 0 20

CANNED GOODS.

Old stocks of canned goods are likely to be all cleaned out before the new pack comes in, and, with the exception perhaps of tomatoes, stocks of all kinds of vegetables in first hands are light. Corn is exceptionally scarce, and the four months of consumption between now and the crop available from the western states make the situation interesting for this article. There seems no inclination on the part of holders to shade quotations in order to make a market. The reported poor germinating power of the corn seed is given as one of the reasons for the possibilities of corn being scarce. The spot stock is light in all vegetables. Canned fruits, however, seem quite equal to the market requirements. Commission men and brokers are anxiously looking forward to the spot salmon market. It is quite evident that jobbers everywhere are carrying only a small fraction of their usual supplies, and old stocks will go out clean at full asking prices. We quote :

Tomatoes	1 15
Corn	1 15
Peas	0 87½ 1 50
String beans	0 85 0 90
Strawberries, preserved	1 40 1 60
Succotash	1 00
Blueberries	1 10
Raspberries	1 47½
Lawtenberries, 2s	1 57½
Raspberries, black	1 42½
Gooseberries	1 63
Pears, 2s	1 52½ 1 67½
" 3s	2 00 2 20
Peaches, 2s	1 63 1 77½
" 3s	2 57½ 2 72½
Plums, Lombard 2s	1 35
" Green Gage, 2s	1 47½
Cherries, red pitted, 2s	2 30
Baked beans, 3s	1 03½
3-lb. apples	0 90
Gallon apples	2 20
2-lb sliced pineapples	2 00 2 10
Grated pineapples	2 40
Singapore whole pineapples	2 40
Pumpkins, per doz	0 95
Spinach	1 00
Sugar beets	0 90 1 40
Salmon, pink	0 90 1 00
" spring	1 40
" Rivers Inlet red sockeye	1 50
" Fraser River red sockeye	1 50 1 70
Lobsters, talls	3 45
" 1-lb. flats	4 00
" ½-lb. flats	2 25
Canadian Sardines, ¼s	3 65 4 00
California asparagus	4 50 5 00
Asparagus tips	3 50 3 75

Foreign Dried Fruits.

The advance in currants reported in the last issue has been maintained, but no distinct change has been noted. From London it is reported that very few shipments have taken place to that port from Greece. Further reports come forward from Smyrna, speaking of damage by frost. This applies especially to sultanas, and the crop is said to be likely much below the normal yield of the past few years. With the strong demand from grocers, it would appear unlikely that prices will see any relapse between now and the new season. A rising tendency has been noted in the valencia market.

Messrs. Watt, Scott & Goodacre report : Currants—No new developments have occurred since our last and the market remains steady at the advance. Sultanas—Reports from Smyrna advise a more active market, with prices maintained on fine grades, but slight concessions on lower qualities. As the season advances it becomes more apparent that the crop will be much smaller than last year, some shippers claiming it will not result in more than one-half the quantity of 1903. It is, however, too early to form anything like a positive estimate. Filberts—Messrs. F. Baller & Co. report a better feeling in Messina, owing to buyers coming in more freely, both for spot stock and new crop. Singapore Pineapple—Messrs. C. & E. Morton, London, advise short crop, with advance in prices, and further higher tendency. Shelled Walnuts—Are quoted somewhat lower, owing doubtless to absence of buyers who are unwilling to take the risk of importation during the hot weather. We quote :

VALENCIA RAISINS.

New, finest off-stalk, per lb.	0 06 0 06½
Selected, per lb.	0 07
Layers "	0 07½ 0 07½

FIGS.

Comadres, per tapnet	1 00 1 10
Elemes, per box, new	0 90

DATES.

Dates, Hallowees, per lb.	0 03½ 0 03½

CALIFORNIAN EVAPORATED FRUITS.

Apricots, per b.	0 12½
Peaches "	0 09½
Pears "	0 12½

MALAGA RAISINS.

London Layers	1 75 1 90
"Connoisseur Clusters"	2 00
"Royal Buckingham Clusters," ½-boxes	1 00
"Excelsior Windsor Clusters"	4 25
" " ¼s	1 25

CALIFORNIAN RAISINS.

Loose muscatels, per lb.	0 07½ 0 08
" " seeded, in 1-lb. packages	0 10½
" " in 12-oz. packages	0 08

PRUNES.

	Per lb.	Per lb.
30-40s		0 09
40-50s		0 08
50-60s		0 07½
60-70s		0 06½
70-80s		0 06
80-90s		0 05½
90-100s		0 05
Oregon Prunes (Italian style) 40-50s		0 08
" " 50-60s		0 07½
Oregon prunes (French style), 60-70s		0 06½
" " 90-100s		0 04½
" " " 100-120s		0 04

CURRANTS.

Fine Filiatras, per lb. in cases	0 04½ 0 05
" " cleaned	0 05 0 05½
" " in 1-lb. cartons	00 6 0 06½
Finest Vostizzas "	0 06½ 0 07½
Amalias "	0 05½

SULTANA RAISINS.

Sultana raisins, per lb.	0 06½ 0 08
" " 1-lb. carton	0 09
Shelled Walnuts	0 19 0 20

HENRY WARD BEECHER

never appeared at his best unless fortified with a cup of good coffee. His lecture manager gives an amusing account of their ingenious efforts to get good coffee for the great preacher just before each lecture, and states that there was a marked difference between Mr. Beecher's lectures **with** coffee, and those **without.**

It is easy to get **the best,** by simply ordering the **famous**

Chase & Sanborn's Coffees.

"SEAL BRAND"
In 1-lb. and 2-lb. Tin Cans (air tight).
Other high grades in richly colored parchment bags (moisture proof).

Green Fruits.

It is a good while since the green fruit market has been as dull as it is at present. Even with the auction sales from cargoes of two large Mediterranean fruit boats going on, dullness still holds. Never has there been so little interest shown in the fruit sales. There were few American brokers present, in fact New York was hardly represented. American buyers were not in evidence at all, and this was the principal reason for the weakness of the market. In former years American buyers took from 50 per cent. to 60 per cent. of the offerings at these sales. Lemons were exceedingly weak, in fact it was stated that it was one of the worst sales experienced in Montreal for many years. The prices realized were from 75c to $3.10 per box, and standard brands of 300 size sold at $1.75 to $2.50, and 360 at $1.35 to $1.75 per box. At ten o'clock Saturday morning 20,000 to 25,000 boxes of oranges ex steamer Fremona were sold. Prices realized were very poor indeed, and the heavy arrivals have practically made a stagnation in the fruit market. The principal Canadian buyers were: Messrs. Hart & Tuckwell, John Barrie & Sons, and John Caldwell & Co., of this city. McWilliam & Everist, Husband Bros., and White & Co., of Toronto; J. F. Wood, of Sarnia; H. Walker & Son, of Guelph; Ryerson Bros., of Brantford; C. E. Mountjoy, of London, Ont.; R. Dixon, and one or two others representing American firms. The last named did not make any purchases. We quote :

Cocoanuts, per bag of 100		4 00
Canadian apples, in bbls.	2 75	4 50
Pineapples, 24 to case	3 75	4 00
" 30 to case		3 50
Bananas	1 50	2 25
Egyptian onions, per lb.		0 02½
Bermuda onions, crates		1 00
New Messina lemons 300's		2 75
" " " 360's		2 50
California navels	3 00	3 25
Florida tomatoes, per crate	2 70	3 00
Cucumbers, per doz		0 50
Spinach, bbl.		3 25
Asparagus, per basket		1 00
Radishes, per doz.		0 45
Strawberries, qts.	0 16	0 20
Peanuts, Bon Ton		0 12
" Sun brand		0 11
" Diamond G brand		0 09½
" Coon brand		0 07½
New Brazils		0 13½
New potatoes, per bbl.		7 50
Cabbage, per crate	2 50	3 00
Mushrooms, per lb.		0 60

Fish.

The demand for all kinds of fresh fish was heavy this week, owing to the three fast days intervening. Dealers were well supplied with fine stocks, and prices were considerably lower than those of last week. White fish, lake trout, and dore dropped half a cent each per lb. Fresh mackerel advanced a couple of cents, and salmon trout sold freely at 9c a lb. Brook trout was selling in some quarters as high as 20c, though 18c was the ruling price. Shad brought 20c each, and dressed cat fish (Barbotte) were selling at 8c a lb. Gaspe salmon, which were expected early in the week, have not yet arrived, but no doubt will be on hand before the end of the week. There is a steady demand for all kinds of fish, and plenty of variety is coming forward. We quote :

Haddies		0 07½
Smoked herring, per box		0 18
Fresh haddock, per lb.		0 04
Pike, " round		0 07
Halibut, fresh, per lb.		0 09
Gaspe salmon, frozen, per lb.		0 15
Fresh B. C. salmon	0 16	0 17
Fresh steak cod		0 05
Lake trout, per lb.		0 08
Whitefish		0 08
Dore		0 08
Fresh mackerel		0 12
Lobsters		0 18
Dressed bullheads		0 08
No. 1 Labrador herring in 20-lb pails	0 75	0 85
No. 1 Herring, Labrador, per bbl.		4 75
" " half bbl.	2 75	3 00

No. 1 Holland herring, per half bbl.	6 50
No. 1 Scotch herring, " "	6 50
" " per keg	0 95
Holland herring, per keg	0 65 0 75
No. 1 green codfish, new, per 200 lb.	7 00
No. 2 green cod, bbls. 200	5 00
No. 1 large green codfish, new, per 200 lb.	7 50
Green pollock, bbls. 200	4 00
Salt mackerel, pail of 20 lbs	1 60
Boneless cod, 1 and 2-lb. blocks, per lb.	0 06½
" fish, " " "	0 05
" " loose, in 25 lb. boxes	0 04½
Boneless fish, in crates 12 5-lb. boxes	0 05
Pure Georges cod, 40 lbs	0 7½
Skinless cod, cases 100 lb.	4 75
B. C. salmon, choice red, per bbl.	15 00
B. C. salmon, ½-bbl.	8 00
Marshall's kippered herring, per doz.	1 40
Canadian kippered, per doz.	1 00
Canadian ¼ sardines, per 100	3 75 4 00
Canned cove oysters, No. 1 size, per doz.	1 30
Canned cove oysters, No. 2 size, per doz	2 25
Standard bulk oysters, per gal.	1 50
Selects	1 75

Country Produce.

EGGS.

There is an easier feeling in the egg market. The receipts were close on to 1,600 cases Saturday, which was practically a usual quantity for the past week,—thus the easiness can be understood. The local consumption had decreased, and the accumulation of stock on spot hinted at a decline in price. However, the prices did not change actually, although they may any day. Good stock first-class new laid sold at 16c, and second-class at 14c to 14½c per doz.

BEANS.

No change in the bean market has taken place and the demand is steady with no change in prices. Choice primes sold at $1.40 to $1.45, and primes at $1.35 per bushel, while car lots at choice primes were quoted at $1.35 and primes at $1.30 a bushel.

HONEY.

Honey remains the same, with prices unchanged. White clover is quoted at 13½ to 14c. Extracted white clover remains at 8½ to 9c in 10 lb. tins, and 7 to 7½ in 300 lb. kegs. Buckwheat remains at 6 and 7c.

MAPLE PRODUCTS.

The market remains stationary for these goods with little change. We quote :

Maple syrup, in wood, per lb.	0 05½ 0 06
Maple syrup, in large tins	0 80 0 85
Pure sugar, per lb.	0 07 0 07½
Pure Beauce sugar, per lb.	0 08½ 0 09

POTATOES.

No marked change has taken place in the potato market. The demand is limited and the market is comparatively quiet, choice stock selling at 90c, and ordinary stock at 85c per bag ex track. In a jobbing way some business is doing at $1 a bag ex store.

Flour and Feed.

FLOUR.

Firmness has been noted in the flour market, but no actual change in prices has taken place. Improved enquiry has been noted from foreign sources for Manitoba Spring wheat grade. Millers report that bids were generally higher. We quote :

Manitoba spring wheat patents	5 10
" strong bakers'	4 90
Winter wheat patents	5 10 5 25
Straight rollers	4 85 5 00
Extra	3 80 3 90
Straight rollers, bags	2 30 2 35

FEED.

The steady demand in the market remains unchanged. There will, owing to the increase of grass food in the country places, be a steady dropping off in the demand for dried feed.

Ontario bran, in bulk	19 00
shorts	21 00
Manitoba bran, in bags	19 00 20 00
shorts	21 00
Mouillie	26 00 28 00

OATMEAL.

The market is quiet for oatmeal, with no change in prices. We quote :

Fine oatmeal, bags	2 06
Standard oatmeal, bags	2 90
Granulated " "	2 90
Rolled oats, bags	2 55
" bbls.	5 30

HIDES.

The demand has been good for hides, with no quotable change in prices. We quote :

No. 1 beef hides	0 08 0 08½
No. 2 "	0 07 0 07½
No. 3 "	0 06 0 06½
Lambskins	0 75
No. 1 calfskins	0 11

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TRADE CONDITIONS IN NOVA SCOTIA.

Halifax, May 23, 1904.

THERE were only one or two fine days last week, the weather for the most part being wet, cold and in some districts foggy. Business, however, was up to the average, and May throughout has been a fair month for trade. The country generally is looking well, and notwithstanding all that has been said about the backward weather, farm work is probably as far along as usual at this date. It is not often that seeding is over by May 24, but reports from Prince Edward Island are to the effect that some farmers have about all their crops in the ground. The apple trees in the Annapolis Valley are now in bloom, and grass and vegetation generally looks promising. All the industries of the province are being successfullv prosecuted, and every man willing to work is earning good wages. The colliery at the Joggins which has been in financial difficulties, is now being operated under a receiver, and the full staff of miners are again employed in the pit. Payment of five weeks' back wages has been deferred, but arrangements have been made to ensure full remuneration for all future work. Work on the Halifax and Southwestern Railway is being pushed forward and trains over the line will be running by September. This will make the life of the traveling man on the western shore more enjoyable, as he will then be able to spend Sunday in the city when he so desires. Business is very good in the shore district this Spring. The lobster fishery has been very remunerative and cash seems generally plentiful.

There is a lot of stir at the town of Springhill. Quite a lot of building is going on and a waterworks system is being constructed on which the contractors at present have 400 men employed.

Conditions in Cape Breton are better than at any time since the first of the year.

Flour, which declined a couple of weeks ago, is now more firmly held, although jobbing prices are nominally unchanged. Sugar is very firm, there having been two five-cent advances during May, and it is expected that another advance will be announced this week. Porto Rico molasses has firmed up about a cent, but there is a weaker feeling in Barbadoes.

* * *

Dairy produce is weak. There is practically no demand for fodder cheese, of which the factories here have considerable, as they held at so high a price at the first of the month that dealers contracted for western goods. Butter is dull and the demand weak. The outlook in these commodities is not encouraging for producers, as the export demand is stagnant.

Eggs have been scarce during the last week, as picklers have been operating largely and bought up about all the supplies. They have been jobbing here at 14c, but to-day dealers offered 15c.

* * *

Royal yeast has been advanced 5c per box, and Gillett's lye 10c per case, in single case lots.

* * *

Bananas are very scarce. The United Fruit Co. of Boston has cut down all Halifax orders of late and made only partial deliveries, while very few have come north by the direct steamers. The market has been well supplied with American strawberries of only fair quality, which have sold at 20c per box. Apples are about over for the season, there being a few nonpareils selling at $5.50 to $4.

* * *

Potatoes have taken a drop. Enormous quantities have been shipped from here and from Prince Edward Island to Boston, but the decline there has led to a weaker home market. People who know say the supply on the island is still large. Jobbing prices here dropped to 65c per bushel last week.

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Manitoba Markets.

Winnipeg, May 25, 1904.

TRADE throughout the country is now showing up to better advantage and things on the whole are resuming a more normal condition, and the general appearance of business in the city is quite satisfactory.

Sugar—The market has now advanced and quotes Montreal granulated at $5 in barrels and $4.90 in sacks, and yellows at $4.40. Wallaceburg is now held in advance of last week's quotation, and the market quotes it at $4.90 in barrels and $4.80 in sacks.

Canned Vegetables—The market remains firm, and corn is still quoted at $2.50 to $2.65 a case.

Evaporated and Dried Fruits—The market is firm. Evaporated apples are quoted at 7 1-2c a lb. Oregon prunes are still bringing good prices, as follows: 70 to 80 at 5 1-4c, 60 to 70 at

6c, 50 to 60 at 6 1-4c, and 40 to 50 at 6 3-4c. California apricots are still holding at the 1-4c advance, and evaporated peaches and pears at the advance of 3-4c to 1 1-4c a lb.

Cornmeal—The market is now firm, quoting cornmeal at 90c per half sack and $1.75 per sack.

Rolled Oats—The market remains firm. 80-lb. sacks at $2.25, 40-lb. at $2.30, 20-lb. at $2.35, 8-lb. at $2.65, and 5-lb. at $2.85.

Canned Fruits—The market is quite firm. Pineapples, which are now on the market, are being quoted: 2-lb. whole pineapple, $3.75 a case of two dozen; 1 3-4-lb. sliced, $3.75 a case of two dozen; 1 1-2-lb. sliced, $7.20 for a case of four dozen, and 1 3-4-lb. grated, $7.60 a case of four dozen.

Green Fruits—The market is a little easier. Strawberries are quoted at $4 a case of 24-quart boxes, tomatoes at $4 a case, oranges at $3 to $3.50 a case, bananas $3 to $3.50 a bunch, pineapples $2.50 to $3 a dozen, rhubarb 4c a lb., cucumbers, per dozen, $1.75; green onions, per dozen, 30c; radish, per dozen, 45c; asparagus, per dozen bunches, $1; lettuce, per dozen bunches, 40c, and new cabbage, per lb., 5c. Apples are very scarce, XX $4 a barrel, XXX $5 a barrel.

Flour—The market still holds the price of No. 1 patent at $2.55.

Eggs—The market quotes eggs a little higher, and they are now jobbing to the trade at 17c.

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BUSINESS CONDITIONS IN BRITISH COLUMBIA.

Vancouver, B. C., May 20, 1904.

MR. ALEXANDER MacLEAN, the newly appointed Canadian trade commissioner to Japan, is in the city spending a few days before the sailing of the Empress of India, by which steamer he leaves next Monday for Yokohama. Yesterday Mr. McLean was at the rooms of the Board of Trade to meet business men, manufacturers, and others interested in trade with the Orient. Mr. McLean desires to be as well posted as possible before leaving, and to that end is anxious to hear the views of those who may have some interest in Oriental trade or who are thinking of launching out in that line.

Yesterday he had a discussion with some of the lumbermen on the lumber trade, and he will place himself at the disposal of all who wish to discuss matters tending to promote the expansion of Canadian exports. There is a vast field opening for Canadian products and manufactures both in Japan and China, and the feeling in the business community here is that the appointment of a special commissioner is a step in the right direction of promoting the growth of our Canadian market in the Orient.

* * *

While there is a very considerable amount of activity in business in the City of Vancouver, and the number of people arriving here to locate is perhaps larger than in past years, the general feeling among the retail trade is that business is dull. At least nearly every retail merchant, not only the grocers, but the dry goods and clothing merchants, express that sentiment. Some of them go so far as to say that it is duller in their business than for several years past. Seeing that there is fully as great, if not greater, activity in building lines than last season, it would at first seem that the retail men are a little out, but they should know. The trouble really seems to be—too many in retail trade for what is to be done.

On the other hand all lines of manufacture and the wholesale trade report business good. The wholesale grocers are very well contented. The business they are doing with the interior of the province and which includes also a growing trade with the Territory of Alberta, is very fair. Northern trade is promising. In fact one wholesale grocery manager said: "We have booked some nice orders, and are constantly booking more for delivery north. The goods are not moving out very quickly yet, as the through transportation is not yet sure. Through bills of lading have, however, been in force from Vancouver to Dawson since the 15th of May, so that the railway company and not the shipper or consignee is responsible. That means the railway company cannot charge $2 per ton storage, if the goods are hung up for a while."

The date fixed for through bills of lading was May 15th, but the fact is that the opening of navigation in the northern water route to Dawson is delayed by the ice still hanging in Lake Lebarge, below White Horse. It is, however, expected that by the time the first shipments on through bills reach White Horse, the course will be clear. The steamer Amur, which sailed north from Vancouver on Sunday last, took out a large cargo consigned direct through to Dawson.

News from Dawson reports that the stocks there are really not short in any line. There was some expectation that the supplies of canned meats might be low before opening of navigation, but they have not been. Of course fresh dairy produce and fresh vegetables, particularly onions, are in demand, and of those lines the chief part of the northern shipments by the Amur last Sunday and by the Princess May, which leaves to-night, consist.

* * *

There were some sensational reports published by the daily press here this week of the prices of potatoes going sky-rocketing, and that there was a shortage of that necessary tuber. The absolute fact is, however, the very contrary. There are plenty of potatoes. There are more now offering than can be disposed of, even with the imminence of northern shipments. In proof of that is the case of an unfortunate granger from Ashcroft who still awaits a purchaser for two cars of the famous product of Ashcroft, which he rushed down here on the strength of a short market. Potatoes are offering from all sides.

There is an explanation of it. The method of getting potatoes ready for northern shipment is expensive, in that all have to be sorted, and only really good stock is shipped, every potato being selected and uniformity of size watched as well as quality.

Now it takes three or four tons of potatoes to get out one for northern orders. With Ashcrofts at not more than $25 per ton on the local market it is not surprising that such careful selection, and equally careful packing, puts up the northern shipments to $40 per ton, which is about what dealers are getting. But that is a long way from the general market quotation. The residue of the three or four tons picked over for one ton sent north, is sold at even less than the market quotation for Ashcrofts. And of such stuff are some daily newspaper yarns. But some retailers bought on the strength of the yarn, and paid high for the potatoes, too.

Potato quotations at present are: Ashcrofts and other upper country stocks, $23 to $25 per ton, and lots offering. Lower Mainland stock, $16 to $18, and few buyers. The plentiful supply of last year's stock has prevented any importations of new potatoes from California this year. So far as reported there has not been a new potato sold here yet this season. There have been a few brought in to Victoria, but they are high.

* * *

Local apples are now down to the last car of red apples from the Coldstream ranch in the Okanagan. This car arrived this week and passed inspection splendidly. It is being sold at $2.25. Some Ben Davis stock from Oregon is selling at $2, and it is also pretty good stock.

California will continue to supply our strawberries for some days yet. The price has come down to somewhere near buying, being less than half of the first stock arrived. It is quoted to-day at $2.10 per crate of 15 boxes, which is the California size of packing. Hood River, Oregon, will likely get into the market about the first week in June.

The first cherries arrived from California this week. They were good stock and well ripened. The variety is black tartarian, and the price for a 10 lb. box is $2 wholesale. Oranges have gone up 25c per box for all grades of navels. The season for navels will last another thirty days. A few seedlings are offering at $2 and $2.25 per box. Bananas are moving freely at $3 to $3.25. Three cars have arrived in the week.

* * *

In produce the egg market has begun to receive from eastern sources, with a few from Manitoba as well. Two cars were received this week. The eastern egg is perhaps a little better stock, better selected, more quickly gathered, and shipped under more satisfactory conditions. Then the eastern eggs are shipped carload rates, while small lots of a few cases from Manitoba have to pay the local rate. Prices are for eastern stock, 22½c, and for Manitoba perhaps a cent or two less.

Butter is coming in freely enough now from local sources as well as from the east. In fact the eastern stock drags just a little from the fact that all local creameries have put the price down to 25c, at which the trade will buy in preference to the eastern stock, which is now quoted at 23c. Cheese is lower, being quoted at 12c for April eastern make. Two part cars have been received. One was somewhat delayed in arriving, being here but little ahead of the second, which was shipped later. A small stock of California new cheese,

twins, has all been sold off, and at present prices no more will come in against the eastern stock.

* * *

In groceries, the price of dried peaches is noted as being quoted 2½c higher in 'Frisco. That makes the local price ready to go up to 11 and 12c here, the prevailing figure having been 10c previously. Apricots are also again higher, being at least 13 to 13½c per lb. Ontario evaporated apples are scarce, the market being nearly bare here now. The price is 8½c, while the California evaporated apples bring 7c.

In raisins there is an oddity. Loose muscatels, three crown, are worth more than four crown, because the packers are taking the former grade for seeding, a big trade being done in California seeded raisins. The quotation for four crown is 7¼c, while the trade is asked to pay half a cent more for three crown, and of course takes the four crown by choice.

In canned goods, corn is short and higher in sympathy. It is now held at $1.25 per doz., and dealers say they should be getting $1.40. Peas and beans are quoted at $1.10 and $1.15, with tomatoes at $1.55. Flour is even weaker than last quotations, being available in small lots at $5.80 per bbl., and shaded for car lots or large orders.

* * *

Sugar prices have undergone no change. The B. C. sugar refinery has, however, put on the market a new grade which it calls "Fruit Sugar," specially designed for fruit preserving. It is finer than granulated, but not so fine as bar or powdered sugar. It is put up in 10 lb. cotton sacks and the trade pays 6c per lb. for it. With ordinary granulated at 5c to the trade, it is doubtful if the new grade will go very quickly. The consumer is used to granulated and will hardly pay the extra cent, even if the retailer sells it at cost, which is almost sure to happen.

HINTS TO BUYERS.

Contributors are requested to send news only, not puffs of goods they handle, or the arrival of standard goods that everyone has in stock, or that they are offering goods at close figures, or that they have had an unusually large sale this season.

Hudon, Hebert & Cie., Montreal, have this week an attractive line of new season's make of marmalade, jams and jellies, from the St. George Preserve Works, Paisley, Scotland. They are quoted at extremely low prices and will certainly appeal to the observant business man.

Jas. Rutherford & Co., Montreal, report having the first shipment of Japan teas to arrive by first steamer.

Hot weather is at hand and probably the most cooling drink that can be obtained is Montserrat lime fruit juice. Evans & Sons, Montreal, are the agents, and their announcement elsewhere explains fully the reasons why they should be generously patronized.

E. D. Marceau, Montreal, has a line of teas for sale this week. Snaps are available in various lines.

Hires' Root Beer still continues to make people immune from heat, and is selling well for the season opening. The hot weather should invite buyers.

H. P. Eckardt & Co., Toronto, are offering very fine Barbadoes sugar.

Buyers of New Orleans molasses may procure the same from H. P. Eckardt & Co., Toronto.

The Eby, Blain Co., Toronto have just passed into stock a shipment of the well known "Shell" and "LaVierge" brands of castile soap. Buyers would do well to get their quotations.

The R. & J. H. Simpson Co., Guelph, have something special to offer in a 4-string broom, to retail at 25c.

The Eby, Blain Co., Toronto, are offering some very attractive lines of sardines at prices that will interest prospective buyers.

The R. & J. H. Simpson Co., Guelph, are making a special price on selected Valencia raisins for the balance of the month.

The Eby, Blain Co., Toronto, are making some low quotations on West Indian and Barbadoes molasses in both bbls. and hf. bbls.

Warren Bros. & Co., Toronto, have received a carload of roasting coffees that are exceptionally good value.

John Sloan & Co., Toronto, report big sales for Hershey's milk chocolate.

A special price on pearl tapioca is advertised on another page by John Sloan & Co., Toronto.

PERSONAL MENTION.

Mr. W. A. Archambault, of Hudon, Hebert & Co., Montreal, has just returned from a short holiday, looking browned and well after his rest.

Mr. E. Nicholson, of the Nicholson & Bain Co., commission merchants at Winnipeg, has returned home from Chicago after being away for two weeks.

A joint meeting of the fruitgrowers of Clarkson, Ont., and the wholesale fruit dealers of Toronto, was held on Thursday, May 26, at 11 a. m., at the offices of McWilliam & Everist, Church street, Toronto, at which matters of mutual interest were discussed.

Members of the grocery trade generally will regret to hear of the sudden death of the wife of Mr. Wm. Ratcliffe, grocer, Toronto, which occurred during the week. Mr. and Mrs. Ratcliffe had just returned from a trip to California where Mrs. Ratcliffe fell victim to pneumonia, to which she soon succumbed.

During the week a number of prominent produce merchants have been welcomed back on 'Change, Montreal, from a trip to England. These included Mr. John McKergow, of the A. A. Ayer Co., Limited; Mr. A. J. Brice; Mr. Arthur Hodgson, of Hodgson Bros.; P. W. McLagan, of Lovel & Christmas, Ltd.; Mr. D. A. McPherson, and Mr. A. W. Grant.

Mr. S. Vernon Kay, of Kay Bros., of Stockport, England, was in Montreal this week in connection with the appointment of a new agent for some of the specialties manufactured by this well known firm. The house has been established since 1786, and the Mr. Kay who is visiting Canada is a grandson of the original founder. He appointed Leeming, Miles & Co. agents for several of their specialties, one of which will be extensively advertised during the Summer months, and which is called "Vampire Fly Catcher." This fly catcher should appeal to the general public as it is a unique novelty, and at the same time one of the most practicable fly catchers that has been seen in Canada.

Association News.

FEDERATION ACCOMPLISHED.

Federation of four local trade associations in Montreal was successfully accomplished last week. These associations included the grocers, boots and shoes, dry goods and the butchers. At a special meeting held Wednesday, 18th inst., the constitution was read and formally adopted, and officers were unanimously elected. The greatest harmony seemed to exist. There was one problem which seemed to occupy the attention of everyone present, and that was the early closing movement, coupled with the difficulty of dealing with employes and merchants who were not members of the association. However, this subject is to be reported upon by a committee at an early date. The following officers were elected: J. O. Gareau, president; A. Leduc, vice-president: C. Watson, second vice-president; J. A. Beaudry, secretary: C. Levallee, treasurer.

At the conclusion of the meeting Mr. Beaudry invited the delegates present to join him in refreshments.

NEW BRUNSWICK MARKETS.

St. John, N. B., May 23, 1904.

BUSINESS was somewhat interrupted this week by the holiday. Dealers report large sales with payments fair. We have had considerable rain. The lumbermen say they have hardly water enough, and fear a large quantity of logs will be hung up. The farmers, on the other hand, say it is too wet. The season in every way is late. Our harbor fisheries are very valuable, and this is the busy season. Gaspereaux in particular are caught right in the harbor. When salted and packed they are called "Alewives," and several thousand barrels are packed, besides the very large quantity sold fresh. These are very largely sold for bait. Some are sold smoked. There are also large quantities of shad and salmon caught. In shad the best fish are what are called the Fall shad, caught later in the season.

In markets many are changing their opinion in regard to flour, and are giving up the idea of low prices. Cream of tartar, which was reported lower, is firmer. Rice, of which there is a good stock held and quite a quantity afloat, is rather higher and reported very firm In spice there are few changes. Ginger is low. Cloves still quote high. Nutmegs, which have ruled so much lower than former years, are still low, and the old profits are a thing of the past, the lower cost leading to cutting of price.

Oil.

There is little out of which to make a market report. We have a new oil company called the Canadian Oil Co.; who have taken over the business of the Sun Oil Co., and the King Edward Oil Co. This last company was only here for a very short time. The Canadian Oil Co. is a Canadian concern, who have their own Canadian and American refineries. Besides handling burning, lubricating and paint oils, they are large handlers of paints. In prices no changes are reported. Linseeds are still low.

Salt.

In Liverpool coarse salt prices are firmly held. It is sometime before further arrivals are expected. There is a steady sale. In fine salt the fact that Liverpool factory filled is quoted well below Canadian fine, leads to some sale, but in fine sale there is a large sale for the higher priced grades, as Canadian cheese and dairy salt.

Canned Goods.

Except a few American tomatoes brought here early in the year, the market has been supplied with Canadian. It looks as if all lines would hold out. Corn is a light stock. In salmon, market is well supplied. Packers are looking forward to a light pack. There are ample fruits. In domestic fish, a few new finnan haddies have been seen. Full prices are asked. In all lines very few were carried over.

Green Fruits.

Oranges are higher. At this season they need repacking. Lemons are still low. Bananas received are very good, but supply is not large. Apples are

THE GREATEST BARGAINS

are those which appeal so strongly to customers that they sell on sight.

The extraordinary sale of

Clark's Pork and Beans in Chili Sauce

proves this line one of the

GREATEST BARGAINS ON RECORD.

BLACK JACK

TRY A 3 DOZ. CASE

ASK YOUR JOBBER FOR IT

A BIG WINNER SELLS ON SIGHT

CAPSTAN BRAND

High-grade Tomato Catsup

Put up in 10-oz. and 20-oz. bottles of a new design, and is very attractive.

This Catsup is far superior to many others and is giving perfect satisfaction.

Ask your wholesale grocer for it or see our travellers' samples.

The Capstan Mfg. Company, Toronto, Ont., Can.

EPPS'S GRATEFUL. COMFORTING.

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.

In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg.

THE MOST NUTRITIOUS. COCOA

TRADE MARK

This design a guarantee of quality.

"CRYSTAL" BRAND VEGETABLE PARCHMENT

TASTELESS, ODORLESS, WATERPROOF, PURE, CLEAN.

JUST RIGHT FOR BUTTER WRAPPERS.

Samples and prices for the asking.

CANADA PAPER CO.

TORONTO LIMITED MONTREAL

ALEXANDER CAIRNS & SONS,

Makers of Marmalades, Jams and Jellies,

St. George Preserve Works - - - - PAISLEY, SCOTLAND.

NEW SEASON'S MAKE NOW IN STOCK of these "MOST DELICIOUS COMBINATIONS OF DAINTIES."

PATENT AIR-TIGHT CAP, 1-LB. GLASS JARS, CASES 2 DOZEN.

Cairns' Finest Home-made	Orange Marmalade	$2.20	per dozen.
Cairns' Pure Scotch	Orange Marmalade	1.70	"
Cairns' Tangerine	Orange Marmalade	2.20	"
Cairns' Pineapple	Marmalade	2.30	"
Cairns' Ginger	Marmalade	2.30	"
Cairns' Green Figs and Ginger	Marmalade	2.30	"
Cairns' Ginger and Pineapple	Marmalade	2.30	"
Cairns' Green Fig	Marmalade	2.30	"

Cairns' Bramble Jelly from the Scottish Highlands, 1-lb. stone jars, cases 4 dozen ..... 2.00 "

The delicious flavor of the Wild Bramble is fully brought out in this Jelly by judicious addition of a small quantity of other fruit juice.

Cairns' Bramble Jelly is a specially fine Preserve. Indeed, it is quite unique and there is sure to be a large Scotch population in Canada who will appreciate it. It is superior to Preserves made from ordinary cultivated fruit. It is manufactured from Wild Brambles.

Cairns' Pure Scotch Orange Marmalade, 7-lb. tins, cases 1 doz., $7 20 per dozen.

For less quantities than original cases, add 10c. per doz. on 1-lb. glass jars and 1-lb. pots.

TERMS:—NET 30 DAYS OR 1% 10 DAYS, F. O. B., MONTREAL.

For direct importation, Sterling prices F.O.B., Glasgow, supplied on demand.

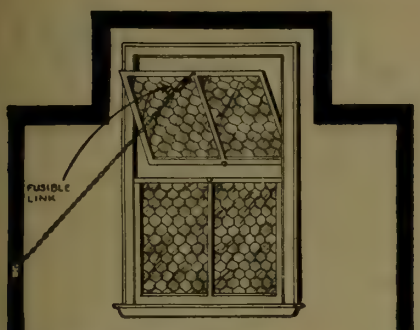
Sole Agents for the Dominion of Canada:

HUDON, HEBERT & CIE,

Importing Wholesale Grocers and Wine Merchants,

MONTREAL.

THE MOST LIBERALLY MANAGED FIRM IN CANADA.



FIRE-PROOF GLASS WINDOWS.

They give absolute security—resisting intense fire heat, as well as the action of water.

Arranged to open with this "fusible link" attachment, they close and lock automatically if a fire occurs—150° melts the link—thus giving complete and perfect protection.

This "wired glass" admits the light as freely as plain glass—is rather ornamental in effect, and greatly lessens insurance rates.

Full information if you write

METALLIC ROOFING CO., LIMITED,
Wholesale Mfrs.
TORONTO, CANADA.

Merchants Who Buy Hides

I purchase Hides, Calfskins, Sheep Pelts, Tallow and Bones. I pay spot cash, full market values, freights, customs charges. I want an agent in every town and village in Canada. I furnish the money and keep my agents fully posted. Write me for fuller particulars.

CARROLL S. PAGE, - HYDE PARK, VT.

Orlan Clyde Cullen, C.E.L.L.M.

Counseller at Law U.S. Supreme Court.
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U S. and Foreign Patents, Caveats, Copy rights and Trade Marks. Military and Naval Inventions a specialty. Address,

Box 264, Station G., Washington, D. C.

GUN SHOP and MODEL SHOP,
Warren White Sulphur Springs,
Totten P. O. Virginia.

"I Want Brock's."

She Buys Bird Seed

at the grocery store that sells ours. A seed without merit, a cheap seed, is bad for the bird.

SAMPLES SENT.

NICHOLSON & BROCK, - TORONTO

about out of the market. Pines are held at full prices, with sales light. Strawberries arrive quite freely. Prices are rather easier. Rhubarb is lower. The market is now supplied with local grown.

Dried Fruits.

In raisins the market is easier, owing to the low prices quoted on the coast for Californias. The supply of seeded is light, but quite a stock of loose raisins is held. Currants are firm. Dates are still low. Prunes are low and in spite of reports small sizes are still offered. The Egyptian onions received this year have shown quite a range in price. The quality has not been equal to former years. Peanuts are still high.

Sugar.

Dealers are holding good stocks and the higher prices are firmly held. Dealers outside the Guild are selling quite a quantity of foreign granulated.

Molasses.

The situation is still one of much interest. Practically all the Porto Rico which has arrived this season is held by one firm. The Porto Rico market is firm and present prices quoted here look low. Other members of the trade are receiving some stock via American ports. Large quantities of Barbadoes are being sold. The price is low and the large difference between it and Porto Rico is attracting attention.

Fish.

There is a fair catch of gaspereaux and shad are beginning to come in quite freely. It is still early for salmon, though a few are seen. The price is very high. Dry fish are still scarce and high. In pickled herring there is little sale and very few are held. Smoked are very scarce.

Flour, Feed and Meal.

In flour, particularly in Ontario grades, the feeling is firmer, and many feel they have seen the lowest price for at least some time. In feed, prices are firm. Oats and oatmeal are unchanged. Cornmeal is at least not higher. Beans are very dull. Market is easy. The sale for barley and peas is light. Seeds have had a fairly good season, prices having ruled low, particularly for alsikes.

THEY LIKE "THE GROCER."

The following extract is taken from a letter received by The Grocer last week from Syda & Cousins, wholesale fish dealers, Digby, N.S. :

"We appreciate The Grocer much. We look for the same each week and read it all. The Grocer does us a great deal of good, circulating as it does all over the great Dominion of Canada."

E. D. MARCEAU, MONTREAL.

The attention of readers of The Grocer is directed to E. D. Marceau's interesting tea advertisement, which appears on page 36 of this week's issue of The Grocer.

CONDENSED OR "WANT" ADVERTISEMENTS

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postages, etc.

BUSINESS CHANCES.

MANUFACTURERS or packers of specialties suitable for Italian warehouses, grocers, etc., desirous of placing their goods on the Irish market should communicate with N. MORROW, 16 Kansas Ave., Belfast. 30tf

TO CANADIAN EXPORTERS.

AN ENGLISHMAN, thoroughly acquainted with the grocery and provision trade, who has recently retired from business, is open to represent Canadian exporters in Bristol on a commission basis; highest references. Address Box 130, CANADIAN GROCER, Toronto. 28

FOR SALE.

GOOD paying grocery business in live town in British Columbia; stock and fixtures about $8,000, well bought; first-class shape: annual turnover $50,000; an excellent opportunity for increased capital; terms cash; do not inquire unless you mean business. Address Box 134, CANADIAN GROCER, Toronto.

GENUINE

PRATTS ASTRAL LAMP OIL

Sold in all countries and recognized as the highest grade oil manufactured.

WHOLESALE ONLY.

THE QUEEN CITY OIL COMPANY, Limited,
TORONTO, ONT.

New and Second-Hand Machinery, Engines, Belting, Pulleys, Factory Equipment, Etc.

Any readers of this paper wanting any of the above goods may have an advertisement inserted free in HARDWARE AND METAL, the machinery weekly newspaper of Canada, by enclosing this notice. Address—

HARDWARE AND METAL
Montreal Toronto Winnipeg

EVERY GROCER DOES NOT SELL.

VAN HOUTEN'S COCOA

but nearly **All First-Class Grocers** do. And **Every Grocer** who has a single customer that drinks Cocoa should retain that customer by supplying **Van Houten's.** Custom is retained by supplying the best goods in any line. The best Cocoa is **Van Houten's. Best and goes farthest.**

Dominion Agents { J. L. WATT & SCOTT, - - TORONTO
WATT, SCOTT & GOODACRE - MONTREAL

MOTT'S DIAMOND CHOCOLATE. JOHN P. MOTT & CO. HALIFAX, N.S.

Progress with the Times

If new machinery is better than old, get the new—if new formulas are better than old, use them. That is what **MOTT** does,

and

MOTT'S CHOCOLATES

are the best on the market for the money.

John P. Mott & Co.
HALIFAX, N.S.

SELLING AGENTS:
J. A. TAYLOR, MONTREAL. R. S. McINDOE, TORONTO. JOS. E. HUXLEY, WINNIPEG.
THORNE, BERRY & CO., VANCOUVER, B.C.

SHREDDED
WHOLE WHEAT

BISCUIT AND TRISCUIT

SCIENTIFICALLY-PREPARED FOOD
MADE OF THE WHOLE WHEAT.

Shredded Whole Wheat Biscuit—A standard all-day cereal served with milk, cream, or in combination with fruits, preserves or vegetables.

Triscuit—The New Cracker. Served with soups as a crouton, or as a successor to crackers when served with cheese.

For information and prices address...

THE NATURAL FOOD COMPANY,
32 Church St., TORONTO, ONT.

NOTE.—Tell your customers that heating the BISCUIT and TRISCUIT in a warm oven before serving will renew their crispness.

New Crop Maple Syrup and Sugar

Prompt delivery guaranteed for **FOREST BRAND.** Freight prepaid in reasonable lots. Sugar in pound and half-pound blocks. Syrup in tins, bottles and wood.

We feel quite sure the quality will please you.

The F. J. Castle Co., Limited, WHOLESALE GROCERS.

OTTAWA,——————CANADA.

Biscuits And Confectionery

Confectionery in the Grocery Stock.

MODERN methods of manufacturing and packing choice confectionery render its sale in the grocery store not only possible but profitable as well. The equipment necessary is quite simple. A silent salesman and an attractive stock of daintily boxed confections, placed in a prominent position in the store, are all that is required.

The advantages of handling confectionery are many; its disadvantages few. For one thing, it attracts other business. A person who steps into the store to purchase a box of candy will probably see something in the fruit line or in the staple stock of groceries, which he or she is led to buy. This is one of the principles of modern business methods, and is carried to a high degree of perfection in the departmental store.

Another advantage derived from handling a good class of confectionery is to be found in the advertising it gives the store. Let a store once get the name for being the headquarters for a certain choice line of chocolates, for instance, and the amount of advertising it will thus receive will be of material benefit. The store will share directly in the advantages of the manufacturer's advertising of the chocolates, as well as in the local house-to-house advertising of neighbors and acquaintances.

A third advantage is to be found in the raising of the store's standard. A neatly arranged confectionery department, stocked with high-class goods, will certainly do much to attract a better class of trade and will give the store an advantage over the competing store which pays little or no attention to its confectionery department.

Other advantages might be enumerated, but these should prove sufficient to give the retailer an idea of the advisability of carrying a stock of high-class confectionery. It is, of course, by no means advocated that the dealer should throw out all his cheap candy. The latter stock is of too much importance for that. What is intended is that the grocer should supplement this regular stock with higher-priced and better confectionery, and make it the important section of his candy department.

There are to-day several manufacturers of candy who have a reputation for turning out first-class goods. These are daintily packed in fancy decorated boxes or packages, and are guaranteed to be all that their makers claim for them. When different brands and different kinds of boxes are grouped together, the general effect is excellent. All grocers who have not yet made up their minds to stock these lines should seriously consider the advisability of doing so before Summer comes.

Every Summer the tourist trade grows in importance, and Summer visitors to our Canadian towns are just the people who want good confectionery and plenty of it. Let the grocer be advised to secure as much of this tourist trade as possible.

Inventor of Ice Cream.

A French chef who prepared a snow-like dish for the Duc de Chartres in 1774 is said to have been the first to make that cool luxury known as ice cream. Lord Bacon was possessed of the knowledge that there was a process of congealation by means of snow and salt; but to him this was a scientific fact, and he little dreamed of the idea that in after years this congealation would prove such a delightful refreshment. Iced drinks and water ices were known to the Parisian epicures fully a century and a half before they were introduced into England. These dainties, it is thought, probably came from the Far East by means of some traveler, who probably had tasted sherbet.

NEW AGENCY.

D. Rattray & Sons, Quebec City, have completed arrangements for taking over the agency for Armour & Company, and the Armour Soap Works of Chicago, for the entire Province of Quebec and the districts of Ottawa and Renfrew. Hitherto Armour & Company have had agents in the various cities, but now the whole business will be managed through D. Rattray & Sons.

Who's Who?

Who made

PERFECTION CREAM SODAS

—the best ever?

We have made immense strides in winning public and trade favor through the manufacture of soda biscuits of such pronounced excellence as "Perfection"

Orders shipped Promptly.

3-lb. Cards or Tins.

THE Mooney Biscuit & Candy Company,

LIMITED,

Stratford, - Canada.

BRANCHES:

WINNIPEG Manitoba and HAMILTON Ontario

To Manufacturers' Agents

THE CANADIAN GROCER has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a Special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

Address, BUSINESS MANAGER, CANADIAN GROCER, Montreal and Toronto.

DECLINE IN THE EXPORTS OF FRENCH WINES.

(From United States Consul Covert, Lyons, France.)

THE Wine and Liquor Review, a Paris weekly publication, recently sent a number of questions to French business men residing abroad, asking their reasons for the decline in exportations from France, stating that since 1893 the falling off had reached nearly 700,000,000 francs ($135,100,000). The replies, briefly stated, are:

In Italy improvements in wine culture and an increase in protective duties have shut out the better brands of Bordeaux and Burgundy. Higher customs duties have produced the same results in Spain, Greece, and the Transvaal. Purchases of wine have fallen off in Naples on account of the impoverishment of the aristocracy. In Florence the decline in the consumption of fine French wines is attributed to the removal of the rich foreign colony from that city to Cairo.

"The great English market," one correspondent writes, "no longer receives our Bordeaux wines since Australian wines are so cheap and are more acceptable to a people who are becoming iron-bound in their imperialism."

As a result of the increased competition of Italy and Spain, and also of the growing importance of the imports into England from Australia and California, France has been hit in the business in which she enjoyed a monopoly—the wines of Bordeaux and Burgundy.

English wine dealers are charged with selling other wines—a mixture of several brands—as high grades of French wines, thus throwing discredit on the best products of France.

"On account of numerous middlemen," another writes, "the prices of pure French wines are so high that the great consuming middle classes cannot afford to drink them."

French Wines and Brandies in England.

After bitterly complaining of Californian and Australian competition, a London correspondent gives the following table of the sales, in round numbers, of French wines and brandies to England:

Year.	Wines.	Brandies.
1897.....	$2,116,225	$6,500,000
1898.....	2,357,745	5,400,000
1899.....	2,737,425	9,500,000
1900.....	2,670,175	5,760,000
1901.....	2,548,640	6 720,000

All who write from England are evidently alarmed at the competition of California wines. They say that France is invulnerable, but she must satisfy the demand for a good table wine at a fair price, such as can be had from California and Australia. One correspondent says that "Italy with its Chianti, Spain with its Rioja, Germany with its Rhine wines, and, above all, Australia and California with their imitation Bordeaux and Burgundy have materially injured the flourishing market of France."

CROP REPORTS.

Some enterprising crop students in the district of Montreal, and especially in parts east of the city, have reported flattering prospects in regard to this season. Potatoes have all been planted and early Spring work has been hurried along in readiness for the sowing of grain, and it is expected that there will be a much larger seeding of wheat and oats than for several seasons past.

WAR AND DRUG PRICES.

The price of camphor has been steadily increasing since the first announcement of the war. Cod liver oil is also affected by the war, and the price is very stiff indeed. No low prices are expected. Carbolic and picric acid are necessary ingredients in the manufacture of modern high explosives, and the laws of war have therefore had their effect on increasing the prices. Anise seed and cinnamon bark, as well as the oil of these drugs, come from the seat of war, and the supplies are therefore likely to be limited. Lycopodium has advanced in price, and the reason given is that Russia is using this chemical in signal service, as it enters into so many chemical fires; this explanation would appear reasonable.

AUCTION SALE SYSTEM.

THE auction system of marketing live stock advocated by the Live Stock Commissioner, Ottawa, seems to be gaining ground steadily and surely. This month at Calgary nearly four hundred head of pure-bred cattle have gone under the hammer at the sale conducted by the Territorial Breeders' Associations, and several district sales are being established in Ontario. The Scugog Agricultural Society and the Port Perry Board of Trade are now arranging for an important sale to be held at Port Perry on June 16, 1904. These sales will be held at intervals, and if sufficient encouragement is extended to them, they will probably be held monthy to sell by auction of all kinds of farm animals, including stockers, fat stock, dairy cows, pigs, etc. Several very prominent breeders of pure-bred stock are consigning excellent animals to the first sale. A number of buyers from the Toronto stock yards will be on hand. This will be a great convenience to the farmers and stock raisers of the district, bringing the buyers and sellers together for disposing of surplus stock. In England and Scotland nearly all stock is sold in this way in the market towns on stated days, which proves a great advantage to the seller and convenience to the buyer.

CASEIN WANTED IN BRITAIN.

MR. HARRISON WATSON, of the Imperial Institute, London, writes W. W. Moore, chief markets division, Department of Agriculture, Ottawa: "I am sending you a small sample of casein, a by-product of milk, as used in this country by paper makers and manufacturers of certain kinds of paints. There is some consumption of the article and I understand that most supplies come from South America. The casein varies considerably in quality, but must be free from fatty matters and strong smell, otherwise it would in the case of paper-making be detrimental. Casein is put up in bags containing either 1 1-2 or 2 cwt. (112 lbs.) and sometimes in casks holding 2 to 3 cwt. The quality sent is worth about £28 to £30 per ton, c. i. f. London, Liverpool and other ports. This is, I understand, the buying price. I also send another sample which is quoted £35 ex wharf Liverpool, and I hear of other quotations varying from £40 to £50, depending on the quality. I am unaware whether Canada is exporting any of this kind of casein or whether prices would be profitable but if any of your correspondents are interested let them communicate with this office and I will place them in touch with importers who supply the casein to actual users as required."

A grocery department has been added to Hulet's emporium, Norwich, Ont.

The premises occupied by Mr. Eastman, baker, at Almonte, Ont., have been sold to Mr. Frawley, who will convert it into a grocery store and embark in that line of business.

E. Lafrance, grocer, Quebec, has removed from the corner of St. Augustia and St. John streets to 320 St. John street.

BETTER GOODS.

We are Gelatine specialists; nothing less, nothing more.

GEL-O Jelly Powder is better than any other. Sell it because it is better.

THE CANADIAN GELATINE CO.
528-530 Front St. W.,
TORONTO, CANADA.

COWAN'S

Perfection Cocoa (Maple Leaf Label). **Royal Navy Chocolate, Queen's Dessert Chocolate, Chocolate Cream Bars, Cowan's Cake Icings,** Chocolate, Pink, Lemon Color and White

Cowan's Swiss Milk Chocolate, Famous Blend Coffee, etc., etc.

Are the standard goods for purity and excellence.

Manufacturers
THE COWAN CO., Limited - - TORONTO

An Irresistibly Delicious Confection

PETER'S
THE ORIGINAL
MILK-CHOCOLATE

Gives Eating Chocolate a New Meaning

MADE IN VEVAY, SWITZERLAND—FOR EATING ONLY.

A Wholesome Food, Especially Nourishing and Sustaining. Recommended for Invalids and Persons of Weak Digestion.

Push Peter's. The Original. Other Brands are Imitations. Send for Sample.

LAMONT, CORLISS & CO., Agents, 27 Common St., Montreal

old reputation **Attention!** old reputation

The BEST of Swiss Milk Chocolates

KLAUS'S CHOCOLATES

are now introduced in the Canadian Market.

(Klaus's Chocolates were awarded the **Gold Medal** at the Glasgow Exhibition.)

Wholesale Depot for Canada:

Canadian Swiss Trading Co.
17 ST. JOHN ST.,
MONTREAL.

GIVE ME

A Trial Order For

SAN-TOY STARCH

It will please your customers and pay you a good profit.

Put up in 10c. packages.
5 doz. in a case.

J. H. MAIDEN, Agent
MONTREAL.

McWILLIAM
Mc. AND E.
EVERIST

Montreal
TO Toronto

After "Fremona's" sale our ticket called for 10 cars filled with

Fancy Messina Lemons
Fancy Maiori Lemons
Fancy Sorrento Oranges
Fancy Messina Oranges

Now they're here. They're fancy and we're in a position to give you satisfaction. Good stock, low prices. Our price list tells the tale. Be sure and see it or get quotations direct.

The
DAWSON Commission Co., Limited
FRUIT, PRODUCE AND COMMISSION MERCHANTS.
Cor. Market and Colborne Streets. TORONTO

WE BUY
BRIGHT DRIED APPLES.
HIGHEST MARKET PRICES.
The W. A. GIBB CO.
5 and 7 Market St., HAMILTON

Pinapples Tomatoes
Fancy, well-colored Pines. Lowest Prices.
Florida Tomatoes. Elegant Stock.
Strawberries. Arriving Daily.
Oranges. Lemons. Bananas.
Give us your orders.
We can fill them to your satisfaction.
HUSBAND Bros. & Co.
Wholesale Fruit and Commission Merchants.
82 Colborne St., TORONTO
Phones—Main 54, Main 3428.

GREEN FRUITS

The Fruit Crop.

THE fruit division at Ottawa sent out a request for information as to the damage to fruit trees from mice and frost during the past Winter, and has received a large number of replies from all parts of the Dominion.

The damage from mice has been most serious in Ontario and Quebec, particularly to nursery stock, and it is safe to say that not less than 25 per cent. of all stock "heeled in" outdoors has been destroyed. The young trees in all parts of Ontario and in the St. Lawrence and Ottawa Valleys suffered, according to their location. Several correspondents estimate their loss at 50 per cent. of all the trees of three years' growth and under. The injury, however, was almost nothing where young orchards had clean culture throughout the season.

The damage by frost, though exceedingly serious in Ontario and Quebec, will not affect to any great extent the amount of fruit put on the market this year, except in the case of plums and peaches. Apples and pears were seriously injured along the northern border of the fruit belt. The Baldwin, Greening, Ontario, Spy and Blenheim have been killed in places where they are usually considered hardy. Top-grafting only very slightly increases the hardiness of the variety. None of the large apple-producing section were seriously injured.

The Flemish Beauty pear again proved one of the hardiest of good varieties. In both pear and apple orchards the trees suffered much less from frost and more from mice when grown in sod or cover crop. Plums were killed in some of the heavy plum-producing sections, and in all probability the buds are so seriously injured everywhere as to render a heavy crop this year improbable. Reports from the Essex peach district show a damage approaching that of 1899; 50 per cent. of the trees will be killed outright. The Niagara district is not so severely injured. The Crawford type proved particularly tender. Cherries are injured severely in bud. Small fruits escaped with less injury.

New Fruit Warehouse.

Work on the new warehouse to be erected on Macdonnel street east, Guelph, by Hugh Walker & Son, fruit dealers, will be commenced almost immediately. The dimensions of the new building will be 50x106 feet; it will be three storeys in height, with basement built on an improved plan for storing green fruit. Modern conveniences are being provided which will make the warehouse one of the most up-to-date in the province. The entire cost will be in the neighborhood of $10,000.

Seedless Fruits.

SOME time ago The Grocer recorded the appearance of a fruit novelty in the shape of a seedless apple. The nurseryman who is responsible for introducing the seedless apple has up to the present withheld information of his success until he has secured forty trees of his new variety. Expert pomologists have examined the new apple, and declare it to be very handsome in appearance. Details of the methods by which this achievement was attained have not been divulged, but when it is remembered that the million-box crop of navel oranges came from a single shipment of six slips the start that has already been attained with forty productive trees presages an early appearance of the seedless apple in commerce.

Grape growers have been working for years on the problem of a seedless grape, and, while rumors of success have appeared from time to time during the past decade, the Sultana and Thompson seedless varieties have during the past year established their reputation among the viticulturists. The Japanese plum, without a stone, is also reported to be a reality, although the seeds have not been obviated. Cherries without stones are promised in the immediate future. Seedless tomatoes are alleged to have been perfected by an Indiana woman, being grown from the stock of the tomato, which is replanted when it is at its full height. Watermelons of the same freak nature are also rumored from Georgia, but not much credence is placed in this report, though if tomatoes have been perfected there is no essential reason why similar success should not be attained with the watermelon.

Fruit Nursery for Newfoundland.

A Nova Scotia fruit grower is to make an important experiment in Newfoundland, in which the Government is taking considerable interest. Up to the present fruit trees have been exceedingly scarce, if not altogether unknown, in that island. There seems, however, little reason to suppose that the hardier varieties of fruit trees cannot be successfully cultivated. F. W. Ford, who has extensive nurseries at Lunenburg, Bridgewater and Milton, has entered into partnership with John E. Lake, of Fortune Bay, Newfoundland, and is leaving for that place with 15,000 roots and grafts of apples, pears, plums and cherries. A large nursery is to be established at Fortune Bay.

Apple Crop.

Editor CANADIAN GROCER.

Sir: Last Fall in my travels through the Annapolis Valley, Nova Scotia, I came in contact with the farmers of that country, who were then elated over the magnificent apple crop of 1903 and the prices being realized. Some farmers expected to receive $500, $800, $1,000, and as high as $3,000, and in a few cases nearly $4,000 for their crops. Nova Scotians appear to handle their apples in a far more businesslike way than the farmers of Ontario. A large number of them ship direct to Great Britain under their own special brands. Some farmers have been shipping in this way for twenty years and have built up a reputation for their brand, so that these bring on the auction mart often as high as 3s to 4s per barrel more than the average sale of the day. (This means 75c to $1 per barrel above the average sales.) Besides they claim to pay as high an export freight on apples per barrel to London and Liverpool as Ontario men do via Montreal. So there's nothing gained by living near the seaport.

All the farmers pick, pack and brand their own apples with their own name, the name of the apple, the quality, etc., let the quality be either XXX or XX, and every farmer to-day knows as well as the buyers and shippers a No. 1 apple from a No. 2. As you pass along the railway you see large apple warehouses built on the railway sidings, with the names of the owners painted on. Certain English houses have their agents in the country buying from farmers for direct shipment. Last Fall some shippers realized as high as $3, $3.50 and $4 per barrel for their No. 1 fruit. Some odd lots netted even more money. The farmers depend altogether upon their apple crop; if it fails, and it often does, they are in hard luck. Certain farmers are beginning to devote more attention to other crops, so as to avoid the possibility of such a set-back. Some farmers are turning their attention to the culture of peaches.

BY THE WAY.

May 21, 1904.

MESSINA AND SORRENTO
ORANGES and LEMONS

Our Spring arrivals are to hand consisting of Sorrento Oranges in boxes and half-boxes. Sizes—80s, 126s, 160s, 200s and 300s.

LEMONS — For present use, we are quoting very low prices.

WHITE & CO., Wholesale Lemon Importers
64 FRONT ST. EAST, TORONTO.

PHONE Main 4106.
Private Branch Exchange connecting all departments.

Arriving Almost Daily- Fancy Ripe BANANAS, PINEAPPLES and FLORIDA TOMATOES. Finest Quality. Prices Right.

Just in—Fresh car EXTRA FANCY NAVELS, all sizes.
Fresh arrivals—EGYPTIAN AND BERMUDA ONIONS. Mail or phone your orders.

Hugh Walker & Son, - Guelph, Ont.

Canned Meats.

The season is here when your customers will want all kinds of Canned Meats. We sell "CLARK'S," all varieties. They are the best. See our travellers about a five-cast lot assorted, freight prepaid.

Canned Salmon.

We have something special to offer. Write us for particulars. We feel satisfied the price will interest you.

The R. & J. H. Simpson Co.,
WHOLESALE GROCERS AND TEA IMPORTERS,
Guelph, Ont.

McDOUGAL & LEMON
OWEN SOUND

Wholesale dealers in Foreign Fruits, Butter, Eggs, Cheese, Poultry, Raw Hides, Sheep Skins, and Wool.

We want to sell you some fruit, and we will buy your butter and eggs.

WRITE FOR OUR PRICES

ROW'S GUM in Lumps, 5c. Pkgs.. in 1c. Stick, in 5c. Bars.
ROW & CO., Morristown, N.Y., and Brockville, Ont.

Dried Fruit

cleaned and renovated by the latest improved machinery and appliances.

GUARANTEED TO GIVE SATISFACTION.

J. T. ADAMSON & CO.
27 St. Sacrament Street,
MONTREAL.
Tel. Main 778.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

Co-Operative Egg Export Trade in Denmark.

THAT co-operative marketing of produce has been reduced to a perfect system in Denmark cannot be gainsaid by any of her competitors in the British market. Many of them are beginning to realize that the only possible way of holding their own will be to introduce in a measure at least the co-operative methods which have proved so successful in Denmark. The following is a short account of the methods employed by the Danish Egg Export Association:

The Danish Co-operative Egg Association has a membership of 33,500 farmers, divided into 500 local societies, or circles, each circle being an integral part of the central company, and subject to the control and supervision of the central organization. Each circle has its own by-laws, but such by-laws must conform to the provisions of those of the central organization. Naturally, therefore, the by-laws of the 500 circles are quite uniform. Each circle collects, at its own expense, the eggs produced on the farms of its members and prepares them for shipment to one of the eight general shipping centres at its own expense. After leaving the circle (the local collecting centre) all expenses are borne by the company. Profit sharing is absolute.

By-Laws.

The by-laws of the co-operative company declare that the "principal object of the company shall be to build up the most profitable trade in Danish eggs in foreign countries." To this end the company guarantees to purchasers that all eggs delivered by the company shall be new laid and clean, each egg being stamped by the company's registered trade-mark for new-laid eggs.

No circle of less than ten members is admitted to membership in the company. Each circle on being admitted pays into the company 13 1-2c per circle member. Each circle admitted is obliged to deliver all eggs collected from its members to the company. Eggs over seven days old must not be delivered, under penalty of a fine of $1.34 for the first offence and double that for further offences. A circle must not keep eggs longer than four days after collection before sending them to a general shipping station of the company. The eggs must be delivered absolutely clean. Each egg must be stamped plainly both with the number of the circle and with the number of the member of the circle delivering the egg. Each circle must provide its members with stamping ink and rubber stamps bought of the purveyor indicated by the company.

Each member of a circle must forward all eggs produced, except those needed for home consumption and for hatching. Eggs must be carefully gathered every day and in hot summer days twice each day. Only artificial nest eggs must be used and the nests must be barred at night.

Each circle is governed by a circle board, consisting of an uneven number of members. This board provides for the expense of collection and superintends crating for shipment to central stations.

The eggs are shipped by the 500 circles to one of the central shipping stations in ordinary cardboard egg crates set in pine boxes of uniform size.

Grading and Testing.

The work of grading and testing is done mostly by women, who become very expert. The eggs are graded according to weight. There are six recognized classes, ranging from 6 1-2 to 9 kilograms per 120 eggs (1.43 to 2 pounds per dozen eggs).

The expert graders work behind a long table, upon which they have six wooden egg racks, or frames, each frame with ten dozen holes in which the eggs are placed. The graders can tell at a glance to which grade an egg belongs, and they distribute them very deftly. When a frame is filled with ten dozen eggs (which are taken directly from the boxes received from the circles), the frames are taken by a man and weighed. If the 120 eggs weigh too much or too little for the grade for which they are intended, eggs are taken out and substituted with larger or smaller ones, as the case may be. The frame of 120 eggs is taken into a small, tightly closed room and set on top of a hopper-shaped box, which is about two feet deep, the sides of which are lined with looking-glass. The bottom of this hopper-shaped box is about 8 by 30 inches. Four 16-candle-power electric lights stand up from the bottom, equal distances apart. The eggs, as above indicated, are placed over these lights and looking-glasses, thick ends up. The tester looks carefully at and through each egg, and if any be unsound they are rejected.

Packing and Shipping.

The eggs are then carefully and snugly packed, side by side, with nothing between them in four layers, in pine boxes 22 by 72 inches, 9 inches deep. Between each layer of eggs is a substantial layer of straight, clean rye straw; on the top layer of eggs another layer of straw; the thin boards are securely nailed on, the boxes are properly marked with the company's trade mark, the number of eggs and the grade indicated, and are then sent to the ship. All eggs are sold by the pound f. o. b.

Expenses.

The co-operative company pays all expenses from the time the eggs leave the circles until they are placed on board ship. The average expense is 6 ore (1.5 cents) per kilogram (2.2 pounds). In other words, the expense is a trifle over 1 cent per dozen.

The cost of collecting the eggs from the farmers and bringing them to the circle centres is borne by the circles themselves. This work is done by a collector selected by the circle board. The collector is usually paid so much per pound of eggs collected. The expense of this collecton is very low, perhaps on an average not more than 2 ore per kilogram (0.5 cent per 2.2 pounds) or something less than 0.5 cent per dozen.

The total cost to the farmer from the time the eggs leave the nests until they are on board steamer is therefore 1 1-2c per dozen. English buyers pay for the eggs f. o. b. Denmark.

VALUABLE DIRECTORY.

AN extremely valuable directory for the use of shippers and buyers has been issued by the Grand Trunk Railway System. The directory contains an alphabetical and geographical list of every station on the system, a list of rail, boat and stage connections, the names of stations where stock yards and track scales are located, a list of shippers of staple commodities, and lists of manufacturers and dealers in every possible line of goods. These include bakers, boot and shoe dealers, dealers in building materials, carriage makers and dealers, crockery dealers, druggists, grocers, dry goods dealers, fruit dealers, grain dealers, hardware dealers, etc.

Flett's

Pickle Selling Record.

All previous records are broken by the store that sells

FLETT'S PICKLES

People have a way of repeating their pickle orders that is particularly pleasing to the dealer.

ROSE & LAFLAMME

Agents, MONTREAL

MHS

GOOD ALL THE YEAR ROUND—BUT ESPECIALLY IN SUMMER.

HAVE YOU

BATGER'S

LIME JUICE CORDIAL

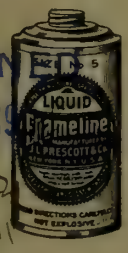
AND

LEMON SQUASH

ON YOUR SHELVES?

AGENTS:
ROSE & LAFLAMME,
MONTREAL.

Nothing yet made to do the work so well as Enameline



The Modern Stove Polish.

Quality Guaranteed.

Quality Sells the Goods

Our New Enameline Liquid is as much better than any other liquid or cake stove polish as our old reliable Enameline Paste is superior to all other paste stove polish.

WM. H. DUNN, Agent
MONTREAL.

Borden's

PEERLESS Brand CREAM

EAGLE Brand MILK

You cannot afford to pass these lines.

They are the most extensively sold brands of Milk or Cream on this or any other market, which is proof conclusive that they are **the best.**

SELLING REPRESENTATIVES:

WM. H. DUNN, Montreal and Toronto.
SHALLCROSS, MACAULAY & CO., Vancouver and Victoria.
ERB & RANKIN, Halifax, N.S.
W. S. CLAWSON & CO., St. John, N.B.
SCOTT, BATHGATE & CO., Winnipeg, Man.

FREIGHTS AND CHARTERS

NO especial tonnage is being offered for charter with any freedom. Steamer freights are not improving in any way, and the future does not look encouraging. The volume of business done in ocean grain this season has been comparatively small, as compared with the same period of previous years. The engagements to date do not exceed two million to two and a-half million bushels. The demand during the past week has been limited, and

FOR JUNE SHIPMENT.

	Heavy Grain quotations.	Oats.
Liverpool	6d.	9d.
London	7½d.	9d.
Glasgow	7½ to 9d.	9d.
Avonmouth	1/	1/
Manchester	9d.	....
Hamburg	1/	....
Antwerp	1/	....
Leith	1/4½	....
Dublin	1/7½	1/3
Belfast	1/6	1/4½
Cardiff	1/3	....
Rotterdam	1/3	....

principally for small lots, therefore the market is quiet. Berth quotations remain about the same as last week.

Charters:

British schooner J. W. Hutt, 349 tons, from Savannah to Montreal, 8; Universe, time charter for six months, St. Lawrence trade, £725; British steamer Hong Wan, 12,060 tons, from New York to Norkfold and Lemford and Glasgow with general cargo, p. t. late June; British steamer Nymphea, 1,249 tons, from Sicily to New York, fruit; Italian bark Sorrento, 708 tons, from St. John, N.B., to Mediterranean with deals.

A steamer closed last week from New York for Yokohama with 200,000 cases of oil at 21 1-2c.

The advent of the new turbine steamer, which was launched recently at Newcastle, and designed specially for the lake trade of Canada, will no doubt attract special attention, as it will be the first vessel of the kind to be completed for Canadian trade. She will arrive in Montreal early in June, making the trip across from Newcastle under her own steam. Steamship men and shippers are particularly interested, as the Allan Line have already two turbine steamships of this type under way. It is said that if these boats can be made to work successfully, either large or small, it will mean a revolution in the steamship business.

Freights on molasses from Barbadoes are quoted as follows: 110 gallons to Montreal, $3.50; the same quantity to Quebec, $3.15. The reason for the marked difference in freights from Quebec and Montreal is assigned to the fact that schooners come to Quebec under their own sail, while in coming to Montreal they require to be towed, thus increasing the cost very materially.

BERTH QUOTATIONS.

Rates quoted in cents per 100 lbs. ; in sterling per 2,240 lbs.

DESCRIPTION.		Liverpool	Glasgow	London	Bristol	Belfast	Leith	Aberdeen	Dublin	Manchester	Cardiff	Hamburg	Antwerp	Havre	Rotterdam	Quebec to Lond'n
Flour, starch, split peas and oatmeal, in bags..	2240 lb.	5c.	7c.	6c.	9c.	12/6	10/	11/3	13/6	5/	.....	10c.	10/	.....	10/	.....
Oilcake and cotton seed cake	"	5c.	6c.	5c.	9c.	.....	10/	11/3	.....	.....	.....	10	10/	.....	10/	.....
Flake oatmeal, rolled oats, middlings, in bags.	"	5c.	8¾	5c.	9c.	15/	.....	.....	16/	10/	....	10	10/	.....	10/	.....
Lard, beef, pork, tallow and oleo in barrels or tierces..	"	5/3	13/3	13/3	15/	17/6	13/3	15/	18/3	5/3	.....	16	17/6	.....	17/6	.....
Lard in pails and other small packages	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Bacon and boxed meats	"	5/3	13/3	13/3	15/	17/6	13/3	15/	17/6	5/3	.....	16	17/6	.....	17/6	.....
Canned meats and fish	"	5/3	13/3	13/3	15/	.....	13/3	15/	.....	.....	.....	16	17/6	.....	17/6	.....
Cheese in boxes. Condensed milk.	"	20/	25/	25/	25/	25/	25/	25/	20/	.....	.. ..	.....	30/.	.....	30/	.....
Cheese in crocks, in cases	"	25/	30/	30/	30/	25/	30/	30/	25/	25/	.....	.....	35/	.....	35/	.....
Butter, in cases and kegs	"	25/	30/	30/	30/	25/	30/	30/	25/	25/	.....	.....	35/	.....	35/	.....
Seeds, timothy and clover, in bags	"	1 /	15/	12|6	15/	25/	15/	15/	25/	12/6	.....	20c.	12/6	.. ..	12/6	.....
Seeds, blue and other grass, in bags	"	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Leather, black and other, in heavy bales and bundles	"	15/	21/	2(/	20/	25/	.....	.....	25/	15/	.....	30/	30/	.....	30/	.....
Leather, rough sole, and split, in rolls and bales	"	20/	31/6	25/	25/	25/	.....	.....	25/	20/	.....	35/	35/	.....	35/	.....
Pot and pearl ash, No 1 asbestos and mica	"	7/6	10/	10/	12/6	12/6	.....	.....	16/6	7/6	.....	12/6	12/6	.....	12/6	.....
Maple and elm blocks and squares	"	8/	12/6	11/3	12/6	17/6	.....	.....	17/6	8/	.....	.....	13/9	.....	13/9	.....
Heavy lumber—oak, elm, birch and maple	"	8c.	16c.	14c.	12/6	17/6	.....	.....	17/6	8/	....	15c.	13/9	.....	13/9	.....
Weight (coarse)	"	7/6	12/6	10/	12/6	12/6	12/6	12/6	12/6	7/6	.....	12/6	12/6	.....	12/6	.....
Radiators and similar castings	"	7/6	12/6	12/6	12/6	17/6	.....	.....	17/6	7/6	.....	.....	12/6	.....	12/6	.....
Seed, peas and beans, in shipper's bags	"	6/3	10/	10/	20/	12/6	10/	12/6	13/6	.....	.....	.....	15/	.....	15/	.....
Measurement (coarse)	40 cb. ft	8/9	15/9	.....	12/6	12/6	15/9	15/9	12/6	8/9	.....	12/6	12/6	.....	12/6	.....
Measurement (fine)	"	20/	21/	.....	20/	20/	21/	21/	20/	20/	.....	20/	20/	.....	2(/	.....
Woodenware, etc	"	8/9	10/6	.....	12/6	12/6	12/6	12/6	12/6	8/9	.....	12/6	12/6	.....	12/6	.....
Furniture, etc	"	10/	13/1½	.....	12/6	12/6	.....	.....	12/6	8/9	.....	.....	.....	.....	.....	.....
Implements etc	"	10/	10/6	.....	12/6	12/6	.....	.....	12/6	10/	.....	12/6	.....	.....	.....	.....
Eggs, in cases or barrels	"	.....	.....	..	.....	15/	.....	.....	15/	.....	.....	.....	.....	.....	.....	.....
Apples, flour	Barrel	.....	3/	.....	.....	3/	.....	.....	3/	2/6	.....	....	.....	.....	.....	...
Apples and other green fruit, in boxes	40 cb ft	15/	15/9	15/9	17/6	20/	.....	.....	20/	12/6	.....	.....	17/6	.....	17/6	.....
Smalls, of less than ¼ ton wt. or msmt	each	10/	10/	10/	10/	10/	.....	.....	10/	10/	.....	10/	10/	.....	10/	..
Grain, in shipper's bags	Quart'r	.....	.....	.....	.....	3/	.....	.. ...	3/	.....	.....	.....	.....	.....	.....	.....

When ocean charges are collectable at port of destination, rates exchanged on basis of $4 80 to £1 stg. When ocean charges are prepaid, rates exchanged on basis of $4 86 to £1 stg.

If freight is offered other than specified above, on which steamship connections are accustomed to quote a weight or measurement rate at their option, prompt replies will be facilitated by giving, when applying for rate, the relative weight and measurement of the merchandise.

TELEPHONE { MAIN 125 " 467

Wm. McCann Milling Co.

MILLERS
AND GRAIN DEALERS

192 King Street East
TORONTO.

FLOUR FEED CEREALS

Place a Trial Order with Us for a Full Line of Our Goods.
QUALITY UNEXCELLED. SATISFACTION GUARANTEED.

Ontario Winter Patents,
Manitoba Blends,
Pure Manitoba.

Rolled Oats (Standard and Granulated)
" Barley, Oatmeal,
" Wheat, Pot and Pearl Barley
Wheatlet, Farina, Split Peas.

"Matchless" Feed.

THE G. CARTER, SON & CO., Limited.
ST. MARYS, ONTARIO.

RICE

Fancy Carolina Head Fine Bold Javas Imported Japans
Extra Quality Rangoons Polished Patnas

WARREN BROS. & CO.,
35 and 37 Front Street East, - TORONTO.

MOLASSES

New Crop 1904
Barbados.

We have just landed a small lot of the above which is very choice No. 1 quality. We can offer it at a low price. Send for sample.

The Dominion Molasses Co.,
Limited
HALIFAX - - - - NOVA SCOTIA.

Dutch Chemical Works
AMSTERDAM.

EXCEPTIONAL VALUE FOR THE GROCERY TRADE

SPECIAL OFFERS
Recommend Themselves.

WE OFFER OUR MAGNIFICENT

"Butterfly Brands"

	¼-lb.	½-lb.	1-lb.
COFFEE and CHICORY per doz tins.....	2/3	4/–	7/–
PURE DUTCH COCOA per doz. tins.	4/3	8/–	15/–

Goods delivered, freight paid, to any Canadian port, duty not included. TERMS: Cash with order.

The COFFEE and CHICORY is packed in cases of one cwt., while the COCOA is supplied in cases of 56 lbs.

SAMPLES FREE ON APPLICATION.

Flour and Cereal Foods

Wheat Outlook in the West.

THE crop report of the C. P. R. just issued shows that a large percentage of the season's acreage in wheat in the Canadian West has been seeded. In a dozen districts sowing has been completed, while the average in others runs from 85 to 90 per cent.

F. O. Dowler, secretary of the Northwest Grain Dealers' Association, says the growth of wheat is in advance of that during the same period last year. He does not expect the wheat acreage will be greatly in excess of that of 1903, but the total acreage will be increased by other grains such as oats and barley. Other estimates make the increase in acreage about 10 per cent., which would mean 240,000 acres more under wheat in the Province of Manitoba alone.

G. W. Hastings, of Winnipeg, manager of the Lake of the Woods Milling Company, speaking of the western crop outlook, says the late season is certain to cut down the increase in the wheat acreage in Manitoba and the Territories, which from present indications will not be more than from five to ten per cent. While there is a good deal of new ground under cultivation, the amount of water in the fields has prevented many portions of the old land from being used.

In speaking of the wheat available in the West at the present time, Mr. Hastings states that there are still two million bushels in farmers' hands outside the elevators, and that the old wheat which will be exported during the present season will be considerably above the usual estimate, which is 2,500,000 bushels.

It has been contended that the district lying between Winnipeg and Port Arthur is unsuited to grain raising. This illusion has, however, been pretty thoroughly dispelled by facts. Sir William Van Horne is the owner of a 5,000 acre stock farm at East Selkirk. Three years ago he tried the experiment of wheat-raising and last year succeeded in shipping three cars of wheat, of 80,000 pounds each. It is predicted that much wheat will be raised and marketed from this section of the West in the years to come.

Orange Meat Coupons.

THE Frontenac Cereal Company of Kingston and Toronto have inaugurated the popular system of distributing coupons with every box of their "Orange Meat." On presenting these coupons at the International Brokerage Company, Toronto, which is the distributing agency for the Frontenac Cereal Company, they are redeemable in valuable premiums.

The following is a list of towns in Canada from which "Orange Meat" coupons were received by the International Brokerage Company, Toronto, in a single day, namely, May 9.

Hamilton, Bridgeburg, Waterloo, Shelburne, Vinemount, Toronto, Steelton, St. Thomas, Brisbane, Stratford, Uxbridge, Wilton, Trenton, Wallaceburg, Belleville, Mitchell, Milton, Kingston, Newboro', Brockville, Claremont, Wheatley, Perth, Speedside, Bowmanville, Berwick, Glencoe, Dunnville, Toronto Junction, Rat Portage, Holmesville, Westboro', Amigari, Simcoe, Oakville, Merrickville, Napanee, Westbrooke, North Williamsburg, Niagara Falls South, St. Catharines, Northport, Woodbridge, Bailieboro', Sunbury, Carleton Place, Galt, Burlington.

Montreal, Baie St. Paul, Richmond.

St. John, Moncton, Bathurst, Milltown, Fredericton.

Halifax, Sydney, Yarmouth.

Alexander, Winnipeg, Belmont.

Strathcona, Calgary.

Victoria, Nanaimo, Lawyer's Island, Light House.

Notes.

A grain elevator will be erected at Collingwood with a capacity of 1,000,000 bushels. The structure will be of steel and concrete.

The Conestogo flour mills at St. Jacob's, Ont., have been destroyed by fire. The loss is estimated at $12,000, of which $8,000 is covered by insurance.

Mr. A. H. Wagner, of the firm of Wagner Bros., until recently dealers in grain at Plum Coulee, Manitoba, has moved to Winnipeg.

WEST INDIAN SUGAR CROP.

It seems to be the general opinion among the West Indian planters and shippers that the present season's sugar crop will not go to the United States. They claim that the prices will be much better in Canada and Great Britain than in the United States. The reason for this they attribute to the treaty with Cuba.

First of all

IS —WHAT ABOUT THE SOAP?

Mrs. Dooley's

LAUNDRY

SOAP

equal to or better than other soaps?

It is with all certainty **better than** any other soap on the market.

AND THE PRICE IS LESS.

Two excellent reasons for the grocer's favor.

Order a box, if you are interested, from your wholesale grocer.

THE Metropolitan Soap Co. LIMITED TORONTO.

They are NOT all alike.

The difference when

Orange Meat

is tried, is at once apparent. Orange meat is a breakfast food flavored with honey. It is highly appetizing.

The 25 cent package

holds about 2½ times the quantity of the common 15c. package, —and pays the grocer an even 25 per cent.—something no other package cereal does.

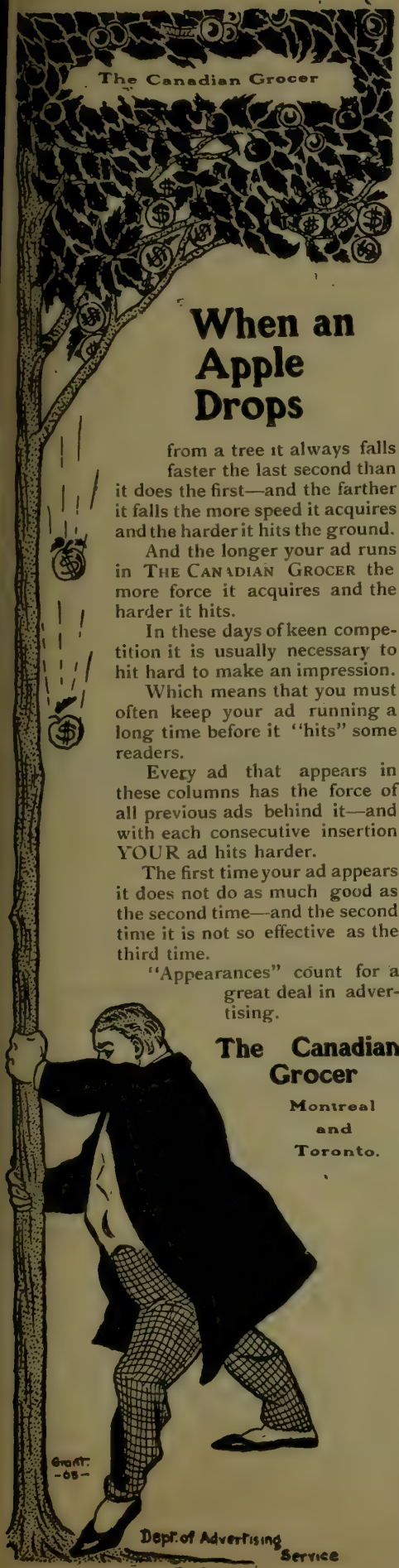
Sell it.

Get it from your wholesale grocer.

$4.00 the case—20 pkgs, Freight paid on 5-case lots.

THE FRONTENAC CEREAL CO., Limited

43 Scott St., Toronto.


The Canadian Grocer
When an Apple Drops
from a tree it always falls faster the last second than it does the first—and the farther it falls the more speed it acquires and the harder it hits the ground.
And the longer your ad runs in THE CANADIAN GROCER the more force it acquires and the harder it hits.
In these days of keen competition it is usually necessary to hit hard to make an impression.
Which means that you must often keep your ad running a long time before it "hits" some readers.
Every ad that appears in these columns has the force of all previous ads behind it—and with each consecutive insertion YOUR ad hits harder.
The first time your ad appears it does not do as much good as the second time—and the second time it is not so effective as the third time.
"Appearances" count for a great deal in advertising.
The Canadian Grocer
Montreal and Toronto.
Dept. of Advertising Service

MANUFACTURERS' AGENTS AND BROKERS.

TORONTO.

W. G. PATRICK & CO.,
AGENTS AND IMPORTERS.
29 Melinda St., - TORONTO

W. G. A. LAMBE & CO.
TORONTO.
Grocery Brokers and Agents.
Established 1885

W. H. Millman & Sons
Grocery Brokers
37 Yonge Street, = Toronto, Canada
Send us your Business
AGENTS FOR
C. CERONI, Patras,
INGERSOLL PACKING CO., Ingersoll,
OLD HOMESTEAD CANNING CO., Picton,
ONTARIO SUGAR CO., Berlin,
ROYAL CROWN SOAP CO., Winnipeg,
TILLSON CO., Tillsonburg.
Get our Prices for CHEESE, BEANS, etc.
REFERENCES
BRADSTREET'S OR DUN'S IMPERIAL BANK
Any wholesale grocery house in Ontario.

CALGARY.

CALGARY
is now the great Western
WHOLESALE and DISTRIBUTING CENTRE.
Consign your goods **to us.** We will **Reship and Distribute** them for you.
Our large **track Warehouse** where you can place your goods on **Storage** is also at your disposal.
Increase your trade.
Appoint us your Representatives.
We are in direct touch with all the **Wholesalers** from **Winnipeg** to the **Coast.**
Correspondence Solicited.
NICHOLSON, BAIN & JOHNSTON
Wholesale Commission Merchants and Brokers.
CALGARY, ALBERTA.

STRONG DURABLE LIGHT

POROUS AND CHEAP
The FOSTER POTTERY CO.
HAMILTON, ONT. Limited

WINNIPEG.

Dingle & Stewart
WINNIPEG, - - CANADA.
COMMISSION BROKERS.
Excellent Storage Accomodation.
Consign Your Cars to Us.

PRICE, CHAMBERS & CO.
SUCCESSORS TO
CAMERON, GORDON & CO.
Wholesale Commission Agents
WINNIPEG.

EASTERN MANUFACTURERS
—AND—
SHIPPERS.
All **EYES** are turned on
MANITOBA AND THE WEST.
WE
Represent some of the leading houses in
CANADA and the U.S.
INCREASE YOUR TRADE. WRITE US.
NICHOLSON & BAIN, WINNIPEG,
Wholesale Commission Merchants and Brokers.

BRANDON.

THE WILSON COMMISSION CO., Limited
BRANDON, MAN.
Commission Brokers, Storage.
Correspondence Solicited.
If you have any snaps let us hear from you.

40 HIGHEST AWARDS
In Europe and America
Walter Baker & Co. Ltd.
The Oldest and Largest Manufacturers of
PURE, HIGH GRADE
COCOAS
AND
CHOCOLATES

Trade-mark.

No Chemicals are used in their manufacture.
Their **Breakfast Cocoa** is absolutely pure, delicious, nutritious, and costs less than one cent a cup.
Their **Premium No. 1 Chocolate**, put up in **Blue Wrappers and Yellow Labels**, is the best plain chocolate in the market for family use.
Their **German Sweet Chocolate** is good to eat and good to drink. It is palatable, nutritious, and healthful; a great favorite with children.
Buyers should ask for and make sure that they get the genuine goods. The above **trade-mark** is on every package.
Walter Baker & Co. Ltd.
Established 1780.
Dorchester, Mass.
Branch House, 12 and 14 St. John St., Montreal

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR RETAIL MERCHANTS.

Tobacco Monopoly in Austria.

THE manufacture and sale of tobacco is a State monopoly in Austria which nets the national treasury over $27,000,000 a year. The Government purchases the raw material, manufactures it into cigars, cigarettes, smoking tobacco and snuff, and sells to the consumer through licensed agents, who receive a fixed commission—averaging about 10 per cent.—on the proceeds of their sales.

The prices are uniform throughout the empire. There are in all fourteen brands of domestic cigars and eleven brands of cigarettes, the prices of the former ranging from 0.6 cent to 3.6 cents and those of the latter from 0.2 cent to 1.2 cents. Of smoking tobacco the State manufactures twenty-six varieties, which are sold at from 18 cents to $2.80 a pound. This tobacco is usually put up in packages containing from one to six ounces. The Government factories produce, furthermore, no less than twenty-seven different kinds of snuff. This commodity is also put up in similar packages. Common snuff is sold at the rate of 28 cents and the best quality at the rate of 74 cents per pound.

Since chewing is not a popular habit in Austria, the State manufactures but two kinds of chewing tobacco—both of the twist variety. This tobacco is especially cheap, twists weighing 1 3-4 ounces costing only 1.2 and 1.8 cents, respectively.

In the sale of all the various products of tobacco, the State adheres strictly to the post-office principle of allowing no discounts on large sales. Whether the consumer buys one cigar or a hundred, an ounce or a pound of snuff, the rate is the same.

The total amount spent for tobacco during the year 1902 was $44,574,000, or about $1.16 per capita. The amount expended by the State for raw material, salaries, wages, commissions, etc., was $16,922,000. The State manufactured in its thirty factories 1,307,000,000 cigars, 3,114,000,000 cigarettes, 526,756,000 pounds of smoking tobacco and 30,062,560 pounds of snuff.

Hints to Retailers.

WEIGHING PLUG TOBACCO.

After receiving a parcel of plug tobacco, it is always wise to take the tins out of the caddies, and weigh them separately. Very often evaporation is responsible for bringing the net weight considerably below that marked on the caddy, and it is always advisable to carefully check the weights before passing invoices.

MOISTENING DRY TOBACCO.

When plug tobacco has become dry by exposure to the air, the following remedy will usually prove effective: Steep a cloth in a solution of rum, sugar and water, wring out and wrap round the tobacco for some hours. A few applications of this will usually bring the driest tobacco back to its requisite moisture.

MIND THE ASHES.

Don't let your customer blame your brand of cigars because he doesn't know how to smoke them. Some men take considerable trouble to keep a lighted cigar free from ash, and will be constantly knocking the ash off. This is a mistake, as the ashes on the end of a cigar help to retain the flavor. Then the constant knocking often breaks the outside "wrapper," and this also spoils a good smoke.

Winnipeg Tobacconists Object.

The tobacco interests of Winnipeg are objecting strongly to the proposed amendment to the by-law regulating the sale of cigarettes and tobacco. This amendment calls for a license fee of $500, instead of $10 now charged.

Notes.

The McAlpin Consumers' Tobacco Company, Toronto, have had inquiries from a firm in Jamaica, wishing to obtain an agency for their tobacco.

J. M. Siegel, foreman of the cigarette department of the Tuckett Tobacco Company, is dead.

THE PIPE SMOKER'S FAVORITE—

Meerschaum

CUT SMOKING TOBACCO.

Sold by all Wholesale Houses.

Popularize your store and make money by selling

CURRENCY

Plug Chewing Tobacco.

THE ESTABLISHED FAVORITE.

A Sure Thing that pays over 50%

CIGARS.—Cigars bought from us. Cigars that we manufacture carry with them and in them our word of honor that they are not excelled, price for price, by any other Cigars made. We give "money back" pledges with our Cigars.

Hundreds of men smoke hundreds of Cigars daily where you live. These men help your bank account if you keep the right sort of Cigars. You know our Standing Offer, do you not?

J. BRUCE PAYNE, Limited, Mnfrs.
GRANBY, QUE.

T & B

An All-Round Tobacco
SMOKING
10-cent size best seller.

GEO. E. TUCKETT & SON CO.,
Limited,
HAMILTON, ONT.

W. B. Reid & Co.

Wholesale Tobacconists,

58 Yonge St., TORONTO.

The Erie Tobacco Company
WINDSOR, ONTARIO.
T. J. HORROCKS, Wholesale Distributor, TORONTO

SYMBOL

10c. Cigar

A success from the start.

STOCK IT.

Manufactured by

T. J. Horrocks,
176 KING ST. EAST, TORONTO.

The Chamberlain Cigar

The best value in Canada! Sold the world over! It will help your trade tremendously! Order a sample lot to-day!

SAVE THE BANDS AND RETURN THEM TO

J. M. FORTIER, Limited
MONTREAL.

MANUFACTURERS OF
Cigarettes and Cut Tobaccos

BRANDS

Smoking—
Tonka,
Solid Comfort,
Pinchin's
Hand-Made.

Chewing—
British Navy,
King's Navy,
Beaver,
Apricot.

UNION MADE

We Value the Service of the Grocer

and reward it by providing a good profit for him in the making of our tobaccos.

That our tobaccos are well liked by those who use tobaccos has abundant proof—a convincing one is to see our busy and large and expanding factory.

McAlpin Consumers Tobacco Co., LIMITED.
TORONTO.

Egypt's Cigarette Trade

THE many apprehensions existing as to the source of many of the so-called Turkish cigarettes and as to the origin and quality of the materials used, have induced the Egyptian Government to compile the following figures with special care:

The tobacco and cigarette industry of Egypt is regarded as of such importance that in tabulating the export and import returns, leaf tobacco and cigarettes are stated separately, while all other kinds of merchandise are consolidated in a single class. The total imports of tobacco during the calendar year 1903 amounted to 15,182,323 pounds, valued at $3,029,245. The amount imported in 1902 is not stated, but the value is given at $3,015,670, showing an increase for 1903 of $13,575. The exports of cigarettes, which constitute the only tobacco product separately reported, aggregated 1,168,640 pounds, valued at $2,076,475. The value of the exports in 1902 was $2,149,680, showing a decrease during 1903 of $73,205. From these figures it appears that Egypt consumes all but about 8 per cent. of her importations of leaf tobacco.

The reputation which Egyptian cigarettes enjoy in well-informed quarters as being manufactured from high-grade Turkish tobacco is sustained by an examination of the detailed import figures, from which it appears that of the total of 15,182,323 pounds imported, nearly one-half, or 7,355,211 pounds, came from Turkey. This tobacco was invoiced in the country of origin at $1,701,485, or about 23c per pound. It is probable that the actual imports of Turkish tobacco are much larger than stated, for the reason that considerable quantities are annually shipped from Turkey to Grecian ports, and thence transhipped to other ports on the Mediterranean Sea. This fact is reflected in the figures shown in this summary, from which it appears that there were imported into Egypt from Greece in 1903 no less than 4,954,087 pounds, valued at $675,550. It would seem, therefore, that about 80 per cent. of the total imports of tobacco into Egypt are brought in, directly or indirectly, from Turkey.

The following table shows the imports of leaf tobacco in detail by countries of origin:

	Pounds.	Value
Great Britain	96,555	$25,170
British Mediterranean possessions	47,746	20,740
British Oriental possessions	5,698	2,560
Germany	10,714	4,000
United States	20,904	6,025
Austria-Hungary	1,053,221	251,620
Belgium	4,107	1,955
Bulgaria	608,410	152,110
China and Orient	431,833	98,145
Spain	198	95
France	2,521	690
French Mediterranean possessions	250	55
Greece	4,954,088	675,550
Holland	12,031	5,635
Italy	26,140	12,355
Persia	413,402	46,975
Roumania	45,350	10,315
Russia	7,744	1,755
Switzerland	25,069	11,965
Turkey	7,355,211	1,701,485
Other countries	176	45
Total	15,182,323	$3,029,245

The great bulk of cigarettes exported from Egypt go to Germany, which last year imported 536,355 pounds, valued at $975,200, out of a total of 1,168,638 pounds, valued at $2,076,475. Great Britain was the next largest purchaser, taking 215,094 pounds and the British possessions in the Orient absorbed 152,781 pounds. Austria took 73,913 pounds, but no other country imported more than half as many.

Following are the exports of cigarettes in 1903 in detail:

	Pounds.	Value.
Great Britain	215,094	$351,040
British Mediterranean possession	6,349	11,555
British Oriental possessions	152,781	277,790
Germany	536,355	975,200
United States	13,666	24,840
Austria-Hungary	73,913	134,375
Belgium	22,316	40,575
China and Orient	34,535	62,775
Denmark	772	1,545
Spain	1,212	2,010
France	36,205	65,830
French Mediterranean possessions	794	1,595
Greece	536	1,080
Italy	9,040	20,640
Massawah	97	185
Portugal	404	740
Russia	242	450
Sweden and Norway	8,540	55,535
Switzerland	15,460	28,100
Turkey	6,195	3,870
Other countries	400	300
Total	1,168,640	$2,076,475

Tobacco Exports for 1903.

The principal exports of tobacco from Canada are in the shape of tobacco stems and cuttings, which are exported principally to Germany, where they are manufactured into cheap cigars, etc. Owing to the relative cheapness of labor in Germany the manufacture of cheap lines of cigars pays, whereas it cannot even be exploited in Canada. British Guiana, Newfoundland, Belgium, Germany, Holland, St. Pierre, Spanish Africa and the United States, also take considerable quantities of Canadian stems and cuttings, the total exports in 1903 being 540,980 lbs., valued at $28,755.

Canada's exports of all other tobaccos in 1903, with the exception of comparatively small quantities of cigars and cigarettes, amounted to 209,655 lbs., valued at $102,828. These went to Great Britain, Australia, British Africa, British Guiana, Newfoundland, Belgium, France, Germany, St. Pierre, and the United States.

GROCERS!

JUST IN LAST WEEK

OUR NEW UNION BRAND ECHO 5 CENTS EACH.

Equal to most so-called 10c. Cigars.

THE W. H. STEELE CO, LIMITED
Importers and Wholesale Tobacconists.
40 Scott St., - - TORONTO
'Phone, Main 1987.

Should be in the mouth of every smoker. What? a

McDougall Scotch Clay Pipe

Be sure and ask for it, and see that you get it.

D. McDougall & Co., Glasgow. Scotland.

Dutch Imports and Exports.

THE following statistics represent the totals of tobacco and cigars exported, imported and consumed by Holland during 1903. The total importations of tobacco and cigars to Holland amounted to 164,126,088 pounds, of which 81,048,512 pounds were landed at Amsterdam and 83,077,576 pounds at Rotterdam. America furnished 28,484,446 pounds and the Dutch East Indies 81,886,246 pounds. For domestic consumption there was imported American leaf to the amount of 20,892,332 pounds, a slight increase over the amount in 1902, which was 19,117,496; of this 7,470,152 pounds came by way of Amsterdam and 10,261,824 by Rotterdam.

Imports of European tobacco amounted to 7,810,716 pounds, of which all but 39,672 pounds came from Prussia. Java supplied 15,026,872 pounds for domestic consumption against 12,723,692 pounds in 1902, of which 8,644,088 pounds came through Amsterdam and 5,953,004 pounds through Rotterdam. All other countries supplied 11,535,736 pounds in 1903 against 11,793,604 pounds in 1902.

The total exports amounted to 140,789,316 pounds, of which 76,888,744 pounds were exported from Amsterdam and 51,569,192 pounds from Rotterdam. The heaviest exportation was to Prussia, which took 74,620,828 pounds.

THE KNOCKER AND HIS SAD TALE ABOUT THE FOOL GROCERS

By Knock M. Hard.

I MADE a little trip into the country this week to see if I couldn't get me a rabbit or two, and while up there I dropped into a grocery store in the town where I was staying. It's hard to get out of this grocery habit when once you get it, so I just naturally drifted in and began to compare notes with the groceryman. He told me a sad tale about a cut-price fellow that had played havoc with the grocers of that town while he lasted.

This fellow blew into town one day, rented a good store building, put up a sign that said: "Wilberforce & Company, Wholesale and Retail Grocers for Cash." In a few days a new stock of goods came in by freight. Part of it was from St. Louis, part from Chicago and part from Hannibal, Mo. When he got the stock assigned, "Mr. Wilberforce" got out a lot of dodgers and put an ad. in the town paper, and the way he cut the price of groceries would have made a patent feed-cutter sick with envy. The man who was telling the tale to me found his business on the dead run over to "Wilberforce & Co." and he talked it over with himself—mind you, with himself—and concluded there was nothing for it but to meet the prices. He did not go over and talk it over with his neighbors, but just with himself. Then his neighbors, the other grocers in town, they talked it over with and by themselves, and they each concluded to do the same thing. The result was that groceries were selling in that town at a closer price than you could buy them from a wholesale grocery house for spot cash, and they do tell me that's mighty cheap these days.

The result was that the whole town began to roast the old-time grocers. "A lot of robbers" they called them. "Been charging us four prices for our groceries for ten years and now when they have got a decent, nice competitor, that's honest, they come down to where prices ought to be. We'll do our business with Mr. Wilberforce." And so they did, and the grocers of that town looked sick for a while. One morning there was a new face over at Wilberforce & Co.'s store and Wilberforce himself was not to be found. On the front door there was a card that said: "Wilberforce & Co. have sold this stock of groceries to the undersigned." The undersigned was a man who had been running a coal and wood yard when he wasn't trading horses. Three or four days after a couple of strangers dropped into town and asked around for "Mr. Wilberforce." They really seemed to want him, and when somebody told them that he had sold out his store and could not be found, they looked as if their poorest friend had died and made both of them guardians for his nine children. Well, the upshot of it all was that they turned out to be credit men from Chicago houses, and when they told the story about "Mr. Wilberforce" having bought his stock on credit and then sold it out to the wood and coal man without notifying his creditors, the merchants of the town understood how "Mr. Wilberforce" could sell groceries at less than cost.

This is a pretty hard story of itself, but it is not all of the story. The wholesale people lost all their money because the coal and wood man had a bill of sale for the stock. The toughest part of the whole thing was, however, that the fool grocers of that town had got so in the habit of selling goods at cost while Wilberforce was in the field that they did not know how to get back again to respectable profits, and when I was there every one in the lot was trying to run every other one in the lot out of town by selling sugar twenty-four pounds for a dollar, and other things in proportion. What do you think of that? I talked to two or three of the grocers around there and told them what they were doing to themselves, and I got them to agree to get together and talk it over and see if they couldn't stop being lunatics. The rabbits ran short and I had to come home, but I think those folks will gain some sense.

Now, there is a moral in all this, namely, that the country ought to have a law that would compel the retailer to give five or ten days' notice to his creditors before he could legally sell out his stock in bulk. That kind of law would hurt no honest man, and it would protect honest merchants against those rascals who move into a town, start a store, ruin the business of every other merchant in that town and then sell out to some innocent party or to a confederate.

A NEW AGENCY.

THE premises of Renouf, the bookseller, at 2,238 St. Catherine street, opposite Victoria street, have been transformed into one of the finest modern wine houses in Montreal. The firm of W. & A. Gilbey, wine growers and distillers, known in the four corners of the globe as one of the largest wine and spirit concerns in the world, have opened this store under the management of Mr. Duncan Cameron. This house has 3,038 agents in Great Britain and Ireland, and upwards of 1,000 agents abroad. They certify that their annual sales amount to 15,000,000 bottles. Mr. Cameron, in conversation with The Grocer representative, stated that it seemed almost incredible, when some of the facts regarding the Gilbey house were related. For instance: The Government returns show that they supply every eleventh bottle of wine and every thirty-fourth bottle of spirits consumed in the United Kngdom. They pay to the British Government about $50,000 a week excise duty. They have their own distilleries at Glen Spey, Morayshire, Scotland, and Strathmills, Keith, Banffshire, Scotland, which enables them to export the finest Scotch whiskies at lowest rates. Having their own distilleries, they have special facilities for exporting their famous gin, "Old Tom," "London Dry" and "Plymouth." They export 147 brands of ports, sherries, clarets and other wines, as well as whiskies, brandies, rums and gins. Mr. "Dun" Cameron, as he is familiarly known in Montreal, is a capable, far-seeing business man. He has the best of social connections, and is known throughout Canada for his sterling social qualities, his enterprise and ability.

GERMAN TRADE AT HOME.

It is said that a million and a quarter sacks of sugar beet seed are produced annually in Germany, constituting at least three-quarters of the world's supply. Of this million and a quarter the Province of Saxony alone contributes 800,000 sacks. The production of sugar beet seed is an occupation separate and apart from that of the production of sugar beets for sugar manufacture. The professional seed growers produce a smaller quantity of sugar beets, while the professional sugar beet growers make no effort to raise beet seeds.

It pays to be particular what you sell. A first-class store soon gets a first-class reputation. A man who sticks to inferior goods is soon lost in the crowd.

There is only one best when it comes to Baking Soda. Every package bearing this trade-mark

is a personal guarantee to all your customers. You run absolutely no risk in selling and recommending it.

JOHN DWIGHT & CO., Manufacturers
TORONTO.

ONE MORE ADDITION

TO CANADA'S ALREADY
Enviable Reputation
FOR MANUFACTURED GOODS

LEES & LANGLEY'S WORCESTERSHIRE SAUCE

No Doubt about it: every grocer should appreciate the opportunity to handle this sauce, it shows a big profit and is guaranteed to please.

Drop us a card to-day, or order from your wholesale house.

AMERICAN COFFEE & SPICE CO.
TORONTO.

Quotations for Proprietary Articles.

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper.
The following are prices of proprietary articles which are supplied by the manufacturers or their agents. For charges for inserting quotations in this department apply to Advertising Manager, THE CANADIAN GROCER, at our nearest office.

May 26, 1904.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes	$4 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 3 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ¼ " "	14 00

W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4 doz.	10c.	$0 85
3 doz.	4-oz.	1 20
3 doz.	6-oz.	1 75
1 doz.	12-oz.	3 50
2 doz.	12-oz.	3 45
3 doz.	12-oz.	3 40
2 doz.	16-oz.	4 45
3 doz.	16-oz.	4 35
1 doz.	2½lb.	10 40
1 doz.	5lb.	19 50

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

JERSEY CREAM BAKING POWDER.

⅛ Size, 5 doz. in case	$0 40
¼ " 4 " "	0 75
½ " 3 " "	1 25
1 " 2 " "	2 25

OCEAN MILLS.

	Per doz.
Ocean Baking Powder, ½ lb., 4 doz.	$ 45
Ocean Baking Powder, ¼ lb. 5 doz.	90
Ocean Baking Powder, 1 lb., 3 doz.	1 25
Ocean Borax, ½-lb. packages, 4 doz.	40
Ocean Cornstarch, 40 pks. in a case	78

Freight paid, 5 p.c. 30 days.

ROYAL BAKING POWDER CO.

Sizes.	Per Doz.
Royal—Dime	$ 1 00
" ½ lb.	1 60
" 6 oz.	2 25
" ¼ lb.	2 90
" 12 oz.	4 50
" 1 lb.	5 75
" 3 lb.	15 50
" 5 lb.	25 50

Sizes.	Per Doz.
Cleveland's—Dime	$ 1 00
" ½ lb.	1 50
" 6 oz.	2 20
" ¼ lb.	2 80
" 12 oz.	4 25
" 1 lb.	5 50
" 3 lb.	15 00
" 5 lb.	25 00

"VIENNA" BAKING POWDER.

	Per doz.
1-lb tins, 4 doz in box	$2 25
½-lb tins, 4 doz in box	1 25
¼-lb tins, 4 doz in box	75

BEE BAKING POWDER.

1-lb. tins, cases 4 doz, per doz.	$2 25

HOME BAKING POWDER, CO., MONTREAL.

Sizes.	Per doz.
2 doz. case ½ lb.	$2 40
1 " 1 lb.	4 75

1 to 5 cases, 5 per cent.
5 to 10 cases, 10 per cent.

EAGLE BAKING POWDER

	Per doz.
Cases of 48-5c. tins	$0 45
" 48-10c. tins	0 75
" 24-25c. tins	2 25
" 48-25c. tins	2 25

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ¼ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes, according to size	0 02 0 10

J. M. DOUGLAS & CO.—Laundry Blues.

"Blueol"—10-lb. boxes containing 50 pkgs., 4 squares each per lb.	15c
"Sapphire"—14-lb. boxes, ¼-lb. pkgs. per lb	12½
"Union"—14-lb. boxes, assorted, 1 & ½-lb. pkgs. per lb.	10

Black Lead.

Reckitt's, per box	$1 15

Box contains either 1 gross, 1 oz. size; ¼ gross, 2 oz.; or ½ gross, 4 oz.

JAMES' DOME BLACK LEAD.

	Per gross
6a size	$2 40
2a size	2 50

Borax.

"Bee" brand, 5 oz., cases, 40 pkgs.	1 40
" " 10 oz., cases, 48 "	2 25
" " 16 oz., cases, 48 "	4 25

EAGLE BORAX.

	Per doz.
Cases of 5-doz. 5c. packages	$0 40
" 5-doz. 10c. "	0 85

Brooms.

UNITED FACTORIES, LIMITED.

	doz. net.
Boeckh's Bamboo Handles, A, 4 strings	$4 70
" " " B, 4 "	4 40
" " " C, 3 strings	4 10
" " " D, 3 "	3 85
" " " F, 3 "	3 55
" " " G, 3 "	3 20
" " " I, 3 "	2 85

Cereals.

Wheat O8, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag	0 12½
Quaker Oats, 2-lb. pkgs., per case	3 00
Tillson's Oats, 2-lb. pkgs., per case	00

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Hygienic, 1-lb. tins per doz.	$6 75
" ½-lb. tins "	3 50
" ¼-lb. tins "	2 00
" fancy tins "	0 85
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50
Perfection, ½-lb. tins, per doz.	2 40
Cocoa Essence, sweet, ¼-lb. tins, per doz.	2 25

BRUNNER, MOND & CO.'S

SODAS

Bicarb
Sal
Concentrated Sal
Caustic

EVERYWHERE KNOWN TO BE THE BEST.

WINN & HOLLAND, Sole Agents for Canada, MONTREAL

H. D. METCALFE, President. C. A. MORIN, Sec.-Treas.
CHAS. J. ANDERSON, Vice-President and General Manager.

The Walkerville Match Co.

LIMITED

WALKERVILLE, ONT.

Manufacturers of

PARLOR and SULPHUR MATCHES

OUR BRANDS:

Parlor—"Imperial," "Best," "Crown," "Maple Leaf," "Knights."
Sulphur—"Club."

SEE OUR PRICES BEFORE BUYING.

Chocolate—	per lb
Queen's Dessert, ¼'s and ½'s	$0 40
" 6's	0 42
Mexican Vanilla, ¼'s and ½'s	0 35
Royal Navy Rock, " "	0 30
Diamond, " "	0 25
" 8's	0 28

Icings for cake—	Per doz.
Chocolate, pink, lemon color, 1lbs.	$1.75
Orange, white and almond, ½-lbs	1.00

Confections—	Per doz.
Cream bars, large boxes	$2.25
" small "	1.35
Chocolate ginger, 1lbs	3.75
" " ½-lbs	2.25
" wafers, ½-lb. boxes	2.25
" " ½-lb. boxes	1.30

FRY'S.

Chocolate—	per lb.
Caraccas, ¼'s, 6-lb. boxes	$0 42
Vanilla, ¼'s	0 42
"Gold Medal," sweet, ¼'s, 6-lb. boxes	0 29
Pure, unsweetened, ¼'s, 6-lb. boxes	0 42
Fry's "Diamond," ¼'s, 14-lb. boxes	0 24
Fry's "Monogram," ½'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ¼'s, 1 doz. in box	2 40
" ½'s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ¼'s, 14-lb. boxes	
" ½'s, 12-lb. boxes	
Epps's Cocoa, case of 14 lb., per lb.	0 35
Smaller quantities	0 37½

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

¼ lb tins,	4½ doz.	to case	per doz.,	$	.90
½ " "	4 "	"	"		2.40
½ " "	2 "	"	"		4.75
1 " "	1 "	"	"		9.00

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.

	Per lb.
Mott's Broma	$0 30

	Per lb.
Mott's Prepared Cocoa, ¼s and ½-boxes	0 28
Mott's Breakfast Cocoa, ½s in boxes	0 40
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caracas Chocolate	0 40
Mott's Diamond Chocolate	0 23
Mott's Navy Chocolate, ½s in boxes	0 27
Mott's Cocoa Nibbs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross	1 00
Mott's Confectionery Chocolate	0 21 0 32
Mott's Sweet Chocolate Liquors	0 20 0 36

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 38
Vanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 27
Breakfast cocoa, ¼, ½, 1 and 5-lb tins	0 43
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 35
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5's, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 56

The above quotations are f.o.b. Montreal.

LOWNEY'S.

Breakfast cocoa—
6-lb. boxes, 12 boxes in case, 1-5-lb. tins. 45c.
6-lb. boxes, 12 boxes in case, ½-lb, tins. 42c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins. 42c.
Sweet chocolate powder—"Always Ready."
6-lb. boxes, 12 boxes in case, ½-lb tins. 32c.

Premium chocolate—
6-lb bxs., 12 bxs. in case, ¼-lb. pkgs. 34c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs. 34c.
6-lb. bxs., 12 bxs. in cose, ½-lb. pkgs. 36c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs. 36c.

Medallion sweet chocolate—
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. 48c.

Milk chocolate—
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. 40c.

Tid-Bit chocolate—
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. 25c.

Vanilla sweet chocolate—
3-lb. bxs. 24 bxs., in case, ½-lb. pkgs. 32c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. 32c.

Diamond sweet chocolate—
6-lb. boxes, 12 bxs. in case, ½-lb. pkgs. 19c.

Condensed Milk.

Anchor" brand, cases 4 doz., per case	$5 00
" evap. cream, cp. 4d. "	4 65

Borden's Condensed Milk Co.

Eagle" brand	$1 50
Gold Seal" brand	1 30
Peerless" brand evaporated cream	1 20

"Reindeer" Brand
Case (4 doz $5.60

Coffee.

"Bee" brand, 1 lb. tins, cases, 30 tins	9 00
" " 2 lb. tins, cases, 15 tins	8 70

THE EBY, BLAIN CO., LIMITED.

In bulk—	Per lb.
Club House	0 32
Royal Java	0 31
Royal Java and Mocha	0 31
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Fancy Bourbon,	0 20
High Grade package goods—	
Gold Medal, 2-lb. tins	0 30
Gold Medal, 1-lb. tins	0 31
Kin Hee, 1-lb. tins	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars	0 30
English Breakfast, ground only 1-lb. tins	0 1?

JAMES TURNER & CO.

	Per lb.
Mecca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.

	Per lb.
"Old Crow" Java	$0 25
" Mocha	0 25
"Condor" Java	0 30
" Mocha	0 30

15-year-old Mandheling Java and hand-picked Mocha 0 50
1-lb. fancy tins choice pure coffee, 48 tins per case 0 20
Madam Huot's coffee, 1-lb. tins 0 31
" " 2-lb. tins 0 30

100 lb. delivered in Ontario and Quebec.

Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" II. 40-lb. boxes	42½c.
" III. 80-lb. boxes	37½c.
" IV. 80-lb. boxes	35c.

S. H. & A. S. EWING'S.

	Per lb
Mocha and Java coffee, in 1-lb tins, 30-lb cases	32
Mocha and Java coffee, in 2-lb tins, 30-lb cases	29

Cheese.

Imperial—Large size jars	per doz.	$8 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	15 00
Small size	"	12 00
Roquefort—Large size	"	2 40
Small size	"	1 40

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co. Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c

Starch Sells

but the **ONLY** Starch that will sell and hold your trade is the old reliable

EDWARDSBURG

OR

BENSON'S.

It's the BEST,
We know it,
You know it,
Your customers know it, **WHY CHANGE ?**

EDWARDSBURG STARCH CO'Y, Limited

ESTABLISHED 1858

53 Front St. East, TORONTO, ONT.

Works: CARDINAL, ONT.

164 St. James St., MONTREAL, P.Q.

Allison's Coupon Pass Book.

$1 00 to 3 00 books	3 cents each
5 00 books	4 "
10 00 "	5½ "
15 00 "	6½ "
20 00 "	7½ "
25 00 "	8 "
50 00 "	12 "

Cane's Clothes Pins.

UNITED FACTORIES, LIMITED.

Clothes pins (full count), 5 gross in case, per case $0 62
doz. packages (12 to a case) 0 75
6 doz. packages (12 to a case) 0 95

Cleaner.

	Per doz.
4-oz. cans	$ 0.90
6-oz. "	1.35
10-oz. "	1.85
Quart "	3.75
Gallon "	10.00

Wholesale Agents.
The Davidson & Hay, Limited, Toronto.

Food.

	Per doz
Robinson's patent barley ½-lb. tins	$1 25
" " " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " " 1-lb. tins	2 25

Gelatine.

	Per gross.
Knox's No. 1 sparkling	$15 00
	Per doz.
" " " 6 doz., at	$ 1 30
" No. 3 acidulated, at	$ 1 50

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant " "	1 85
Other jams	$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.

Pure Fruit Jams—	
1-lb. glass jars, 2 doz. in case, per doz.	$0 95
2½-lb. tin pail, 2 doz. in crate, per lb.	0 06½
5 and 7-lb. tin pails, 8 and 9 pails to crate, per lb.	0 06
7, 14 and 30-lb. wood pails, "	0 06
Pure Fruit Jellies—	
1-lb. glass jars, 2 doz. in case, per doz.	0 95
7, 14 and 30-lb. wood pails, per lb.	0 06
Home Made Jams—	
1-lb. glass jars (16-oz. gem.) 1 doz. in case, per doz.	1 50
5 and 7-lb. tin pails, per lb.	0 09
7, 14 and 30-lb. wood pails, "	0 09

BRAND & CO.

Brand's calf's foot	$3 50
Real turtle jelly	7 75

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" " 100 sticks	0 73
Dulce large cent sticks, 100 in box	....

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.	$ 3 70
3 cases "	3 60
5 cases or more	3 50

Matches.

UNITED FACTORIES, LIMITED. Per case.

Surelight (Parlor)	$3 50
Flashlight (Parlor)	5.75
Kodak (Sulphur)	3 80

WALKERVILLE MATCH CO.

Parlor—	1 case.	5 cases.
Imperial	$5 75	$5 50
Best	3 50	3 25
Crown	1 70	1 60
Maple Leaf	1 90	1 80
Knights	4 75	4 50
Sulphur—		
Club	3 90	3 70

Mince Meat.

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

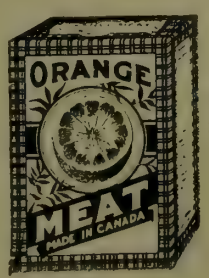
Mustard.

COLMAN'S OR KEEN'S.

D.S.F., -lb. tins, per doz.	$ 1 40
" ½-lb. tins "	2 50
1-lb. tins "	5 00
Durham 4-lb. jar, per jar.	0 75
1-lb. jar	0 25
F. D., ¼-lb. tins, per doz.	0 85
" ½-lb. tins "	1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—	
¼-lb. tins, per lb.	$ 0
½-lb. tins "	0 35
1-lb. tins "	0 32½
4-lb. jars, per jar	1 20
1-lb. jars "	0 35
Old Crow," 12-lb. boxes—	
¼-lb. tins, per lb.	0 25
½-lb. tins "	0 23
1-lb. tins "	0 22½
4-lb. jars, per jar	0 70
1-lb. jars "	0 25



Orange Meat.

Cases, 36 15c. packages ... $4.50
5 case lots ... 4.40 (Freight paid.)
Cases, 20 25c. packages ... 4.00
5 case lots ... 4.00 (Freight paid.)

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand 1-lb. glass	$1 50
" " quart gem jars	3 40

T. UPTON & CO.

1-lb. glass jars, 2 doz. case, per doz.	$ 0 95
Home-made, in 1-lb. glass jars	1 50
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 06

Pickles.

STEPHENS'.

A. P. Tippett & Co', Agents.

Cement stoppers (pints), per doz.	$ 2 30
Corked " "	1 90

Soda.

COW BRAND.

Case of 1-lb. containing 60 pkgs., per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. (containing 96 pkgs.), per box, $3 00.

EMPIRE

"EMPIRE" BRAND.

Brunner, Mond & Co.

Case 120 ½-lb. pkts. (60 lb.), per case, $2 70.

Case 96 10-oz. pkts. (60 lb. case, $2 80.

"MAGIC" BRAND.

	Per case.
No. 1, cases, 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " { 30 1-lb. " / 60 ½-lb. " }	2 75

No. 5 Magic soda---cases 100---10-oz. pkgs.	
1 case	2 85
5 cases	2 75

"BEE" BRAND.

	Per case
"Bee" brand, 8 oz., cases, 120 pkgs.	$2 75
" " 10 oz., cases, 96 pkgs.	
" " 16 oz., cases, 60 pkgs.	

Soap and Soap Powders.

A. P. TIPPET & CO., Agents.

Maypole soap, colors, per gross	$10 20
" " black "	15 30
Oriole soap "	10 20
Gloriola soap "	12 00
Straw hat polish "	10 20

BABBITT'S.

Babbitt's "1776" 100 6-oz. pkgs. $3.50 per box. 5 boxes, freight paid and a half box free.
Babbitt's "Best" soap, 100 bars, $4 10 per box.
Potash or Lye, bxs., each 2 doz., $2 per box.

WM. H. DUNN, AGENT.

Two Lines That Lead.

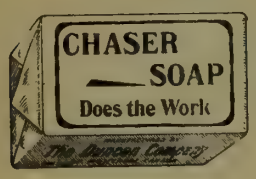
A Vinegar with Advantages.

You want a brand absolutely pure. One which will keep a long time without deteriorating. One known for its delicate aroma and its excellent flavour. **Hill, Evans & Co.** (Worcester, Eng.), produce **the** one. A Malt Vinegar which is unapproached by any other for these essential properties. A Vinegar you may always rely upon.

Quinine Wine with a Reputation.

Robert Waters' Quinine Wine enjoys a 50-year reputation as the finest tonic known.

Export Agents—ROBT. CROOKS & CO., Botolph House, Eastcheap London, England.



CHASER SOAP.

1 case	$2 40
5 cases	2 30
10 cases	2 20
20 cases	2 10

5 per cent. 10 days or 60 days acceptance.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. cartons	$ 0 06
No. 1 " " 3-lb. "	0 06
Canada laundry	0 05
Silver gloss, 6-lb. draw-lid boxes	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05½
Benson's enamel....per box 1 25 to	2 50
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 06½
Canada Pure Corn	0 05½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps	0 08½
"Bee" brand, cases, 4 packages	5 00

BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 05
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 06
Barrels, 200 lb.	0 05½
Kegs, 100 lb.	0 05½
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 45 cartons, per case	40
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 05½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 06½
Crystal Maize Corn Starch	
1-lb. packages, boxes 40 lb.	0 06½

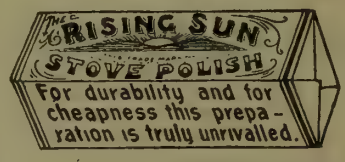
ST. LAWRENCE STARCH CO., LIMITED.
Ontario and Quebec.

Culinary Starches—	
St. Lawrence corn starch, 40 lb	0 06½
Durham corn starch, 40 lb	0 05½
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 06
" 3-lb. cartons, 36 lb.	0 06
" 200-lb. bbl.	0 05½
" 100-lb. kegs	0 05½
Canada Laundry, 40 to 46 lb.	0 05
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 05½

OCEAN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$8 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00

WM. H. DUNN, AGENT.

	pr. dz.
Enameline No. 4, bxs., ea. 3 dz.	0 38
Enameline No. 6, bxs., ea. 3 dz.	0 65
Enameline liquid, bxs, ea. 3 doz.	0 75
Blackene, 5-lb. cans, per lb.	0 10

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

	Per case.
Enamelled tins, 2 doz. in case	$2 40
Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 90
5 " 1 " "	2 35
10 " ½ " "	2 25
20 " ¼ " "	2 10

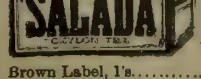
(10 and 20 lb. tins have wire handles.)

"BEAVER" BRAND.

	Per case.
1 gal. tins, square, 6 in case	$4 40
½ gal. tins, round, 12 in case	4 50
¼ gal. tins, round, 24 in case	4 60

SMALL'S BRAND—Standard.

	Per case.
1 gal. tins, square, 6 in case	$4 70
½ gal. tins, round, 12 in case	4 90
¼ gal. tins, round, 24 in case	5 30



Teas.

SALADA CEYLON.

	Wholesale.	Retail.
Brown Label, 1's	$0 20	$0 25
" " ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60

Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c	$0 19
" " ½-lb., " "	0 20
Blue Label, retail at 30c	0 22
Green Label. " 40c	0 28
Red Label, " 50c	0 35
Orange Label, " 60c	0 42
Gold Label, " 80c	0 55

Cases, each 60 1-lb.	$0 35
" " 60 ½-lb.	0 35
" " 30 1-lb.	
" " 120 ¼-lb.	0 36

LUDELLA CEYLON, 1's AND ½'s PKGS.

Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

"CROWN" BRAND.

	Wholesale.	Retail.
Red Label, 1-lb. and ½s	$0 35	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb.	0 19	0 25
Green Label, ½s	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—	
"Condor" III 80-lb. boxes	$0 35
EMD AAA Japan, 40 lb " at	0 36
" AA " 40 "	0 34
Blue Jay, basket fired Japan, 70 lbs.	0 30
"Condor" IV 80-lb. "	0 32½
" V 80-lb. "	0 30
" XXXX 80-lb. boxes	0 25
" XXXX 30-lb. "	0 26
" XXX 80-lb. "	0 22½
" XXX 30-lb. "	0 23½
" XX 80-lb. "	0 20
" XX 30-lb. "	0 21
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 28½

Black Teas—"Nectar" in lead packets	
Green Label.....retails	0 26 at 0 20
Chocolate Label. "	0 35 at 0 25
Blue Label. "	0 50 at 0 36
Maroon Label "	0 60 at 0 45
Fancy tins—Chocolate, 1-lb.	0 32½
" " —Blue, 1-lb.	0 42½
" " —Maroon, 1-lb.	0 50
" " —Maroon, 1-lb.	1 50

"Condor" Ceylon black tea in lead packets	
Green Label, ¼s, ½s and 1s, 60-lb. cases.....retail	0 25 at 0 20
Grey Label, ¼s, ½s and 1s, 60-lb. cases.....retail	0 30 at 0 23
Yellow Label, ½s and 1s, 60-lb. cases.....retail	0 35 at 0 26
Blue Label, ¼s, ½s and 1s, 50-lb. cases.....retail	0 40 at 0 30
Red Label, ¼s, ½s and 1s, 50-lb. cases.....retail	0 50 at 0 34
White Label, ¼s, ½s and 1s, 50-lb. cases.....retail	0 60 at 0 40

Black Teas—"Old Crow" blend—	
Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1 per lb.	0 35
No. 2 "	0 30
No. 3 "	0 25
No. 4 "	0 20
No. 5 "	0 17½

LIPTON'S TEA (in packages).

Color of Label.	1 lbs. & ½ lbs. per lb.	Sold ¼ lbs. per lb.	5 lbs. for per lb.
Ceylon-India, Ex. oh'st A Yellow	45	47	70
" " " B Red	40	42	60
" No. 1 O Pink	35	37	50
" 2 O Orange	28		40
" 3 O L. Blue	22		30
4 O L. Green	20		

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 3½s, 5s. and 10s.	$0 39
" Amber, 8s. and 3s.	0 60
Chewing—Stag, bars, 10½oz.	0 43
" Bobs, 5½s. and 11s	0 44
" " 10½ oz. bars, 6s.	0 44
" Currency, 12 oz. bars, 12s.	0 47
" " 6½s. and 12's.	0 47
" Old Fox, narrow, 12s.	0 47
" Snowshoe, 14½oz b'rs, sp'c'd 6½	0 51
" Pay Roll, 7s and 6½s.	0 53
" Fair Play, 8s. and 13s.	0 53

Vinegars.

E. D. MARCEAU, Montreal. Per gal.

EMD, pure distilled, highest quality	$0 30
Condor, pure distilled	0 25
Old Crow	0 20

Special prices to buyers of large quantities

GRIMBLE'S MALT.

Bulk, ½-casks, 25 gals.	$5 45	$10 90
" casks, 60 "	10 25	22 40
Bottles, cases, 3 doz.	3 25	4 40

Washing Powder.

FAIRBANK'S GOLD DUST.

Five cases assorted—	
24 25c. packages	$4 65
100 10c. "	7 [illegible]
100 5c. "	3 [illegible]

Freight prepaid.

Cane's Woodenware.

UNITED FACTORIES, LIMITED.

	Per doz.
Washboards, Victor	$1 35
" Crown	1 45
" Improved Globe	1 60
" Standard Globe	1 70
" Original Solid Globe	2 00
" Superior Sld. Bk. Globe	2 15
" Jubilee	2 10
" Pony	0 95
Diamond King (glass)	3 10
Tubs, No. 0	10 50
" " 1	8 50
" " 2	7 50
" " 3	6 50
Pails, No. 1, 2 hoops	1 75
" "	1 50

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case	$1 65
Gillett's cream yeast, 3 doz.	1 05
Jersey cream yeast cake, 3 doz. 5c.	1 00
Victoria " " 3 doz. 5c.	1 00
" " " 3 doz. 10c.	1 90

GOOD Grocers are they that dignify their calling by supplying the best class of goods.

Our appeal is made to just such grocers.

Dr. Laing's Cream Sauce.	Bromley's Coffee Essence.	Cerebos Salt.
The best Table Sauce in the world—conceded so in England; yet retails at popular prices.	A line that sells well during the Summer — strong, pure, perfect. Sells at popular prices.	A Table Salt with nutritive and digestive properties of unique merit. Is used by the nobility of England.

These are lines the GOOD grocer should stock.

SEND FOR PRICE LIST.

W. G. PATRICK & CO.

SOLE CANADIAN AGENTS. 29 Melinda Street, TORONTO.

"ACME" TABLE SALT

Ask your wholesale grocer for it. Put up in 24 2-lb. cartoons in a case, and in 50-lb. box.

TORONTO SALT WORKS, Toronto, Ont

THE PEOPLE OF

JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.

BASKETS

We make them in all shapes and sizes. We have

Patent Strawboard Berry Box
Grain and Root Baskets,
Clothes Baskets,
Butcher Baskets,

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE . . .

Oakville Basket Co.

Oakville, Ont.

You are Interested in Something.

Why not get the best items that are printed on the subject.

We read and clip thousands of newspapers every week — therefore we can equip you **speedily** and **economically** for a debate, speech, lecture, essay or anything else requiring up-to-date information and more of it than your competitors are likely to get.

Terms—100 Clippings,	$ 5.00
250 "	12.00
500 "	22.00
1,000 "	40.00

Send for our Booklet which fully explains the scope of the clipping industry.

We have also lists of firms in every branch of trade in the Dominion, the professions, club members, society, etc., and we are prepared to address and mail circulars or letters to these at any time.

CANADIAN PRESS CLIPPING BUREAU,

232 McGill Street, MONTREAL, QUE. Telephone Main 1255.

10 Front St. E., Toronto. Telephone Main 2701.

Is Honest Goods and just the Thing on Which to Make or Extend a Business.

McLAREN'S

COOK'S FRIEND BAKING POWDER

The Best Grocers make a point of Keeping it always in Stock.

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WHITE GRANITE

FINEST QUALITY.

PACKED IN ASSORTED CRATES
READY FOR SHIPMENT.

GOWANS, KENT & CO.,
TORONTO and WINNIPEG.
16 Front St. East. Main street.

When you supply your customers with

Wethey's Mince Meat

You impress them with the fact that you handle the best goods—it stimulates trade in other lines.

How is your stock of Wethey's Mince Meat now? Don't you think you had better send in a renewal order?

J. H. Wethey, Limited
ST. CATHARINES, ONT.

Crosse & Blackwell's

Celebrated Candied and Drained Peels.

ORANGE, LEMON, CITRON and MIXED (O. L. & C.)

7-lb. Tins, 7-lb. Wood Boxes and 1-lb. Cartoons.

SPECIALLY LOW NEW SEASON PRICES.

C. E. COLSON & SON, AGENTS, MONTREAL

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

'WELLINGTON'
KNIFE POLISH

JOHN OAKEY & SONS, LIMITED
MANUFACTURERS OF
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England
Agent:
JOHN FORMAN, 644 Craig Street
MONTREAL.

CHAS. F. CLARK, President. CHAS. L. BECKWITH, Secretary.

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, $1,500,000. Offices Throughout the Civilized World.
Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker o mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

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HALIFAX, N.S. HAMILTON, ONT. LONDON, ONT. MONTREAL, QUE.
OTTAWA, ONT. QUEBEC, QUE. ST. JOHN, N.B. TORONTO, ONT.
VANCOUVER, B.C. WINNIPEG, MAN.

THOS. C. IRVING, Gen. Man. Western Canada. Toronto.

CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia.

THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Provision and Food Stuffs Trades of Canada.

VOL. XVIII. MONTREAL AND TORONTO, JUNE 3, 1904. NO. 23.

Robinson's Patent Barley

Sales are increasing all over Canada.
New Buyers are cropping up everywhere.
You cannot afford to be without

ROBINSON'S PATENT BARLEY

Raised on It.

Pineapple Wafer

This is the name of a new biscuit which we have just placed upon the market. As its name implies, pineapple has a prominent place in its make-up. The pineapple is in the form of jelly and a substantial slice of it is laid between two biscuits, the whole imparting a delicious flavor.

Your customers will be sure to like "PINEAPPLE WAFER." Give them an opportunity of trying it.

Christie, Brown & Co., Limited, Toronto and Montreal.

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 27.

ADOLPHE E. SMYLIE, President — HENRY ROWLEY, Vice-Pres't — H. W. PETHERBRIDGE, Sec'y and Treasurer

NATIONAL LICORICE CO.

Successors to
YOUNG & SMYLIE
BROOKLYN, N. Y.
S. V. & F. P. SCUDDER
BROOKLYN, N. Y.
MELLOR & RITTENHOUSE CO.
CAMDEN, N. J.
H. W. PETHERBRIDGE
BROOKLYN, N. Y.
DOMINION LICORICE & NOVELTY CO.
TORONTO, CAN.

Y. & S., SCUDDER, and M. & R. Brands of PURE STICK LICORICE, Acme Licorice Pellets, M. & R. Wafers in bags, Licorice Lozenges, and a full line of Licorice Specialties, including the celebrated soft licorice lines sold under the Company's brands as follows: THE FLEXIBLE LICORICE, THE PLIABLE LICORICE, THE ELASTIC LICORICE.

OFFICE—106 JOHN ST.
106-116 John St., 227-237 Plymouth St., } Brooklyn, N.Y.
Illustrated Catalogue on request.

THE AUER GAS LAMP.

"TURNS NIGHT-TIME INTO DAY-TIME."

New Styles. Lower Prices.

No. 21
100 Candle Power.

Do you want a lamp which won't tire your eyes?

Do you want a lamp which makes sewing or reading a pleasure?

Do you want a lamp which gives more light than half a dozen kerosene ones for less money?

Do you want to sell the best lamp on the market?

THEN WRITE FOR OUR CATALOGUE AND DISCOUNTS.

Every Lamp Guaranteed.

AUER LIGHT CO., 1682 NOTRE DAME ST., MONTREAL.

THE ONLY ESSENCE PRESCRIBED BY THE MEDICAL PROFESSION OF KING EDWARD'S DOMINIONS FOR PURITY AND EXCELLENCE OF QUALITY.

Bromley's Coffee Essence

NO GLUCOSE
NO CARAMEL
NO COFFEE FININGS
used in its manufacture.

WARRANTED under the FOOD AND DRUGS ACTS.

A SURE TRADE WINNER.

THE BEST SAUCE AND THE BEST VALUE IN THE WIDE WORLD.
IT PLEASES THE MOST FASTIDIOUS PALATE.

THE RESULT OF SEVEN YEARS SPENT IN SCIENTIFIC EXPERIMENT AND RESEARCH.

DR. LAING'S CREAM SAUCE

ITS CERTIFICATE OF CHARACTER IS UNQUESTIONABLE.

The only Sauce in the world in which has been successfully achieved the thorough emulsification and blending therein a suitable proportion of
PURE GRAPE JUICE AND RICH DEVONSHIRE CREAM.

SOLE AGENTS FOR CANADA: W. G. PATRICK & CO., Merchants, 29 Melinda St., TORONTO

Instant Powdered

This is put up in packets making one quart of rich **Gelatine.**

It dissolves **instantly** in hot water.

The Standard Gelatine of the World.

ARTHUR P. TIPPET & CO.,
General Agents.

Montreal and
Toronto.

"HALIFAX" and "ACADIA"
PREPARED CODFISH

These brands will build up your business, because they appeal to people, being tasty, clean and convenient. They are just salt enough to be nice.

They will make profits for you, because you can sell large quantities when people get acquainted with the goods and because there's a good profit for you on every package.

BLACK BROS. & CO., Limited,
Manufacturers, HALIFAX.

A. H. BRITTAIN & CO.,
Agents, MONTREAL.

"Sterling" Brand Pickles
Famed the Dominion Over.

If you would hold the best family trade of your community, then see to it that you are well stocked with "STERLING" Brand Pickles and Relishes. They are better than have been, and the new specialties of this season are giving completest satisfaction to customers and adding profitably to the grocers' trade.

The T. A. LYTLE COMPANY, Limited

Manufacturers of High-Grade Pickles

124-128 Richmond St. West, TORONTO.

Messrs. Grimble & Co.
LIMITED

Specially request the trade to consider quality when placing their orders for

VINEGARS

NOTE OUR GRADES.—Orleans No 16, and Nos. 16, 18 and 24 malt, concentrated and distilled.

All inquiries addressed to their Canadian agent, Mr. I. S. Wotherspoon, 204 Board of Trade Building, Montreal, will receive prompt attention.

I. S. WOTHERSPOON,
204 Board of Trade Building,
MONTREAL, P. Q.

"COW'S HEAD" Brand Condensed Swiss Milk

Prepared by Societe Suisse d'Industrie Laitiere, Yverdon, Suisse.

Guaranteed perfectly pure, full cream, completely sterilized and germless. Gold Medals, International Exhibition, Paris, 1900. As used by the British Navy, the British Army, the India Office, H. M. Colonial Governments, London School Board, etc.

AGENTS.

C. E. COLSON & SON, - Montreal.

THEY EARN THEIR COST

while you pay for them.

SOLD ON EASY MONTHLY PAYMENTS.

The Computing Scale Co. of Canada, Limited

164 King Street West, Toronto, Canada.

Manufacturers of...

DAYTON COMPUTING SCALES.
MONEY-WEIGHT SCALES.

SOCKEYE SALMON

"Sovereign" and "Lynx" Brands

ARE THE CHOICEST IN THE MARKET.

EVERY TIN GUARANTEED.

TO BE HAD OF ALL GROCERS.

H. D. METCALFE, President. C. A. MORIN, Sec.-Treas.
CHAS. J. ANDERSON, Vice-President and General Manager.

The Walkerville Match Co.

LIMITED

WALKERVILLE, ONT.

Manufacturers of

PARLOR and SULPHUR MATCHES

OUR BRANDS:

Parlor—"Imperial," "Best," "Crown," "Maple Leaf," "Knights."
Sulphur—"Club."

SEE OUR PRICES BEFORE BUYING.

—the eyes of the world to-day
are upon **JAPAN**

—the taste of Canadian tea-drinkers has not
wavered in loyalty to
the pure,
clean,
fragrant,
flavory,
healthy **Teas**
of

JAPAN

—every merchant who has the
—interests of his customers at
—heart will sell them

JAPAN TEAS

SMOKE and ASHES.

Such is the condition in which the great conflagration of April 19th left our Toronto stock of Corks. But our Montreal stock is complete, and no delay was experienced in filling orders. A NEW stock is now in our new Toronto warehouse, 59 and 61 Front St. E.

S. H. EWING & SONS,

HEAD OFFICE: 96-104 King St., Montreal,
Bell Tel., Main 65. Merchants 522.

BRANCH: 59-61 Front St. E., Toronto.
'Phone Main 1961.

We have recently taken up the manufacture and sale of the

Templeton Cheese Knife

It is the greatest device for merchants retailing cheese. "Soon pays for itself," the testimony of everyone who has used the machine for the past year.

KEEPS CHEESE FRESH
SAVES FROM WASTE

EASY TO OPERATE
PLEASES EVERY CUSTOMER

Sold on easy terms. Write us for particulars.

The Computing Scale Co. of Canada, Limited, - 164 King St. West, Toronto.

LOOKING INTO THE FUTURE

what do you see? A mighty struggle for the almighty dollar.

Competition is becoming keener and keener. The grocer who handles the goods that give satisfaction gets his competitor's customers nine times out of ten.

"Imperial" Brand Maple Syrup

is a business getter for you. It holds your customers because of its **UNIFORM HIGH QUALITY.**

ROSE & LAFLAMME, Agents,
MONTREAL.

PERHAPS

you are selling

Paterson's Worcester Sauce.

If not, you are missing an opportunity for profitable extension of your business. Remember it sells quicker than any other sauce, because its price is away below its quality.

ROSE & LAFLAMME,
AGENTS,
MONTREAL.

FACTS ABOUT CEYLON

Ceylon is renowned for its tropical beauty, the chief feature of which is the green groves of palm trees which in all directions meet the eye of the approaching voyager. In the interior there is high mountainous land with a delightful, healthful climate. In these elevated parts is to be found a rich loamy soil most suitable for tea and coffee planting.

Ceylon Teas are becoming more and more famed as their use increases. The grocery trade do wisely to promote their sale.

Ceylon Teas come in Black and Green.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

Every Housewife...

knows the advantages of a good broom. It's the foundation of a clean home. We want you to know our brooms. They are good brooms. Drop us a line and our traveller will call.

The **Waterloo Broom and Brush Co.,**

WATERLOO, ONT.

IF FLIES CARRY DISEASE

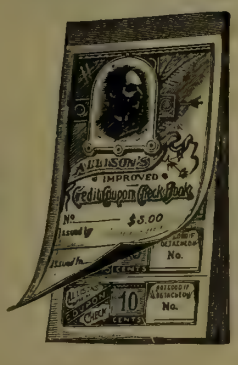
AS YOUR CUSTOMERS WELL KNOW

WILL IT NOT offend your patrons if you offer them fly-blown and fly-specked goods?

WILL IT NOT be good policy on your part to spread out a few sheets of **Tanglefoot** in your store and shop windows to show that you are anxious to please your trade with clean, wholesome goods?

WILL IT NOT make you many profitable sales to keep **Tanglefoot** constantly at work within sight of every person who enters your store?

They Cost Something, Of Course.



But enough Allison Coupon Books to last a year won't cost as much as the amount you will lose by the carelessness of your clerks in forgetting to "charge up" numerous small purchases; and disputed pass-book entries, where you have to allow your customer's kick, or lose him.

IF A MAN WANTS CREDIT

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. **NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING.** There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.

C. O. BEAUCHEMIN & FILS, MONTREAL.

ALLISON COUPON CO., Manufacturers, Indianapolis, Indiana.

TEA.

AGENTS REQUIRED in Canada and United States to sell and obtain wholesale orders for **Ceylon Black and Green Teas** on commission. Apply,

"COMMISSIONER,"
CANADIAN GROCER,
88 Fleet Street E.C. London, Eng.

COX'S

INSTANT POWDERED GELATINE

A Delightful Novelty.

The most rapidly dissolving Gelatine ever produced. Clear in solution, of great strength, and always uniform. For quick handling it is unequalled. Requires no soaking. It dissolves instantly on hot water being applied. Saves time and labour.

Always Trustworthy.

It is the same Gelatine as Cox's Sparkling Gelatine but in a finely powdered form.

Agents for Canada—
C. E. COLSON & SON, Montreal.
D. MASSON & Co., Montreal.
ARTHUR P. TIPPET & Co., Toronto, St. John's, N.B., and Montreal.

You have paid $1.05

and more this winter for canned tomatoes. Burlington customers have paid and are paying only $1.00, and the goods are so much better that a comparison is scarcely possible. Skins, seeds and fibre all removed in Burlington goods.

SEND FOR SAMPLE LOT.

The Burlington Canning Co.

Limited

BURLINGTON, ONT.

"Royal" Salad Dressing

Every detail of manufacture, all materials used and the circumstances governing the production of **"ROYAL" SALAD DRESSING**, combine to make it the most popular salad dressing sold.

A carload of **"ROYAL" SALAD DRESSING** went through Buffalo on Saturday, en route for New York City.

New Yorkers know good stuff. Made only by

The Horton-Cato Mfg. Co.,

DETROIT, MICH., - WINDSOR, ONT.

OAKEY'S 'WELLINGTON' KNIFE POLISH

The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

JOHN OAKEY & SONS, LIMITED

MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

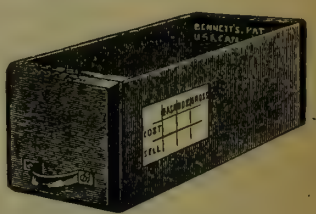
Agent:
JOHN FORMAN, 644 Craig Street
MONTREAL.

...THE...

Bennett Manufacturing Co.

Bennett's Patent Shelf Box and Cabinets for Hardware, Grocery, Seed and Drug Trades, etc.

Owing to the steady and rapid growth of our business new quarters were needed.



Address all communications to our New Factory:

Pickering, Ontario

CHAS. F. CLARK, President. CHAS. L. BECKWITH, Secretary.

...ESTABLISHED 1849...

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Capital and Surplus, $1,500,000. **Offices Throughout the Civilized World.**

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OTTAWA, ONT.	QUEBEC, QUE.	ST. JOHN, N.B.	TORONTO, ONT.
VANCOUVER, B.C.		WINNIPEG, MAN.	

THOS. C. IRVING, Gen. Man. Western Canada. Toronto.

AURORA CORN SYRUP

A Pure Golden Syrup Made from Golden Grain. A Great Spread for Daily Bread.

Better in flavor and purity than any other.

Good for everybody. A pleasant surprise to all.

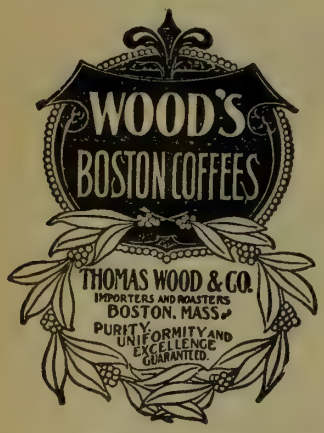
2-lb. tins, cases, each 24 tins, $1.90 per case.
5 " " " 12 " 2.35 "
10 " " " 6 " 2.25 "
20 " " " 3 " 2.10 "

Freight paid on 5-case lots. Price subject to change without notice.

Ask our travellers about our Pure Maple Syrup.

W. H. GILLARD & CO., Wholesale Grocers, - HAMILTON.

Branch CANADA GROCERS LIMITED.



A QUESTION OF WORTH.

In most cases things are worth what we make them worth.

For instance, WOOD'S COFFEES are made to be worth every cent the Grocer pays for them.

Actual value is added to our various brands by the careful scientific treatment they receive before they leave our hands.

Remember that WOOD'S COFFEES possess an intrinsic value of their own.

Canadian Factory and Salesroom,

No. 428 St. Paul St., MONTREAL.

THE LEVER OF RELIABILITY

There is no more powerful lever in business than handling reliable goods. When the dealer becomes known for reliability and reliable goods the customer sticks. This is the lever that has lifted

BOECKH'S HOUSEHOLD BRUSHES AND BROOMS

to their present popularity.

This is the power that will continue to make these goods the most sought for of any on the market. It is the characteristic upon which we as manufacturers and you as dealers rely for success—"BOECKH'S GOODS ARE ALWAYS RELIABLE."

SEND FOR ILLUSTRATED CATALOGUE

OPERATING:
Boeckh's Toronto Factories
Bryan's London Factories.
Cane's Newmarket Factories.

UNITED FACTORIES, LIMITED.

Head Office: TORONTO, Ont.

MONTREAL BRANCH: 1 and 3 DeBresoles St. LONDON BRANCH: 71 Dundas St.

REPRESENTATIVE CANADIAN GROCERS

Mr. Peter Macdonald—the Pioneer Grocer of Toronto.

MR. PETER MACDONALD enjoys the distinction of being the oldest grocer in the City of Toronto, having been established in business since 1857. Mr. Macdonald has seen his own trade develop from very small beginnings until it has become one of the leading retail grocery establishments in Toronto, and at the same time has witnessed the gradual evolution of the grocery trade from the time when it was in the hands of a dozen retail grocers and two or three wholesalers to the present multitudinous array of retail grocers and numerous spacious, substantial wholesale establishments which are to be excelled nowhere in the Dominion of Canada.

In conversation with Mr. Macdonald a representative of The Grocer learned that the first wholesale grocer with whom he did business was the late Wm. Ross, afterwards the firm of Reford & Dullen, who subsequently moved to Montreal. Other representative wholesale firms back in the fifties were: Smith & Keighley, and Howland & Fitch. The latter firm was situated on the site of McWilliam & Everist's present fruit warehouse, on Church street south, and was the predecessor of the present firm of Davidson & Hay. At this time the business section of Toronto was confined within the narrow limits of King, Wellington, Yonge and Jarvis streets. Yonge street, north of Queen, was considered out of the world. The principal residential district did not extend far beyond these limits, and a number of the business houses were situated in the midst of it, among them Mr. Macdonald's grocery, across the street from the store which is illustrated in the present article.

All this, however, has changed. The wealthier families gradually moved up town, and with the change Mr. Macdonald's trade became largely an order business. He has catered almost exclusively to the better class of trade ever since he established a reputation as a first-class grocer, and up to the present there are to be found on his books customers of many years' standing who rank among the oldest and most prominent citizens of Toronto.

Mr. Macdonald began in the grocery business with little or no experience, and a minimum amount of capital. In the early days success on such conditions was a matter of reasonable assurance provided a man kept his eyes open and attended to trade. Only the commonest grocery staples were on the market at that time, which made it comparatively easy to master details. Compared with the technique of the modern grocery trade it was simplicity itself.

Capital and Experience Necessary.

With the advantage of many years experience in the grocery trade, Mr. Macdonald does not advise a young man to enter the grocery business as he himself did. One has only to consult Bradstreet's weekly bulletins to learn the comparatively large number of retail grocers who lead a mushroom existence and disappear suddenly from the world of trade as if by magic. The demands of trade have grown too complicated for an inexperienced man to cope with. Moreover, the time has come when a fair amount of capital is absolutely essential. A grocer has to be able to take advantage of the market and buy at the proper time—in bulk if necessary—which he most certainly will not be able to do if he has not some surplus capital at his disposal. Mr. Macdonald's motto has always been "to buy sharp," and a very good one it is for the enterprising young grocer of to-day to have continually before him.

Mr. Peter Macdonald, Toronto.

At the same time Mr. Macdonald does not recommend the struggling grocer to allow heavy credits to pile up against him. Quite likely such a one will be in an embarrassing position when he finds himself face to face with a famine in a certain line, and no stocks laid in beforehand, but he is in a worse position if he is stocked up with goods and suddenly discovers he cannot meet his bills, for which there is usually but one remedy—a remedy, however, that very often breaks a man's spirit, even allowing that it is the result of carelessness—and spoils him for future success in business. The grocer who is shy of capital has a serious proposition to face. He had better, however, reconcile himself to the situation and pay as he buys. Ultimately the day will come when his financial and moral independence will serve as a support and safeguard in the trade against the toils and snares set to trap the unwily even in the grocery trade.

The city grocer must have capital, because he has to compete with the large departmental stores. This necessitates buying to the best advantage in the cheapest possible market with a close margin for profits. Mr. Macdonald thinks the days of the departmental stroe are numbered, as far as their grocery department is concerned. The whole thing is a fad and will run itself out. Latterly the better class of trade, if indeed any of it, has ever left the grocery for the departmental store, has tended to return to the legitimate grocery. It is nothing more than a case of "the chickens coming home to roost."

Tea and Liquor Departments.

The two most striking features of Mr. Macdonald's business have been his tea and liquor departments. In the early days trade in tea was one of the most important factors in a retail grocery business. Mr. Macdonald achieved an enviable reputation as a direct importer of teas from Glasgow via London, Eng. Every year, directly the new crop arrived on the European market, samples were forwarded to Mr. Macdonald, who selected what he wanted after thorough testing, which was done quite as scientifically as one sees it done to-day in

RISING SUN STOVE POLISH and SUN PASTE STOVE POLISH
IN CAKES WELL KNOWN AND RELIABLE
DURABLE AND ECONOMICAL 3000 TONS SOLD YEARLY
SUN PASTE STOVE POLISH. DUSTLESS, LABOR SAVING, BEST IN THE WORLD.
IN TINS GUARANTEED TO THE TRADE

Our packages are larger and more attractive in style than any others.
The quality of our goods is superior to anything else on the market.

MORSE BROS., Proprietors, Canton, Mass.

For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

any wholesale tea warehouse. After some years, package teas were brought on the market and by some means or other the trade were persuaded to take to them to the detriment of trade in bulk teas. This latter feature has become more and more exaggerated, but Mr. Macdonald managed to hold his own and his old customers continued to prefer his importations to anything on the market. Mr. Macdonald's advice is always to supply your customers with what they want. If you haven't it, it is surely in your best interest to endeavor to secure it from outside. Never allow a customer to depend upon an outsider.

The other department which gave big returns in Mr. Macdonald's business was his liquor department. Here again Mr. Macdonald imported direct. His Scotch whisky was known far and wide, and came unadulterated from the distiller at Campbelltown, Ayrshire, Scotland. The liquor trade grew steadily and became increasingly successful. Several years ago an alteration in the liquor law made necessary a separate store for the sale of liquors. About this time Mr. Macdonald dispensed with his liquor department.

One of Mr. Macdonald's hobbies is undoubtedly specialties. When asked as to what he had found especially valuable in his business, he said it was to have one's own special brands—and instanced his teas, his Scotch and his Wenona brands of flour, cornstarch, etc. "Have your own flour, your own bags, get the best material available in the market, and your customers will use none other."

Handling Pork.

Before the time of pork packing plants and provision and commission merchants, the grocery trade in Toronto was largely interested in the handling of pork and provisions. One grocer vied with another in his hams and bacon, which not only adequately met the demands of trade, but brought in big returns. Mr. Macdonald succeeded in establishing a connection in the provision trade which

Peter Macdonald's Retail Grocery, 114 Church St., Toronto.

extended far beyond the City of Toronto. Many of his customers came from Guelph, and as far away as Collingwood and Sault Ste. Marie, and continued his patrons for many years.

The subject of this sketch has also made a feature of the jobbing trade. Until the last few years he made a specialty of selling teas, sugars, confectionery, etc., to smaller grocers in the city and suburbs, as well as out of town. These were the palmy days in the grocery trade. Profits were big and the business end was comparatively easy to manage. With the gradual change in the general character of trade, namely, a large increase in the number and variety of luxuries or fancy groceries, and lowering of prices in consequence of increased production and better facilities for transportation and handling, all this has changed. Imagine a grocer ever having to go all the way to Montreal to buy certain lines of goods, and bring them back with him on the next boat, or purchasing by the mail-order system. How a retail grocer of to-day would scorn the latter proceeding! There was no alternative, however, in the early days, in the comparative absence of the knights of the grip-sack.

Window Display.

Mr. Macdonald is very emphatic on two particular features in connection with the grocery trade, namely, the importance of window display and the value of trade journals. In his opinion "a grocer's windows are his best sellers to the transient trade." Very few can withstand the temptation of a tastefully dressed window. This applies not only at holiday seasons but throughout the year. Whenever a grocer has a certain line which he is anxious to place on the market he should make a window display of it, not in the crude and careless fashion adopted by some however. Care in window display means dollars in the pockets of a grocer. A regular customer visits him on the usual market day. She sees something new in the window and is almost certain to have her grocer send it up on trial—no matter whether she actually requires the article or not.

Trade Journals.

It is even more important, however, for a grocer to keep in close touch with trade conditions, and here is where The Canadian Grocer is of inestimable service. If he wants to get a forecast of the tea market, an idea of the sugar situation; or of what's doing in canned goods, all in a nutshell, he has only to

FLIES are about due...

ORDER Tanglefoot
Bacon Fly Pads
Wilson " "
Smith " "

Try a sample order of "Old Virginia" Catsup, "quality pleases."

Cases, 2 doz., 14 oz., $1.75 doz. Cases, ½ doz., 1 gal. jars, $9.50.

LUCAS, STEELE & BRISTOL, Wholesale Grocers, **Hamilton.**
THE ORIGINAL QUICK SHIPPERS.

James Turner & Co., Wholesale Grocers Hamilton

Will our friends in Ontario and Quebec, who are instructed to make enclosures in our cars to the West, always advise us before making shipment? On receipt of such advice we will promptly reply as to probable date of starting of cars.

Also will shippers please note the following:

Mark address of consignee in full.

Send typewritten copy, giving memorandum of contents and weight of each package.

Always prepay freight to our warehouse.

Unless the foregoing instructions are carried out by shippers, reluctantly we must decline the responsibility of forwarding such freight.

OUR MOTTO—Quality first.
OUR AIM—To please.
OUR BRANDS—Unequalled.
OUR TELEPHONE—**No. 596** reserved for outside customers.

THE HOME OF TARTAN BRAND

BALFOUR & CO., Branch Canada Grocers Limited, Wholesale Grocers . . . . . **HAMILTON.**

TEAS

We are offering exceptional value in all grades of Tea—

INDIA **HYSON**

CEYLON **JAPAN**

Our lines of Green Ceylon (Japan Style) surpass anything hitherto offered.
Communicate with us or see our travellers before buying. It will pay you.

THOS. KINNEAR & CO., Wholesale Grocers, **49 Front St. E., Toronto**

One of the

Daintiest

of

Table Delicacies.

CREAM CHEESE must be of the highest quality in order to give satisfaction.

CANADA CREAM CHEESE

is superior in flavor, texture and richness to any other cream or package cheese on the market. In furnishing it to your customer you are sure of pleasing. It is never anything but perfect.

A. F. MACLAREN IMPERIAL CHEESE CO., LIMITED,
MANUFACTURERS AND AGENTS,
TORONTO.

Imitations of our package are numerous. We have recently called your attention to them. Don't handle imitations—it never pays. You can make just as much money and have a much better time selling standard high-grade goods.

consult his trade journal. I have not been without The Canadian Grocer for years, and have no hesitation in saying it is indispensable to a tradesman who desires to buy right, which is the one point on which much of a grocer's success depends. He must be able to buy sharp—to take advantage of the market at the right time—or he is no good.

The grocer is ordinarily too busy a man to keep in touch with the galaxy of newspapers and journals published nowadays, and The Canadian Grocer gives him within small compass just what he wants.

Advantage of Credit Business.

Mr. Macdonald is a firm believer in the advantage to be derived from conducting a grocery business on a credit basis. The city grocer who is well established in business finds it absolutely necessary to give credit. Modern conditions are such that the "order" trade has become a leading feature in the majority of large businesses. Of course capital is a necessary concomitant if a credit trade is to be pushed for all it is worth, and there are conditions where a credit trade cannot be carried on successfully, for instance in the poorer districts of a city. The most successful grocer, however, is he who is able to make the wisest use of credit and at the same time avail himself of the cash system whenever he finds it necessary.

Within the past month Mr. Macdonald has retired from active business, and friends and patrons of The Grocer, as well as his fellow tradesmen, seize this opportunity to offer heartiest congratulations and best wishes to him of their number, whose efforts in the business world have been crowned with success in the truest sense.

RICE

Rangoon, Japan, Patna, Java, and Carolina.

WE CARRY THE RICE YOU WANT.

THE DAVIDSON & HAY LIMITED

WHOLESALE GROCERS, TORONTO

Business Changes

ONTARIO.

THE assets of J. E. Hettenhausen, grocer, Brockville, are advertised to be sold.

M. H. Killoran, grocer, Stratford, is dead.

D. Gillies, general merchant, Elmvale, has assigned to C. Drury.

J. Brunner, grocer, Sebringville, has assigned to B. F. Kastner.

T. Dalgleish, grocer, Sault Ste. Marie, is giving up business.

A. A. Lusty, of the firm of Lusty Bros., grocers, Rodney, is dead.

B. Bradbury, tobacconist, Oakville, has assigned to C. A. Bradbury.

P. J. Stewart, grocer, Palmerston, has assigned to J. Watt, Brantford.

P. Apostle, grocer, Sault Ste. Marie, has been succeeded by N. Pelletier.

The assets of I. Moquin & Co., general merchants, Crysler, have been sold.

R. C. McKay, confectioner, Hamilton, has assigned to F. H. Lamb, of Hamilton.

W. J. McKenzie, general merchant, Kagawong, has assigned to E. H. Jackson.

J. Thompson, general merchant, Lloyd, has been succeeded by E. Tennant.

J. C. Pinch & Co., grocers, Sault Ste. Marie, have been succeeded by Hand & Pinch.

A chattel mortgage has been placed on the goods of P. A. Vailancourt, grocer, Ottawa.

D. R. Pollock, Jr., general merchant, Linwood, has assigned to E. R. C. Clarkson.

QUEBEC.

A. Roy, grocer, Longueuil, has registered.

G. Hamel, grocer, Montreal, has registered.

Seguin Freres, grocers, Montreal, have registered.

C. Fregeau & Co., grocers, Montreal, have registered.

E. Simard, general merchant, St. Paul's Bay, is dead.

A. Perrault, grocer, Montreal, is offering 35c on the dollar.

The assets of B. O'Connell, grocer, Montreal, have been sold.

The assets of J. O. Harbour, grocer, Montreal, have been sold.

Boucher & Lesage, grocers, Montreal, have dissolved partnership.

Fire has damaged the stock of A. Yon, tobacconist, Montreal.

J. Magnan, general merchant, Point Aux Trembles, has assigned.

The assets of T. E. Flyn, general merchant, Perce, have been sold.

F. Monette, grocer, Montreal, has assigned to Chartrand & Turgeon.

The stock of E. F. Lavoie & Cie., grocers, Hedleyville, has been sold.

The assets of J. A. Michaud, general merchant, Chicoutimi, have been sold.

The assets of Z. Forget, grocer, North Temiscamingue, have been sold.

The assets of P. Ouellette & Co., general merchants, Hebertville, have been sold.

J. B. Turner & Co., general merchants, Montreal, have dissolved partnership.

V. E. Paradis has been appointed curator for J. Perron, grocer, St. Paul's Bay.

V. E. Paradis has been appointed curator for P. Morin, general merchant, St. Thuribe.

V. E. Paradis has been appointed curator for J. Gagnon, general merchant, Pontbriand.

A meeting of the creditors of J. L. Sequin, general merchant, St. Simon, was called for May 30.

The Ava Co., tea and coffee dealers, Montreal, have dissolved partnership, and H. W. Stroud has registered the same.

NEW BRUNSWICK.

D. Vaughan, general merchant, St. Martins, is dead.

Finnis & Mathews, grocers, Fairville, have been burnt out.

R. Flanagan, grocer, Chatham, has advertised his grocery stock for sale.

The house of J. McKinnon, grocer, Fairville, has been destroyed by fire.

MANITOBA AND N.W.T.

A meeting of the creditors of J. H. Saunders, general merchant, Wawanesa, has been held.

The assets of Westway & Skelton, general merchants, Battleford, are advertised for sale by tender.

Upton's

Home-Made

Jams and Orange Marmalade

Are guaranteed finest quality. They are trade winners for the grocer who sells them.

A. F. MacLAREN IMPERIAL CHEESE CO., Limited, SELLING AGENTS, TORONTO.

Fresh and Cured Fish

Disappearing Fish.

VARIOUS species of fish that formerly visited North Atlantic shores regularly every year in vast numbers have now almost disappeared.

The thinning out of mackerel in the North Atlantic and Gulf of St. Lawrence is to be traced to the use of destructive gear, precisely when the fish were schooling for spawning purposes. As the Americans were the inventors and principal users of the purse seine, they are responsible for the ruin of this industry on the Canadian coast as well as on their own. No Canadian vessels have been engaged in mackerel seining for some years, and in the palmy days of this fishery they never fitted out more than half a dozen seiners, although some years ago Gloucester used to have a hundred or more vessels seining in the Gulf of St. Lawrence. The disappearance of the caplin from considerable stretches of the coast of Canada may also be attributed to destructive methods of capture. The disappearance of the gaspereaux or ale-wives may be attributed to the same cause. The disappearance to a large extent of cod from the immediate vicinities of the coast is doubtless due to the destruction of these small fish. The Canadian Government, however, by the adoption of wiser fishing regulations, and by an ever-improving system of fish culture, is doing much to remedy the evils caused by the reckless improvidence of fishermen. The department has now over twenty hatcheries in operation in various parts of Canada and more attention is being given every year to the artificial reproduction of salt water food fishes.

Salmon Exports Affected.

A VICTORIA, B.C., exporting firm is reported to have received advices from its Yokohama representatives to the effect that the Japanese Government has secured from Korea a concession granting fishing privileges along the entire Korean shore line. Importance is attached to the communication for the reason that it may have a bearing on the exports of fish from the United States, and particularly the Pacific coast, to Japan. This business was a large and particularly welcome one during the month of March, resulting in an advance in the price of pink salmon and the practical cleaning up of stocks in hand.

Just what the effect of the new fishing arrangement will be is uncertain, but the firm receiving the advice and the agents in Japan regard it as having adverse potentialities, as possibly curtailing expected exports from this country. The Japanese are great consumers of fish, and have been accustomed to depend upon Russia largely for their supplies, taking thousands of tons from that country. The war, of course, cuts off that source of supply, and the Mikado's Government has been negotiating with Korea for some time for the fishing privileges now secured.

Smoked, dried and salted fish have formed the principal demand in Japan, and the stoppage of imports from Russia in a manner compelled the use of other kinds, and was a principal factor in the placing of orders for canned salmon.

Great Future of the Halibut Industry.

"IT would be almost impossible to overestimate the value and extent of the fish resources of the Pacific Coast, particularly from the Columbia River north," says the Pacific Fisherman.

"While a great deal of capital and labor have been expended in developing the cannery business of the coast to bring it to its present position of the largest fish canning section of the world, very little has yet been done to develop the fresh fish industry. A great many reasons may be assigned for this, but the principal ones have been the perishable nature of the product and the great distance from any large market; but as necessity is the mother of invention, so necessity is often the mother of enterprise.

"The ever decreasing supply of certain of the better grades of fish foods in the East, particularly halibut and salmon, compelled the dealers to 'go West,' where it appears nature has given us such abundance of fish, particularly the two species referred to, that it would be impossible to make any perceptible effect on them for legitimate food purposes for a great many years.

"To get an idea of the abundance of halibut on the coast one has but to know of a phenomenal catch made by Capt. H. B. Joyce of the steamer Kingfisher, who in six days from the time he left Vancouver returned with 240,000 pounds. During last year the entire amount of halibut landed at Gloucester and Boston was 3,631,640 pounds, while one company shipped to Boston from the West about 10,000,000 pounds during the same year."

Scottish Herring Curers.

J. J. Cowie, the Scottish herring expert, has arrived in Canada with his staff of herring curers. The necessary barrels and salt have already arrived, and as soon as the new fishing boats are here active operations will be begun to test whether or not Canadian herring can be cured to equal the renowned Scottish herring.

Americans May Buy B. C. Salmon.

It is reported that in spite of the promise of the Government of British Columbia to Canadian canners that American canneries would not be allowed to buy fish on the Fraser River, unforeseen influences have forestalled the measure, and the only restriction now imposed is that fish caught in traps in British Columbia shall not be imported to the States—a measure not asked for. The Canners' Association is endeavoring to bring pressure on the Government to accede to its first request.

The Canadian Sea.

The Minister of Marine has introduced a bill providing machinery for asserting jurisdiction over the whale fishery in Hudson Bay, where for many years the industry has been monopolized by Americans. Ten years ago notices were sent to American ports on the Atlantic, where whalers outfit, that Canada claimed jurisdiction in the Canadian Sea. By the new bill the Minister of Marine is authorized to exact a license fee from whalers. Regulations are made with a view to preventing the wanton and wasteful slaughter of whales, and also in regard to the establishment of stations where oil and bone may be extracted. In accordance with the same policy, the Canadian Government will send out expeditions for the purpose of claiming jurisdiction and hoisting the British flag on various points.

Arrangements have been made at Ottawa for submitting a test case to the Supreme Court of Canada to decide the claim of the Maritime Provinces for a portion of the Halifax fishing award.

RETAIL MERCHANTS !

It will be about two months yet before we get possession of our new building, and about four months before everything will be in smooth running shape. In the meantime our two temporary factories will be run day and night with the object of keeping you supplied with

MAGIC BAKING POWDER, GILLETT'S PERFUMED LYE, ROYAL YEAST CAKES, Etc.

E.W. GILLETT COMPANY LIMITED ROYAL YEAST GILLETT'S PERFUMED LYE MAGIC BAKING POWDER
ROYAL YEAST CAKES
MAGIC BAKING POWDER
NEW FACTORY
Purchased by
E.W. GILLETT COMPANY LIMITED
TWO DAYS AFTER FIRE.

ADVANCE IN PRICES—Only affect cost of ROYAL YEAST (5c. per box) and GILLETT'S LYE (10c. per case) and both articles are still cheaper (Yeast 10c. per box, and Lye 50c. to 75c. per case) than same class of goods in the United States.

REFUSE SUBSTITUTES—Be wise and have nothing to do with them. They will **NOT** do the work, and, therefore, will **NOT** please your trade. **REMEMBER FORMER EXPERIENCES WITH THEM.** You want saleable goods—not stuff which will remain on your shelves, and later require to be thrown out. As to values, there is as much difference as in Teas or anything else you handle.

ORDER DIRECT FROM US if you are unable to get **Gillett's Goods** from your wholesale house, and shipment will be made promptly.

E. W. Gillett Company Limited

TORONTO, ONT.

Keen Buyers

We don't mean Keen's Mustard and Blue ; but, still, we handle these too, and they are **the best.**

We mean men who are looking round all the time where they can buy right. This is a

Progressive Age

and we claim to be strictly up-to-date ; in fact, sometimes we go ahead so fast that we get a little ahead of the times.

Fierce Competition

That's about what the Grocery business means, and while we admire the good old slow, conservative way of doing business, still this is the time when energy and push counts and will win out all along the line.

We are in it

You will meet our customers every day. Ask them about us. We leave the verdict with them.

The Opportunity

to serve you is what we want. The Active Season is close at hand and we will save you lots of money if you give us the chance.

WE HANDLE EVERYTHING IN GROCERIES

Canada Brokerage Co.

LIMITED

PHONES 2282 MAIN
870 "

9 Front St. East, Toronto.

GUARANTEED UNIFORMITY—Every grocer who handles coffee knows the value of getting it uniform ; a careful system of registering orders assures your coffee being always the same, if you handle

S. H. & A. S. EWING'S
High-Grade COFFEES

You are not experimenting when you place your order with a firm whose reputation for high-grade goods (both Coffee and Spices) has stood over half a century. Order now.

First New Japan X Teas and Coffees
NOW IN STORE.

We have the first New Season Japan to arrive in Canada this year. Also special values in last season's Japans. Write for samples. Best values offered anywhere.

James Rutherford & Co.
DIRECT IMPORTERS
27 St. Sacrament St MONTREAL.

D. RATTRAY & SONS

IMPORT AND EXPORT

Commission Merchants.

MONTREAL:
110 Coristine Bldg.

QUEBEC:
110 Dalhousie St.

REPRESENTING SHIPPERS OF

Patna and Rangoon Rice, West Indian and European Sugars, Raisins, Currants, Filberts, Almonds, etc., etc.

DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

Asparagus Crop Disaster.

FURTHER particulars regarding the destruction of the asparagus crop of 1904, in California, have come to hand. About 3,000 acres of asparagus are included in the flooded area along the Sacramento Valley. The entire crop has been lost in most cases, and in others the asparagus beds have been greatly damaged.

The outlook for the asparagus pack in California, owing to the flood and rust, is far from good for years to come. Outside of the flooded country there are about 4,000 acres of asparagus in California, but much of this is too young to be productive. About one-half of the crop used for canning has been destroyed, while much of the remainder has been reduced by rust.

New Potato.

THE French National Society of Agriculture has recently had its attention called to a new potato, which some French journals say will not only play an important role in agriculture, but will supplant the Irish potato. The technical name of the new vegetable is Solanum commersonii, but it is now beginning to be called the Uruguay Irish potato, as it comes from the banks of the Mercedes River, in Uruguay. The yield is said to be enormous, and it appears to be immune from any disease. This potato is cultivated like the common vegetable of this name, or, at least, has been so cultivated in the trials made in France since 1901.

Potato Famine.

There is almost a potato famine in Vancouver, B. C., at the present time and potatoes are likely to soar away up to a record price before the arrival of the new California and local crops. "The area planted in potatoes last year was smaller than usual, despite the increased growth of population, while the Fraser Valley potatoes have not kept well. Ashcrofts are practically out of the market. Choice potatoes are now held firmly at $28 to $30 per ton and owners are not anxious to sell even at those figures, as they are confident the price will reach $40 at an early date. There are very few Fraser Valley potatoes now obtainable, and they are of poor quality, large quantities having had to be thrown away."

Coffee Dyed Eggs.

British egg dealers are greatly interested in Lord Onslow's advice to use coffee to dye home eggs for competition with the tinted article from abroad. Colored eggs run a shilling higher per 100. The majority of colored eggs on the British market come from France, but Canada is her keenest rival.

Names Too Much Alike.

The Laing Packing and Provision Co., Montreal, is seeking to restrain another company from doing business under the name and style of the Laing Canning and Preserving Co.

They claim that the new company constitutes an infringement of the rights of the Laing Packing and Provision Co., long established, and allege that the similarity of names is such as to cause confusion. They are asking that the declaration and registration of the new canning and preserving company be declared null and void.

Fancy Price for Potato.

It is stated that the new potato, Eldorado, has been sold in England at the rate of $1,000 per pound. This potato was recently originated by a large seed firm at Essex, England, and is supposed to be very resistant to certain potato diseases prevalent in England. At this price the seed potatoes bring three or four times their weight in gold. The excessive prices are probably a craze, which will make some people richer and finally help to make many others poor.

Supplies for South Africa.

The Extension of Markets Division, Department of Agriculture, Ottawa, has received from the director of supplies, Pretoria, South Africa, a list of the successful tenderers for the supply of bread and flour, meat, groceries and forage at all the military stations throughout South Africa for twelve months dating from April 1, 1904. Canadian firms doing business with South Africa, in the lines mentioned above, would do well to communicate with these contractors with a view of furnishing a portion of the supplies that will be required. Their names and addresses will be furnished on application to W. W. Moore, chief Markets Division, Department of Agriculture, Ottawa.

Low Prices for Canadian Produce.

The depression in trade conditions in England is likely to mean that Canadian exporters of provisions will have to be satisfied with much lower prices than they have been used to getting. While Canadian exports of butter, cheese and bacon may not be appreciably decreased, much lower prices than last year now prevail, and are likely to continue for some time.

In many districts English workingmen are only on half time, and it is impossible for them to pay the old prices. It is what the consumer is able to pay that regulates prices, and at present this means that little or no profit is to be obtained in bacon, butter and cheese.

Important Legal Decision.

Judgment has been given in favor of O. Wade, liquidator of the Pakenham Pork Packing Company, in his suit against J. Pakenham, J. Byer, J. Kendrick, R. Forsyth and the Standard Bank. The liquidator claimed that $50,000 of the company's money was paid the bank by the directors of the company in discharge of their own indebtedness. This contention has been upheld, but the details of the settlement are left to be arranged by the parties to the suit, subject to the approval of the court.

Ingersoll Cheese Board.

The new officers of the Ingersoll, Ont., Cheese Board, are as follows: President, Geo. A. Boyes; vice-president, A. Tuttle; secretary, W. R. Smith.

Telegraphic Address, "DOMINO," Charlottetown.

The Dominion Packing Company, LIMITED.

Codes Used A.B.C. LIEBERS PRIVATE.

Charlottetown, P.E.I. Canada

HAMS AND BACON

If you want the **BEST**
Buy our

BEECHNUT BRAND

of Mild-Cured, Full-Flavored
HAMS and BONELESS BREAKFAST BACON.

UNEQUALLED IN QUALITY.

We can fill your requirements promptly from our warehouses in Halifax, Sydney, Pictou or Charlottetown.

Special prices for quantities.

Write us for quotations.

THE DOMINION PACKING COMPANY, Limited.

Hot Weather Meats.

COOKED HAMS	POTTED TONGUE
DRIED BEEF	JELLIED HOCKS
BOLOGNAS	SUMMER SAUSAGE
FRANKFURTS	COOKED CORNED BEEF

These meats are prepared under our own supervision. They will please you, they will give satisfaction to your customers and they will afford you a good profit for the handling. Sent by express only. Send us your order for weekly shipment.

F. W. FEARMAN COMPANY,
PACKERS AND LARD REFINERS. Limited.
HAMILTON, ONT.

LONG CLEAR BACON.

We can offer splendid value in this line.
Our Bacon is well trimmed.
Cured in Cold Storage of uniform temperature. Consequently no rust.

Write us for Special Prices.

The Park, Blackwell Co., LIMITED
PORK AND BEEF PACKERS,
TORONTO. ONT.

MATTHEWS'

Cooked and Jellied Meats

are readily distinguished from other brands by their fresh wholesome appearance and fine qualities. Fresh every day, in 18 varieties.

The George Matthews Co., Limited

ESTABLISHED 1868. Peterborough Hull Brantford

USE ONLY THE BEST

GILLETT'S PERFUMED LYE

Is the STANDARD article

READY FOR USE IN ANY QUANTITY.

For making soap, softening water, removing old paint, disinfecting sinks, closets, drains and for many other purposes. A can equals 20 pounds SAL SODA.

SOLD EVERYWHERE.

E.W. GILLETT COMPANY LIMITED
TORONTO, ONT.

We are buyers of

Poultry, Butter AND Eggs.

The best facilities for handling consignments. Up-to-date Cold Storage.

The J. A. McLean Produce Co., Limited

73-75-77 Colborne Street

Telephone Main 2491. Toronto.

PROVISION AND DAIRY MARKETS.

Toronto.

Provisions—The dulness of last week has continued into this week, and the movement has been rather slow. The same condition has prevailed throughout the entire provision market, butter, cheese and eggs being anything but satisfactory. Nothing has occurred to change prices in any line. A fair trade has been doing in fresh meats. Fifty points' rise developed in the middle of the week in hind quarters. We quote the following range of prices:

Long clear bacon, per lb	$ 0 08	$0 08½
Smoked breakfast bacon, per lb	0 12½	0 13
Roll bacon, per lb	0 09½	0 10
Small hams, per lb	0 12½	0 13
Medium hams, per lb	....	0 12½
Large hams, per lb	0 11	0 11½
Shoulder hams, per lb	0 09	0 09½
Backs, per lb	0 13½	0 14
Heavy mess pork, per bbl	16 50	17 00
Short cut, per bbl	18 00	18 50
Shoulder mess pork, per bbl	14 50	15 00
Lard, tierces, per lb	0 07½	0 07¾
" tubs "	0 07¾	0 08
" pails "	0 08	0 08½
" compounds, per lb	0 07¼	0 07½
Plate beef, per 200-lb. bbl	....	11 00
Beef, hind quarters	8 00	10 00
" front quarters	4 50	5 50
" choice carcases	6 50	7 50
" medium	6 00	7 00
" common	6 00	6 50
Mutton	7 00	9 00
Lamb, yearling	10 50	11 50
" spring	....	14 00
Veal	6 00	8 50

Butter—The stock of butter forwarded is as large as ever, and the market dead. There is still some fodder butter offering, but the quantity is rapidly diminishing, and by next week will have disappeared entirely, it is hoped. That means, of course, that the quality is better, and with any encouragement of demand greater strength would develop. With nothing but packing butter supplied prices should stiffen up a little. Prices rule the same as last week, with tubs a little stronger. We quote:

	Per lb.	
Creamery prints	0 17	0 18
" solids, fresh	0 16	0 16½
Dairy rolls, large	0 11	0 13
" prints	0 12	0 14
" in tubs	0 11	0 13

Cheese—A strange condition exists in the cheese market. England sets the price in this country, and yet at last Saturday's board sales prices ruled that are not sustained or authorized by quotations in England. Buyers were paying anything from 8 1-4c to 8 3-4c, and there appeared to be considerable rivalry even at that figure. It means that dealers are forced to pay prices which from the present level abroad are a loss of a-quarter of a cent. Prices have gone up in Toronto, but have not by any means followed the big advance during the last two weeks in board quotations. England's demand during the past Winter has been much less than usual, and stocks on hand at the end of April are reported to be twice as great as last year. New cheese is offering in much smaller quantities than last year. Board reports for Friday and Saturday, May 27-28, are as follows:

Board.	Boxes.	Price.	
Perth	1,425	....	0 08½
Listowel	1,418	0 08⅝	0 08 11-16
Iroquois	* 937		0 08⅝
Napanee	2,182		0 08⅝
Ottawa	945	0 08½	*0 08⅝
South Finch	1,505	sold on curb.	
Kemptville	1,704	0 08 11-16	0 08⅝
Belleville	3,995	0 08 9-16	0 08⅝
Cornwall	1,808	*0 08⅝	0 08⅝
London	1,266	0 08⅜	0 03 7-16

*Colored Cheeses.

We quote this week:

	Per lb.	
Cheese, large, old		0 10
" new fodder	0 08⅜	0 09
" twins	0 09¼	0 09⅜

Montreal.

Provisions—Activity has marked the provision movements, and a very firm feeling has been noted in live hogs. The tone has improved for fresh killed abattoir stock. Sales to jobbers were made at $7.40, and small lots at $7.50. For smoked meats, there has been an increasing demand from local and country buyers. We quote:

Canadian short cut mess pork	$17 50	$18 00
American short cut clear	16 50	17 00
American fat back	....	17 50
Bacon, per lb	0 12½	0 13½
Hams	0 11	0 13
Extra plate beef, per bbl	11 50	12 00
Lard—"Boar's Head" brand, tierce basis	....	0 07½
Carloads, less	....	0 00¼
20-lb. tin pails, tierce basis	....	
Half-bbls., over tierce	....	0 00½
60-lb. tubs, "	....	0 00½
20-lb. wood pails "	....	0 00½
10-lb. tins, "	....	0 00½
5-lb. tins, "	....	0 00½
3-lb. tins, "	....	0 01

Wood net, tin gross weight—

	Wood.	Tin.
Pure lard, pails	1 57	1 70
" tubs	0 07½	0 08⅜
" cases (6 10-lb. tins)	0 08	0 09
" cases (12 5-lb. tins)	0 08½	0 09½
" cases (24 3-lb. tins)	0 08½	0 09½

Butter—A steady tone has been held by butter all the week. No encouragement has been shown by English buyers, however. The exports are away behind what they were last year at the same period. It is generally believed that a lot of the buying is speculative and possibly for English houses. The creamery offerings in the townships were reported to be of excellent quality; in fact, a lot of it was said by good judges to be quite equal to June make. Then, when it is remembered that this butter costs less than 18c, it might be suggested that it would be good stock to put away. The market is in a queer state; for instance, there were certain lots of good butter available at 16 1-2c to 17c a lb., which is 1-4c to 1-2c below the parity with recent country cost. At the wharf yesterday there were sales of 500 packages at 16 1-2c to 16 3-4c, so that with due allowance for all circumstances, the prices should be: Finest creamery, 17 1-4c to 17 1-2c; finest Quebecs, 16 3-4c to 17 1-8c; lower grades, 16c to 16 1-2c.

Cheese—Irregularity again marked the cheese market. Holders were asking high prices, and buyers did not want to accept them. New cheese is selling almost on a par with old cheese, so that the upward tendency has been sufficiently effective to prevent spot accumulations. Old dealers do not believe that the advance will be maintained unless June cheese should start some speculators.

The advance quoted is now 2 1-2c per lb., and finest Ontario cheese could hardly be bought under 9c. In comparison with other years, dealers feel that this is not a bad price for early makes. The volume of production has been increasing very rapidly, and, though late in starting, the expansion has increased nearly 40 per cent. The

FOR SALE.

No Fake—Town and city right for preserving eggs by a first-class process; no cold storage needed. Circular for your address. Box 118, CANADIAN GROCER, Toronto.

Don't Buy Imported Macaroni.

We make a better article in Toronto, put it up more attractively, and it can be sold at about half the price.

Be sure you have

Napoli Macaroni

Get It from your wholesaler.

NAPOLI MACARONI CO.,
Hayter and Teraulay Sts.,
TORONTO, CANADA

THE PADS THAT PAY

Wilson's Fly Pads

Pay the retailer 100 per cent.

The Most Destructive Fly Killers Known.

Egg Cases

—AND—

Woodboard Fillers

BOTTOM PRICES.

WALTER WOODS & CO.

Hamilton and Winnipeg.

The Canadian Vinegar Company

HIGH-GRADE VINEGARS

Under Excise Supervision
Reputed the best on the market.

Factory and Office: 35a, 35c, 37 St. Antoine Street,

MONTREAL.

TRADE WITH ENGLAND

Every Canadian who wishes to trade successfully with the Old Country should read

"Commercial Intelligence"

(The address is 168 Fleet St., London, England.)

The cost is only 6c. per week. (Annual subscription, including postage, $4.80.)
Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.

REFRIGERATORS Useful to every one. 40 different styles. Silver medal, Quebec, 1901. Diplomas: Toronto, Ottawa, Montreal.

C. P. FABIEN,
Merchant and Manufacturer.
167 to 171 N. Dame St., **Montreal, Can.**
Write for Illustrated Catalogue.

MAPLE LEAF

Your goods are Al quality. — J. H. Anderson, Produce Co'y., Winnipeg, Man.

Your goods are all right.—J. A. Mathewson & Co., Montreal.

Small's Maple Cream bids fair to become world famous—Ottawa Evening Journal.

Small's brand has captured all Gold and Silver Medals offered in Canada, with highest awards at Paris, Glasgow and Cork. With due appreciation of the many brands we believe Small's is market standard. Life long experience is ours. Results are: Quality, tasty packages, FREE FROM PRESERVATIVE ACIDS, perfect keeping for all time, netting dealer fair profits and pleased customers. Guarantee on every package.

MAY BE HAD THROUGH ALL WHOLESALE GROCERS.
PUT UP BY

CANADA MAPLE EXCHANGE
DUNHAM, QUE. Head Office: MONTREAL.
SEND FOR PRICE LIST.

aggregate offerings for the week ending Saturday, May 28, were 37,500 boxes, against 41,400 during the same week of 1903. For the season the receipts have been 127,900 odd boxes, against 205,200 for the corresponding period of last year. The shortage this year is about 60 per cent. The arrivals on Monday reached 13,400 boxes, and 3,000 boxes were sold at the wharf for 8 1-4c, which is a rise of 1-2c over the previous Monday price. Spot prices rule as follows: Best western cheese, 9c; best eastern makes, 8 1-2c to 8 3-4c; seconds brought 8c yesterday. The consumptive movement in the Old Land has set in, and the holdings have faded in quantity, but the stock in London is still too large to have much hope for an immediate improvement in the exports.

The total exports for the season of 1904 are 102,741, divided as follows: 21,897 through and 80,844 local; for the same period in 1903 shipments totaled 139,744; 1902, 111,642. The butter shipments to date for the year were 4,458; 1903 for same period 4,025; 1902, 23,806.

St. John, N.B.

Provisions—Barrel pork and beef continue to rule low. Mess pork is being offered from Prince Edward Island, prices this year being well below last season. There is a limited sale. In pure lard our dealers have held quite full stocks, but have been disappointed in the market, lower prices being the cause. Sale is not large. In hams and bacon dealers try hard to get full figures, but sales are rather dull. In fresh beef, prices are firmer. Veal is coming to hand rather less freely. Mutton has but little sale. The lamb so far received is rather inferior in quality, and price is still high. Pork has been low and very little is now offered.

Mess pork, per bbl	$16 00	$17 00
Clear pork "	17 00	19 00
Plate beef "	12 50	14 00
Mess beef "	10 00	12 00
Domestic beef, per lb	0 06	0 07
Western beef "	0 08	0 09
Mutton "	0 09	0 10
Veal "	0 05	0 09
Lamb "	....	....
Pork "	0 06½	0 07½
Hams "	0 12	0 14
Rolls "	0 10	0 11
Lard, pure, tubs "	0 08½	0 09
" " pails "	0 09	0 09½
Refined lard, tubs	0 08¼	0 08¾
" " pails	0 08½	0 09

Butter—Butter is dull, and supplies are freely received. Even for best grades dealers find it necessary to shade prices. In poorer quality it is also impossible to move stock.

Creamery butter	0 20	0 21
Best dairy butter	0 17	0 18
Good dairy tubs	0 16	0 17
Fair "	0 14	0 15

Eggs—In this line prices are rather higher. Shipments from Prince Edward Island are very light. As they now are preserving eggs, we depend on the island for our chief supply, and the market is ruled from there. Quality of the stock received continues good.

Eggs, hennery	0 15	0 20
" case stock	0 14	0 15

Cheese—Market is decidedly firmer, prices having advanced at least 1c. There is still some old cheese offered. In new cheese supply is light, demand is altogether for twins. So far local-made cheese have not been largely offered.

Cheese, per lb	0 10	0 11

Winnipeg.

Lard—The market is easier, and prices have declined a little. Our quotations are as follows:

Lard, 50-lb. pails	4 80
" 20 "	2 00
" 10 " in cases	6 05
" 3-lb. tins	6 25
" 5 "	6 15
" Compound, in 20-lb pails	1 75

Cured Meats—The market in cured meats continues firm, with quotations as follows:

Hams, per lb	0 13½
Shoulders, per lb	0 08½
Picnic hams per lb	0 09
Breakfast bellies, per lb	0 13½
Breakfast backs, per lb	0 11½
Large spice rolls, per lb	0 10½
Long dry clear, per lb	0 09

Butter—The demand for butter is good, and stock continues to come in very slowly. There is practically no dairy coming in at present. We quote the folowing prices:

Creamery, per lb		0 25
Butter, in tubs	0 18	0 22

London, Eng., Provision Markets.

Latest reports of prices current in provisions in the London markets, dated May 16, and issued by T. Nesbitt & Co., are as follows:

The butter market is steadier, with an improved demand. Canadian bacon is selling more readily at advanced quotations. Canadian hams are in more request. Best eggs are in fair demand, with small sizes rather lower. Cheese is meeting with good demand at present low range of prices.

The following comparative table represents the prices current in butter in the London markets on May 16, for the last three years:

	1902.	1903.	1901.
	s. s.	s. s.	s. s.
Danish.....per cwt.	103 " 106	98 " 100	92 " 95
Normandy..... "	90 " 104	80 " 100	84 " 92
Dutch..... "	94 " 98	90 " 94	80 " 86
Canadian, etc... "	.. " ..	72 " 90	.. " ..

IMPORTANT LEGAL DECISION.

The Supreme Court of Nova Scotia has decided that the Dominion Government has no right to grant trap net licenses to fish for mackerel on the Atlantic coast in Canadian waters, and that such licenses are illegal. This decision will not materially affect Dominion licenses elsewhere, as licensees will in their own interest desire to continue their licenses. The Government is now acting under agreement with the Provincial Government, and difficulty will only arise where litigation is invoked by the fishermen themselves.

New Goods— Some grocers have, to a considerable extent, built up their trade by being up-to-date with new lines of goods, being ever on the alert to take hold of new lines as they are put on the market. For the "wide awakes" we offer the following:

LOBSTERS—½-lb. flats.

JUST RECEIVED—Our first shipment of the new pack and will likely be sold before next shipment is received.

PLACE YOUR ORDER BEFORE STOCK IS EXHAUSTED.

HADDIES—1s round tins.

IN STORE—Our first shipments of new season's pack, comprising lots from several reliable packers.

GET OUR QUOTATIONS.

RICE— **"3-Minute Carolina."**

We have just received our first shipment of Fancy Head Carolina Rice put up in 1-lb. cotton bags. No waste or loss of time in weighing out. This line is sure to be a popular seller with high class trade.

Specials—Too much stock, so special prices to clear——

MAPLE SYRUP

ABSOLUTELY PURE.

IN WINE PINT TINS TO SELL AT 10 CTS.

Cases, 2 doz } - - - 95 cts. per doz.
Brls., 10 " }

MARMALADE

HIGH GRADE—WE GUARANTEE THE QUALITY.

Wine quart Gem Jars - - - 3.00 doz.
7-lb. Sealed Tins - - - 60 cts. per tin

THE **EBY, BLAIN CO.,** LIMITED, **Wholesale Grocers, TORONTO.**

Gleaned from the Travelers

MR. WM. STEVENS, who has for some time past been manager of the firm of Peter Robertson & Co., of Port Hope, has bought out the business, and will continue it under his name.

D. J. Hartle, who has been carrying on business in Minden for some time past, has greatly extended his business by moving into a larger store the past week, the properly of W. Watson, of that town, which he has purchased.

J. C. Mossington, of Hawkestone, who had been doing business there for some time past, has been succeeded by Reid & Co., who took over the business the past week.

J. E. Beaton, of Oshawa, has gone to Muskoka Lakes on a fishing trip.

APPOINTED CANADIAN AGENT.

Mr. W. H. Dunn, Montreal, has been appointed Canadian agent for "Salt Royal," Bradford, Eng. This is a very high-class table salt put up in fancy canisters to retail at 15c, 25c and 40c per tin. The quality of the goods, the texture and general appearance of the packages, should commend themselves to the trade.

TRADE WITH NEW ZEALAND.

T. De Schreynor, of Auckland, New Zealand, representative of the Canadian Manufacturers' Association, is in Canada to promote the establishment of a direct steamship line between New Zealand and the Dominion.

Mr. De Schreynor says the transportation question just now is of vital interest to the people of New Zealand, and that they can use a great many Canadian manufactured articles which at the present time they are purchasing from the United States. If a regular service can be brought about between Canada and New Zealand, trade with Canada will increase by leaps and bounds. Last year New Zealand bought seven million dollars' worth of goods from the United States, and given a proper service in the way of transportation, 60 per cent. of that business can come to Canada. In regard to return cargoes from New Zealand to Canada, Mr. De Schreynor says New Zealand can supply Canada with flax, wool, and various other goods.

TRINIDAD COCOA.

The following is a comparative statement of exports of cocoa from Trinidad during the last four years, from October 1 to May 18:

		England	France	America	Total
Crop, 1900-1901..	Bags	36,053	16,086	31,242	83,381
" 1901-1902..	"	50,768	35,316	34,252	120,336
" 1902-1903..	"	60,260	38,573	63,499	162,332
" 1903-1904..	"	53,575	36,241	63,417	158,233

COMPANIES INCORPORATED, ETC.

S. H. Knox & Co., incorporated under the laws of the State of New York, have been granted a license to carry on a general business in Ontario to the extent of $100,000. C. H. Ivey, London, Ont., has been appointed attorney of the company.

A charter has been granted the Niagara Falls Milling Company, Niagara Falls, to manufacture and deal in grain and cereals. The capital of the company is $50,000, and the provisional directors are: W. Wanless, H. E. Wanless and A. Griffis, of St. Catharines; J. F. McLaughlin, of Toronto, and E. Ryerson, of Niagara Falls.

The W. B. Reid Company, Toronto, have been licensed to carry on a pipe, tobacco, cigar and cigarette business. The capital of the company is $40,000, and the provisional directors are W. B. Reid, A. Lang and W. Scott, all of Toronto.

Has stood the test of every climate.

HIGHEST AWARD

Wherever demonstrated, including the following Dominion, State, and International Exhibitions

Industrial Exhibition	Toronto, Canada	-	1903
Provincial Exhibition	Halifax, N. S.	-	1903
Provincial Exhibition	Victoria, B. C.	-	1902
Pan-American Exposition	Buffalo, N. Y.,	-	1901
Paris Exposition	Paris, France	-	1900
Trans. Miss. Exhibition	Omaha, Neb.	-	1898
World's Fair	Chicago, Ill.	-	1893

The products of THE ST. CHARLES CONDENSING CO. are famous the world over for HIGH QUALITY, ABSOLUTE PURITY, and ADAPTABILITY for all the purposes of fresh milk.

Home Office and Address:

Correspondence and Trade orders solicited.

St. CHARLES, ILL., U.S.A. FACTORIES: Ingersoll, Ontario, Canada, St. Charles, and Chenning, Ill.

CANADIAN PRODUCTS FOR AFRICA.

AN interesting commercial steamship departure was noted last week, when the ss. Melville, in command of Capt. W. Jones, sailed from Montreal for South African ports, with a full cargo, comprising American and Canadian manufactured goods, and Canadian produce. The cargo included 16,000 bushels of No. 1 northern wheat, shipped by H. B. Metcalf & Co.; 5,000 bushels of Canadian rye, and 2,000 bushels of buckwheat. The flour exported comprised 12,500 bags from the Lake of the Woods Milling Co., 2,000 bags from the W. W. Ogilvie Co., and 4,000 bags of American flour from Minneapolis. Excellent cold storage equipment was supplied in this steamer, in which were placed 300 tons of bacon, shipped by the Laing Packing Co.; 350 tons of pork, frozen beef and poultry, by the Armour Packing Co. of Chicago; 75 tons of similar cargo, shipped by Swift & Co. of Chicago. In addition, there was a large shipment of white twine from R. Crooks & Co., Montreal. A. A. Ayer & Co. also shipped 100 boxes of first-class cheese, and Heney & Co. sent forty carriages of Canadian manufacture.

WHO WILL SUCCEED MR. WM. MACKENZIE ?

THE following item from a recent number of the Weekly Times of Ceylon will interest readers of The Grocer, inasmuch as Mr. Mackenzie is recognized as the introducer of Ceylon teas to America. A sketch of Mr. Mackenzie appeared in The Gracer of May 20:

"Mr. Wm. Mackenzie has done good and useful work for the whole community, and it will be an evil day for us when he resigns, as we understand he will do at once, if he has not done so already. Who is to fill his place? Who is there amongst us with a business-training, who knows America and the tea trade in America, to continue his good work, for it would be a pity to send a man who could not go on from where Mr. Mackenzie left off. Someone who would start where Mr. Mackenzie did some years ago is not worth much. And we take it the man will be hard to find. Cannot, therefore, a great effort be made to secure Mr. Wm. Mackenzie's services for a few years more, when the foundation he has laid will be secure against all attack? We understand the remuneration given him is not large, considering that he has to pay as many as three visits to America yearly.

CAPE BRETON WHOLESALE GROCERY CO.

A new enterprise, known as the Cape Breton Wholesale Grocery Co., has been organized in Sydney, Cape Breton, with an authorized capital of $60,000; H. W. Wentzell is president and general manager; A. W. Mann is resident manager and secretary-treasurer, and D. M. McKay is a director, along with the two preceding gentlemen. The list of directors will be added to from the shareholders. The newly organized company is an evolution of the Sydney branch of the firm of H. W. Wentzell & Co., which was opened in 1900, and has since made rapid strides.

J. Milton Cork, grocer, Toronto, has sold his business to J. Ray, Parkdale. At present Mr. Cork is enjoying a well-earned rest at his Summer residence, Balmy Beach.

INQUIRIES FOR CANADIAN TRADE.

THE following inquiries relating to Canadian trade have been received by the Curator of the Canadian Section of the Imperial Institute, London, Eng.

69. The names of wholesale confectioners in Canada likely to take up the sale of a new variety of sweetmeat are desired by the manufacturers of the article.

70. A correspondent has asked to be placed in touch with some Canadian produce exporters who wish to do a trade in Hamburg.

72. A London firm of produce importers are open to represent a first-class Canadian rolled oats mill and some packers of canned meats, fruits, etc.

73. Application has been made by a German house having a large outlet for Canadian produce such as dried fruit, evaporated vegetables, canned lobsters, etc., for the names of likely exporters.

The names of the firms making these inquiries, with their addresses, may be obtained from the Department of Trade and Commerce, Ottawa. Persons desiring such addresses will be careful to quote the office under which the inquiry appears and the number.

GRAIN STEAMERS TO CARRY ORE.

In the absence of big grain shipments from the west at the present time the Canadian Pacific Railway Atlantic Steamship Company is reported to have just closed an important contract, which is the first of its kind ever made in Canada, and which will make up for the lightness of the wheat shipments. The contract calls for the shipment of 15,000 tons of lead ore from the Kootenay district of British Columbia to England. The company in this way will be able to fill up a great deal of the space occupied in other seasons by grain and will be able to bring the tonnage well up to the same level as last year. The company has also made contracts for the shipment of large quantities of copper ore from the Sudbury district.

"GROCERS, ATTENTION"

What is it brings the family custom?

A Tea good for all occasions and for all classes.

What is it keeps the customers with you?

A Tea, "once tasted always used."

Such is the **celebrated**

Blue Ribbon Ceylon Tea

PUSH THE RED LABEL, 40c., WORTH FIFTY.

There may be much money (for a year or two) in pushing inferior brands that pay larger profits, but those grocers who want a lasting reputation, and the **best trade**, will be careful to recommend the things that satisfy in the long run. This rule, applied to Coffee, means furnishing that sold by

Chase & Sanborn

and none other.

GREIG'S

White Swan

Flaked

Breakfast Food

It contains every life-giving element united to the finest flavor.

Just the thing for Summer Trade.

3 lb. Pkgs.—2 doz. in a Case.

The Robert Greig Co., Limited

White Swan Mills

Toronto

MacLEAY, DUFF & CO.

GLASGOW, SCOTLAND.

Scotch Whiskies

"FREEDOM"

"SPECIAL LIQUEUR CREAM"

The Best for the Price

B. O. BELAND

Agent: 1684 Notre Dame Street, Montreal.

Forest City Catsup

is made entirely from choice ripe tomatoes.

Every tomato is carefully hand-picked and has all the blossoms, blemishes, etc., carefully cut away so that only the very best part of the meat is used.

The highest quality and most expensive vinegar and spices are used, and corresponding care is given to the work in every process of the manufacture.

Common catsup, made from turnip and apple pulp and colored with tomato flavoring, or made from the offal from tomato-canning factories, can of course be bought cheaper than our high-class Forest City Catsup, but discriminating customers quickly detect the difference and your trade diminishes or increases according to whichever quality you handle.

If you do not handle Forest City Catsup, place a small trial order with us, keep tab on the customers to whom you sell it, and we'll guarantee that every one of them will like it.

GORMAN, ECKERT & CO.

LIMITED

London, Canada.

Makers of Grocers' high-class specialties.

CLASSIFIED LIST OF ADVERTISEMENTS.

Ammonia.
Gorman, Eckert & Co., London, Ont.

Baking Powder.
Chivers & Sons, Histon, Cambridge, Eng.
Eagle Mnfg. Co., Montreal.
Gillett, E.W., Co., Toronto.
McLaren, W. D., Montreal.

Baskets.
Oakville Basket Co., Oakville, Ont.

Bird Seed.
Nicholson & Brock, Toronto.

Biscuits, Confectionery, Etc.
Browne & Wells, Toronto.
Canadian Swiss Trading Co., Montreal.
Christie, Brown & Co., Toronto.
Lamont, Corliss & Co., Montreal.
McGregor-Harris Co., Toronto.
Mooney Biscuit & Candy Co., Stratford.
Mott, John P., & Co., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.
Stewart, A. J., Toronto.

Black Lead.
Oakey, John, & Sons, London, Eng.

Brooms, Brushes, Etc.
United Factories, Toronto.
Waterloo Broom and Brush Co., Waterloo, Ont.

Canned Goods.
Anglo-British Columbia Packing Co., Vancouver, B.C.
Balfour & Co., Hamilton, Ont.
Black Bros. & Co., Halifax, N.S.
Bloomfield Packing Co., Bloomfield, Ont.
Burlington Canning Co., Burlington, Ont.

Cheese Cutter.
Computing Scale Co. of Canada, Toronto.

Chewing Gum.
Row & Co., Brockville, Ont.

Cigars, Tobaccos, Etc.
American Tobacco Co., Montreal.
Empire Tobacco Co., Montreal.
Erie Tobacco Co., Windsor, Ont.
Fortier, J. M., Montreal.
Horrocks, T. J., Toronto.
McAlpin Consumers Tobacco Co., Toronto.
McDougall, D., & Co., Glasgow, Scot.
Payne, J. Bruce, Granby, Que.
Reid, W. B. & Co., Toronto.
Tuckett, Geo. E., & Son Co., Hamilton.

Cocoanut.
Downey, W. P., Montreal.
Greig, Robt., Co., Toronto.

Cocoas and Chocolates.
Canadian Swiss Trading Co., Montreal.
Cowan Co., Toronto.
Dutch Chemical Works, Amsterdam, Holland.
Epps, James, Co., London, Eng.
Mott, John P., & Co., Halifax, N.S.
VanHouten's—J. L. Watt & Scott, Toronto

Coffee Essence.
Bromley's—W. G. Patrick & Co., Toronto.

Commission Merchants.
Dawson Commission Co., Toronto.
Dingle & Stewart, Winnipeg.
Dunn, Wm. H., Montreal and Toronto.
Hopkins, John, St. John, N.B.
Lambe, W. G. A., & Co., Toronto.
Millman, W. H., & Sons, Toronto.
Nicholson & Bain, Winnipeg.
Nicholson, Bain & Johnston, Calgary.
Patrick, W. G., & Co., Toronto.
Price, Chambers & Co., Winnipeg Man.
Rattray, D., & Sons, Montreal.
Rutherford, Marshall Co., Toronto.
Ryan, Wm., Co., Toronto.
Watt, J. L., & Scott, Toronto.
Wilson Commission Co., Brandon, Man.

Computing Scales.
Computing Scale Co. of Canada, Toronto.

Concentrated Lye.
Gillett, E. W., Co., Toronto.

Condensed Milk and Cream.
Borden's—Wm. H. Dunn, Montreal and Toronto.
Colson, C. E. & Son, Montreal.
St. Charles Condensing Co., Ingersoll.

Corks.
Ewing, S. H., & Sons, Montreal.

Crockery and Glassware.
Gowans, Kent & Co., Toronto.

Dairy Produce and Provisions.
Clark, Wm., Montreal.
Dominion Packing Co., Charlottetown.
Eby, Blain Co., Toronto.
Fearman, F. W., Co., Hamilton.
Matthews, Geo. Co., Brantford, Hull, Peterboro'.
MacLaren, A. F., Imperial Cheese Co., Toronto.
McLean, J. A., Produce Co., Toronto.
Park, Blackwell Co., Toronto.

Finance and Insurance.
Bradstreet Co.
British-American Assurance Co., Toronto.
Canadian Bank of Commerce, Toronto.
Confederation Life, Toronto.
Liverpool & London & Globe Insurance Co., Toronto.
London Guarantee and Accident Co., Toronto.
Metropolitan Bank, Toronto.
Western Assurance Co., Toronto.

Fish.
Black Bros. & Co., Halifax.
Connors Bros., Ltd., Black Harbor, N.B.
Davidson & Hay, Toronto.
James, F. T., Co., Toronto.
Kinnear, T. & Co., Toronto.
Todd, J. H., & Son, Toronto.

Fly Paper.
Kay Bros., Stockport, Eng.
Thum, O. & W., Co., Grand Rapids, Mich.
Wilson, Archdale, Hamilton, Ont.

Fruits—Dried, Green, and Nuts.
Adams, E. E., Leamington, Ont.
Davidson & Hay, Toronto.
Gibb, W. A., & Co., Hamilton.
Husband Bros. & Co., Toronto.
McDougal & Lemon, Owen Sound, Ont.
McWilliam & Everist, Toronto.
Tippet, A. P., & Co., Montreal.
Walker, Hugh, & Son, Guelph.
White & Co., Toronto.

Gelatine.
Canadian Gelatine Co., Toronto.
Cox, G. & J.

Grain, Flours and Cereals.
Force Food Co., Buffalo, N.Y.
Frontenac Cereal Co., Toronto.
Greig, Robt., Toronto.
McCann, Wm., & Co., Toronto.
Napoli Macaroni Co., Toronto.

Grocers—Wholesale.
Balfour & Co., Hamilton.
Canada Brokerage Co., Toronto.
Davidson & Hay, Toronto.
Eckardt, H. P., & Co., Toronto.
Eby, Blain Co., Toronto.
Gorman, Eckert & Co., London, Ont.
Kinnear, T., & Co., Toronto.
Laporte, Martin & Cie, Montreal.
Lucas, Steele & Bristol, Hamilton.
"Ozo" Co., Montreal.
Turner, James, & Co., Hamilton.

Grocers' Grinding and Packing Machinery.
Adamson, J. T., & Co., Montreal.
Coles Mfg. Co., Philadelphia, Pa.
Eby, Blain Co., Toronto.

Hides.
Page, C. S., Hyde Park, Vt.

Infants' Foods.
Keen, Robinson & Co., London, Eng.

Interior Store Fixtures, Trucks, Etc.
Auer Light Co., Montreal.

Jams, Jellies, Etc.
Chivers & Sons, Histon, Cambridge, Eng.
Greig, Jas. R., Montreal.
"Nonpareil" Jellies—Rose & Laflamme, Montreal.
"Ozo" Co., Montreal.
Upton's — A. F. MacLaren Imperial Cheese Co., Toronto.

Macaroni
Napoli Macaroni Co., Toronto.
Tippet, A. P., & Co., Montreal.

Matches.
Walkerville Match Co., Walkerville, Ont.

Mince Meat
Wethey, J. H., St. Catharines.

Office Furniture.
Tees & Co., Montreal.

Pass Books, Etc.
Allison Coupon Co., Indianapolis, Ind.

Patent Solicitor.
Cullen, Orlan Clyde, Washington, D.C.

Peels.
Colson, C. E., & Son, Montreal.

Pickles, Sauces, Relishes, Etc.
American Coffee & Spice Co., Toronto.
Batty & Co., London, Eng.
Capstan Mfg. Co., Toronto.
Colson, C. E., & Son, Montreal.
Davidson & Hay, Toronto.
Downey, W. P., Montreal.
Eby, Blain & Co., Toronto.
Flett's—Rose & Laflamme, Montreal.
Gorman, Eckert & Co., London, Ont.
Horton-Cato Mfg. Co., Windsor, Ont.
Laing's, Dr.—W. G. Patrick & Co., Toronto.
Lytle, T. A., Co., Toronto.
"Ozo" Co., Montreal.
Patterson's—Rose & Laflamme, Montreal.
Taylor & Pringle, Owen Sound.

Polishes—Metal.
Oakey, John, & Sons, Montreal.

Polishes—Stove.
Morse Bros., Canton, Mass.
Nickel Plate Stove Polish Co., Chicago.
Prescott's.—W. H. Dunn, Montreal and Toronto.

Pottery.
Foster Pottery Co., Hamilton, Ont.

Poultry Food.
Greig, Robert, Co., Toronto.

Refrigerators.
Eureka Refrigerator Co., Toronto.
Fabien, C. P., Montreal.

Salt.
Canadian Salt Co., Windsor, Ont.
Patrick, W. G., & Co., Toronto.
Toronto Salt Works, Toronto.
Verret, Stewart & Co., Montreal.

Shelf Boxes.
Bennett Mfg., Co., Pickering, Ont.

Soap.
Metropolitan Soap Co., Toronto.

Soap Powder.
Babbitt's. — W. H. Dunn, Montreal and Toronto.

Sodas—All Kinds.
Winn & Holland, Montreal.

Starch.
Brantford Starch Works, Brantford.
Edwardsburg Starch Co., Cardinal, Ont.
Maiden, J. H., Montreal.

Steel Shingles.
Metallic Roofing Co., Toronto.

Sugars, Syrups and Molasses.
Canada Maple Exchange, Montreal.
Castle, F. J., Co., Ottawa.
Dominion Molasses Co., Halifax, N.S.
Edwardsburg Starch Co., Cardinal, Ont.
Imperial Maple Syrup—Rose & Laflamme, Montreal.

Summer Beverages.
Batger's—Rose & Laflamme, Montreal.
Chivers & Sons, Histon, Cambridge, Eng.
Downey, W. P., Montreal.
Simson Bros. Co., Halifax.

Teas, Coffees, and Spices.
Balfour & Co., Hamilton.
Blue Ribbon Tea Co., Toronto.
Ceylon Tea Traders' Ass'n.
Chase & Sanborn, Montreal.
"Commissioner" Tea, London, England.
Davidson & Hay, Toronto.
Dutch Chemical Works, Amsterdam, Holland.
Eby, Blain Co., Toronto.
Estabrooks, T. H., St. John, N.B.
Ewing, S. H. & A. S., Montreal.
Gillard, W. H., & Co., Hamilton.
Japan Tea Traders' Ass'n.
Kinnear, T., & Co., Toronto.
Marceau, E. D., Montreal.
"Ozo" Co., Montreal.
Rutherford, Jas., & Co., Montreal.
Salada Tea Co., Montreal and Toronto.
Turner, James, & Co., Hamilton.
Wood, Thos., & Co., Montreal.

Vinegars.
Canadian Vinegar Co., Montreal.
Grimble & Co., London, Eng.
Hill, Evans & Co., Worcester, Eng.
"Ozo" Co., Montreal.

Wall Paper Cleaner.
Ridout, Geo., & Co., Toronto.

Washing Compound.
Keen's—Frank Magor & Co., Montreal.
Reckitt's —Gilmour Bros., Montreal.

Wines and Liquors.
Beland, B. O., Montreal.

Woodenware.
United Factories, Toronto.
Woods, Walter, & Co., Hamilton.

Wrapping Paper, Etc.
Canada Paper Co., Toronto.

Yeast.
Gillett, E. W., Co., Toronto.

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"Where the Honey is

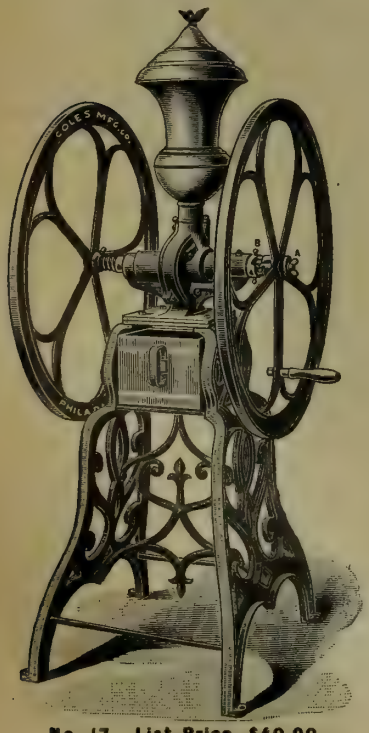
there are the bees."

You won't find the successful grocer trying to extract profits from second-class goods. He doesn't waste his time, energy and money for the purpose of building up his competitor's business. In the long run, quality wins where quantity fails—***quality is remembered long after price is forgotten.***

Windsor Salt is the Salt of highest quality and hence sold by grocers of high reputation. It is pure, white, dry, crystaline—it is the Salt that doesn't cake. "Where the honey is, there are the bees"—you can trust the high-class grocer ***to*** find out ***just where the honey is.***

Windsor Salt

The Canadian Salt Co., Limited, Windsor, Ont.



No. 17. List Price, $40.00.

Coles Coffee Mills

None better for Granulating or Pulverizing.

Our mills will Pulverize without heating Coffee.

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders.

A GREAT LABOR-SAVER.

Our Grinders wear longest.

Agents... TODHUNTER, MITCHELL & CO., Toronto.
DEARBORN & CO., St. John, N.B.
FORBES BROS., Montreal.
GORMAN, ECKERT & CO., London, Ont.

Coles Manufacturing Co.
PHILADELPHIA, PENNA.

FIVE GALLONS FOR 25 CENTS
A HEALTHY AND DELICIOUS BEVERAGE
25c HIRES' IMPROVED 25c
ROOT BEER!
IN LIQUID. NO BOILING. OR STRAINING. EASILY MADE
THIS PACKAGE MAKES FIVE GALLONS

THIS IS THE LEADING SUMMER TONIC OF... **AMERICA**

Sold by all leading jobbers. If your wholesaler don't keep it, drop a post card to 26 St. Peter Street, MONTREAL.

"WHITE DOVE" Cocoanut

—positively the finest product of
—the Cocoanut **sold in Canada.**
—Put up in ¼-lb., ½-lb. and
—1-lb. pkgs. and in Bulk in Pails.
—If you cannot obtain these goods through your jobber, write direct to

W. P. Downey

AGENT

26 St. Peter Street, - - MONTREAL.

THE CANADIAN GROCER

President:
JOHN BAYNE MACLEAN,
Montreal.

The MacLean Publishing Co.
Limited

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, North-West Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

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GRAIN INSPECTION.

IN view of the stand taken on the new Grain Inspection Bill in the editorial columns of Grocer last week, it is interesting to follow up the situation as it appeals to the grain dealers in Montreal. At a meeting of the Montreal Corn Exchange Association on May 27, strong objection was taken to the proposed measure, in so far as it places undue power in the hands of the chief grain inspector. According to the Grain Inspection Bill, as it stands, the selection of standards by the grain survey boards will be subject to the approval of the chief inspector, but what is more, any decision given by the grain survey boards will be subject to appeal to the chief inspector, whereas it should be just the other way round. In a court of law an appeal from a certain legal decision is finally decided by the majority.

The grain section of the Toronto Board of Trade have raised similar objections, but Toronto differs from Montreal in respect to placing the control of grain inspection in the hands of the different boards of trade, believing it should be Dominion inspection only, not even provincial. Montreal would follow the scheme of grain inspection that is used in American grain ports. There, grain inspection is in the hands of the boards of trade, chambers of commerce and like organizations, and as a matter of fact, there is sometimes a difference of as much as 8c a bushel on grain inspected for the same grade in any two of these ports, for the simple reason that the different boards of trade do not always make the requirements for the various grades the same, but may change from year to year. It is just this inequality and irregularity that Toronto grain men wish to see overcome. They do not advocate board of trade inspection, or inspection by individual inspectors, but one uniform inspection for the whole Dominion of Canada, which will be under the control of the Dominion Government, and fixed by Act, the supervision of actual carrying out of which will be placed in the hands of men thoroughly conversant with the grain situation in all its multitudinous details, such as have composed the boards of survey which have done such excellent work in both Montreal and Toronto for many years.

TRADING STAMPS.

IT would seem as if the City Council of Montreal, as well as the Legislature of the Province of Quebec, have been exercising themselves over something which does not warrant the pains they have taken. For instance, it may be either wise or foolish to issue or receive trading stamps, and there may be better and more attractive means of giving a discount for cash. The legality of the business, however, is not open for discussion, except by the courts. Senator Dandurand, acting in behalf of the Traders' Advertising Company, made the interesting statement last week before Judge Mathieu that there are twenty-five thousand families in the City of Montreal alone who have books of cash receipts, which means that nearly half the entire City of Montreal is interested.

No sooner had the City Council passed a by-law regarding trading stamps than the Traders' Advertising Company immediately set to work and obtained an injunction to prevent it from being put into force. Usually thirty days' notice is given before the enactment of a new by-law. The city attorneys, evidently, were arbitrary, and claimed that the charter allowed special action in this case. Judge Mathieu was of a different opinion. The argument of the counsel of the Trading Stamp Company was, that by not following the usual rule of giving thirty days' notice of the adoption of a by-law, the city would injure this large number of families who held books of stamps partly filled, and which were retained solely in the anticipation of redemption. Mr. Dandurand impugned the constitutionality of the Act, by which the city is authorized to pass such a by-law, and claimed that the matter came within the jurisdiction of the Federal Parliament only. It is well-known that Provincial Legislatures have been put in control of the administration of justice, and also distinctly in control of municipal institutions. Is it possible that the Local Legislature has not the prerogative of allowing the City of Montreal to pass a by-law? If so, our laws cannot legally be enforced. At any rate, the injunction against the city has been granted, and the whole business will have to go through the courts again.

The City Council of Montreal apparently exercised very little care in the first place. Who was it that advised the aldermen in respect to the forty dollars, imposed, according to the first by-law, when it should have been twenty dollars? It is odd that with five aldermen who are grocers, and thoroughly know the trading stamp business, the city council should have been so ill-advised by the City Attorney regarding as important an issue as the suppression of trading stamps. The weakest point

in the argument of the aldermen was that trading stamps had been suppressed in other places, which is really no argument at all. It is only fair to say that the objection to the stamps, however good, or however ill they may be, has been raised by dealers who do not use them. Grocers claim that the tendency is to create monopolies, and that certain dealers using the stamps attract customers to their trade exclusively. There is another point which has not been mentioned, namely, that large numbers of grocers in Montreal are quite indifferent as to whether others use trading stamps or give away sovereigns. It is surprising, however, to learn that such a large number of grocers use the stamps and that some thousands of buyers want them. How the whole thing will end is hard to say, but as far as the city council is concerned, a large number of grocers feel that they are quite able to fight their own battles.

CANADA'S UNDERPAID JUDICIARY

THE many readers of this paper who have followed the articles in The Grocer advocating higher salaries for the Supreme Court judges, will find sound logic in the following from the Ottawa Citizen :

"The article which we reprint in another place in this issue from The Grocer on the subject of judicial salaries in Canada, has our hearty endorsation. It shows a healthy state of national sentiment when the rights of one class in the community are fearlessly advocated by the press of another class in the interest of all. It is advocacy of the most telling kind. That the salaries of judges in this country are so inadequate as to be on the mean side is obvious to any one who takes the slightest trouble to look into the matter. In the past we have been able to secure able and upright men to fill our judicial offices notwithstanding the meagre remuneration attached to them, but in view of the rapidly increasing cost of living throughout the Dominion have we any right to expect a continuation of our good fortune in this respect ? In the senate, in September, 1891, the late Senator Dickie called the attention of the Government of the day to the question in hand. In the course of his remarks he said :

" 'I have no personal interest in the matter beyond that which attaches to any member of this House who is interested in having an efficient administration of justice. This end will not be attained unless by an adequate and independent judiciary. The scale of salaries attached to these high offices was arranged shortly after confederation. During that period, which has been the life of the nation to which we belong, we have seen throughout very large increases, beginning with the indemnity of members of parliament, and increases in salaries of ministers, and increases in the salaries of almost every public officer down to the bottom and yet the salaries of the judges have remained stationary.'

"What Senator Dickie said then with so much force gains additional strength when quoted after thirteen years of inaction in the matter. It is not becoming to the dignity of Canada that it should be said of her that her judiciary is the poorest paid of any in the chief British possessions. It is the smallest sort of cant for us to laud the probity of our judges on the one hand, and to deny them salaries commensurate with their work and dignity on the other. It is an old saying that a well-paid bench makes justice cheap. An unsound judge is dear at any price; and it is no answer to say that he can be put right on appeal. That means additional expense and delay to the well-to-do suitor; to the poor man it means in the majority of instances enforced acquiescence in a denial of justice. The better the judges the fewer the appeals. By all means, then, let us make it possible for our best lawyers to go on the bench without facing one of the hardest of all trials,—poverty in high position."

The Citizen touches the vital point of the whole case. Canadians are proud of their judicial system, we never cease praising the probity and strength of our judges, yet though the wages of every class in the community have been advanced we continue our Supreme Court judges at salaries which were too small at confederation, but are now absolutely niggardly. It is our boast that only safe, strong, conservative men are sought for judicial honors, yet the salary attached to the highest judicial position a Canadian lawyer can be invited to take is such that to accept it a first-class lawyer must make a financial sacrifice which none should be expected to make, and which few can afford to.

VISIBLE GRAIN SUPPLIES.

A QUESTION has arisen which is of interest to The Grocer, in so far as it concerns a very important department of the grocery trade, namely, that of flour and cereals. It is this: Who is to be the final authority on grain statistics? For instance, are we to rely upon the grain report published weekly by Bradstreet's, New York, for a correct statement of the visible supply of grain in Canada and the United States, or are we to refer to such reports as those of the New York Produce Exchange or the Chicago Board of Trade?

Comparing Bradstreet's report with the others mentioned, we find that Bradstreet's estimate of the visible supply of grain in Canada and the United States on Saturday last, May 29, was, in round numbers, 36,000,000 bushels, while the estimates of the others were each in the neighborhood of 24,000,000 bushels. The difference is accounted for by the fact that all except Bradstreet's omitted a considerable number of ports in which stocks available on May 28 ran from 30,000 to 200,000 bushels, and one in which stocks were estimated at 508,000 bushels. Another omission was that of stocks stored in private elevators in the larger grain centres. Scrupulous care seems to have been exercised in the insertion of comparatively insignificant ports, while at the same time some which figured prominently in Bradstreet's were left out entirely in the others.

It need scarcely be asked which is the more reliable report. Even in Bradstreets', however, there is room for improvement. In glancing over their report we notice that such Canadian ports

as Owen Sound, Collingwood, Midland, Meaford, Goderich, and Point Edward are lost sight of. These are important grain points, and in view of the probability of a very large increase in the grain output of Manitoba and the Northwest, much of which passes through these ports, they ought to figure in statistics of supplies available in Canada and the United States from week to week if such are to be complete.

HIS NINETY-FOURTH BIRTHDAY.

MANY Canadians are this week congratulating Sir Wm. P. Howland on entering his ninety-fourth year in a condition physically and mentally that promises many more birthdays.

The daily papers are publishing stories of his long career, but none of them recognize the fact that he laid the foundation of his success in the grocery business. He came to Canada from the States as a young man, and started a grocery store in Toronto. This developed into a wholesale grocery business, which was worked in conjunction with a flour mill. He eventually gave up the grocery business, and in his latter years devoted his time to the milling and grain trades. Among the stories told by the old business men of those days is one which has probably never before found its way into print.

Sir William was Minister of Finance, and as such had the preparation of the customs tariff. Some weeks before the annual budget was brought down in Parliament Sir William and some of his friends began to pick up sugar in considerable quantities, in anticipation of a duty being placed upon it. The course of events since then shows that Sir William and his friends did not benefit as much in the long run as a shrewd little Scotchman named John Morrison, a porter and shipping clerk in the Howland grocery warehouse.

Mr. Morrison observed the quiet purchases of sugar by his employer, and began to buy on his own account. He had saved up a little money, and had a number of friends in Toronto and Montreal, from whom he borrowed all he could, and then he bought all he could on credit. He had control of a large quantity in Montreal and Toronto, when a duty was put on, and he suddenly became a rich man. He at once gave up his position and began a wholesale grocery business on his own account. He was not only shrewd, but extremely economical, and his fortune was rapidly added to by his savings. He tired of the grocery business and went into insurance and banking. He was head of the British America Assurance Co. for some years, but was not so successful in that as he was in banking, and he resigned some years ago, and is now a successful private banker, and is looked upon as one of the richest men in Toronto. He is not now much in the public eye, but lives in a fine large residence, filled with costly furniture, bric-a-brac, pictures, statuary, etc.

Mr. Morrison is a strong Liberal, and on one occasion interrupted the late Sir John Macdonald at a public meeting by calling him a political villain. Sir John, with a twinkle in his eye, at once said: "Well, Johnnie, if I am a villain, you are a grocer."

Mr. Morrison, being born in a part of the world where it is said people do not see a point quickly, was most indignant, and replied: "I am not a 'grosser' villain than you." They say it took Mr. Morrison some time to understand why the audience was convulsed with laughter.

The Canadian Grocer, on behalf of the trade in Canada, congratulates Sir Wm. P. Howland on his birthday.

A DISTINGUISHED JUNE WEDDING.

The day of weddings for the year was of particular interest to The Grocer, in so far as June 1 marked the marriage of Miss Mary Dunlop Davidson, daughter of one of our most respected and distinguished friends, Lieut.-Colonel Davidson, of Toronto, to Captain Harold Child Bickford, of the 6th Dragoon Guards. Captain and Mrs. Bickford left almost immediately after the wedding for a trip to St. Louis. They will return to Toronto for a short visit before starting for England and Scotland, en route to India, where Captain Bickford's regiment is stationed at Bangalore. The Grocer has pleasure in offering Captain and Mrs. Bickford its heartiest congratulations, and in predicting that Mrs. Bickford will prove a most valuable acquisition to society in the Far East, since she is a true daughter of Canada.

A DISCLAIMER.

IN publishing lately the portrait of Mr. Jules Cote, secretary-manager of S. J. Major, Ottawa, The Grocer laid stress upon the increased business done by this firm during the past year, and the reading of the article would lead to the assumption that the increase was due to Mr. Cote since he assumed charge of the management. Mr. Cote takes occasion to disclaim the entire credit for the success that is attending their business, and attributes it to the very hard and energetic work done by the late Mr. Major, who founded the business, and from very humble beginnings succeeded so well up to the time when illness prevented him from giving personal close attention to same. Mr. Cote states that the reputation of the business, as established by Mr. Major, was such as to make his work (which, by the way, The Grocer knows to be hard and consistent) a pleasure to enlarge.

A VISITOR FROM CALCUTTA.

MR. G. B. PARIS, the Calcutta representative of McMeekin & Co., one of the largest tea importing firms in Great Britain, spent last week in Toronto with G. Musson & Co.

This is Mr. Paris' first visit to Toronto, and it goes without saying he was delighted and surprised with all he saw in the Queen City. He was much interested in the air of activity he noted everywhere in Canadian trade circles, and became firmly convinced, if he was not before, that Canada has a great future before her.

When interviewed on the tea situation, Mr. Paris expressed the opinion that prices of lower grade teas are going to be on a higher level for the next five years. The world's consumption has increased enormously; already it has overtaken production, and at the same time there is no visible increase in the tea acreage of the world. Labor difficulties peculiar to India will also tend to bring up the price of tea.

Don't Let Him Catch You!!

THE BAIT MAY LOOK TEMPTING BUT THE HOOK IS THERE . . .

Every Grocer's Safeguard

The plausible salesman with the (so-called) "just as good" Tea as "SALADA" Ceylon Tea is continually in your path, making all manner of absurd offers and promises, if you will only allow him to unload his burden upon you.

Don't you do it—you have probably quite enough "culls" already on your shelves that were guaranteed (?) to sell well, but didn't.

"SALADA" is the most profitable tea to handle because it has an established reputation for Quality, selling and pleasing everlastingly . . . and, there being an entire absence of "HOOK" about our ways of doing business, you can never get caught.

A few moments' consideration to the foregoing will not be out of place.

Black, Mixed or Natural Green... Sealed Lead Packets Only. Retailing 25c., 30c., 40c., 50c., and 60c. per pound—net weight. Correspondence Solicited. Address: "SALADA," Toronto or Montreal.

"Horse Shoe" SALMON

For 25 years the standard in Canada.

Every can guaranteed.

The quality unexcelled.

It is so thoroughly known among consumers that all grocers should give it prominence.

New Pack is in the hands of the wholesale trade.

The dainty white things that the ladies delight in during the Summer days must be laundried at home. That means sales of starch for you. It means you'll sell a good deal of

Celluloid Starch

Never Sticks Requires no Cooking

Are you ready to handle this trade? Better get your orders in early. Why not to-day?

THE BRANTFORD STARCH WORKS, LIMITED.

BRANTFORD, CANADA.

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

Groceries.

Toronto, June 2, 1904.

THE grocery trade continues steady, tending to become quieter, as usual at this season of the year. Collections are reported as satisfactory, and wholesalers do not complain about their volume of business during the week under review. An increased demand for sugar is expected as soon as the Spring and Summer fruit canning season begins, otherwise sugar is quiet, and firm prices rule. Canned goods are very firm, with stocks of corn and peas low and the market in canned fruit hardening in view of the likelihood of a light fruit crop this season. Teas are quiet at firm prices. New Orleans molasses has advanced from 3 to 4c during the week, and stocks on the Toronto market are reported to be light, as are also stocks of West Indians, etc. Coffee remains practically unchanged, with market tending to become weaker. Spices, rice and tapioca, and foreign dried fruits, continue much as last week.

CANNED GOODS.

An active demand for all varieties of canned goods continues. In canned fruits there is a decidedly stronger feeling for canned strawberries, raspberries and peaches, owing to the expectation that the fruit crop for the coming season will be small, and there is a tendency to buy freely of the 1903 pack, owing to the uncertainty of the coming pack.

In vegetables, peas are pretty well sold out, the only obtainable grade being a few hundred cases of No. 3's in first hands. Corn is very scarce. Some is held in the Forest City, but is for sale only in conjunction with tomatoes. There are plenty of waxed beans, but a shortage in refugee. The Canadian Canners, however, have some 1½ lb. tins for sale, which will prevent any famine in this article. The tomato situation is perplexing to most of those to whom in past years it has been an open book. Apparently there is no visible surplus, and in fact everything points to a considerable shortage when the June and July trade makes itself felt on the market, and yet for all this almost every wholesale grocer is asking at what price he can sell more than at what price he can buy. Any one special buyer taking up 15,000 to 20,000 cases would convert the situation into one of considerable anxiety to one who did not hold stock. At present no one appears to be troubling about the market. New lobsters are beginning to arrive on the market. Talls and 1 lb. flats are scarce, stocks being confined to ½ lb. flats. Our quotations are as follows :

Apples, 3's	0 90
" gallons	2 20
Asparagus	3 50
Beets, 2's	0 90
Beets, 3's	1 00
Blackberries, 2's	1 50 1 70
Beans, 2's	0 90 1 10
Corn, 2's	1 25 1 35
Cherries, red, pitted, 2's	2 20
" white	2 40
Peas, 2's	1 00 1 45
Pears, 2's	1 45 1 60
" 3's	1 90 2 10
Pineapples, 1½'s	1 50 1 60
" 2's	1 80 2 00
" 3's	2 25 2 40
Peaches, 2's	1 65 1 70
" 3's	2 60
Plums, green gages, 2's	1 10 1 40
" Lombard	1 00 1 30
" Damson, blue	0 95 1 25
Pumpkins, 3's	0 95
" gallon	2 50
Rhubarb, 3's	1 80
Raspberries, 2's	1 40 1 60
Strawberries, 2's	1 40 1 60
Succotash, 2's	1 00
Tomatoes, 3's	1 12
Lobster, talls	3 50
" 1-lb. flats	3 50 3 70
" ½-lb. flats	2 00
Mackerel	1 00 1 25
Salmon, sockeye, Fraser	1 75
" " Northern	1 65 1 75
" Cohoes	1 15
Chums	0 95 1 00
Sardines, Sportsman ¼'s	0 15
" ½'s	0 23
" Portugese ¼'s	0 08 0 10
" P. & C., ¼s	0 25 0 27
" P. & C., ½'s	0 35 0 38
" Domestic, ¼'s	0 03½ 0 04
" " ½'s	0 09 0 11
" Mustard, ¼ size, cases 50 tins, per 100	8 00 9 00
Haddies	1 00
Kippered herrings, domestic	1 00
" " imported	1 45 1 55
Herrings in tomato sauce, domestic	1 00 1 10
" " imported	1 45 1 55
California ripe olives, tins, per doz	4 25 4 50

SUGAR

The course of the sugar market has been interrupted by holidays in the United States during the week under review, and there is in consequence little of moment to record. After the very large business of the previous week, the only transaction in Cubans to record is the sale of 8,000 bags in port at 2 9-16c c. and f. basis 95, which is equivalent to 3.95c duty paid for basis 96. establishing spot quotation at this figure which, with New York granulated selling at basis 4.80 net cash, leaves the margin between raw and refined at 85c per hundred lbs., or 12½c less than for the same time last year. Refiners are indifferent to offerings of Cubans at the moment, owing to heavy arrivals for the week, which total 53,495 tons, an excess of 14,000 tons over meltings, which remain at the high figure of recent weeks, namely, 39,000 tons.

Total receipts since January 1 are 836,157 tons, an increase of 99,990 tons over those for the same period a year ago, while meltings since January 1 total 698,000 tons, an increase of 105,000 tons for the year. While transactions in Cubans have been light, it is reported that American refiners have purchased at least 12,000 tons of beet sugar in Europe at 10s. c. and f. New York, which is equivalent to parity of 4.03c duty paid for 96 test centrifugals. Despite these heavy purchases, beet sugars have reacted 3d per cwt. for the week. and are quoted as we go to press at 9s 4½d basis f. o. b. Hamburg, and the tone is reported easier. With beet and cane quotations on so near a parity it is evident that each will be very sensitive to the influence of the other for some time to come. Cubans for shipment are quoted firm at 3 15-16c duty paid, but this quotation is nominal, and it is doubtful if any quantity could be brought out on that basis, indications being more favorable to a realization of 4c duty paid, and holders' ideas are strong at 2 5-8c c. and f. for basis 95, which is equivalent to 4.01c duty paid, basis 96. The reason for this is evident, as indicated in the special at the foot of our report last week.

There are now only ten central factories grinding in Cuba as gaainst 118 for the previous week, while at the same time last year there were 90 in operation. The rapid closing of so many factories is due to the heavy rains prevailing throughout the island. The visible production to date is a little over 900,000 tons, and with so few factories continuing, it is hardly likely that more than 100,000 tons additional can be produced during the balance of the season. This is a most important factor, and it will be interesting to watch developments. Another strong factor in the position is the approaching season for large consumption of refined sugar in the United States, which sets in earlier there than in Canada; and those who are usually well informed still take an optimistic view of the future.

Combined stocks of U. S. and Cuba are 212,000 tons less than for the same time last year, while combined stocks of Europe and America at latest uneven dates show a decrease of 230,755 tons, the comparative figures being 3,037,887 tons for 1904, and 3,268,642 tons for 1903. There have been no changes in refined, either in Canada or the United States, during the past week. Our quotations are as follows :

Paris lumps, in 50-lb. boxes	5 18
" in 100-lb. "	5 08
St. Lawrence granulated	4 53
Redpath's granulated	4 53
Acadia granulated	4 43
Berlin granulated	4 43
Domestic beet, granulated, 1902	4 23
Phoenix	4 43
Bright coffee	4 33
Bright yellow	4 28
No. 3 yellow	4 23
No. 2 "	4 03
No. 1 "	3 93

Granulated and yellow, 100-lb. bags, 10c. less than bbls.

SYRUPS AND MOLASSES.

The molasses and syrup market remains firm. Prices of New Orleans are so high that wholesalers are holding off until supplies are actually exhausted before re-stocking. Supplies in Toronto are reported to be at a low ebb. There has been an additional advance of 3 to 4c in New Orleans during the past week, and at present there is not much likelihood of any drop. Stocks of West Indian, Barbadoes and Porto Rico molasses are said to be about used up, and New Orleans is known to be within small compass locally. We quote the following prices :

Syrups—	
Dark	
Medium	0 30 0 32
Bright	0 35 0 37
Corn syrup, bbl., per lb.	0 02½
" ½-bbls "	0 02¾
" kegs "	0 03
" 3 gal. pails, each	1 30
" 2 gal. " "	0 90
" 2-lb. tins (in 2 doz. case) per case	1 90
" 5-lb. " (in 1 ") "	2 35
" 10-lb. " (in ½ ") "	2 25
" 20-lb. " (in ¼ ") "	2 10

Molasses—		
New Orleans, medium	0 25	0 30
" ½ bbls.	0 27	0 32
" open kettle	0 45	0 50
Barbadoes	0 35	0 40
Porto Rico	0 35	0 40
West Indian	0 32	0 35
Maple syrup—		
Imperial qts	....	0 27½
1-gal. cans	0 95	1 00
5-gal. cans, per gal	....	1 00
Barrels, per gal	....	0 75
5-gal. Imp. brand, per can	....	4 50
1-gal. " per case	....	5 10
½-gal. " "	....	5 60
Qts. " "	....	6 00

TEAS

The tea market continues firm and steady, tending to become quieter during the week under review. In the Toronto market there are no new features to report.

The London, Eng., market, for the week of May, 13-19, is reported as follows: There is not much change in the value of Indians. Leaf grades up to 6½d were fully firm, ordinary kinds over this price passing somewhat irregularly and, if anything, easier, more particularly in the case of broken leaf of all descriptions, the proportionate supply of which is just now comparatively heavy. Mail advices from producing districts point to a rather late season. A good deal of further damage has been caused by hail in Cachar and elsewhere. Entries for export to the United Kingdom from May 1-15 are given as 372,000 lbs, as against 564,000 lbs. for the same period last year.

In Ceylon there is slightly less inquiry for common to fair kinds, but no material alterations in quotations can be recorded. Medium to fine ruled rather irregular, especially broken Pekoes, while the quality of several high-grown teas was rather disappointing. Colombo telegrams give the shipments to Great Britain for this month as 6 million lbs., as contrasted with 10¼ million lbs. actually shipped in May last year.

In China, the market at Hankow opened a short time since, and a moderate business is reported to have passed. The quality is said to be scarcely equal to that of last season, with prices much the same. Lowest quotation for common is 6¼d per lb. We quote the following prices:

Congou—half-chests, Kaisow, Moning,	0 12	0 60
caddies, Pakling	0 19	0 50
Indian—Darjeelings	0 35	0 55
Assam Pekoes	0 20	0 40
Pekoe Souchongs	0 17	0 25
Ceylon—Broken Pekoes	0 36	0 42
Pekoes	0 22	0 30
Pekoe Souchong	0 18	0 25
China Greens—Gunpowder, cases, extra first	0 42	0 50
" half-chests, ordinary firsts	0 22	0 28
Young Hyson, cases, sifted, extra firsts	0 42	0 50
" cases, small leaf, firsts	0 35	0 40
" half-chests, ordinary firsts	0 28	0 38
" " seconds	....	0 23
" " thirds	0 16	0 18
" " common	....	0 15
Pingsueys—Young Hyson, ½-chests, firsts	0 28	0 32
" " seconds	0 18	0 19
" half-boxes, firsts	0 28	0 32
Japan—½ chests, finests May pickings	0 38	0 40
Choice	0 33	0 37
Finest	0 30	0 32
Fine	0 27	0 30
Good medium	0 25	0 28
Medium	0 21	0 23
Good common	....	0 20
Common	....	0 19

COFFEES.

The coffee market continues practically unchanged from last week. Prices of Rios are high, and comparatively little business is being done on the street. Ruling prices in Rios are from ½ to ⅜c lower than they were a month ago.

Latest cables from Europe report steady markets. Havre reports unchanged prices and Hamburg, after opening slightly higher, lost the improvement. No information has been received from primary markets, and it is inferred that they are holding to a steady basis. The New York markets, which practically control prices in Canada, were closed from Saturday till Tuesday. We quote the following prices:

	Per lb.
Green Rios, No. 7	0 08½
" " No. 6	0 08¾
" " No. 5	0 08¾
" " No. 4	0 08½
" " No. 3	0 09 0 09
" Mocha	0 21 0 25
" Java	0 22 0 35
" Santos	0 10 0 12
" Plantation Ceylon	0 26 0 35
" Porto Rico	0 22 0 25
" Guatemala	0 22 0 25
" Jamaica	0 15 0 20
" Maracaibo	0 16 0 23

SPICES.

The spice market continues steady and quiet, with last week's quotations unchanged. The tone of the market in peppers is, if anything, steadier, reflecting the strong advance reported latterly from primary markets. Our quotations are as follows:

	Per lb.		Per lb.
Peppers, blk	0 18 0 19	Cloves, whole	0 25 0 35
" white	0 23 0 27	Cream of tartar	0 25 0 30
Ginger	0 18 0 25	Allspice	0 14 0 17

RICE AND TAPIOCA.

There are no changes to report in rice and tapioca for the week under review. Advices from the south continue to name better prices for attractive grocery grades. The market both in rice and tapioca remains steady. Our quotations are as follows:

	Per lb.		Per lb.
Rice, stand. B	0 03¾	Tapioca, staple	0 03½ 0 03¾
Patna	0 05 0 05½	" double goat	0 04½
Japan	0 06 0 07	Carolina rice	0 10
Sago	0 03½ 0 04		

Foreign Dried Fruits.

Trade in dried fruits is reported as quiet for the week. Owing to the interesting price of Valencia raisins there has been a big sale for them lately. The recent drop in California seeded is reported to have been due almost entirely to sentimental reasons, but the Ontario market has not been appreciably affected because comparatively small quantities of California seeded are used on this market. The market in Oregon prunes is exhibiting rather better feeling, the improvement being attributed entirely to persistent reports that the coming crop will be short, and to statements emanating from reliable sources that the holdings of 1903 prunes in the Northwest have been very closely cleaned up as a result of the low prices made on them during the past two months. We quote the following prices:

PRUNES.

	Per lb.		Per lb.
100-110s	0 04 0 04½	60-70s	0 06½ 0 07
90-100s	0 05 0 05½	50-60s	0 07 0 07½
80-90s	0 05½ 0 05¾	40-50s	0 07¾ 0 08
70-80s	0 06 0 06½	30-40s	0 08¼ 0 08½

CANDIED PEELS.

	Per lb.		Per lb.
Lemon	0 10 0 12½	Citron	0 15 0 18
Orange	0 11 0 13		

FIGS.

	Per lb.		Per lb.
Tapnets	0 03¾	Elemes	0 09 0 20
Naturals	0 06½ 0 09½		

APRICOTS.

	Per lb.
Californian evaporated	0 12½ 0 15

PEACHES

	Per lb.
Californian evaporated	08½ 0 12

CURRANTS.

	Per lb.		Per lb.
Fine Filiatras	0 04¾ up	Vostizzas	0 07 0 08
Patras	0 06 0 06½		

RAISINS.

	Per lb.
Valencia, fine off-stalk	06½ 0 06¾
" selected	0 07 0 07¼
" selected layers	0 07½ 0 09
Sultana	0 06½ 0 10
Californian seeded, 12-oz	0 08½ 0 09
" 1-lb. boxes	0 10½ 0 11
" unseeded, 2-crown	0 07½
" " 3-crown	0 08 0 08½
" " 4-crown	0 09 0 10

DATES.

	Per lb.		Per lb.
Hallowees	0 03¾ 0 04	Fards	0 08½ 0 09
Sairs	0 03¼ 0 03½		

FOREIGN NUTS.

The foreign nut market continues healthy, with no change from last week. Advices from Sicily tend to strengthen prices in filberts. A short crop in Brazils is reported. Our quotations are as follows:

Peanuts, green, per lb	0 10 0 11
" roasted "	0 11 0 12
" Spanish, green, per lb	0 09
" " roasted, "	0 10
Almonds, Taragona, per lb	0 12
Walnuts, Grenoble, "	0 12
" Bordeaux, "	0 12
Filberts, per lb	0 09
Brazils "	0 15
Cocoanuts, Jamaica, per sack	4 25

Country Produce.

EGGS.

What will be the development in the egg market during the next two weeks is rather uncertain. Large quantities are being offered, but there appears to be no tendency towards a drop in price. City dealers say it is the worst market they have been forced to handle for a long time. They see no profit for themselves at present prices, but they have to buy all that is shown. Country packers are said to be responsible for this state of affairs. They, of course, do not want to see an egg come into the cities, and to prevent it are offering high prices—prices not based on the relation of supply to demand. The laying in of such quantities as have been forwarded for the last two weeks is exceedingly risky, but there is no help for it. Instead of a quotation of 15 to 15½c, which prevails now, it should not be above 12½c. Naturally it would be supposed that when the supply so far exceeds the demand a drop would be sure to take place. This, however, does not always follow. Two years ago the competition of outside packers kept prices up all season to 14 and 15c. Then in the Spring pickled eggs had to be sold at 8 to 10c at a serious loss on the quantities that were carried. The loss is even greater to outside houses in such an event than to the city dealers, as the latter have a large local trade on which they make considerable profit. There is also the local outlet for seconds and cracked eggs, upon which the outside dealer has to pay freight and commission in order to dispose of them. It is expected that within a week or two a cent will be knocked off, but this is by no means certain. We quote the following prices:

Eggs, new laid, per doz	0 15 0 15½

APPLES.

Trade in evaporated apples continues steady and fair at quotation prices. Our quotations are as follows:

Evaporated apples, per lb	0 06½

ALL·IN·A·GARDEN·FAIR

M.FABIAN.

CHIVERS' FIRST PRIZE COUNTRY-MADE JAMS

ROYAL COMMISSION ON AGRICULTURE, 1895.

"Messrs. Chivers' Factory at Histon, where Jams, Jellies, etc., are made has been established about 21 years, and is now well known throughout the country for the excellence of its manufactures."—*Extract from Royal Commissioner's Report.*

CHIVERS' GOLD MEDAL HOME-GROWN FRUIT JAMS

DIRECT from the ORCHARD to the HOME.

The News, (Eng.:) "Our readers will agree that it is far better to buy preserves manufactured from freshly gathered fruit amid fresh and beautiful surroundings, as at Histon, than those manufactured in close proximity to London slums, and after the fruit itself has travelled miles by railway to reach the factory."

CHIVERS & SONS, Ltd., Histon, Cambridge, Eng.

First English Fruit Growers' Jam Factory.

CHIVERS'

ATTRACTIVE PRICES

ARTISTIC PACKAGES

A GOOD PROFIT

FLAVOURED WITH RIPE FRUIT JUICES

"Grocers' Review" says:

"The highest possible state of perfection."

CHIVERS & SONS, Ltd.,
HISTON, CAMBRIDGE, ENG,
First English Fruit Growers' Jam Factory.

JELLIES.

A GROCER WRITES:—"The Cambridge Lemonade is far and away the best I have sold yet. . . . A customer to whom I introduced it has, within the last six weeks used four dozen. She said she had used every other lemonade she could get, but *CAMBRIDGE BEATS ALL.*"

CAMBRIDGE

LEMONADE

A QUICK LINE TO SELL, THEREFORE, A SAFE LINE TO STOCK

CHIVERS & SONS, LTD., HISTON, CAMBRIDGE, ENG.

CHIVERS'

MADE BY THE ADDITION OF MILK ONLY, NO SUGAR

PATENT

CUSTARDS

"Very nourishing and digestible." *Family Doctor.*

"With Chivers' Powder the success of a custard is a foregone conclusion." *Ladies' Field.*

"Chivers' Patent Custards contain all the elements necessary to the nutriment of the body." *Analyst.*

CHIVERS & SONS, Ltd., Histon, Cambridge, Eng.

First English Fruit Growers' Jam Factory.

CHIVERS'

NO SUGAR REQUIRED.

PATENT

BLANC-MANGES

SUBSTANTIAL RETAILERS' PROFITS.

CHIVERS & SONS, Ltd., Histon, Cambridge, Eng.

First English Fruit Frowers' Jam Factory.

CHIVERS'

ABSOLUTELY PURE.

FREE FROM ALUM

BAKING POWDER

This is a preparation of great digestive and dietetic value. Absolutely free from alum and any injurious ingredients. It has won the highest commendation of analysts and the good opinion of all who have adopted it in cookery.

CHIVERS & SONS, Ltd., Histon, Cambridge, Eng.

VAN CAMP PACKING CO.

INDIANAPOLIS, IND., U.S.A.

Car MICHIGAN CENTRAL No. 43064, left Indianapolis May 26, via MONON and MICHIGAN CENTRAL and CANADIAN PACIFIC, in destination of Montreal, and consigned to HUDON, HEBERT & CIE., with the following contents, viz.:

340 Cases, 2 doz. each, **Berkshire Brand Tomato Catsup,** 14-ounce screw top bottles - **$ 1.00** per doz.

260 Cases, 4 doz. each, **Van Camp Concentrated Soups,** - - - - **1.00** per doz.

TOMATO, CHICKEN, OX TAIL,
MOCK TURTLE, VEGETABLE, CLAM CHOWDER,
CONSOMME, MULLIGATAWNY, ASSORTED.

Small Lots at Attractive Prices

369 Cases of 100 tins, Lalor's, 1½-lb.
Champion of England Green Peas, **$6.00** per case
Quantities of 5 cases or over - **5.75** per case

1,000 Cases, ½-doz. each, **Grantham Tiger Brand, Gallon Apples,** - - - **1.75** per doz.

HUDON, HEBERT & CIE,

Importing Wholesale Grocers and Wine Merchants,

MONTREAL.

THE MOST LIBERALLY MANAGED FIRM IN CANADA.

BEANS.

The bean market continues quiet and uninteresting, with practically no changes to report. We quote the following prices :

Beans, mixed, per bush	1 40	
" prime, "	1 50	
" handpicked, per bush	1 65	1 75
" water-stained "	1 00	
" Lima, per lb	0 05½	0 06½

HONEY

The honey market continues quiet. Provision dealers are stocking up for the next season's trade, and farmers are holding for higher prices owing to the shortness of the last season's crop. Our quotations are as follows :

Honey, extracted clover, per lb	0 06½	0 07½
" sections, per doz	1 50	2 00

Fish.

A good trade in fish is reported during the week under review. Supplies are coming more freely, particularly from British Columbia. The Spring season—which usually reaches its height in April—was not as successful as usual this year, owing to its opening so late. Flounders are off the market. Mackerel are down to 15c, and lake trout to 7½c. We quote the following prices :

Halibut, "	0 12
Sea salmon, "	0 18
Whitefish, fresh caught, per lb	0 09
Haddock " per lb	0 06
Cod, steak " "	0 08
Perch " "	0 06
Mackerel, fresh, per fish	0 15
Trout, lake, per lb	0 07½
Herring, lake, per lb	0 05
Pike, per lb	0 05

Green Fruits.

Trade in green fruits continues to improve steadily as the season advances, and daily shipments in large bulk from the south are becoming common. Shipments of fruit to the country are increasing. The end of the season in California navel oranges is not far distant, two cars, however, having arrived on the Toronto market on Wednesday of this week. Stocks of California navels, however, are showing marked signs of wastiness. At present the orange market is being largely supplied by Sorrento fruit, which arrived on the recent Spring shipment of Mediterranean fruit to Montreal. The better class of trade, however, will fall back upon the late California velencia oranges, which will arrive on the market in about two weeks, and will retail at $4.50 a box. A consignment of valencia oranges from Mediterranean points, which has arrived in Montreal on the steamer Bellona, is due to be sold during the present week.

The Spring shipment of lemons to Montreal was, on the whole, satisfactory, especially the consignments from Verdilli. There was a large proportion of fresh-cut Palermos, which are apt to waste when exposed to extreme warm weather. Reasonable prices may be expected in lemons on account of the unusual length of the cold season this Spring. Already 300's have dropped 25c in price. Pines are in big demand, and lower prices need not be expected in finer qualities, for which the ruling price tends firmer. Bahamas for preserving are not plentiful, and the trade is depending on Havanas. The first Florida pines will arrive on the market next Friday. Sizes will be smaller this year than usual, being mostly 30s and 36s. Almeria grapes are out of the market. Florida tomatoes are scarce and 25c firmer in price. The season is now between the Florida and Texas crop for tomatoes. Strawberries are 2c easier and are arriving freely. Boxes are larger than earlier in the season, and little difficulty is experienced in turn-over. The banana market is in good shape, a good demand being reported at prices firmer than usual. We quote the following prices :

California navels, per box	3 00	4 00
Messina lemons, new, 300's, per box	2 50	2 75
" " 360's, per box	2 25	2 50
Valencia oranges, 420 case	6 00	6 50
Valencias, large, per case	6 50	7 00
Havana pineapples, per crate	3 25	4 00
Bananas, large bunches	1 75	2 25
Bananas, red, per bunch	1 50	2 50
Apples, per bbl	3 00	4 00
California cherries, per 10-lb. box	2 50	2 75
Limes, per box		1 25
Strawberries, North Carolina, quarts	0 14	0 15
Florida tomatoes, per crate	3 50	3 75
Cranberries, Jersey, per bbl		5 50
" Budd's longkeepers		7 00
Limes, per box		1 25
Strawberries, North Carolina, quarts	0 14	0 17

Vegetables.

A fair trade is doing in vegetables, with a particularly good demand for green stuff of all descriptions, which is comparatively difficult to obtain. Potatoes are becoming plentiful and are from 10 to 15c easier in price than last week. The demand for onions is not brisk, quotations on Egyptians being from 25 to 50c lower, while Bermuda onions are 50c easier. Radishes are 10c easier in price, and green cucumbers have also dropped. Cucumbers are $1 higher than they were last year at this date. Cucumbers by the dozen are from 10 to 20c lower. New potatoes in bags are on the market this week for the first time—Texas stock—and are quoted at $2 per bushel. Green cabbage is from 25 to 50c firmer in price, while waxed beans are 50c easier. We quote the following prices :

Potatoes, per bag	1 00	1 15
Potatoes, per bag, car lots	0 90	1 00
Egyptian onions, per sack	2 50	3 00
Bermuda onions, per bush crate	1 25	1 50
Bunch lettuce, per doz. bunches	0 25	0 30
Radishes, per doz. bunches		0 25
Mushrooms, per lb.		0 75
Mint, per doz bunches		0 30
Parsley, " "		0 20
Sage, per doz		0 15
Savoury, per doz		0 15
Carrots, per bag		1 25
Parsnips, per bag		1 25
Artichokes, per bush		1 00
Yellow turnips, per bag	0 35	0 40
Leeks, per doz		0 40
Rhubarb, outdoor, per doz		0 25
Green onions, per doz	0 10	0 15
Green house water cress, per doz		0 25
Green cucumbers, per bush. hamper		2 50
Green cucumbers per doz	0 40	0 50
Asparagus, outdoor, per doz	0 50	0 75
Florida spinach, per bush. hamper	0 75	1 00
Florida new potatoes, per bbl	5 50	6 50
Green peas, per bush		1 50
" cabbage, per case	3 75	4 00
" beans, per bush	1 75	2 00
Waxed beans, per bush		2 50

Seeds.

The seed trade continues to be satisfactory. A good demand is reported in corn, which will likely continue up to the first of July. Dent corn is 5c easier than last week. Millet and Hungarian are quiet; only a dry season creates a brisk demand for them, and comparatively little is being used this year on account of the luxuriant pasture. Our quotations are as follows :

Corn, Dent varieties, per bu. of 56 lbs	0 80	0 95
" Flint " " "	1 15	1 25
Millet, per bu	1 08	1 10
Hungarian, per bu	1 20	1 25

Grain, Flour and Breakfast Foods.

GRAIN.

Crop prospects in Ontario are improving, the weather during the past week being favorable to grain growing. In Manitoba there were never better prospects for a big crop than at the end of May this year. Everything, however, depends on the month of June, which is the crucial month for western grain.

FORT WILLIAM STOCKS IN STORE.

	May 28, '04.	May 20, '04.	May 29, '03.
Receipts	573,384	372,987	807,819
Shipments	763,729	1,397,399	547,313
Total wheat	2,606,163	2,796,051	2,015,621

PORT ARTHUR STOCKS IN STORE.

	May 28, '04.	May 20, '04.	May 13, '04.
Receipts	85,991	112,207	93,844
Shipments	198,626	549,325	468,479
Total wheat	1,093,697	1,206,332	1,643,451

AFLOAT TO EUROPE.

	May 30, '04.	May 31, 03.	June 1, '02.
Wheat, bush	49,680,000	34,880,000	44,720,000
Corn, bush	6,320,000	9,760 000	10,440,000

Wheat on passage to Europe increased 224,000,000 bush. last week, and corn increased 1,200,000 bush.

WORLD'S EXPORTS OF WHEAT.

	Last week.	Cor. week, 1903.
United States and Canada	1,132,000	4,678 000
Argentine	2,192 000	1,840,000
Australia	616,000	.....
Danubian	576.000	456.000
India	1.840.000	1,046,000
Russia	2,712,000	3,560,000
Total bush	9,068,000	11,598,000

Rail rates on grain from the northwest to eastern Atlantic seaboard ports have been reduced 2½c for the next thirty days.

The Indian wheat crop now promises to be only 1,600,000 bushels more than last year, which was 295,000,000 bushels. Exports from there last week, 1,840,000; previous week, 1,400,000; last year, 1,064,000; since April, 9,444,000; last year, 3,656,000, which is an increase, while Argentina's exports of wheat are less than expected.

Foster, a well-known weather expert, says a spell of cold weather will follow this week, continuing until June 7, and second week of June will be hot. From June 18 to 23 will be hot, followed by falling temperatures to the close of the month. He does not say whether there will be a wet harvest, as there has been last two seasons.

The local wheat market is dull. Manitoba wheat, No. 1 hard, is from ½ to 1c easier, and red wheat 1c easier. The range of prices in barley is 2c less than last week. Quotations in buckwheat and rye are nominal. We quote the following prices :

Manitoba wheat, No. 1 hard, per bush, Toronto				0 96½	
" " Northern No. 1 "			"	0 97	0 95½
" " " No. 2 "			"	0 92	0 92½
" " " No. 3 "			"	0 89	0 89½
Red, per bushel, on track Toronto				0 97	0 98
White	"	"	"	0 98	0 99
Barley	"	"	"	0 46	0 48
Oats	"	"	"	0 35½	0 36
Peas	"	"	"	0 69	0 70
Buckwheat	"	"	" Nominal		0 55
Rye, per bushel,	"	"	" "	0 64	0 65

FLOUR.

The flour market continues quiet at the following firm prices, with no features to record. Our quotations are as follows :

Manitoba wheat patents, per bbl	4 75	5 00
Strong bakers "	4 50	4 75
Ontario wheat patents "	4 60	5 00
Straight roller "	4 50	4 60

BREAKFAST FOODS.

A steady trade in breakfast foods continues, at quotation prices. Rolled wheat is quoted this week 25c easier than in last report. We quote the following prices :

Oatmeal, standard and granulated, carlots, on track, per bbl	5 05
Rolled oats, standard, carlots, per bbl., in bags	4 50
" " " " " in wood	4 75
" " " " for broken lots	4 90
Rolled wheat, per 100-lb. bbl	2 75
Cornmeal	3 50
Split peas	5 00
Pot barley in bags	3 75
" in wood	4 00

Special Announcement!

McGREGOR'S MARMALADE

"ABSOLUTELY PURE."

A staple article in all first-class grocery stores will in future be made by McGregor-Harris Co., Ltd., under the personal supervision of Mr. McGregor, the originator. For sale by all leading wholesale grocers and fruit merchants.

PRICES—Doolittle Quarts, $3.25; pound jars, $1.50; tumblers, $1.00 per doz. F.O.B. Toronto; Quaker Marmalade, $1.70 per doz.

McGregor - Harris Co., Limited

33 Pearl St., TORONTO.

TOBLER'S SWISS MILK CHOCOLATE is delicious. Try it.

BROWNE & WELLS, Limited, TORONTO

CANADIAN AGENTS.

FISH AND OYSTERS

WHOLESALE.

The F. T. JAMES CO., Limited

76 Colborne Street, TORONTO.

EGGS

We will buy your eggs F.O.B. all year.

CORRESPONDENCE SOLICITED.

The WM. RYAN CO., Limited

70 and 72 Front St. E., Toronto,

BUTTER and EGGS

—WE ARE—

BUYERS and SELLERS

Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

Rutherford, Marshall & Co.

Wholesale Produce Merchants,

TORONTO.

Hides, Skins and Wool.

Washed wool is commencing to come in and, from all appearances, it is in good condition. The hide market is quiet but firm. The calfskin season is pretty well over, but prices continue firm. Fleece wool, new clip, has advanced 1c per lb., and lamb skins are 5c apiece higher. Unwashed wool is now bringing one price instead of two, as last week. We quote:

HIDES.

No. 1 green, per lb	0 08
" 2 " "	0 07
" 1 " steers, per lb	0 08½
" 2 " " "	0 07½
Cured, per lb	0 08¼

CALFSKINS.

Veal skins, No. 1, 6 to 12 lb. inclusive	0 11
" " " 2 " " "	0 09
" " " 1 15 to 20 lb "	0 10
" " " 2 " "	0 08
Deacons (dairies), each	0 65
Sheep skins	1 00 1 25
Lamb skins	0 30

WOOL.

Unwashed wool, per lb	0 10
Fleece wool, new clip, per lb	0 17
Pulled wools, super, per lb	0 18 0 20½
" " extra "	0 20 0 22

QUEBEC MARKETS.

Montreal, June 2, 1904.

Groceries.

BUSINESS men generally are pleased with the situation. Money seems to be coming in well from the country. The volume of trade is larger than it was at the same period last year, and everything looks hopeful in the grocery business. In the country things are a little quiet, as the farmers have been busy planting, etc. The actual movement of merchandise has been large, especially in coffee and sugar. The heavy advance in both raw and refined sugar has not in any way put a damper on the sales, and the firmness has been steadily maintained. The market for coffee, however, has been considered dull and drooping, but tea is very active, and the prospects are extremely bright. May pickings of Japan are reported steady to the advance, and, although the advertisers say they have first shipment stocks, only one has as yet come to hand, and this only a small parcel, when this was written. One of the largest firms has a fine lot of new crop Japan tea in the first shipment, and they expect the price to range from 30 to 35c. It is usual for a large quantity of first crop Japan tea to go to United States, but this year a large percentage is coming to Canada. In spices, lower quotations are made for pepper, and the balance of the list is about steady. The market for fruit and nuts is quiet, with California raisins reported on the decline. Tarragona almonds are reported to be higher. Plenty of molasses is in sight, and the market is still weak. In canned goods, as presaged by The Grocer some weeks ago, tomatoes have reached a strong position, and are in good demand, with a decided firmness. The stocks in all canned goods are small, and the supplies limited. Dried fruits are slow. Finnan haddie are reported running light in weight this season, and packers claim higher prices should be obtained; in fact, one large packer reports putting up at cost and over. Canary seed is away up in price, and is selling to importers at 4 1-4c. Canadian chicory is selling at from 7 1-2 to 9c. The demand for sardines has increased rapidly, and there is a fine demand. Jobbers are reporting activity in evaporated apples, and as high as 6 1-2c has been paid. However, the Trenton firm supposed to have the "corner" are not making as much as was at first thought by outsiders. The inland steamers and the railways are carrying abundance of grocery freight, and things look well all around.

SUGAR.

The strong position held by sugar has been maintained, and the general feeling is that further advances may take place. Sympathy with the raw market still rules, and no doubt the market is restless, with a steadily advancing tendency. A most satisfactory feature of the European situation is the great increase in consumption in continental countries, where the article has been cheapened on account of fiscal changes, which accompanied the abolition of the sugar bounties. The United States consumption may increase to possibly 200,000 tons, but last year there was no increase there at all, owing to the cool Summer and a poor fruit crop. Everything, according to experts, points to the balance of the world's stock which will have to be carried forward after Oct. 1 prox. being under 900,000 tons, as compared with 1,470,000 tons on Oct. 1, 1903.

The weather in Cuba continues to be unfavorable to grinding, and reports state that it has been brought almost to a standstill. We quote:

Granulated, bbls.	$4 45
" ½-bbls	4 60
" bags	4 35
Paris lump, boxes and bbls.	4 95
" " ½-boxes and ½-bbls.	4 95
Extra ground, bbls.	4 80
" " 50-lb. boxes	5 00
" " 25-lb. boxes	5 10
Powdered, bbls	4 60
" 50-lb. boxes	4 80
Phoenix	4 35
Bright coffee	4 20
" yellow	4 15
No. 3 yellow	4 15
No. 2 "	3 95
No. 1 " bbls.	3 85
No. 1 " bags	3 75
Raw Trinidad	3 25
Trinidad crystals	3 35

SYRUPS AND MOLASSES.

With plentiful stocks of molasses in hand, and with good cargoes in sight, the prices remain still weak, and trade is fair. Some direct schooners are expected early part of July. The demand has kept up well. We quote:

Barbadoes, in puncheons	0 26
" in barrels	0 28½
" in half-barrels	0 29½
New Orleans	0 22 0 35
Antigua	0 37
Porto Rico	0 45 0 48
Corn syrups, bbls.	0 02¾
" ½-bbls.	0 02¾ 0 03
" ¼-bbls.	0 03
" 38½-lb. pails	1 30
" 25-lb. pails	0 90
Bbls., per 100 lb.	2 75
½-bbls. "	2 75
Kegs "	3 00
Cases, 2-lb. tins, 2 doz. per case	1 90
" 5-lb. " 1 doz. "	2 35
" 10-lb. " ½ doz. "	2 25
" 20-lb. " ¼ doz. "	2 10

COFFEE.

Reports from New York show a weakening in the coffee market, owing, it is

said, to the new crop Brazils having been received at primary ports, and the fact that deliveries during the Summer are generally the lightest of the year. Central American, Colombia and Mexican coffee have been offered at low prices. The outlook from Brazil is for a dragging market. We quote:

Good cucutas	0 10	0 10½
Choice "	0 11½	0 12¼
Jamaica coffee	0 10½	0 11
Java	0 18	0 22
Mocha	0 16	0 19
Rio	0 08	0 09

TEA.

From the east comes the news that Russia has been a great buyer of Congou teas of all grades, and when the market opened at Hankow it was much stronger and higher than it was last year at the corresponding period. The prices paid were reported to be 2 and 3c higher than last year. From Formosa it is learned that the receipts of tea amounted to 10,000 packages, comparing with 108,000 packages same time last year. Japan tea is looking very hopeful, and the large dealers seem to think that the market is more favorable to buyers than it ever was, and the tone of the market for all kinds of tea is healthy. We quote:

Good to medium Japans	0 18	0 24
Fine to choice Japans	0 25	0 35
Ceylon greens	0 16	0 20½
Indian greens	0 18	0 30
Japan style China congoes	0 10	0 10
Pealeaf and Pinhead Gunpowders	0 23	0 40
Coarse to good Gunpowders	0 13	0 22
Ceylon blacks	0 14	0 30
Indian "	0 12	0 20

CANNED GOODS.

All kinds of canned goods are firm, and the supplies are small, with stocks all low. In sardines, the position is strong, and there is a scarcity of fish. From Eastport, Me., it was reported that the run of sardines continued very poor, and that fish coming in were selling at $14 to $25 a hogshead. Some of the principal packers who have been offering three-quarter oils of 1903 packing have cleaned up the remnants of their stock and are out of the market until the run of fish admits of packing. Tomatoes are very strong; in fact, all kinds of fruit and vegetables are holding firm. We quote:

Tomatoes		1 15
Corn		1 15
Peas	0 87½	1 50
String beans	0 85	0 90
Strawberries, preserved	1 40	1 60
Succotash		1 00
Blueberries		1 10
Raspberries		1 47½
Lawtenberries, 2s		1 57½
Raspberries, black		1 42½
Gooseberries		1 63
Pears, 2s	1 52½	1 67½
" 3s	2 00	2 20
Peaches, 2s	1 63	1 77½
" 3s	2 57½	2 72½
Plums, Lombard 2s		1 35
" Green Gage, 2s		1 47½
Cherries, red pitted, 2s		2 30
Baked beans, 3s		1 03½
3-lb. apples		0 90
Gallon apples		2 20
2-lb sliced pineapples	2 00	2 10
Grated pineapples		2 40
Singapore whole pineapples		2 40
Pumpkins, per doz		0 95
Spinach		1 00
Sugar beets	0 90	1 40
Salmon, pink	0 90	1 00
" spring		1 40
" Rivers Inlet red sockeye		1 50
" Fraser River red sockeye	1 50	1 70
Lobsters, talls		3 45
" 1-lb. flats		4 00
" ½-lb. flats		2 25
Canadian Sardines, ¼s	3 65	4 00
California asparagus	4 50	5 00
Asparagus tips	3 50	3 75

Foreign Dried Fruits.

Demand is good for dried fruits of different varieties, but there seems to be a heavy stock of prunes and raisins in the hands of the big merchants. Currants still maintain their strong position, and reports from Greece indicate that the damage done by frost previously reported was very slight. Last cable advices quoted 12s 9d to 13s per cwt. for fine amalia grapes, in barrels. That market was said to be strong under the influence of the agitation over the proposed new legislation, and the comparatively light holdings of the old crop. This was given as between 12,000 and 15,000 tons—a very small carryover for this period of the year.

Messrs. Watt, Scott & Goodacre report for The Canadian Grocer as follows: Currants—Nothing new has come to hand in regard to the proposed legislation in Greece. It is, however, only a question of the extent of increase that will ensue in cost to the consumer. Sultanas—Fresh reports received from the interior of Turkey in Asia, concerning the crop now growing, confirm the expectation that it will be less than half of that of last year. The weather in first half of May continued damp and cloudy, with occasional showers of rain. Filberts—Although for May delivery export demand at Messina continued light, the tone of the market is firmer, owing to local demand. New crop, October delivery, is also better held, there being occasional buyers both for speculative and shipping contracts. Shelled walnuts—Cables of this week show further decline, amounting to a slump under continued lack of demand.

VALENCIA RAISINS.

New, finest off-stalk, per lb	0 06	0 06½
Selected, per lb.		0 07
Layers "	0 07½	0 07½

FIGS.

Comadres, per tapnet	1 00	1 10
Elemes, per box, new		0 90

DATES.

Dates, Hallowees, per lb	0 03½	0 03¾

CALIFORNIAN EVAPORATED FRUITS.

Apricots, per b		0 12½
Peaches "		0 09½
Pears "		0 12½

MALAGA RAISINS.

London Layers	1 75	1 90
"Connoisseur Clusters"		2 00
"Royal Buckingham Clusters," ½-boxes		1 00
"Excelsior Windsor Clusters"		4 25
" " ½s		1 25

CALIFORNIAN RAISINS.

Loose muscatels, per lb.	0 07½	0 08
" " seeded, in 1-lb. packages		0 10½
" " in 12-oz. packages		0 08

PRUNES.

	Per lb.	Per lb.
30-40s		0 09
40-50s		0 08
50-60s		0 07½
60-70s		0 06½
70-80s		0 06
80-90s		0 05½
90-100s		0 05
Oregon Prunes (Italian style) 40-50s		0 08
" " 50-60s		0 07½
Oregon prunes (French style), 60-70s		0 06½
" " 90-100s		0 04½
" " " 100-120s		0 04

CURRANTS.

Fine Filiatras, per lb. in cases	0 04½	0 05
" " cleaned	0 05	0 05½
" " in 1-lb. cartons	00 6	0 06½
Finest Vostizzas "	0 06½	0 07
Amalias "		0 05½

SULTANA RAISINS.

Sultana raisins, per lb	0 06½	0 08
" " 1-lb. carton		0 09
Shelled Walnuts	0 19	0 20

Green Fruits.

Dulness still holds the fruit market. The heavy importation of oranges and lemons has just glutted the market, and it will have to recover by itself. The sale of the ss. Jacona cargo last week included lemons principally, and the prices brought were almost ridiculous. No American buyers were in attendance, and instead of 60 per cent. of the fruit going to the United States it has all remained in Canada, and principally was bought by Toronto and Montreal buyers. No quotable change has taken place. We quote:

Cocoanuts, per bag of 100		4 00
Canadian apples, in bbls.	2 75	4 50
Pineapples, 24 to case	3 75	4 00
" 30 to case		3 50
Bananas	1 50	2 25
Egyptian onions, per lb.		0 02
Bermuda onions, crates		1 00
New Messina lemons 300's		2 75
" " 360's		2 50
California navels	3 00	2 25
Florida tomatoes, per crate	2 70	3 00
Cucumbers, per doz		0 50
Spinach, bbl.		3 25
Asparagus, per basket		1 00
Radishes, per doz.		0 45
Strawberries, qts.	0 16	0 20
Peanuts, Bon Tons		0 12
" Sun brand		0 11
" Diamond G brand		0 09½
" Coon brand		0 07½
New Brazils		0 13½
New potatoes, per bbl.		7 50
Cabbage, per crate	2 50	3 00
Mushrooms, per lb.		0 60

Fish.

Gaspe salmon for the first time enlivened the fish market this week, and sold at the land office price of 23 to 25c. These prices will not last long, but this popular fish always rules strong for a week or so. All kinds of fresh fish are coming in freely, and there has been a remarkable increase in the demand for all kinds of fish. Halibut went up a cent, while fresh mackerel and lobsters have dropped 4 and 3c, respectively. We quote:

Haddies		0 07½
Smoked herring, per box		0 18
Fresh haddock, per lb.		0 04½
Pike, " round and dressed		0 07
Halibut, fresh, per lb.		0 10
Gaspe salmon, fresh per lb.	0 23	0 25
Fresh B. C. salmon		0 16
Fresh steak cod		0 05
Lake trout, per lb.		0 08
Whitefish		0 08
Dore		0 08
Fresh mackerel		0 08
Lobsters		0 15
Dressed bullheads		0 08
No. 1 Labrador herring in 20-lb pails	0 75	0 85
No. 1 Herring, Labrador, per bbl.		4 75
" half bbl.	2 75	3 00
No. 1 Holland herring, per half bbl.		6 50
No. 1 Scotch herring, " "		6 50
" per keg		0 95
Holland herring, per keg	0 65	0 75
No. 2 green cod bbls. 200		5 00
Salt mackerel, pail of 20 lbs		1 60
Boneless cod, 1 and 2-lb. blocks, per lb.		0 06½
" fish, " " "		0 05
" " loose, in 25 lb. boxes		0 04½
Boneless fish, in crates 12 5-lb. boxes		0 05
Pure Georges cod, 40 lbs		0 7½
Skinless cod, cases 100 lb.		4 75
B. C. salmon, choice red, per bbl.		15 00
B. C. salmon, ½-bbl.		8 00
Marshall's kippered herring, per doz.		1 40
Canadian kippered, per doz.		1 00
Canadian ¼ sardines, per 100	3 75	4 00
Canned cove oysters, No. 1 size, per doz.		1 30
Canned cove oysters, No. 2 size, per doz		2 25
Standard bulk oysters, per gal.		1 50
Selects		1 75

Country Produce.

EGGS.

Eggs remain steady, with good demand. The receipts on Monday were 1,694 cases, as against 1,735 on Satur-

Notice to the Trade.

We are informed on positive authority that the Canadian Canners, Limited, are soliciting orders for canned goods under the label—"Quakeress" brand—to be packed by the firm of A. B. Saylor & Co., of this place, a firm that these people bought out a few weeks ago, and who, up to that time packed goods under the "Saylor Boy" and "Reindeer" brands, but never under the "Quakeress" brand. We believe that the introduction of "Quakeress" brand by the Canadian Canners, Limited, is done to confuse the public and to the detriment and injury of the established and well known "Quaker" brand, which is protected by registration. We have asked the Canadian Canners, Limited, to withdraw the "Quakeress" label from the market, and if we do not get satisfactory assurance that this will be done, we will apply to the Courts for an injunction to restrain them from using this label.

Bloomfield Packing Co.
Limited.

Bloomfield, May 31st, 1904.

Are you selling

Japan Tea ?

If you are, please write me for a sample of **Estabrooks' Japan Blend.** You can save in cup quality fully **two cents** per lb.

The Sample will prove its own case.

It has been the greatest success of any bulk tea that has ever been put out. So much so that several firms are trying to match it and some are copying the mark as close as they dare.

Large sample will be mailed on receipt of postal card, or one of my travellers will call and see you.

T. H. ESTABROOKS

Branches:
Toronto, Winnipeg.

St. John, N. B.

privileges of common-point rates in southern Kootenay to Nelson and Rossland for transcontinental freight. This will practically give Nelson and Rossland distributing point rates and facilities. Freight destined for other points will have to pay the Nelson and Rossland common-point rate plus local rate from either point to destination. The change is chiefly for economic reasons, it being unprofitable to carry small lots to out-of-the-way points at common rates.

* * *

Northern direct shipments, that is via Skagway and White Horse to Dawson, have begun to pick up. The steamer Amur, which sailed last night for the north, had over 300 tons, all consigned by local wholesalers, for Dawson and other Yukon points. The major part of it was provisions and produce, with small lots of dry goods and hardware. The heavy shipments for next Winter's stocks will not begin before July 1.

* * *

Settlers from eastern Canadian points and from the Old Country continue to arrive in the Okanagan and other favorable farming districts of the province, mainly bent on fruit growing. Mr. R. M. Palmer, provincial freight rates commissioner, who is also closely in touch with the Horticultural Department of the Provincial Department of Agriculture, has just returned from the Okanagan, and he says that there is a wonderful change in that section. The subdividing of several large ranches into small plots of ten acres and thereabouts, affords the opportunity for many settlers to come in and buy places at reasonable cost, and from which they can in a very few years produce a good living from fruit and other products. There are other sections of the province awaiting development, and some, such as the Chilliwack District in the Valley of the Fraser River, where a great advance has been made. Many new settlers have come to the Fraser Valley, as well as to the upper country. Fruit is favorably grown on the lower mainland, as well as in the interior, while the chances for dairy farming are perhaps superior.

* * *

A good deal of interest has been aroused again in the Grand Trunk Pacific project, by the announcement made this week from Ottawa, on the authority of some of the British Columbia members of the House, that construction of the road will be simultaneous from this end of the road and from the eastern end. The chief interest, however, is in the time when active operations commence. There is some impatience to see work being done, and some natural scepticism is caused by the frequent delays.

* * *

Early in June the Kosmos Line steamer Luxor will reach port with 1,200 tons of raw sugar from Peru, for the local refinery. Two steamers are also said to be under charter to load at Java sugar ports for the British Columbia Sugar Refinery also. The dates of their arrival have not yet been announced.

* * *

In the grocery markets, since last writing, a rise in the price of sugar is to be noted. The quotation is now 5⅛c for granulated. The B. C. Sugar Refinery's last published price list is as follows :

Extra superior bar sugar, 40 lb. tins, 7⅞c; powdered icing and bar, 6⅝c; Paris lumps, 6⅛c; granulated, 5⅛c; extra C, 4½c; fancy yellow, 4⅜c; yellow, 4¼c.

General prices of groceries have not changed appreciably since last advices.

* * *

Fruit is beginning to be quite interesting, a good line of fresh fruits being displayed. Yesterday the first strawberries from Washington arrived, oddly enough before there have been any supplies from Oregon, which is usually a week or two the earlier. The variety from Washington, which was not a large shipment, was Clarke's seedling. The shipment came from Walla Walla, and is fairly good in quality. The price is quoted at $4.50 for the crate containing 2 dozen boxes. The California berries are becoming scarcer and are now quoted at $2.65 for the crate of 15 boxes, which is the manner of shipment from there.

Cherries are coming forward liberally from California, the only variety yet being the Black Tartarian. The price is still $2 for the 10 lb. box. Some extra fine pineapples from Mexico were among receipts from San Francisco via Seattle yesterday, reaching here by steamer. The price is $3.75 per doz.

Tomatoes in 40 lb. crates of six baskets each arriving from Florida are selling at $4.50 for the crate. They are a little better quality than the California article, which is selling at $2.75 to $3.75 the 20 lb. crate.

Oranges are stiffening up in price. The first arrivals of Mediterranean sweets are on the market, and the seedlings are coming in more freely. Navals will not be quoted much after the first week in June. Prices are now from $2.75 to $3.75 for navels as to quality, $2.50 to $2.75 for seedlings, and $3 to $3.25 for Mediterranean sweets. Lemons are moving freely now, and are quoted at $3.25 to $3.75. Bananas, $3 to $3.25 per bunch.

* * *

In vegetables a full line of green goods is now coming forward. Local grown lettuce, rhubarb and bunch radishes, onions, spinach, etc., are on the market, string beans, green peas, cabbage and asparagus being from California.

In dry onions the new crop California reds are coming in and are quoted at 2½ to 3c, while there are still some Australians on the market at 3½ to 4c.

Potatoes have not yet weakened much in price, as there are now new ones coming forward. The stocks are keeping well yet, and will amply meet all requirements.

* * *

In produce there is but little to record this week. The supply of butter is regular now, eastern shipments arriving in sufficient quantities, with the local supplies, to make the market easy. Quotations on the next arrivals from the east are to be lower, about 20c. Local creamery is 25c, and likely to hold firm at that.

Eggs are quoted at 22½ to 23c; cheese, new stock, 12c.

NEW BRUNSWICK MARKETS.

Office of The Canadian Grocer,

St. John, N. B. May 30 1904.

THERE is a good steady business reported. A new feature is a letter addressed by the Retailers' Association to the different wholesale grocers, advising that they intend to buy only from such wholesale houses as do not sell to the consumer. Particularly they protest against the breaking of packages by the wholesaler in order to fill orders from consumers. With few exceptions the jobbers are prepared to fall in with the wish of the retailers, in fact, several of the larger jobbers have for years refused to sell other than dealers. The smaller jobbers are inclined to argue. They say many consumers, particularly hotels and boarding houses, buy in at least as large quantities as the retailer; that several of the retailers are wholesalers and retailers combined, and that without exception whenever possible they import goods, thus cutting the local jobber out entirely; that the understanding desired by the retailer is altogether one-sided; that they are continually asked by the retailer to break packages of even standard goods.

The larger dealers, as noted, are well pleased with the condition. They do not want the consumer's trade. It is only a nuisance, they say. As a rule the consumer gains little, because they are usually charged retail prices. They seem slow to learn this; they seem to think goods, if bought from the wholesaler, must be cheap.

In markets the general tone is firm, but in a few lines there is continued weakness. This is particularly noticed in pure lard, which is lower than ever. In cream of tartar the market is rather firmer, and there is another slight advance in lard.

Oil.

The price in Nova Scotia is usually a little lower than in New Brunswick, owing to the low water freights from Boston, which makes increased competition. Some few weeks ago prices there were reduced 1c, and last week, in sympathy with this, the local quotation was marked down 1c. Dealers claim, however, that the only reason for this is the keen competition, and that otherwise the market is a very firm one. There continues to be a steady demand. The busiest season in lubricating oil is over, as far as booking orders is concerned. Prices are held firm, while shipments are being freely made.

Linseeds continue low, with rather less sale. Turpentine, which has been quoted very high for some time is rather lower. In fish oils, while the season is yet early, a rather easy market is anticipated.

Salt.

In Liverpool coarse sale a large stock is held. The demand this Spring has not been as large as dealers anticipated. Prices are held firm, and it will be some weeks before further arrivals are ex-

pected. Liverpool factory filled salt is in rather light supply and prices are quite low. In Canadian fine, shipments are coming forward freely, with prices unchanged. At this season the demand is largely for cheese and butter salt.

Canned Goods.

There is little of particular interest. For some well known brands of salmon, which have a regular demand in our market, open orders are being given. Packers of salmon call the coming season a short pack year. There is little demand in late years for high-priced sockeye fish. Our dealers will have sufficient stock of vegetables to carry them through, though stock of corn is light, and higher prices are being quoted. Considerable interest is manifested in reference to the future. It looks as if several of our large buyers would be outside of the association, and from the present outlook they will have no difficulty in buying goods. In fruits there seems to be a fair supply. Peaches are rather light stock. In gallon apples the demand has not been very large, and quite full stocks are still held. Blueberries are scarce. Oysters are firm. Canned clams are now freely offered, new stock being to hand. Lobsters are high. The outlook is for quite a large pack of sardines, although season is very early. New haddies are offered. Kippered herring are scarce.

Green Fruits.

Dealers are very busy. Large quantities of Mediterranean oranges have been received and have sold low. In Valencia oranges higher prices are asked. California oranges are much higher, and there is less demand. In lemons low prices still rule. Bananas continue to be short supply, and full prices are asked. There is a fair demand for pines. Strawberries have been somewhat scarce during the week, owing to a strike at American points. Large quantities of domestic rhubarb are to hand, and low prices rule. Tomatoes are a little lower and are selling more freely.

Dried Fruits.

This is a quiet season. In prunes prices continue low, and there is a fair sale. Raisins are dull and all lines are quoted rather lower. In loose muscatels, quite a full stock is held here. Evaporated apples are firmer and higher prices are expected. Sale this season is large. Dates are low. There is increased demand for package goods.

Onions.

It is getting late for Bermuda stock. Egyptians are still quite freely received, but sales are somewhat slow. Prices continue quite low. The quality of the stock received this year has not been very satisfactory.

Peanuts.

High prices are still held.

Sugar.

Market continues firm, and during the week there has been a slight advance. Dealers are holding full stocks, and there is a steady sale. Some domestic granulated from Ontario has been received. The quality is quite satisfactory, except that the color is rather dark. In foreign sugar there continues to be a fair business done by dealers outside of the guild.

THE GREATEST BARGAINS

are those which appeal so strongly to customers that they sell on sight.

The extraordinary sale of

Clark's Pork and Beans in Chili Sauce

proves this line one of the

GREATEST BARGAINS ON RECORD.

CAPSTAN BRAND

High-grade Tomato Catsup

Put up in 10-oz. and 20-oz. bottles of a new design, and is very attractive.

This Catsup is far superior to many others and is giving perfect satisfaction.

Ask your wholesale grocer for it or see our travellers' samples.

The Capstan Mfg. Company, Toronto, Ont., Can.

EPPS'S

GRATEFUL. COMFORTING.

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.

In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg.

THE MOST NUTRITIOUS. COCOA

TRADE MARK

This design a guarantee of quality.

DO YOU PUBLISH A CATALOGUE?

IF YOU DO YOU SHOULD USE "CANADIAN-MADE" PAPER All grades, from the highest "Glossy Finish" to the rough "Antique" and bulky "Featherweight."

Your printer can supply it.

CANADA PAPER CO.

TORONTO LIMITED MONTREAL

Molasses.

A further large cargo of Porto Rico molasses has been received here. So far all direct shipments have come to one importing house. Besides this quite a quantity of Porto Rico molasses has been received via Halifax, and also via American ports. In Porto Rico grade the market is very firm. There continues to be much interest taken in the molasses situation by the local merchants, and special efforts are being made toward a more satisfactory condition. It is impossible at present to foretell the outcome. In Barbadoes molasses quite large stocks are held, and quality is good. Prices are low, and the market is not particularly strong. There has not been as much molasses going into consumption this Spring as usual, owing to uncertain conditions.

Fish.

Attention is now chiefly given to fresh fish. Quite large quantities of gaspereau have been taken this week, and the catch will be at least an aver-

When You Consider

that the quality of your goods is what gives you your grip on your trade, can you afford to offer your customers any article that is not backed up by a solid guarantee as to its purity and genuine worth? Any of our brands, no matter what, Pickles, Vinegar, Jams, Jellies, Marmalades, Sauces or Catsups, are sold to you with the bona fide guarantee and understanding that any of our goods not up to standard are to be returned at our expense. What more could you want?

THE OZO CO., Limited
MONTREAL.

"Condor" Japan and Black Tea, Baking Powder, Mustard, Vinegar.

Madam Huot's Coffee
THE GEM.

"Nectar" Black Tea, in lead packets and fancy tins only.

New Japan Teas

The Most Handsome Leaf, the Sweetest, Finest and Best Liquor.

Ex. Str. ATHENIAN. Now at Vancouver.

24 x 40-lb. Boxes Condor I Japan Tea 40c.
26 x 40-lb. Boxes Condor II Japan Tea 37½c.

Ask for samples to compare. **Nothing like these two Condor on the Market.**

Specialty of High-Class Goods in Teas, Coffees, Spices and Vinegars.

"Old Crow" Baking Powder, Mustard, Vinegar, Black Tea.

E. D. MARCEAU
281-285 ST. PAUL STREET
MONTREAL

"EMD" Baking Powder, Vinegar, Spices, Coffee

CROSSES AND FINIALS

We make a most extensive variety of these ornamental lines — adaptable to all requirements of artistic finish.

Made of copper or galvanized steel in most gracefully pleasing designs — they are both reliable and economical.

A full set of illustrations shown in our catalogue.

THE METALLIC ROOFING CO.,
WHOLESALE MANFRS. LIMITED,
TORONTO, CANADA

Merchants Who Buy Hides

I purchase Hides, Calfskins, Sheep Pelts, Tallow and Bones. I pay spot cash, full market values, freights, customs charges. I want an agent in every town and village in Canada. I furnish the money and keep my agents fully posted. Write me for fuller particulars.

CARROLL S. PAGE, - HYDE PARK, VT.

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Box 264, Station G., Washington, D. C.

GUN SHOP and MODEL SHOP,
Warren White Sulphur Springs,
Totten P. O. Virginia.

"I Want Brock's."

BIRD SEED

Only one good kind—and it costs no more than poor kinds.

SEND FOR SAMPLE.

NICHOLSON & BROCK, - TORONTO

age one. In shad, receipts have not been large. They have, however, shown improvement, and there will be a small quantity of pickled shad on the market. Salmon are a little more plentiful, but prices are still high. In these lines large quantities are taken in St. John harbor and the near vicinity. Our salmon are particularly fine; by far the larger quantity of them are shipped fresh to Boston. In dry codfish and pollock, the market is rather easier, stock coming to hand more freely. Pickled herring have little sale; there is very light suuply. Smoked herring are very scarce.

Flour, Feed and Meal.

While there has been no change in price during the week, the market is very firm, particularly Ontario grades, and there is a fair business. Feed is rather more freely offered, but there is little if any change in price, and there is a fair demand. Oats and oatmeal are unchanged, and sales are not large. In beans, market is dull. Barley and split peas are in light supply. Cornmeal is unchanged. In seeds, season is about over, and prices have ruled quite low.

MANITOBA MARKETS.

Winnipeg, May 31, 1904.

BUSINESS in general in the city continues to move along briskly and prospects are good. Trade throughout the country is picking up wonderfully, and. a gradual improvement is quite noticeable.

Sugar—The market has again advanced, and Montreal granulated is quoted at $5.05 in barrels and $4.95 in sacks. and yellows $4.45 in barrels. The market quotes Wallaceburg in barrels $4.95, and sacks $4.85.

Canned Fruits—The market is firm. Pineapples are quoted 2 lb. whole at $3.75 a case of 2 doz.; 1¾ lb. sliced at $3.75 a case of 2 doz.; 1½ lb. sliced $7.20 a case of 4 doz., and 1¾ lb. grated $7.60 a case of 4 doz.

Evaporated and Dried Fruits — All lines are firm. Evaporated apples and apricots are getting scarce. California apricots are still quoted at the ¼c advance. 1902 are just about off the market, and 1903 choice are quoted at 13¼c to 13½c a lb. New goods will not be in before about the 1st of July. Oregon prunes are still quoted 70 to 80 at 5¼c; 60 to 70 at 6c; 50 to 60 at 6¼c. and 40 to 50 at 6¾c.

Rolled Oats—The market is firm. 60 lb. sacks are quoted at $2.25; 40 lb. sacks at $2.30; 20 lb. sacks $2.35; 8 lb. sacks $2.65, and 5 lb. sacks $2.85.

Flour—The market remains firm at present, and No. 1 patent is quoted at $2.55.

Green Fruits—The market is firm. Oranges are quoted at $3.50 to $4.00 a case; pineapples $5 a case; bananas $3 to $3.50 a bunch; strawberries $3.75 a case of 24 quart boxes. Apples are scarce and there are practically none on the market. Tomatoes $4 a case; rhubarb 3c a lb.; new cabbage 4c a lb.; asparagus $1 a doz.; onions 30c a doz.; radishes 45c a doz.; cucumbers $1.50 a doz., and lettuce 40c a doz. bunches.

Eggs—The market quotes eggs about the same as they are now jobbing to the trade, at 16½c.

CONDENSED OR "WANT" ADVERTISEMENTS

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postages, etc.

SITUATIONS WANTED.

EXPERIENCED City Traveler desires position with good house. First-class references. Good connection. Box 137, CANADIAN GROCER, Toronto. 23

BUSINESS CHANCES.

FIRST-CLASS opportunity to secure going grocery business; private reasons for selling. A. Hudgin, 9 Adelaide east, Toronto. f

GROCERY BUSINESS—Queen east, one hundred and twenty-five dollars; rent twelve a month. Jas. Arnold, 77 Victoria street, Toronto. f

GOOD paying grocery business in live town in British Columbia ; stock and fixtures about $8,000, well bought ; first-class shape : annual turnover $50,000 ; an excellent opportunity for increased capital; terms cash ; do not inquire unless you mean business. Address Box 134, CANADIAN GROCER, Toronto.

GOOD paying general store business, Northern Ontario ; stock $14,000 ; turnover $45,000; small opposition ; good reasons for selling; an excellent opportunity for one or two persons with capital; principals only. Box 138, CANADIAN GROCER, Toronto. 24

MANUFACTURERS or packers of specialties suitable for Italian warehouses, grocers, etc., desirous of placing their goods on the Irish market should communicate with N. MORROW, 16 Kansas Ave., Belfast. 30

TO CANADIAN EXPORTERS.

AN ENGLISHMAN, thoroughly acquainted with the grocery and provision trade, who has recently retired from business, is open to represent Canadian exporters in Bristol on a commission basis ; highest references. Address Box 130, CANADIAN GROCER, Toronto. 23

FOR SALE.

BROKEN BISCUITS for campers ; cheaper than ever, at 44 Duke street, Toronto. f

FOR SALE—At a bargain—One nickel-plated twenty-five key National Cash Register. One Toledo Computing Tea Scale, capacity four pounds. Both been in use only seven months. GEORGE O. WERRETT, Simcoe, Ont. 23

EVERY GROCER DOES NOT SELL

VAN HOUTEN'S COCOA

but nearly **All First-Class Grocers** do. And **Every Grocer** who has a single customer that drinks Cocoa should retain that customer by supplying **Van Houten's.** Custom is retained by supplying the best goods in any line. The best Cocoa is **Van Houten's. Best and goes farthest.**

Dominion Agents { J. L. WATT & SCOTT, - - TORONTO
WATT, SCOTT & GOODACRE - MONTREAL

MOTT'S DIAMOND CHOCOLATE
JOHN P. MOTT LTD. HALIFAX N.S.

Progress with the Times

If new machinery is better than old, get the new—if new formulas are better than old, use them. That is what **MOTT** does,

and

MOTT'S CHOCOLATES

are the best on the market for the money.

John P. Mott & Co.
HALIFAX, N.S.

SELLING AGENTS:
J. A. TAYLOR, MONTREAL. R. S. McINDOE, TORONTO. JOS. E. HUXLEY, WINNIPEG.
THORNE, BERRY & CO., VANCOUVER, B.C.

CHOICE PACKAGE GOODS.

PEPPERMINT CHOCOLATES
DARK CHOCOLATES
¼-lb. Packages, 12 in Carton.

CHOCOLATE CHIPS
DARK CHOCOLATES
½-lb. Packages, 12 in Carton.

DIPPED BURNT ALMONDS
DARK CHOCOLATES
10c. Packages, 36 in Carton

CHOCOLATE WAFERS
DARK CHOCOLATES
10c. Packages, 36 in Carton

DIPPED GINGER
DARK CHOCOLATES
10c Packages, 36 in Carton

FULL CREAM CARAMELS
10c. Packages, 36 in Carton

JULIETTES
DARK CHOCOLATES
½-lb. Packages, 18 in Carton

LITTLE GEMS
DARK CHOCOLATES
10c. Packages, 24 in Carton

ALAKUMA
5c. Packages, 24 in Carton

SALTED PEANUTS
5c. Packages, 36 in Carton

TOASTED MALLOWS
½-lb. Packages, 24 in Carton

MARSHMALLOW DROPS
STRAWBERRY AND VANILLA
½-lb. Packages, 24 in Carton

MAPLE LEAF CHOCOLATES
10c. Packages, 36 in Carton

BUTTERSCOTCH
5c. Packages, 36 in Carton

PEANUT CRISP
5c. Packages, 36 in Carton

COCOANUT CRISP
5c. Packages, 36 in Carton.

SEND FOR QUOTATIONS.

A. J. STEWART, Limited,

—MAKER OF—

Stewart's Fine Chocolates TORONTO

New Crop Maple Syrup and Sugar

Prompt delivery guaranteed for **FOREST BRAND.** Freight prepaid in reasonable lots. Sugar in pound and half-pound blocks. Syrup in tins, bottles and wood.

We feel quite sure the quality will please you.

The F. J. Castle Co., Limited, WHOLESALE GROCERS,
OTTAWA, ——— CANADA.

A GROCER THE PRESIDENT OF THE ST. LOUIS EXPOSITION.

DAVID ROWLAND FRANCIS, president of the St. Louis Exposition, was born October 1, 1850, in Richmond, Kentucky, of the pioneer Blue Grass stock, who lived by hunting, trapping and stealing horses. Their odd hours were employed in tilling the soil and raising tobacco, which they smoked, and corn which they translated into whisky to warm their hearts and comfort the dullness of the wilderness, and for relaxation held fairs and shooting matches where they not only shot the beef but ran races and wrestled and unbuckled in rough-and-tumble scrimmages of a variety known as the first-eye-out-for fun.

The education of Mr. Francis began in the Richmond Academy, and ended in his twentieth year, 1870, at Washington University, in the City of St. Louis. Being done with books he broke into trade by the way of a grocery store, in which he performed to the firm's satisfaction in the double role of salesman and shipping clerk. Mark Hanna and many another Alexander of commerce has made a grocery store his first battle-ground. For over five years Mr. Francis sold and shipped groceries, and at the expiration of this period he founded the grain business of D. R. Francis & Bro. Nothing but good came of this move, as is proved by a fortune of some six million dollars he has collected.

Mr. Francis has an undoubted genius for business. He possesses a quick, aggressive instinct where a dollar is the prize, and is a hawk to see and a hawk to swoop at every money opportunity.

He made money from the beginning, piling up the dollars, thousnad upon thousand. The original house of D. R. Francis & Bro. still stands, and has never had a draft protested or an obligation overdue. Besides grain and its exportation, Mr. Francis carries wide-flung interests, and is a director in the Mississippi Valley Trust Co., the St. Louis and Colorado Railway, and the Merchants-La-Clede National Bank. He has also been president of the Merchants' Exchange.

Being six feet tall, strong mentally and physically, successful in business and a married man—for, mind you, in politics a wife is as important to a man as a pedestal to a statue—Mr. Francis has naturally made a success of politics. In 1885 he was elected mayor of St. Louis. His services in this capacity were so acceptable that in 1888 he became Governor of the State of Missouri. In 1893 Mr. Francis was approached by President Cleveland on the subject of a foreign ministry or ambassadorship, but declined the offer. In 1896 he served in Mr. Cleveland's cabinet as Secretary of the Interior. It is not unlikely that Mr. Francis will be the next Democratic candidate for the presidency of the United States.

When Mr. Francis accepted the presidency of the St. Louis Exposition, he meant every word of that acceptance. He has toiled like a galley-slave at his duties, and the victory of the enterprise will be in no small measure due to the industry and wise force he has thrown into it.

TRADE CONDITIONS IN TRINIDAD.

LATEST trade reports from Trinidad under date of May 18 are as follows: The market in breadstuffs is exhibiting little activity, but bottom rates would seem to have been reached, and a gradual advance in values generally is now probable. Stocks of all items are now appreciably reduced.

In the provision market all salted meats are in full supply, and the steady decline in Chicago quotations makes business difficult. Lard is in much the same position. Pork loins, ribs, etc., are all readily salable.

The recent improvement in fishstuffs has been maintained, and prospects are encouraging. Stocks are much reduced. Arrivals of Newfoundland cure, for which there is now an improved inquiry, have not been recent. Shipments of various descriptions are likely to do well, as supplies are low. Good split herring are salable, but both salmon and mackerel are neglected.

Stocks of potatoes are about exhausted. Both blue mottled and brown soaps are moving slowly, and prices are now easier for all qualities. The weather has been favorable for reaping sugar cane, and some estates have been enabled to finish the crop. If the fine season continues a fortnight longer most of the canes will have been gathered. With prices gradually advancing abroad, planters are not anxious to force sales for the present.

Very restricted supplies of cocoa are now being marketed, and no increase of importance is expected until towards October, when the next picking is likely to commence.

How are Grocery Profits eked out?

Is it not by multiplied sales? In the matter of Soda Biscuits, more money can be made with

PERFECTION CREAM SODAS

than with any other make o brand.

This is history, fact, not mere assertion. Many grocers are ready to testify.

SEND AN ORDER

3-lb. Cards or Tins.

THE **Mooney Biscuit & Candy Company,**

LIMITED,

Stratford, - Canada.

BRANCHES:

WINNIPEG Manitoba and HAMILTON Ontario

To Manufacturers' Agents

THE CANADIAN GROCER has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a Special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

Address, BUSINESS MANAGER, CANADIAN GROCER, Montreal and Toronto.

Canned Goods.

All confidential orders given direct to us, or through our travellers **at once**, we guarantee prices and **full delivery** of the following lines ---

Tomatoes,	Corn,	Peas,
String Beans,	Succotash,	Baked Beans,
Asparagus,	Spinach,	Pumpkins,
Cherries,	Strawberries,	Raspberries,
Lawtonberries,	Gooseberries,	Pineapples,
Apples,	Peaches,	Pears, Plums.

Write us for Particulars. A Postal Card Will Bring Reply.

MOLASSES

Mussen's guaranteed, extra choicest **BARBADOS.** We have a full cargo arriving in Montreal, direct to us, early in July, via St. Lawrence River route. Place your orders now. The value is unexceptionable. Get our prices.

LAPORTE, MARTIN & CIE.

Wholesale Grocers, and Wine and Spirit Merchants

MONTREAL.

Specialists

in Gelatine. That is why our GEL-O Jelly Powder excels others. Costs no more than others.

SEND FOR SAMPLE

THE CANADIAN GELATINE CO.
528-530 Front St. W.,
TORONTO, CANADA.

COWAN'S

Perfection Cocoa (Maple Leaf Label). **Royal Navy Chocolate, Queen's Dessert Chocolate, Chocolate Cream Bars, Cowan's Cake Icings,** Chocolate, Pink, Lemon Color and White

Cowan's Swiss Milk Chocolate, Famous Blend Coffee, etc., etc.

Are the standard goods for purity and excellence.

Manufacturers
THE COWAN CO., Limited - - TORONTO

An Irresistibly Delicious Confection

PETER'S
THE ORIGINAL
MILK-CHOCOLATE

Gives Eating Chocolate a New Meaning

MADE IN VEVAY, SWITZERLAND—FOR EATING ONLY.

A Wholesome Food, Especially Nourishing and Sustaining. Recommended for Invalids and Persons of Weak Digestion.

Push Peter's. The Original. Other Brands are Imitations. Send for Sample.

LAMONT, CORLISS & CO., Agents, 27 Common St., Montreal

old reputation **Attention !** old reputation

The BEST

of all Swiss Milk Chocolates, the most nourishing and delicious chocolate ever made.

Push Only **KLAUS'S** The Improved

Swiss Milk Chocolates

made at Le Locle, Switzerland, now introduced in the Canadian Market.

25 Gold Medals. Highest Awards.
Member of the Jury at the Exhibitions in Amsterdam, 1877, and Paris, 1889. New York, Chicago, U.S.

Wholesale Depot for Canada:

Canadian Swiss Trading Co.
17 ST. JOHN ST.,
MONTREAL.
Send for Sample.

GIVE ME

A Trial Order For

SAN-TOY STARCH

It will please your customers and pay you a good profit.

Put up in 10c. packages.
5 doz. in a case.

J. H. MAIDEN, Agent
MONTREAL.

McWILLIAM
Mc. AND E.
EVERIST

Cocoanut Perfection

Under the unpretentious name of "BARACOA" we offer Cocoanuts—90 to a sack—that are perfection—that excel by far anything else this market can supply you. We know your trade will take hold of "BARACOAS"—they're real substantial value. They sell fast at $4.50 but you mention THE GROCER and we'll attend to your orders this week at $4.25. Don't overlook this—order now.

Strawberries
Delaware Baltimore

We'll select the best for your orders.

The DAWSON Commission Co., Limited
FRUIT, PRODUCE AND COMMISSION MERCHANTS.
Cor. Market and Colborne Streets. TORONTO

WE BUY
BRIGHT DRIED APPLES.
HIGHEST MARKET PRICES.
The W. A. GIBB CO.
5 and 7 Market St., HAMILTON

Pinapples Tomatoes
Fancy, well-colored Pines. Lowest Prices.
Florida Tomatoes. Elegant Stock.
Strawberries. Arriving Daily.
Oranges. Lemons. Bananas.
Give us your orders.
We can fill them to your satisfaction.
HUSBAND Bros. & Co.
Wholesale Fruit and Commission Merchants.
82 Colborne St., TORONTO
Phones—Main 54, Main 3126.

GREEN FRUITS

IN the Glasgow Herald of May 14 a special correspondent of that paper gives a detailed account of the prospects of the British fruit crop, in which Canadian fruit growers are especially interested, owing to its influence on the price of Canadian export fruit.

He says: "A visit to the fruit fields of the United Kingdom enables us to say that the coming fruit crops will be excellent. Some of them will be above the average, and others of an ordinary nature, and all of superior quality. Last season the crop, with one or two exceptions, was a failure. Fruit-preserving firms were compelled to depend upon foreign pulps for their jams, and for the past six months good jam made from home-grown fruit has been one of the scarcest delicacies in the British markets. Fruit-preserving firms have become important customers to commercial fruit growers, many of whom cater to them almost exclusively. Hundreds of tons of fruit have already been sold by contract for delivery during the coming season. The fruit harvest of 1904 should prove a boon to the British fruit producer."

The conclusions of this correspondent in regard to the various classes may be summarized as follows: The apple crop will be well up to the average; the pear crop heavy, probably a record one. Strawberries and gooseberries promise big crops, but black currants will be below the average. Cherries and plums will give medium yields.

California Deciduous Crop.

IN view of the fact that California fresh fruit is beginning to arrive on the Canadian market, it is interesting to know that the prospects are favorable for a splendid crop of fresh shipping fruit from California this season. If eastern market conditions warrant, shipments will likely equal, if not surpass, in quantity, those of last year, which exceeded the shipments of any previous season.

There will be a shortage of certain varieties of green fruits, occasioned by unfavorable results following the protracted rainy season prevailing in February and March, which caught almonds, apricots, the Japanese varieties of plums and prunes, and some varieties of peaches. This shortage, however, will be more than made up by the heavier crop of other fruits, such as the Bartlett pear, of which there will be an abundant crop. Grapes also promise an abundant yield.

A fine crop of the earlier varieties of shipping peaches, such as Hales and Alexanders, is expected. Crawfords are none too plentiful. Midsummer and late peaches promise an abundant crop, but cling peaches are not so promising.

Cherries are the first fruit to appear on the eastern market, already eleven cars having been shipped from the coast. Special attention is being paid to packing, a great many boxes being double-faced; some shippers are packing in small cartons, packing eight cartons to a box, which method has brought forth many favorable comments from the trade. Following cherries come apricots, plums, prunes and peaches, then grapes. California fruit stands up better after being placed on sale than local fruits. The reason assigned is that during the marketing season, namely, from May to October, scarcely any rains fall, enabling the fruit to ripen and mature in a hard condition, and bears transportation thousands of miles, en route for eastern markets. Toronto will be the distributing centre for Ontario this season, and the fruit will be sold entirely at auction.

Fruit Importations.

The following table represents the importations of fruits and vegetables at Toronto and Montreal for the year 1903:

	Toronto.	Montreal
Apples	$ 236	$ 1,733
Black and gooseberries	21,323	19,045
Cherries	564	2,727
Raspberries	9,001	....
Grapes	6,918	7,483
Oranges, lemons and limes	140,804	58,091
Peaches	8,125	13,840
Plums	3,126	13 753
Other fruits	5,131	19,484
Melons	3,517	571
Potatoes	39,517	4,257
Sweet potatoes and yams	5,072	2,945
Tomatoes, fresh	14,661	33,949
Tomatoes, in cans	23,106	16,200
Fruits, canned	....	3,776
Fruits, preserved	....	91
Vegetables	....	39,563

Apples in Northwest.

It is interesting to know that several parties in Medicine Hat and district are trying the hardier varieties of apples with success. One party is growing the Duchess of Oldenburg apple trees and the Transcendant apple trees with good success, in an exposed position. The trees have come through their third winter and are leafing out at the present time. Encouraging success has also been had with the small fruits and berries.

Onions From Australia.

After several failures, Australian exporters of onions appear to have found out the proper method of preparing raw onions for shipment to Canada. A large shipment of Australian onions, packed in bags, and in excellent condition, arrived recently in Vancouver, B.C., by the steamship Miowera. These crossed the Pacific in small but strongly crated packages.

Heretofore onion shipments from Australia have arrived in very bad condition, as in most cases they began to sweat in the tropics, and lost all their salable properties before reaching their destination. Crated in open-work cases, the onions made the passage on the Miowera without damage of any kind.

Ontario and British Columbia Fruit.

In Ontario strawberries have been particularly hard hit by the severe weather, especially in the Lake Erie and Niagara districts. Where farmers covered the beds well, the strawberry plants have pulled through; in many cases, however, farmers report having ploughed in twenty-five to thirty acres of Winter-killed plants. The total crop is estimated now at one-half the usual yield.

R. M. Palmer, head of the fruit department of British Columbia, reports that present indications point to a good apple and plum crop in the Okanagan region, although it is a little early in the season to form a definite estimate.

Japs Prefer Blossoms to Fruit.

"I would hesitate to say that the Japs would rather fight than eat," said a Philadelphian who has spent considerable time in Japan, "but I do know that they would rather feast their eyes than their stomachs. They are great lovers of the beautiful, and that is the reason there is little fruit raised in Japan, in spite of the fact that there are plenty of fruit trees, and the climate is ideal. Instead of allowing the blossoms to remain on the trees and mature, they are cut off in sprays and are used for decorating the interiors of the houses. The Japs would much rather use the blossoms in this way than raise the fruit. Imagine an American using cherry blossoms for decorative purposes rather than eating the cherries. But, then, the American hasn't the poetic soul of the Jap."—Philadelphia Record.

Nova Scotia Apples to England.

The total shipments of apples from Nova Scotia during the past season are estimated at 400,000 barrels, nearly all of which were forwarded via the port of Halifax. Leading dealers estimate that, taking the home market figures into consideration, over 500,000 barrels of merchantable apples were harvested in the Annapolis Valley last Autumn, which averaged $2.75 a barrel. The outlook for this year is excellent. The snow, which came on early in the Winter, remained, protecting the roots, and as a result the trees are already beginning to put forth strong, hardy buds.

Strawberry Arrivals.

McWilliam & Everist, fruit and commission merchants, Toronto, report the arrival of seventeen cars of strawberries during the present season to date. The total was composed of twelve cars of North Carolina stock, one of Tennessee, two of Maryland, and two of Delaware stock.

PEANUTS

Our Spanish and French Peanuts are something new, better value than usual, and every nut a good full one.

SPANISH—Sacks green, large, 8¾c.; sacks, roasted, 9½c.; small lots, 10c.lb.

FRENCH—For a cheap line it is unequalled; sacks, green 7½c.; sacks, roasted, 8½c.; small lots, 9c. lb

COCOANUTS

JAMAICAS—Freshly imported, 100 to sack, $4.25; 150 to sack, $4.00.

We are headquarters for the above lines Also carry a full stock of other nuts.

WHITE & CO., Wholesale Lemon Importers
64 FRONT ST. EAST, TORONTO.

PHONE Main 4106.
Private Branch Exchange connecting all departments.

Arriving Almost Daily— Fancy Ripe BANANAS, PINEAPPLES and FLORIDA TOMATOES. Finest Quality. Prices Right.

Just in—Fresh car EXTRA FANCY NAVELS, all sizes.
Fresh arrivals—EGYPTIAN AND BERMUDA ONIONS. Mail or phone your orders.

Hugh Walker & Son, - Guelph, Ont.

McDOUGAL & LEMON
OWEN SOUND

Wholesale dealers in Foreign Fruits, Butter, Eggs, Cheese, Poultry, Raw Hides, Sheep Skins, and Wool.

We want to sell you some fruit, and we will buy your butter and eggs.

WRITE FOR OUR PRICES

ROW'S GUM in Lumps, 5c. Pkgs., in 1c. Stick, in 5c. Bars.

ROW & CO., Morristown, N.Y., and Brockville, Ont.

Dried Fruit

cleaned and renovated by the latest improved machinery and appliances.

GUARANTEED TO GIVE SATISFACTION.

J. T. ADAMSON & CO.
27 St. Sacrament Street,
MONTREAL.
Tel. Main 778.

Ridge Hall Fruit Orchards.

Peaches, Plums, Cherries, Strawberries, Raspberries, Blackberries, Early Tomatoes, Cucumbers, Green Corn, Peas, Wax Beans, Etc.

CORRESPONDENCE SOLICITED.

E. E. ADAMS, Leamington, Ont.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

JAPANESE TEA REPORT

From our own Correspondent.

Kobe, May 4, 1904.

THE question of re-firing tea in the producing districts, as against re-firing in the commercial centres, such as Kobe and Yokohama, is one that is being considered in the trade at present.

By re-firing in the producing districts soon after the first curing process, the flavor and other original quality of the leaf will be retained, while by transporting the leaf in what is commonly called "raw" condition to the shipping ports, not only the flavor but other desirable qualities original to the tea leaf are lost, especially when the leaf is allowed to remain in the seller's hands for an indefinite period, when the market happens to be inactive.

Besides the foregoing, there are other advantages to be derived from re-firing in the interior, such as cheaper labor and land, as compared with Kobe and Yokohama where the value of land especially, is still steadily advancing. While there are such advantages in re-firing in the producing districts, one disadvantage is the fact that in some districts the production is too small for producing a line of tea suitable for export. Besides, though not always advisable, the mixing of various descriptions of leaf is sometimes necessary for a good blend.

From indications presented in the Sluzinka districts it appears most probable that tea-firing establishments in the interior will be owned and worked by the local tea men, and that the custom may be established by which tea will be re-fired and prepared in the interior to the order of exporters who will furnish standard samples.

Under existing conditions the result of competition between Japanese and foreign exporters is the high prices in Japan and low prices in foreign markets. Japanese producers reap the benefit of such competition, while exporters suffer, and the sooner the barrier is broken down the better it will be for the industry as a whole. It is, however, to be feared that such a desirable end is as remote as ever, as it is rumored that the late representatives of the Japan Tea Traders' Association in the United States and Canada are going to establish themselves as commission merchants in order to handle exclusively the consignments of the Japanese exporters, with the solitary exception of the Fuji Co.

It is thought that by doing away with the competition, and by a closer connection and co-operation with foreigners, it will greatly benefit Japanese commercial dealings, in regard to which there is still much to be desired. Commercial Japan is certainly far behind, as compared with the valor, bravery and patriotism of the military classes. Commercial squeezes will then disappear and legitimate profits only will be aimed at.

The efforts made to increase the sale of Japan tea with the aid of a Government subsidy (recently discontinued) have, it would appear, been signal failures. Apart from the undesirability of the subsidy from one point of view, the failure is, of course, due to the unsatisfactory measures adopted, or at least to the unsatisfactory execution of those measures. Possibly the fund might have been made useful if it had been placed at the disposal of a committee appointed by Japanese and foreign tea merchants, and if with its aid tea had been introduced into new markets. Then it might perhaps have been so usefully employed that in a few years the subsidy would have been no longer necessary. Instead, however, inexperienced representatives were sent abroad to fight against experienced foreigners in markets where tea had long since been introduced.

From a report appearing in Japanese papers, it appears that the Japan Central Tea Traders' Association is going to petition the Government for a subsidy of yen 35,000 yearly for five years. It will be interesting to watch how, in the event of the subsidy being granted, the fund will be employed. The first transaction in the new leaf took place on the 2nd May. Four piculs Kishin leaf changed hands at yen 36.00 per picul, which is about 20 per cent. lower as compared with the first business last season, which took place a week earlier.

COX'S GELATINE.

THERE is perhaps no name more closely associated with the manufacture of gelatine than that of G. and J. Cox, of Gorgie Mills, Edinburg, Scotland. Almost throughout the entire English-speaking world the name of Cox is a household word, and what housewife is not familiar with the striking red, white and blue tartan pattern of the boxes in which Messrs. Cox pack their gelatine?

Cox's gelatine has long been known and used largely throughout Canada and the United States, and a few words regarding the makers and their product will be of general interest.

The Cox firm is one of the oldest in Scotland. To trace its origin one has to go back to the beginning of the eighteenth century. The business came into existence in 1725, in the ancient burgh of Linlithgow, under the walls of the palace of the Scottish kings. Some thirty or forty years later the business was transferred to the Scottish metropolis, where it has remained until the present time, though it was not until 1798 that it was removed to its present quarters at Gorgie, some two miles west of the centre of the city. The manufacture of gelatine, though dating from 1840, is, when compared with the great age of the Cox firm, of comparatively recent growth. The sixty odd years that have elapsed since then have been years of rapid progress, not only in the extent of the business, but in its methods.

The great essential in gelatine manufacture, owing to the nature of the materials and of the product, is cleanliness, and in this respect the Cox factory at Gorgie will yield the palm to none. All the processes from the treatment of the carefully purified ox hides, which form the basis of the gelatine, to the final boxing of the finished gelatine, are carried out with scrupulous care. Nothing offensive meets the eye, and everywhere are evidences of the close attention given to those small details which go to make perfection in gelatine.

The packing room, where the sparkling gelatine, which is the final product of the process, is boxed, is a busy hive of industry. Rows of bright-faced girls deftly fill the gelatine into cardboard boxes and cover them with paper printed in the red, white and blue Cox tartan.

Quite recently the Cox firm placed on the market their "Instant Powdered Gelatine." This is precisely the same article as the "Sparkling Shredded Gelatine," but owing to its finely powdered condition it dissolves far more rapidly in hot water. Indeed it is claimed for "Instant Powdered Gelatine" that it is one of the most rapidly dissolving gelatines obtainable. In these days of hurry and bustle, when no time may be wasted, the saving of time attained by the use of the "Instant Gelatine" is a great boon to the busy housewife. The most delicious jellies and blancmanges (and what are better than those made in one's own kitchen?) may be prepared, thanks to Cox's "Instant Powdered Gelatine," with much less trouble than ever before.

A prominent feature in the Cox works in recent years is the chemical laboratory, where the entire process of manufacture is subjected from start to finish to the most careful examination. All the raw materials are carefully tested and all the finished gelatine is examined, and rejected if it does not conform to the high standard of the firm. In short, nothing is omitted that may aid the company in placing before the public an article on which they may implicitly rely as being of a uniformly high standard of excellence.

Flett's

Pickle Manufacture

The best materials put together by people who know how, is what has given

FLETT'S PICKLES

their reputation for high quality.

ROSE & LAFLAMME

Agents, MONTREAL

MHS

JUST ADD WATER

TO

BATGER'S

LEMON SQUASH

and you get a cooling and delicious drink.

UNEXCELLED in Quality, Flavour and Convenience.

Order From Your Wholesaler.

AGENTS:
ROSE & LAFLAMME,
MONTREAL.

During the summer, when Picnics, Excursions, Fishing and Tourist Parties are in full swing, every grocer will find it profitable to suggest

BORDEN'S "Eagle Brand"

Condensed Milk, and

BORDEN'S "Peerless Brand"

Evaporated Cream

QUALITY THE BEST, PRICE NO DEARER THAN INFERIOR GOODS—THINK THIS OVER!

SELLING AGENTS IN CANADA:

WILLIAM H. DUNN, MONTREAL

Erb & Rankin, Halifax, N.S.
Scott, Bathgate & Co., Winnipeg, Man.
W. S. Clawson & Co., St. John, N.B.
Shallcross, Macaulay & Co., Victoria and Vancouver, B.C.

FLOUR AND CEREAL FOODS

Grain Inspection.

IN every American port on the Atlantic seaboard, namely, Portland, Boston, New York, Philadelphia, Baltimore, New Orleans and Galveston, the inspection of grain is in the hands of the boards of trade, chambers of commerce and like organizations. Montreal grain men are seriously inquiring why they should be tied up by the Dominion Government, so as to virtually have no control whatever over grain inspection.

A special general meeting of the Montreal Corn Exchange Association was held on May 27, relative to this matter. Under the new enactments introduced at Ottawa all the power of the old board of survey is done away with, inasmuch as any decision which they may reach is subject always to the approval of the inspectors, who are appointed by the Dominion Government. In the old days the members of the Corn Exchange Association had what was known as a board of grain examiners, and any decision reached by an inspector could be overthrown by this board. Now, however, the inspector becomes the last court of appeal.

What the grain men want is that grain inspectors be placed under the control of the Montreal Board of Trade. The following resolution was offered and carried unanimously:

"That a deputation be appointed to proceed to Ottawa and advocate before the committee on the Grain Inspection Bill the placing of the inspection of grain under the control of the Board of Trade, as is the custom in the United States Atlantic ports, but that failing to secure the Government's approval to this recommendation, the deputation shall press for the amendment of certain sections of the bill. Also that the co-operation of the Board of Trade be sought in placing the views of the meeting before the Government.

Grain Prospects.

Owing to the damage done to Winter wheat in Ontario this year's crop is estimated at 15,500,000 bushels, to which will probably be added about 2,500,000 bushels of Spring wheat, making a total of 19,000,000 bushels of wheat, or about 5,000,000 bushels less than last year.

The prospects in Manitoba and the Northwest Territories have never been better. The acreage under crop will total about 4,300,000 acres, with a probable outturn of 80,500,000 bushels, making the probable Dominion outturn of all kinds of wheat 99,500,000 bushels.

Estimated consumption for 12 months	36,500,000 bush.
Estimated amount needed for seed	12,000,000 "
Total Dominion requirements	48,500,000 "
Leaving for export wheat and flour, both Winter and Spring wheat	51,000,000 "
	99,500,000 "

The bulk of the export will be hard Spring wheat or hard Spring wheat flour.

South Africa Likes Canadian Flour.

OWING to good missionary work on the part of a representative of a certain Canadian milling industry, a demand has been created in South Africa for Canadian flour, largely because of its superiority over other importations. This opinion is expressed by F. J. Scott, of Winnipeg, who has just returned from a two years' stay in South Africa. He says: There is a great field for Canadian products, dairy goods, canned fruits and vegetables, meats and particularly flour in South Africa. It will require adequate representation and exploitation, however, to place them before consumers, but once that is done the demand will be continuous and increasing.

The only product which he noticed receiving thorough attention on the part of Canadian exporters was Canadian flour made from No. 1 hard wheat. The success of Canadian flour in South Africa is due not only to superior qualities over every other kind, but as well to the businesslike manner in which it has been introduced to consumers throughout the whole of South Africa.

Having noticed large shipments being landed at Durban and Delagoa Bay, Mr. Scott inquired as to what created so large a demand, and was informed that the bakers up country, after having been shown how to use it by the South African representative of one of the Canadian milling companies, fell in love with its virtues at once, and since then have found their trade greatly increased owing to the superior quality of their bread and pastry.

Bolting Cloth for Mills.

ONE of the enterprising Canadian mill supply companies which is successfully developing business along progressive lines is the Canadian Swiss Trading Co., of 17 St. John street, Montreal, with head office in Basle (Switzerland), who control the Canadian market for their Superior National brand silk bolting cloth and gritz gauze. The firm manufacture bolting cloth of superior quality. Their intention is to sell from the Swiss factory direct to Canadian millers. The large orders they have received already for their cloth testify to the reliability and excellence of their goods. It may be to the interest of any milling concern before buying bolting cloth elsewhere to communicate first with the Canadian Swiss Trading Co.

Trouble About Grain Inspection.

THE Montreal Corn Exchange Association is up in arms about the grain inspection of the port. They decided at their last meeting to send a delegation to Ottawa to urge that the inspection of grain should be put under the control of the Board of Trade, as it is in the United States. It is believed that this would work better than Government inspection. If, however, the Government decided to retain control of the inspection, certain amendments are to be submitted by the corn exchange. They claim that the amendments refer to the fact that the Act, as introduced in Parliament by Sir Richard Cartwright, makes the chief inspector in Eastern Canada superior to the Grain Survey Board, which is made up of practical grain men. In the west the Grain Survey Board is the final authority, and the grain men cannot see

"Force-thoughts"

BY SUNNY JIM

VII.

YOUR grocer pays more for "FORCE" than for the imitations—because quality and purity cost more.

¶ No wonder that he pushes other brands if he is one of the sort that thinks more of to-day's penny than of to-morrow's dollar.

This food of mine is for sale everywhere now, and there's no reason to go without it unless you are willing to try the Imitations.

¶ They can choose names that sound like "FORCE" —and make foods that look like "FORCE,' but they're ***not*** "FORCE" by a long shot. The fact that wheat and malt enter into their composition doesn't make them like "FORCE" any more than the stone and lumber in your house make it the same as the house across the way.

¶ "FORCE" forms the morning meal of two million clear-eyed, quiet-nerved people—the members of "The 'FORCE' Society."

Their day's work is easier than other folks'.

They do not Hurry.

Nor Worry!

They say to the rest of the world each morning,

"Be Sunny."

Sunny Jim

BUFFALO, U S.A.

(To be continued.)

I still have some celluloid buttons bearing my photograph and my motto,

"BE SUNNY."

They are nearly 1¼ inches in diameter and are attractively prepared with a patent stick pin on the back. They can be worn by man, woman or child, and they will be mighty glad to get them. They are sent upon request of any grocer. You ought to see my book, "The Gentle Art of Using Force." Free for the asking.

"MADE IN CANADA."

In 60 Seconds

we can give you the main reasons why it will pay you to stock Sovereign Lime Juice.

It is 50 per cent. cheaper than imported brands of equal quality: by refining and bottling in Halifax we avoid the duty.

It is absolutely pure and always uniform.

It retains its bright natural color.

It has the full flavor of the ripe fruit juice, only two teaspoonfuls are required to each glassful.

It is stocked by the principal jobbers from Halifax to Vancouver, ensuring you prompt delivery.

And as we guarantee every bottle you cannot lose.

If you are a man of decision it will take you but 30 seconds longer to send a sample order to your jobber for the above facts are convincing.

Sovereign Lime Juice

is refined and bottled by

SIMSON BROS. CO., LIMITED,
HALIFAX, N. S.

THE

"VAMPIRE" Spiral Flycatcher

5 cts. each

Clears the house of flies.

THE "Vampire" Spiral Flycatcher consists of a small, closely-wound Spiral, covered with a sticky material, and hermetically sealed in a short tube. By simply pulling out one end the Spiral is elongated and forms the most effective Flycatcher known.

This article is a quick seller and carries a large profit. It is CLEAN, SIMPLE and EFFECTIVE. As a window show it draws crowds. NO POISON. NO LEAKAGE.

LABELS IN ENGLISH OR FRENCH.

SEND FOR FREE SAMPLE.

SOLE MAKERS:

KAY BROS., Ltd., Stockport, England.

SOLE AGENTS FOR CANADA:

The LEEMING MILES CO, Limited, Montreal.

TELEPHONE { MAIN 125 " 467

Wm. McCann Milling Co.

MILLERS
AND GRAIN DEALERS

192 King Street East TORONTO.

REFRIGERATORS.

Fit up your store with a Eureka Refrigerator and you will have a refrigerator that will dry wet matches.

Write for our catalogue, guarantee test and testimonials which are free.

Eureka Refrigerator Co.
Wilbert Hooey, Manager.
54 Noble St., TORONTO
This cut represents No. 13. Phone Park 513.

When You Want

SALT

For Any Purpose

Write

Verret, Stewart & Co.

Montreal.

why it should not be the same in Montreal. Another objection is to the clause preventing the re-inspection of Ontario wheat at Montreal, inasmuch as such grain must generally be sold on a Montreal certificate. The rule against mixing grain in public evelators is also objected to. It is held that mixing is necessary to the interests of both buyer and seller, and that if it is not done in public elevators, certainly private ones will be built for the purpose. Another recommendation is that No. 2 white oats should weigh 33 lbs. to the bushel, instead of 34, and No. 3, 31 lbs., instead of 30; also that a new grade, No. 4 white, be added for grain not as clean as No. 3, and weighing at least 28 lbs. to the bushel. The Board of Trade has been asked to co-operate with the exchange on this subject.

Interest in New Grain Act.

At last week's meeting of the Montreal Board of Trade Sir Richard Cartwright's new Grain Inspection Act was discussed. The subject was of so great an interest that it was carried over to this week's meeting, at which were also taken up the charges of laxity brought by European exporters against the Grain Inspection Office of the port of Montreal. Two new members were elected at this meeting, namely, Mr. J. S. Going, of Messrs. Going & Co., and Mr. D. J. Rattray, of J. Rattray & Sons. It is usual for the council to adjourn for vacation on the last Wednesday in May for the Summer months, but as an immense amount of business is to be transacted the adjournment is postponed for a week or two.

The New Montreal Elevator.

It is expected that the grain elevator erected for the harbor commissioners of Montreal will be completed and ready for use by the 15th of June. According to the statement of Mr. Alex. McFee, a representative of the Corn Exchange, in the conference with the Grand Trunk Railway System, a satisfactory arrangement has been made as to the minimum rate of tariff to be levied.

Cereal Notes.

Montreal is being sampled with Orange Meat.

G. C. Brown, Toronto, was in Guelph recently, soliciting stock for the Norka Cereal Company, which has been organized for the manufacture of Norka cereal food. It is reported that Guelph was selected as the probable location of the company's factory, but that Toronto is now likely to get the industry, because the majority of stock is held there.

What about the price?

Mrs. Dooley's Laundry Soap

costs less than other Soaps sold by 10%—and at the same time is ***a better*** Soap. Contains borax.

Make all the money you can—you need it. Make this extra 10%—it is worth having.

Your wholesale grocer will sell you a single box—100 bars—if you ask for it.

THE **Metropolitan Soap Co.** LIMITED
TORONTO.

Make Money when you can.

Avoid "cut" lines.

The new 25-cent package of

Orange Meat

is not cut. No necessity to cut it. Big value to the consumer. A fine profit to the dealer. Sell ORANGE MEAT and make the profit due you—25%.

Get it from your wholesale grocer.

Single cases, 20 pkgs., $4.00.
Freight paid on 5-case lots.

THE FRONTENAC CEREAL CO., Limited
43 Scott St., Toronto.

None so Blind As Those Who Won't See.

THE CANADIAN GROCER can prove of valuable assistance to the selling end of any business which seeks trade among the grocers and general storekeepers of Canada.

We advance many plain, indisputable arguments to this effect.

And still there are some folks who can't see it.

Some who can't see how it's going to pay them.

And won't even invest a few dollars to find out.

Very few folks like this, but we would like to convince even them.

If we only could, we'd get a good deal of satisfaction out of it—and we know they would, too.

Don't you think they're blind to their own interests?

Here's a paper that finds a welcome in every worth-while grocery store from Halifax to Vancouver once every week—so can't you see that an announcement of any interest must surely command some attention?

The advertising columns of THE CANADIAN GROCER provide about the best way we know of keeping in close touch with all the grocers of Canada all the time.

You can see value in a paper like this—

Can't you?

The Canadian Grocer

232 McGill St., MONTREAL. 10 Front St. E., TORONTO.

MANUFACTURERS' AGENTS AND BROKERS.

TORONTO.

W. G. PATRICK & CO.,

AGENTS AND IMPORTERS.

29 Melinda St., - TORONTO

W. G. A. LAMBE & CO.

TORONTO.

Grocery Brokers and Agents.

Established 1885

W. H. Millman & Sons

Grocery Brokers

37 Yonge Street, = Toronto, Canada

Send us your Business

AGENTS FOR

C. CERONI, Patras,
INGERSOLL PACKING CO., Ingersoll,
OLD HOMESTEAD CANNING CO., Picton,
ONTARIO SUGAR CO., Berlin,
ROYAL CROWN SOAP CO., Winnipeg,
TILLSON CO., Tillsonburg.

Get our Prices for CHEESE, BEANS, etc.

REFERENCES

BRADSTREET'S or DUN'S IMPERIAL BANK
Any wholesale grocery house in Ontario.

CALGARY.

Are you

Represented in the West?

If not, write us and get in

ON THE GROUND FLOOR.

Place your offerings with us and we will sell your goods.

Consign your cars to us.
Goods reshipped.
Excellent storage.

NICHOLSON, BAIN & JOHNSTON,
Wholesale Commission Merchants and Brokers.
CALGARY, ALTA.
Head Office: NICHOLSON & BAIN, WINNIPEG.

ANY DUSTY OR SMOKY WALL PAPER
can be cleaned and made like new with
"CLEVELAND WALL PAPER CLEANER"
GEO. RIDOUT & CO., Agents,
77 York Street, TORONTO.

STRONG DURABLE LIGHT

POROUS AND CHEAP

The FOSTER POTTERY CO.
HAMILTON, ONT. Limited

WINNIPEG.

Dingle & Stewart

WINNIPEG, - - CANADA.
COMMISSION BROKERS.
Excellent Storage Accomodation.
Consign Your Cars to Us.

PRICE, CHAMBERS & CO.

SUCCESSORS TO
CAMERON, GORDON & CO.
Wholesale Commission Agents
WINNIPEG.

EASTERN MANUFACTURERS
—AND—
SHIPPERS.

All EYES are turned on

MANITOBA AND THE WEST.

WE

Represent some of the leading houses in

CANADA and the U S.

INCREASE YOUR TRADE. WRITE US.

NICHOLSON & BAIN, WINNIPEG,
Wholesale Commission Merchants and Brokers.

BRANDON.

THE WILSON COMMISSION CO., Limited

BRANDON, MAN.
Commission Brokers, Storage.
Correspondence Solicited.
If you have any snaps let us hear from you.

TAYLOR & PRINGLE CO.,

Limited,
OWEN SOUND,
Manufacturers of

Queen Quality Pickles,
Bulk Pickles,
Pure Tomato Catsups.

Our Goods have a reputation.
MADE IN CANADA.

New and Second-Hand Machinery, Engines, Belting, Pulleys, Factory Equipment, Etc.

Any readers of this paper wanting any of the above goods may have an advertisement inserted free in HARDWARE AND METAL, the machinery weekly newspaper of Canada, by enclosing this notice. Address—

HARDWARE AND METAL
Montreal Toronto Winnipeg

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR RETAIL MERCHANTS.

Cigarology, a New Science.

FOR many years there have been men who claim to be able to judge the character of a smoker by the manner in which he holds his cigar.

It has remained, however, for a European psychologist to reduce these observations to a science.

It is claimed that by following the rules formulated for the study of cigarology, as the new science has been named, the character of a stranger who is smoking a cigar may be discovered more readily than in any other manner. A man may "smile and smile and be a villain," but when he lights a cigar he unmasks himself at once to the cigarological student.

Here are the results of the psychologist's observations and deductions, given for what they are worth:

"Fastidious men, after lighting their cigars, hold them, not only between their lips, but also with two, three, four or even with all the fingers of the left hand, and, after smoking for a while, they remove them from their mouths and examine the lighted ends carefully to see if everything is in order, and especially if the fire is burning steadily and evenly. Men who act thus never waste any words and are generally shrewd and prudent. As a rule they are worthy of confidence, which cannot be said of those who send forth the smoke from the two corners of their mouths in two diverted jets, since they are eccentric and unreliable.

"Men who are quick tempered or of lively temperament hardly touch the tip of the cigar with their teeth, and after two or three puffs they take it from the mouth and hold it in the hand. In other matters they act similarly; that is, they do everything by fits and starts, and find it impossible to adhere very long to any fixed course of action.

"Absent-minded men, on the other hand, frequently let the cigar go out, and, if they are not very choice in their taste, try to light it again. Akin to them are the men who, after smoking for awhile, let the cigar go out and then throw it away—an infallible sign of a mind which may be very intuitive, but which is certainly not able to reason well or logically. They, however, are admirable persons when compared with those who at any time have the misfortune to place the lighted end of a cigar in their mouth. The mere fact that they commit such a blunder is evidence of extreme thoughtlessness.

"A cigar tilted upwards is an unerring token of an energetic and impatient character. On the contrary, a cigar which is held in the other direction—namely, inclined toward the chin—betokens melancholy and the habit of indulging in day dreams. When a cigar is held steadily in a horizontal position it is an index of sang froid, indifference, and often of an unscrupulousness and want of character.

"An old smoker holds his cigar firmly in his mouth. The beginner does not."—The Perfecto.

Tobacco Combine in Australia.

The Tobacconists' Association of Victoria, Australia, is viewing with considerable alarm the proportions to which the new Australian tobacco combine is growing, and have formed a limited company in order to strengthen their position should occasion demand their interference with the combine. Among the undesirable conditions to be imposed by the combine are a rise in prices and dictatorial measures to retailers.

The Brisbane Courier reports that the combine intends to enter into the

Each Caddy of

"Currency"

Plug Chewing Tobacco

contains a tag certificate, valuable for premiums, and which will be redeemed at the following addresses:

Premium Dept., No. 210 St. Lawrence St., Montreal
" " No. 167 Yonge Street, Toronto
" " Cor. Richelieu, St. Claire Sts., Quebec
" " No. 87 Bank Street, Ottawa
" " Oddfellows' Block (Cor. Princess St. and McDermott Ave.,) Winnipeg

Popularize your store and make money by selling

CURRENCY

Plug Chewing Tobacco.

THE ESTABLISHED FAVORITE.

Does this read like a conundrum ?

How can you spend $40.00 to make over 60 per cent. profit—without risk?

It is a straight business question

And the Answer is :—

Buy 1,000 Cigars from J. Bruce Payne, Limited, Granby, Que., on their special offer plan, which guarantees money back for unsold stock at the end of three months. This plan cuts out all risk. It is well to specify **Pebble** (a 5-center) and **Pharaoh** (a 10-center) in every order—as many as you choose of each.

J. BRUCE PAYNE, Limited, Mnfrs.
GRANBY, QUE.

T & B

There is one Smoking Tobacco always foremost in Smokers' esteem — **T & B**—It pays the grocer a satisfactory profit and simplifies his business. We recommend the 10-cent. size.

GEO. E. TUCKETT & SON CO, Limited,
Hamilton, - Canada.

W. B. Reid & Co.

Wholesale Tobacconists,

58 Yonge St., TORONTO.

The Erie Tobacco Company
WINDSOR, ONTARIO.
T. J. HORROCKS, Wholesale Distributor, TORONTO

SYMBOL

10c. Cigar

A success from the start.

STOCK IT.

Manufactured by

T. J. Horrocks,
176 KING ST. EAST, TORONTO.

The Chamberlain Cigar

The best value in Canada! Sold the world over! It will help your trade tremendously! Order a sample lot to-day!

SAVE THE BANDS AND RETURN THEM TO

J. M. FORTIER, Limited
MONTREAL.

MANUFACTURERS OF
Cigarettes and Cut Tobaccos

Ask the Price

There's a certain satisfaction in knowing what our tobacco will cost you. Perhaps, too, you will let us send you samples.

We are thoroughly persuaded that we—you and ourselves—ought to be working together.

McAlpin Consumers Tobacco Co., Limited,
TORONTO.

BRANDS

Smoking—
Tonka,
Solid Comfort,
Pinchin's
Hand-Made.

Chewing—
British Navy,
King's Navy,
Beaver,
Apricot.

UNION MADE

tobacco-growing industry in Queensland. Certain of the northern districts are said to be particularly suitable for first-class cigar tobacco, and the Government is ready to encourage this industry.

On Fair Pipe-Fillers.

WHEN I read novels in which the hero envies the old gentleman whose fair daughter fills and lights his pipe for him (says Minimus in the Bystander), I could weep for the ignorance of my fellow-creatures and the suffering entailed thereby. Optimists may say, "Ah, but such things only occur in novels by lady writers; they have no bearing upon reality." I know better. Such novels are in fact the work of the realistic school. There are—painful it is to admit it—young men who really do envy old gentlemen whose daughters fill their pipes; there are old gentlemen who encourage the perfidious work; there are maidens—well-meaning maidens—wiling to undertake what should be only an expert's business. . . And, as likely as not, after they have choked the delicate bowl, they apply a light to it with a wax match. The result can only be misery. . . I do not care to dwell upon it.

Tobacco Trade in Abyssinia.

The United States Commissioner to Abyssinia reports as follows on the tobacco trade in Abyssinia:

The import trade of leaf tobacco of Djibouti in 1901 amounted to $11,304, and in 1902 amounted to $9,695. The Abyssinians are not smokers or users of tobacco as the result of a former emperor having made its use a serious offence. The Europeans and Mohammedans consume tobacco in Abyssinia, as in other parts of the world, and find the domestic tobacco usually sufficiently good for their purposes. Caporal and Maryland tobaccos are imported from France, and there is also an importation of Egyptian and Algerian cigarettes and cigars. Tobacco sells at from $1.54 to $2.31 per 2.2 pounds; Algerian and Egyptian cigarettes at from $3.47 to $4.43 per thousand, and cigars at from 96 cents to $1.93 per box.

English Tobacconist in Canada.

"The Export and Colonial Tobacco Trade Journal," of London, Eng., has in its last issue an interview with P. L. Leverson, an extensive English tobacco merchant, regarding a recent trip which he made to Canada. He states that he did a little business in this country, learned a good deal and had a good look around. He found Canada just as anxious to export manufactured tobacco to England as England was to export to Canada. He saw no outlook, however, for the extension of British trade in that line to Canada.

Canadian Tobacco Tariff.

ON April 27, the Dominion Cigar Manufacturers' Association submitted a petition to the Dominion Government asking for a reduction from $6 to $4, in the excise on cigars. The whole subject of the taxation of the tobacco industry is now being considered by the Minister and Deputy Minister of Inland Revenue and the association.

The manufacturers claim that the total taxation levied on cigars, namely, the double tax on the raw material and the finished product, is excessive and seriously interfering with the trade. It is reported that the Government is inclined to favor a revision of the whole tobacco schedule, placing a tax of 25c. on foreign raw leaf, readjusting the excise tax and simplifying the regulations governing the foreign, combination, and Canadian cigar and tobacco factories. Such a plan will probably include a uniform excise and a uniform stamp for each of the three classes of product, doing away with the individual black, green and red stamps. The advantage to the Canadian and combination manufacturers will be that their products will be without distinguishing labels, thus making it necessary for a buyer of the weed to decide on the merit of the tobacco, instead of according to his prejudice.

Cigar Dealers' Assignment.

At a meeting of the creditors of P. McSweeny, wholesale cigar dealers, Toronto, last week, it was decided to wind up the estate, and Montgomery, Friedman and McEvoy were appointed inspectors.

The statement of the firm's affairs showed a deficit of $6,271.08 on liabilities of $8,548.58.

Art of Keeping Cigars Good.

A good cigar, with a natural bouquet, will keep for ten years without losing its aroma if not permitted to dry out. But once it becomes dry it is done for and the flavor can never be restored. The same rule holds good with all tobacco. Many a man takes joy in what he regards as a fresh weed, but which, in reality, has been stored away in a damp place until it was ready for the market.

Should be in the mouth of every smoker. What? a

McDougall Scotch Clay Pipe

Be sure and ask for it, and see that you get it.

D. McDougall & Co., Glasgow, Scotland.

During the Summer months, say from April to November, cigars and tobacco will draw sufficient moisture from the atmosphere to keep them properly, if the air is allowed to get at them, but during the rest of the year water must be provided for them. A well-equipped cigar store keeps shallow pans beneath every shelf, counter and show case, with openings in the latter which will permit the moisture to reach their contents.

Where there is a damp, heavy atmosphere, such as in sea-coast towns, the problem of the dealer is to keep his stock dry, especially in Summer. Away from the sea coast the situation is just the opposite; but a very little care, which anyone would be able to give, is all that is required to keep cigars or tobaccos of any kind at their best for an indefinite period.

Colored Tobacco Workers.

Thirty colored tobacco workers arrived in Hamilton, Ont., from Virginia a few days ago to work for the Geo. E. Tuckett & Son Co., and on Monday, May 23, twenty-five female employes in the Tuckett tobacco factory quit work because two or three colored women who came from Virginia with the colored men were not acceptable as shop-mates.

The difficulty with the Tobacco Workers' Union has not yet been straightened out. It is understood, however, that the Tucketts will not bring any more southerners here if the union will supply all the help required.

Notes.

The Erie Tobacco Co., Windsor, report a marked increase in their output. Their "Queen's Navy" seems to be growing more popular every day.

The liabilities of W. B. Reid & Co., wholesale tobacconists, Toronto, who recently assigned to E. R. C. Clarkson, are placed at $191,830.25, and the assets at $138,689.57.

T. Martin is now representing T. J. Horrocks in Ottawa and vicinity, and incidentally making a name for himself by placing the "Symbol" and "Ronto" cigars with all the dealers.

The Michigan Tobacco Co., of Detroit, has purchased the Henry E. Ward tobacco factory in Leamington, and will operate it for the manufacturing of smoking and chewing tobacco from the Essex county product.

FINANCE AND INSURANCE

A STATEMENT has been issued by the Russian Government on the financial situation with regard to the Japanese War. The statement reads: "The war, which broke out in spite of the peaceful intentions of Russia, found the finances of the empire in a satisfactory position.

"The effective capital of the Exchequer, which at the beginning of the year amounted to 182,000,000 rubles, has been more than doubled up to the present time, by reason of the diminution of the budget expenses. Now the whole sum at the disposal of the Exchequer exceeds 300,000,000 rubles.

"Despite this, the war expenditure must be very considerable, and on this account it has been thought prudent to discover a new method for providing funds. These funds might be borrowed from the State Bank to the extent of 500,000,000 rubles, but in order to avoid expending the effective capital at the risk of a disturbance of the money in circulation, and as the Government wishes to see Russia at the end of the war in the same steady financial position as before the outbreak of hostilities, the Finance Minister has considered it necessary to have recourse to an external loan.

"By imperial order of May 12 for an increase in the war funds the issue of a five per cent. external loan for a short term has been decided upon with a nominal capital of 300,000,000 rubles, or 800,000,000 francs ($160,000,000), under the title of 'five per cent. State Exchequer bonds of 1904,' free forever from Russian taxes.

"On May 14, 1909, these bonds will be redeemable at the issue price, and must be presented for redemption in Paris.

"The flotation of the loan is intrusted to the Netherlands Bank, the Credit Lyonais, and Hottinger & Co. of Paris."

* * *

A STATEMENT showing the percentage of increases in individual deposits in United States banking centres during the period from 1890 to 1903 has been compiled. The smallest percentage of increases are to be found in New Orleans, Baltimore, Boston and Philadelphia, New York follows, and then Chicago, Pittsburg, St. Louis and San Francisco in the order named. The feature of the statement is that the Atlantic ports are far behind the interior centres. Specific causes no doubt would appear in an extended examination of local conditions, such as the growth of trust companies in Boston and the attraction which their generally higher rates of interest have for deposits that might otherwise be carried in national banks; this probably would explain a certain amount of the decreases scored in New Orleans, for there appears no intrinsic reason why individual deposits in general should have fallen away to the extent indicated.

In New York's case the issue is open for discussion, and is a rather pretty one, whether the growth of such a banking item as individual deposits should be about commensurate with the average of the country or whether the advances scored by the remainder of the country ought to have a cumulative effect at this point. To this end the item of individual deposits is an apt one, for its increase or decrease is not so readily brought about by external agencies of a temporary character as would be the case with other items in the bank statement. It is likely to indicate, therefore, as clearly as any, the permanent effect in one direction or the other, and so will serve reasonably well as a basis for discussing the question whether a percentage of growth that keeps just a little ahead of that in the points of comparison is to New York's detriment or credit.

NOTES.

Five German fire insurance companies were involved to the extent of $352,240 in the Toronto fire.

Mr. Archibald Wood, private banker, of Millbrook, is dead. He was senior member of the firm of Wood and Kells.

The annual meeting of the shareholders of the Sovereign Bank of Canada will be held in Toronto on the 14th inst.

THE BEST STOCK
TEES
DESKS!!!
THE LOWEST PRICES
TEES & CO.
300 St. James St., - - MONTREAL

Liverpool & London & Globe
INSURANCE COMPANY
Capital and Assets exceed - $60,000,000
Investments in Canada exceed 3,000,000
Claims Paid exceed - - - - 200,000,000
The Toronto Agency of this Company, so long held by Joseph B. Reed, will in future be carried on by Joseph B. Reed & Sons, the partnership consisting of Joseph B. Reed. J. Carl Reed and LeGrand Reed.
Offices: 51 YONGE ST. Tel. Main 597

WESTERN ASSURANCE COMPANY.

Incorporated 1851

FIRE AND MARINE

Head Office Toronto, Ont.

Capital - $2,000,000.00
Assets, over - - 3,546,000.00
Annual Income - 3,678,000.00

HON. GEO. A. COX, President.

J. J. KENNY, Vice-President and Man. Director.
C. C. FOSTER, Secretary.

BRITISH AMERICA ASSURANCE COMP'Y

FIRE AND MARINE.

Incorporated 1833

CASH CAPITAL, $1,000,000.00.
TOTAL ASSETS, $2,024,096.02.
LOSSES PAID SINCE ORGANIZATION, $23,886,005.32.

HEAD OFFICE, - BRITISH AMERICA BUILDING, Cor. Front and Scott Sts., Toronto.

HON. GEO. A. COX, President. J. J. KENNY, Vice-President and Managing Director
P. H. SIMS, Secretary.

Money

CAN BE SAVED BY MEANS OF AN ENDOWMENT POLICY.

YOU CAN ONLY SECURE SUCH A POLICY WHILE YOU ARE IN GOOD HEALTH.

Pamphlets and Full Particulars regarding the New Accumulation Endowment Policy sent on application.

Confederation Life ASSOCIATION.

W. H. BEATTY, PRESIDENT.

W. C. MACDONALD, ACTUARY. J. K. MACDONALD, MANAGING DIRECTOR.

HEAD OFFICE, - TORONTO, CANADA.

THE CANADIAN BANK OF COMMERCE.

Paid-up Capital, - - $8,700,000
Rest, - - - - $3,000,000

HON. GEO. A. COX, President. B. E. WALKER, General Manager.

HEAD OFFICE: TORONTO, CANADA.

This Bank, with 109 branches, covering all the principal cities of Canada and the Pacific coast of the United States, and its own offices in London, Eng., and New York, is able to offer to those engaged in mercantile business of any kind unexcelled facilities for any legitimate banking business.

LIST OF BRANCHES:

BRITISH COLUMBIA:

Atlin	Greenwood	Nanaimo	Vancouver
Cranbrook	Kamloops	Nelson	" East End
Fernie	Ladysmith	New Westminster	Victoria

MANITOBA AND NORTHWEST TERRITORIES:

Calgary	Elgin	Moose Jaw	Regina
Carman	Elkhorn	Moosomin	Swan River
Dauphin	Gilbert Plains	Neepawa	Treherne
Dawson	Grandview	Ponoka	White Horse
Edmonton	Innisfail	Portage la Prairie	Winnipeg
	Medicine Hat	Red Deer	" North

ONTARIO AND QUEBEC:

Ayr	Dundas	Ottawa	Stratford
Barrie	Dunnville	Paris	Strathroy
Belleville	Fort Frances	Parkhill	Toronto, 3 offices
Berlin	Galt	Peterboro'	Toronto Junction
Blenheim	Goderich	Port Perry	Walkerton
Brantford	Guelph	St Catharines	Walkerville
Cayuga	Hamilton	Sarnia	Waterloo
Chatham	London	Sault Ste Marie	Wiarton
Collingwood	Montreal	Seaforth	Windsor
Dresden	Orangeville	Simcoe	Woodstock

MARITIME PROVINCES:

Amherst	Canning	New Glasgow	Springhill
Antigonish	Halifax	Parrsboro'	Sydney
Barrington	Lockeport	Sackville	Truro
Bridgewater	Lunenburg	St John	Windsor
	Middleton	Shelburne	

IN THE UNITED STATES:

New York Portland, Ore San Francisco.
Seattle, Wash. Skagway, Alaska

LONDON, ENGLAND, OFFICE: 60 LOMBARD ST., E.C.

A general banking business transacted. Foreign exchange bought and sold

MANUFACTURERS AND MERCHANTS.

It may be necessary for your staff to have fidelity bonds. We act as surety on such. We are known the world over.

Write to us for terms and particulars.

The London Guarantee & Accident Co., Limited,

D. W. ALEXANDER, General Manager for Canada,
Canada Life Building, - - - TORONTO.

THE METROPOLITAN BANK.

CAPITAL PAID UP, - - $1,000,000.
RESERVE FUND, - - 1,000,000.

HEAD OFFICE, - TORONTO.

R. H. WARDEN, D.D., PRESIDENT. W. D. ROSS, GENERAL MANAGER.

BRANCHES:

Brigden	Petrolia	In Toronto-
Brockville	Picton	cor. College and Bathurst Sts.
Brussels	Streetsville	Dundas and Arthur Sts.
East Toronto	Sutton West	Queen and McCaul Sts.
Milton	Wellington	7 and 9 King St. E.

GENERAL BANKING BUSINESS || SAVINGS DEPARTMENT AT ALL BRANCHES

DEPARTMENT OF ADVERTISING SUGGESTION AND CRITICISM

Edited by John C. Kirkwood, TORONTO.

NOTE—Herein are discussed the principles and practice of advertising. Subscribers are invited to send Mr. Kirkwood specimens of their newspaper and other advertising, for the purpose of review in this department. Address care of Department of Advertising, THE CANADIAN GROCER.

An Advertising Experience Showing How Consumption was Increased to Relieve a Glutted Market.

THE following interesting statement was made to Profitable Advertising relative to the famous prune advertising campaign three years ago, which doubtless many readers of The Canadian Grocer will recall.

"In the January number of Profitable Advertising. we notice some comments on prune advertising, in which it is assumed that the advertising of prunes done three years ago was a failure, and that the failure was due to the advertising plan. We thoroughly agree that prunes should be put up in packages, and should be advertised in that form ; but at the time the advertising was done three years ago, prunes were not on the market in packages, and it was necessary to advertise them in the form in which they were on the market. Special conditions prevailed, and the advertising had to be adapted to them. These conditions were as follows :

"Some 3,700 prune growers, out of a total of 4,500, had formed an association to control the market. The crop of that year was double the normal crop, leaving in the hands of the association nearly twice as many prunes as the normal consumption would take care of. The growers outside of the association cut the prices set by the association, and, of course, were enabled to sell their prunes first; and on account of the large crop these growers completely supplied the market for a number of months. The result was that the close of the ordinary selling season in the spring approached, while the association still had on its hands a greater quantity of prunes than are ordinarily consumed in an entire season, and was threatened with the prospect of having to carry these over until the next season, thus demoralizing prices for still another year.

"Early in March this situation was realized and the necessity for doing something at once to meet this emergency arose. Two things could be done: The prunes could be sold at less than half their value to jobbers, and thus get them out of the hands of the association ; but this would not relieve the demoralization of the market, since the prunes would be held until the next year, and be used as a club to beat down the prices of the next season's crop. The alternative was to increase consumption, and there was no way to do this, hurriedly, except by an advertising campaign. This campaign had to be based upon conditions as they then existed, and had to be made within the limit of one month, in order to get quick action before the regular selling season had closed. There was absolutely nothing to do except to take large space in the daily papers, every other plan being absolutely excluded by the existing conditions.

"This plan was adopted and carried out to the extent of the expenditure of about $40,000, and resulted in the immediate sale of 350 car-loads of prunes and the creation of added consumption of prunes all over the United States. This latter statement is proved by a careful canvass of about twenty of the leading cities in the country, in each of which from three to a dozen of the leading grocers were interviewed as to the result of the campaign. The majority of these grocers said that there had been a great increase in the consumption of prunes, and that most of the people who called for prunes, called for those bearing the brand of the association which had done the advertising. One effect of the advertising was to create a new consumption of prunes during the berry and fresh fruit season, and that effect still continues.

"So satisfied were the officers of the association with the success of the advertising campaign, that plans were laid for continuing it, and nothing but the disruption of the association by causes in no way connected with the advertising, prevented its continuance.

"The definition of success is the accomplishment of the object aimed at under the conditions which determine the nature of the effort. Accepting this definition, the prune advertising campaign of three years ago was one of the greatest successes of modern advertising, and we think advertising men generally would so consider it, did they know these conditions and these results. We, furthermore, think that the advertising business would be better promoted by comment based upon a careful study of the situation, than by adverse comment not so based.

"In Profitable Advertising's remarks about the 'Honor Brand' advertisements, it speaks approvingly of the fact that dainty dishes are suggested, and that a prize receipt book is offered free. It will no doubt interest many to know that in our large and artistic copy used in the newspaper campaign, we gave these same dainty dishes the present advertiser is using, and that the prize receipts were secured by a prize contest held by the Prune Association at our request, for the sole purpose of getting up a book for free distribution, that about a million of these books were printed and distributed, largely through the advertising, and that this is the very book which receives Profitable Advertising's approval.

"As to prune advertising in the future, we are on record with the association, the packers, and the growers to the extent of many pages of typewritten matter to the effect that we believe the proper method to pursue is to put up a select quality of prunes in packages, adopt a distinctive name and brand for them, and advertise them as a choice product. In this we agree fully with Profitable Advertising's expressed opinion. When an organization can be formed that will be able to do this, or when the warring interests of the growers and packers can be sufficiently reconciled to permit concerted action, this can be done. The advertising being done by the small packing concern mentioned cannot be widely effective, because it cannot be operated upon a sufficiently extensive scale. Some company or reorganization possessing sufficient capital to control a very large output of prunes, and to advertise them on a large scale, must exist before California prunes will be satisfactorily exploited to the consumer, and the consumption thus sufficiently increased to bring to the grower in California the price he should receive for his product and labor."

NABOB SAUCE

The Sauce for Epicures

Batty & Co., Limited
Sauce and Pickle Experts, - London, S.E.

ONE MORE ADDITION

TO CANADA'S ALREADY
Enviable Reputation
FOR MANUFACTURED GOODS

LEES & LANGLEY'S WORCESTERSHIRE SAUCE

No Doubt about it: every grocer should appreciate the opportunity to handle this sauce, it shows a big profit and is guaranteed to please.

Drop us a card to-day, or order from your wholesale house.

AMERICAN COFFEE & SPICE CO.
TORONTO.

Quotations for Proprietary Articles.

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper.
The following are prices of proprietary articles which are supplied by the manufacturers or their agents. For charges for inserting quotations in this department apply to Advertising Manager, THE CANADIAN GROCER, at our nearest office.

June 2, 1904.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes	$4 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 3 doz. in case	5 00
12-oz. tins, " "	2 40
5-lb. " ¼ " "	14 00

W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4 doz.	10c.	$0 85
3 doz.	4-oz.	1 20
3 doz.	6-oz.	1 75
1 doz.	12-oz.	3 50
2 doz.	12-oz.	3 45
3 doz.	12-oz.	3 40
2 doz.	16-oz.	4 45
3 doz.	16-oz.	4 35
1 doz.	2½lb.	10 40
1 doz.	5lb.	19 50

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	18 "	

JERSEY CREAM BAKING POWDER.

½ Size, 5 doz. in case		$0 40
¼ " 4 " "		0 75
½ " 3 " "		1 25
1 " 2 " "		2 25

OCEAN MILLS.

	Per doz.
Ocean Baking Powder, ½ lb., 4 doz.	$ 45
Ocean Baking Powder, ½ lb. 5 doz.	90
Ocean Baking Powder, 1 lb., 3 doz.	1 25
Ocean Borax, ¼-lb. packages, 4 doz.	40
Ocean Cornstarch, 40 pks. in a case	78

Freight paid, 5 p.c. 30 days.

ROYAL BAKING POWDER CO.

Sizes.	Per Doz.
Royal—Dime	$ 1 00
" ½ lb.	1 60
" 6 oz.	2 25
" ½ lb.	2 90
" 12 oz.	4 50
" 1 lb.	5 75
" 3 lb.	15 50
" 5 lb.	25 50

Sizes.	Per Doz.
Cleveland's—Dime	$ 1 00
" ½ lb.	1 50
" 6 oz.	2 20
" ½ lb.	2 80
" 12 oz.	4 25
" 1 lb.	5 50
" 3 lb.	15 00
" 5 lb.	25 00

"VIENNA" BAKING POWDER.

	Per doz.
1-lb tins, 4 doz in box	$2 25
½-lb tins, 4 doz in box	1 25
¼-lb tins, 4 doz in box	75

BEE BAKING POWDER.

1-lb. tins, cases 4 doz, per doz	$2 25

HOME BAKING POWDER, CO., MONTREAL.

Sizes.	Per doz.
2 doz. case ½ lb.	$2 40
1 " 1 lb.	4 75

1 to 5 cases, 5 per cent.
5 to 10 cases, 10 per cent.

EAGLE BAKING POWDER

	Per doz.
Cases of 48-5c. tins	$0 45
" 48-10c. tins	0 75
" 24-25c. tins	2 25
" 48-25c. tins	2 25

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ½ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes, according to size	0 02 0 10

J. M. DOUGLAS & CO.—Laundry Blues.

"Blueol"—10-lb. boxes containing 50 pkgs., 4 squares each.....per lb. 15c
"Sapphire"—14-lb. boxes, ½-lb. pkgs. per lb 12½
"Union"—14-lb. boxes, assorted, 1 & ½-lb. pkgs. per lb. 10

Black Lead.

Reckitt's, per box $1 15
Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz.; or ¼ gross, 4 oz.

JAMES' DOME BLACK LEAD.

	Per gross
6a size	$2 40
2a size	2 50

Borax.

"Bee" brand, 5 oz., cases, 40 pkgs.	1 40
" " 10 oz., cases, 48 "	3 25
" " 16 oz., cases, 48 "	4 25

EAGLE BORAX.

	Per doz.
Cases of 5-doz. 5c. packages	$0 40
" 5-doz. 10c. "	0 85

Brooms.

UNITED FACTORIES, LIMITED.

	doz. net.
Boeckh's Bamboo Handles, A, 4 strings	$4 70
" " " B, 4 "	4 40
" " " C, 3 strings	4 10
" " " D, 3 "	3 85
" " " F, 3 "	3 55
" " " G, 3 "	3 20
" " " I, 3 "	2 95

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag	0 18½
Quaker Oats, 2-lb. pkgs., per case	3 00
Tillson's Oats, 2-lb. pkgs., per case	[illegible]

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Hygienic, 1-lb. tins ..... per doz.	$6 75
" ½-lb. tins ..... "	3 50
" ¼-lb. tins ..... "	2 00
" fancy tins ..... "	0 85
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50
Perfection, ½-lb. tins, per doz.	2 40
Cocoa Essence, sweet, ½-lb. tins, per doz.	2 25

MOLASSES

New Crop 1904
Barbados.

We have just landed a small lot of the above which is very choice No. 1 quality. We can offer it at a low price. Send for sample.

The Dominion Molasses Co.,

Limited

HALIFAX - - - - NOVA SCOTIA.

Dutch Chemical Works
AMSTERDAM.

EXCEPTIONAL VALUE FOR THE GROCERY TRADE

SPECIAL OFFERS
Recommend Themselves.

WE OFFER OUR MAGNIFICENT

"Butterfly Brands"

	¼-lb.	½-lb.	1-lb.
COFFEE and CHICORY per doz. tins.....	2/3	4/–	7/–
PURE DUTCH COCOA per doz. tins.	4/3	8/–	15/–

Goods delivered, freight paid, to any Canadian port, duty not included. TERMS: Cash with order.

The COFFEE and CHICORY is packed in cases of one cwt., while the COCOA is supplied in cases of 56 lbs.

SAMPLES FREE ON APPLICATION.

Chocolate—	per lb
Queen's Dessert, ¼'s and ½'s	$0 40
" 6's	0 42
Mexican Vanilla, ¼'s and ½'s	0 35
Royal Navy Rock, " "	0 30
Diamond, " "	0 25
" 8's	0 28

Icings for cake—	Per doz.
Chocolate, pink, lemon color, lbs.	$1.75
Orange, white and almond, ½-lbs.	1.00

Confections—	Per doz.
Cream bars, large boxes	$2.25
" small "	1.35
Chocolate ginger, lbs.	3.75
" " ½-lbs	2.25
" wafers, ¼-lb. boxes	2.25
" " ½-lb. boxes	1.30

FRY'S.

Chocolate—	per lb.
Caraccas, ¼'s, 6-lb. boxes	$0 42
Vanilla, ¼'s	0 42
"Gold Medal," sweet, ¼'s, 6-lb. boxes	0 29
Pure, unsweetened, ¼'s, 6-lb. boxes	0 42
Fry's "Diamond," ¼'s, 14-lb. boxes	0 24
Fry's "Monogram," ⅛'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ¼'s, 1 doz. in box	2 40
" ½'s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ¼'s, 14-lb. boxes	....
" ½'s, 12-lb. boxes	....
Epps's Cocoa, case of 14 lb., per lb.	0 35
Smaller quantities	0 37½

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

½ lb tins, 4½ doz. to case	per doz.,	$ .90
¼ " " 4 " "	"	2.40
¼ " " 2 " "	"	4.75
1 " " 1 " "	"	9.00

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.

	Per lb.
Mott's Broma	$0 30
Mott's Prepared Cocoa, ¼s and ½-boxes	0 28
Mott's Breakfast Cocoa, ⅛s in boxes..	0 40
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caracas Chocolate	0 40
Mott's Diamond Chocolate	0 23
Mott's Navy Chocolate, ⅛s in boxes..	0 27
Mott's Cocoa Nibbs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross	1 00
Mott's Confectionery Chocolate	0 21 0 32
Mott's Sweet Chocolate Liquors	0 20 0 36

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 38
Vanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 27
Breakfast cocoa, ¼, ½, 1 and 5-lb tins	0 43
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 35
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5's, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 56

The above quotations are f.o.b. Montreal.

LOWNEY'S.

Breakfast cocoa—
6-lb. boxes, 12 boxes in case, 1-5-lb. tins. 45c.
6-lb. boxes, 12 boxes in case, ½-lb, tins. .42c.
6-lb. boxes, 12 boxes in case, ½-lb. tins. .42c.

Sweet chocolate powder—"Always Ready."
6-lb. boxes, 12 boxes in case, ½-lb tins. .32c.

Premium chocolate—
6-lb bxs., 12 bxs. in case, ¼-lb. pkgs. .34c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs. .34c.
6-lb. bxs., 12 bxs. in cose, ¼-lb. pkgs. .36c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs. .36c.

Medallion sweet chocolate—
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. .48c.

Milk chocolate—
6-lb. bxs., 12 bxs. in case, ⅛-lb. pkgs. .40c.

Tid-Bit chocolate—
6-lb. bxs., 12 bxs. in case, ¼-lb. pkgs. .25c.

Vanilla sweet chocolate—
3-lb. bxs. 24 bxs., in case, ¼-lb. pkgs. .32c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. .32c.

Diamond sweet chocolate—
6-lb. boxes, 12 bxs. in case, ¼-lb. pkgs. .19c.

Condensed Milk.

Anchor" brand, cases 4 doz., per case	$5 00
" evap. cream, cp. 4d. "	4 65

Borden's Condensed Milk Co.

Eagle" brand	$1 50
Gold Seal" brand	1 30
Peerless" brand evaporated cream..	1 20

"Reindeer" Brand
Case (4 doz $5.60

Coffee.

"Bee" brand, 1 lb. tins, cases, 30 tins	9 00
" " 2 lb. tins, cases, 15 tins	8 70

THE EBY, BLAIN CO., LIMITED.

In bulk—	Per lb.
Club House	0 32
Royal Java	0 31
Royal Java and Mocha	0 31
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Fancy Bourbon	0 20

High Grade package goods—

Gold Medal, 2-lb. tins	0 30
Gold Medal, 1-lb. tins	0 31
Kin Hee, 1-lb. tins	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars	0 30
English Breakfast, ground only 1-lb. tins	0 1?

JAMES TURNER & CO.

	Per lb.
Mecca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.

	Per lb.
"Old Crow" Java	$0 25
" Mocha	0 25
"Condor" Java	0 30
" Mocha	0 30

15-year-old Mandheling Java and hand-picked Mocha 0 50

1-lb. fancy tins choice pure coffee, 48 tins per case 0 20

Madam Huot's coffee, 1-lb. tins	0 31
" " " 2-lb. tins	0 30

100 lb. delivered in Ontario and Quebec.

Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" II, 40-lb. boxes	42½c.
" III. 80-lb. boxes	37½c.
" IV, 80-lb. boxes	35c.

S. H. & A. S. EWING'S.

	Per lb
Mocha and Java coffee, in 1-lb tins, 30-lb cases	32
Mocha and Java coffee, in 2-lb tins, 30-lb cases	29

Cheese.

Imperial—Large size jars	per doz.	$8 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	15 00
Small size	"	12 00
Roquefort—Large size	"	2 40
Small size	"	1 40

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co. Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c

RECKITT'S BLUE and ZEBRA PASTE {Always give your Customers Satisfaction.

Starch Sells

but the **ONLY** Starch that will sell and hold your trade is the old reliable

EDWARDSBURG

OR

BENSON'S.

It's the BEST,
We know it,
You know it,
Your customers know it, **WHY CHANGE ?**

EDWARDSBURG STARCH CO'Y, Limited

ESTABLISHED 1858

63 Front St. East, TORONTO, ONT.

Works: CARDINAL, ONT.

164 St. James St., MONTREAL, P.Q.

Allison's Coupon Pass Book.

$1 00 to 3 00 books	3 cents each
5 00 books	4 "
10 00 "	5½ "
15 00 "	6½ "
20 00 "	7½ "
25 00 "	8 "
50 00 "	12 "

Cane's Clothes Pins.

UNITED FACTORIES, LIMITED.

Clothes pins (full count), 5 gross in case, per case	$0 92
doz. packages (12 to a case)	0 75
6 doz. packages (12 to a case)	0 95

Cleaner.

		Per doz.
4-oz. cans		$ 0.90
6-oz.	"	1.35
10-oz.	"	1.85
Quart	"	3.75
Gallon	"	10.00

Wholesale Agents.
The Davidson & Hay, Limited, Toronto.

Food.

	Per doz
Robinson's patent barley ½-lb. tins	$1 25
" " " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " " 1-lb. tins	2 25

Gelatine.

	Per gross.
Knox' No. 1 sparkling	$15 00
	Per doz.
" " " 6 doz., at	$ 1 30
" No. 3 acidulated, at	$ 1 50

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant " "	1 85
Other jams	$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.

Pure Fruit Jams—	
1-lb. glass jars, 2 doz. in case, per doz.	$0 95
2½-lb. tin pail, 2 doz. in crate, per lb.	0 06½
5 and 7-lb. tin pails, 8 and 9 pails to crate, per lb.	0 06
7, 14 and 30-lb. wood pails, "	0 06
Pure Fruit Jellies—	
1-lb. glass jars, 2 doz. in case, per doz.	0 95
7, 14 and 30-lb. wood pails, per lb.	0 06
Home Made Jams—	
1-lb. glass jars (16-oz. gem.) 1 doz. in case, per doz.	1 50
5 and 7-lb. tin pails, per lb.	0 09
7, 14 and 30-lb. wood pails "	0 09

BRAND & CO.

Brand's calf's foot	$3 50
Real turtle jelly	7 75

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" " 100 sticks	0 73
Dulce large cent sticks, 100 in box	....

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz	$3 70
3 cases "	3 60
5 cases or more	3 50

Matches.

UNITED FACTORIES, LIMITED. Per case.

Surelight (Parlor)	$3 50
Flashlight (Parlor)	5.75
Kodak (Sulphur)	3 80

WALKERVILLE MATCH CO.

Parlor—	1 case.	5 cases.
Imperial	$5 75	$5 50
Best	3 50	3 25
Crown	1 70	1 60
Maple Leaf	1 90	1 80
Knights	4 75	4 50
Sulphur—		
Club	3 90	3 70

Mince Meat.

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., -lb. tins, per doz.	$ 1 40
" ½-lb. tins "	2 50
1-lb. tins "	5 00
Durham 4-lb. jar, per jar.	0 75
" 1-lb. jar "	0 25
F.D., ½-lb. tins, per doz.	0 85
" ½-lb. tins "	1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—	
½-lb. tins, per lb.	$ 0
½-lb. tins "	0 35
1-lb. tins "	0 32½
4-lb. jars, per jar	1 20
1-lb. jars "	0 35
Old Crow," 12-lb. boxes—	
½-lb. tins, per lb.	0 25
½-lb. tins "	0 23
1-lb. tins "	0 22½
4-lb. jars, per jar	0 70
1-lb. jars "	0 25

Orange Meat.

Cases, 36 15c. packages	$4.50
5 case lots (Freight paid.)	4.40
Cases, 20 25c. packages	4.00
5 case lots (Freight paid.)	4.00

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand 1-lb. glass	$1 50
" " quart gem jars	3 40

T. UPTON & CO.

1-lb. glass jars, 2 doz. case, per doz.	$ 0 95
Home-made, in 1-lb. glass jars "	1 50
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 06

Pickles.

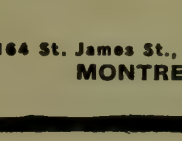
STEPHENS'.

A. P. Tippett & Co', Agents.

Cement stoppers (pints), per doz.	$ 2 30
Corked "	1 80

Soda.

COW BRAND.



Case of 1-lb. containing 60 pkgs., per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. (containing 96 pkgs.), per box, $3 00.

EMPIRE

"EMPIRE" BRAND.

Brunner, Mond & Co.

Case 120 ½-lb. pkts. (60 lb.), per case, $2 70.

Case 96 10-oz. pkts. (60 lb. case, $2 80.

"MAGIC" BRAND.

	Per case.
No. 1, cases, 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " { 30 1-lb. " / 60 ½-lb. " }	2 75

No. 5 Magic soda—cases 100—10-oz. pkgs.

1 case	2 85
5 cases	2 75

"BEE" BRAND.

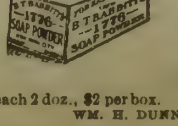
	Per case
"Bee" brand, 8 oz., cases, 120 pkgs.	
" " 10 oz., cases, 96 pkgs.	
" " 16 oz., cases, 60 pkgs.	$2 75

Soap and Soap Powders.

A. P. TIPPET & CO., Agents.

Maypole soap, colors, per gross	$10 20
" " black "	15 30
Oriole soap "	10 20
Gloriola soap "	12 00
Straw hat polish "	10 20

BABBITT'S.



Babbitt's "1776" 100 6-oz. pkgs. $3.50 per box. 5 boxes, freight paid and a half box free.
Babbitt's "Best" soap, 100 bars, $4 10 per box.
Potash or Lye, bxs. each 2 doz., $2 per box.

WM. H. DUNN, AGENT.

Two Lines That Lead.

A Vinegar with Advantages.

You want a brand absolutely pure. One which will keep a long time without deteriorating. One known for its delicate aroma and its excellent flavour. **Hill, Evans & Co.** (Worcester, Eng.), produce **the** one. A Malt Vinegar which is unapproached by any other for these essential properties. A Vinegar you may always rely upon.

Quinine Wine with a Reputation.

Robert Waters' Quinine Wine enjoys a 50-year reputation as the finest tonic known.

Export Agents—ROBT. CROOKS & CO., Botolph House, Eastcheap London, England.

CHASER SOAP.

1 case	$2 40
5 cases	2 30
10 cases	2 20
20 cases	2 10

5 per cent. 10 days or 60 days acceptance.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. cartons	$ 0 06
No. 1 " " 3-lb. "	0 06
Canada laundry	0 05
Silver gloss, 6-lb. draw-lid boxes	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05½
Benson's enamel....per box 1 25 to	2 50
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 06½
Canada Pure Corn	0 05½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps	0 08½
"Bee" brand, cases, 4 packages	5 00

BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 05
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 06
Barrels, 200 lb.	0 05½
Kegs, 100 lb.	0 05½
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 45 cartons, per case	40
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 05½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 06½
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.	0 06½

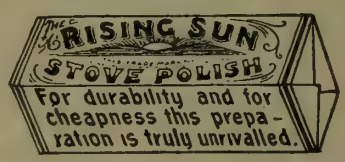
ST. LAWRENCE STARCH CO., LIMITED.
Ontario and Quebec.

Culinary Starches—	
St. Lawrence corn starch, 40 lb	0 06½
Durham corn starch, 40 lb	0 05½
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 06
" 3-lb. cartons, 36 lb.	0 06
" 200-lb. bbl.	0 05½
" 100-lb. kegs	0 06½
Canada Laundry, 40 to 46 lb.	0 05
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 06½

OCEAN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$8 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00

WM. H. DUNN, AGENT.

	pr. dz.
Enameline No. 4, bxs., ea. 3 dz.	0 38
Enameline No. 6, bxs., ea. 3 dz.	0 65
Enameline liquid, bxs, ea. 3 doz.	0 75
Blackene, 5-lb. cans, per lb.	0 10

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

	Per case.
Enamelled tins, 2 doz. in case	$2 40
Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 90
5 " 1 " "	2 35
10 " ½ " "	2 25
20 " ¼ " "	2 10

(10 and 20 lb. tins have wire handles.)

"BEAVER" BRAND.

	Per case.
1 gal. tins, square, 6 in case	$4 40
½ gal. tins, round, 12 in case	4 50
¼ gal. tins, round, 24 in case	4 60

SMALL'S BRAND—Standard.

	Per case.
1 gal. tins, square, 6 in case	$4 70
½ gal. tins, round, 12 in case	4 90
¼ gal. tins, round, 24 in case	5 30

Teas.

SALADA CEYLON.

	Wholesale.	Retail.
Brown Label, 1's	$0 20	$0 25
" ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s and ¼'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60

Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c	$0 19
" ½-lb., " "	0 20
Blue Label, retail at 30c	0 22
Green Label. " 40c	0 28
Red Label, " 50c	0 35
Orange Label, " 60c	0 42
Gold Label, " 80c	0 55

Cases, each 60 1-lb.	$0 35
" " 60 ½-lb. }	0 35
" " 30 1-lb. }	
" " 120 ½-lb.	0 36

LUDELLA CEYLON, 1's AND ½'S PKGS.

Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

"CROWN" BRAND.

	Wholesale.	Retail.
Red Label, 1-lb. and ½s	$0 35	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½s	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—	
"Condor" III 80-lb. boxes	$0 35
EMD AAA Japan, 40 lb " at	0 36
" AA " 40 "	0 34
Blue Jay, basket fired Japan, 70 lbs.	0 30
"Condor" IV 80-lb. "	0 32½
" V 80-lb. "	0 30
" XXXX 80-lb. boxes	0 25
" XXXX 30-lb. "	0 26
" XXX 80-lb. "	0 22½
" XXX 30-lb. "	0 23½
" XX 80-lb. "	0 20
" XX 30-lb. "	0 21
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 28½

Black Teas—"Nectar" in lead packets	
Green Label.....retails	0 26 at 0 20
Chocolate Label.... "	0 35 at 0 25
Blue Label..... "	0 50 at 0 36
Maroon Label..... "	0 60 at 0 45
Fancy tins—Chocolate, 1-lb	0 32½
" " —Blue, 1-lb	0 42½
" " —Maroon, 1-lb	0 50
" " —Maroon, 1-lb	1 50

"Condor" Ceylon black tea in lead packets

Green Label, ½s, ¼s and 1s, 60-lb. cases.....retail	0 25 at 0 20
Grey Label, ½s, ¼s and 1s, 60-lb. cases.....retail	0 30 at 0 23
Yellow Label, ½s and 1s, 60-lb. cases.....retail	0 35 at 0 26
Blue Label, ½s, ¼s and 1s, 50-lb. cases.....retail	0 40 at 0 30
Red Label, ½s, ¼s and 1s, 50-lb. cases.....retail	0 50 at 0 34
White Label, ½s, ¼s and 1s, 50-lb. cases.....retail	0 60 at 0 40

Black Teas—"Old Crow" blend—

Bronzed tins of 10, 25, 50 and 80-lb.		
No. 1	per lb.	0 35
No. 2	"	0 30
No. 3	"	0 25
No. 4	"	0 20
No. 5	"	0 17½

LIPTON'S TEA (in packages).

Color of Label.	1 lbs. per lb.	½ lbs. per lb.	¼ lbs. for lb.
Ceylon-India, Ex. oh'st A Yellow	45	47	70
" " " B Red	40	42	60
" No. 1 C Pink	35	37	50
" 2 C Orange	28		40
" 3 C L. Blue	22		30
" 4 C L. Green	20		

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 3½s, 5s. and 10s.	$0 30
" Amber, 8s. and 3s.	0 60
Chewing—Stag, bars, 10½oz.	0 45
" Bobs, 5½s. and 11s	0 44
" " 10½ oz. bars, 6s.	0 44
" Currency, 12 oz. bars, 12s.	0 47
" " 6½s. and 12's.	0 47
" Old Fox, narrow, 12s.	0 47
" Snowshoe, 14½oz b'rs, sp'c'd 6½	0 51
" Pay Roll, 7s and 6½s.	0 53
" Fair Play, 8s. and 13s.	0 53

Vinegars.

E. D. MARCEAU, Montreal.

	Per gal.
EMD, pure distilled, highest quality	$0 30
Condor, pure distilled	0 25
Old Crow	0 20

Special prices to buyers of large quantities

GRIMBLE'S MALT.

Bulk, ¼-casks, 25 gals	$5 45	$10 95
" casks, 50 "	10 25	22 40
Bottles, cases, 3 doz.	3 25	4 40

Washing Powder.

FAIRBANK'S GOLD DUST.

Five cases assorted—	
24 25c. packages	$4 65
100 10c. "	7 80
100 5c. "	3 90

Freight prepaid.

Cane's Woodenware.

UNITED FACTORIES, LIMITED.

	Per doz.
Washboards, Victor	$1 35
" Crown	1 45
" Improved Globe	1 60
" Standard Globe	1 70
" Original Solid Globe	2 00
" Superior Sld. Bk. Globe	2 15
" Jubilee	2 10
" Pony	0 95
Diamond King (glass)	3 10
Tubs, No. 0	10 50
" " 1	8 50
" " 2	7 80
" " 3	6 50
Pails, No. 1, 2 hoops	1 75
" "	1 30

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case	$1 65
Gillett's cream yeast, 3 doz.	1 65
Jersey cream yeast cake, 3 doz. 5c.	1 00
Victoria " " 3 doz. 5c.	1 00
" " " 3 doz. 10c.	1 80

A WORD

to the wise is sufficient.

BRUNNER, MOND & CO'S

BAKING SODA AND

WASHING SODA

Have stood the test of time, are everywhere known as the purest, strongest, and best, and yet are cheaper than all other brands.

WINN & HOLLAND, MONTREAL. | *Sole Agents for Canada.*

Exchange a Dollar.

—We give you a book containing 100 bright, ready-made grocery advertisements, which can be used as given or readily adapted to your needs.

—You send us a dollar.

A TRANSACTION MUTUALLY SATISFACTORY.

SEND NOW—IT'S HOT

The Canadian Grocer
Toronto

"ACME"
TABLE SALT

Ask your wholesale grocer for it. Put up in 24 2-lb. cartoons in a case, and in 50-lb. box.
TORONTO SALT WORKS, Toronto, Ont

THE PEOPLE OF
JAMAICA
are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the
KINGSTON
"GLEANER"
might bring inquiries. Better write for rates to
I. G. STEWART, Halifax.

BASKETS

We make them in all shapes and sizes. We have

Patent Strawboard Berry Box
Grain and Root Baskets,
Clothes Baskets,
Butcher Baskets,

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE . . .
Oakville Basket Co.
Oakville, Ont.

You are Interested in Something.

Why not get the best items that are printed on the subject.

We read and clip thousands of newspapers every week — therefore we can equip you **speedily** and **economically** for a debate, speech, lecture, essay or anything else requiring up-to-date information and more of it than your competitors are likely to get.

Terms—100 Clippings, $ 5.00
250 " 12.00
500 " 22.00
1,000 " 40.00

Send for our Booklet which fully explains the scope of the clipping industry.

We have also lists of firms in every branch of trade in the Dominion, the professions, club members, society, etc., and we are prepared to address and mail circulars or letters to these at any time.

CANADIAN PRESS CLIPPING BUREAU,
232 McGill Street, MONTREAL, QUE.
Telephone Main 1255.
10 Front St. E., Toronto. Telephone Main 2701.

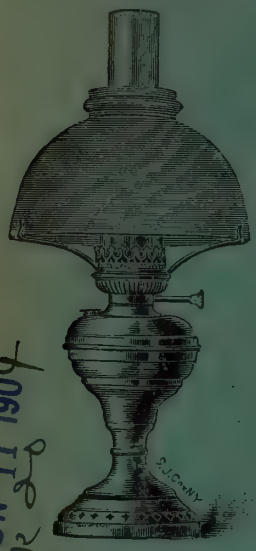
Is Honest Goods and just the Thing on Which to Make or Extend a Business.

McLAREN'S
COOK'S FRIEND
BAKING POWDER.

The Best Grocers make a point of Keeping it always in Stock.

RETURNED
JUN 11 1904

The King of Lamps



"The Belgian"

Never a Complaint

Saves oil and gives more light and **better** light.

If you want lamp satisfaction write for booklet.

All Kinds. All Sizes.

SOLD EXCLUSIVELY BY

GOWANS, KENT & CO.,

TORONTO 16 Front St. East. and WINNIPEG. Main street.

Each year there is an increased call for

Wethey's Mince Meat

It is but a matter of knowing it to use it regularly. More people try it each year and realizing its goodness use it often—won't have any other kind.

Haven't you some customers who would thank you for introducing it to them?

J. H. Wethey, Limited

ST. CATHARINES, ONT.

Crosse & Blackwell's

Celebrated Candied and Drained Peels.

ORANGE, LEMON, CITRON and MIXED (O. L. & C.)

7-lb. Tins, 7-lb. Wood Boxes and 1-lb. Cartoons.

SPECIALLY LOW NEW SEASON PRICES.

C. E. COLSON & SON, AGENTS, MONTREAL

"KKOVAH"

REG'D

SUPERIOR TO ALL

Jellies

FLAVORED WITH RIPE FRUIT JUICES ONLY.

"KKOVAH"
JELLIES (all flavors).

"KKOVAH"
CUSTARD POWDERS.

"KKOVAH"
BLANC MANGE POWDERS, Etc.

JAMES R. GREIG,
Agent,
MONTREAL.

CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia.

THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Provision and Food Stuffs Trades of Canada.

VOL. XVIII. MONTREAL AND TORONTO, JUNE 10, 1904. NO. 24

Keen's Oxford Blue

is sold in **one-ounce squares, all full weight.**

(Put up in pounds, quarters and three-ounce packages.)

Note---When ordering Laundry Blue---

Keen's Oxford Blue and no other.

This is Pineapple Wafer

The New Biscuit

with Subtle Flavor.

GOOD FOR THE PICNIC TRADE.

Christie, Brown & Co., Limited, Toronto and Montreal.

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 27.

ADOLPHE E. SMYLIE, President — HENRY ROWLEY, Vice-Pres't — H. W. PETHERBRIDGE, Sec'y and Treasurer

NATIONAL LICORICE CO.

Successors to
YOUNG & SMYLIE
BROOKLYN, N. Y.
S. V. & F. P. SCUDDER
BROOKLYN, N. Y.
MELLOR & RITTENHOUSE CO.
CAMDEN, N. J.
H. W. PETHERBRIDGE
BROOKLYN, N. Y.
DOMINION LICORICE & NOVELTY CO.
TORONTO, CAN.

Y. & S., SCUDDER, and M. & R. Brands of PURE STICK LICORICE, Acme Licorice Pellets, M. & R. Wafers in bags, Licorice Lozenges, and a full line of Licorice Specialties, including the celebrated soft licorice lines sold under the Company's brands as follows: THE FLEXIBLE LICORICE, THE PLIABLE LICORICE, THE ELASTIC LICORICE.

OFFICE—106 JOHN ST.
106-116 John St., 227-237 Plymouth St., } Brooklyn, N.Y.
Illustrated Catalogue on request.

THE AUER GAS LAMP

"Turns night-time into day-time"

NEW MODELS. LOWER PRICES.

We offer you the best made lamp on the market, built scientifically.

We offer you a lamp that will light your store for half the cost of kerosene.

We offer you a lamp that is safer than a coal oil one.

We offer you a lamp which you can sell at a good profit.

No. 25
100 Candle Power.

Do you want the Agency for it?

THEN WRITE FOR OUR CATALOGUE AND DISCOUNTS.

EVERY LAMP GUARANTEED.

AUER LIGHT CO., 1682 NOTRE DAME ST., MONTREAL.

"Let the GOLD DUST twins do your work."

The overworked housewife should call

GOLD DUST

to the rescue. It will shorten her work and lengthen her leisure. Cleans everything cleanable from cellar to attic—dishes and clothes, pots and pans, floors and doors.

Housework is hard work without GOLD DUST—the modern cleanser; better and more economical than soap.

THE N. K. FAIRBANK CO., - - Montreal.

Cured and Packed
Where Caught!

"Thistle" Brand Canned Fish.

One reason why the "Thistle Brand of Canned Haddies, Kippered Herrings, etc., retain the rich, delicate flavor of the freshly caught fish is because they are cured and packed right at the water side where they are caught.

There is **no dirt, no slime** in the "Thistle" Brand to spoil the natural flavor. There are no "odds and ends" thrown in in a hurry. The "Thistle" Brand contains nothing but carefully-selected fish—**only the best will do for the "Thistle" Brand!**

The cost per tin, or can, to clean, cure and pack the "Thistle" Brand is without doubt greater than the cost involved in marketing any other Brand in the country, yet the high quality has been steadily maintained from year to year even in the face of strong competition. The "Thistle" Brand competes **on quality** and **not on price. It is the Standard Brand of Canned Fish!**

Highest Quality Always.

ARTHUR P. TIPPET & CO.,

8 Place Royale, Montreal. Sole Agents, 20½ Front Street, Toronto.

The Atlantic Ocean is the Home of the Cod

and the cod is tastiest when cured by a salting process and made up in the form of

"HALIFAX" and "ACADIA" BRANDS OF PREPARED CODFISH

which are made from codfish caught in waters adjacent to Nova Scotia where the nicest of the species have their haunts.

BLACK BROS. & CO., LIMITED, MFRS., HALIFAX, N. S. LAHAVE, N. S.

A. H. BRITTAIN & CO., REPRESENTATIVES FOR QUEBEC AND ONTARIO, **MONTREAL, P.Q.**

Origin of the term "Sterling"

How many folk, who work every day in the year, who use the phrase "pounds sterling" are aware of its origin? Probably not one in a thousand. Yet the adjective "sterling," which apart from its commercial sense has come to indicate worth and genuineness, has a curious historical significance, and is a distinct survival of the times when England did not weigh so heavily in the balance of power as she does now. In the fourteenth century the trade of the known world was, almost without exception, in the hands of the Hanseatic League. Within this league there were many towns, most of which coined money, some using better metal than others. Lubec, a Baltic city, made the best money, and the English merchants, who even then knew a good thing when they saw it, used to contract for payment in the "moneys of the Easterlings"—Easterlings being their name for the Baltic merchants. Shortened for convenience, the word still obtains, and has all its original force.—Liverpool (Eng.) Post.

Applied to "Sterling" Pickles it means there's a "worth and genuineness" about these pickles common to no others, a word that in this connection "has all its original force to-day."

Shrewd Grocers push "Sterling" Pickles and Relishes.

The T. A. LYTLE COMPANY, Limited

Manufacturers of High-Grade Pickles

124-128 Richmond St. West, TORONTO, Can.

Messrs. Grimble & Co.

LIMITED

Specially request the trade to consider quality when placing their orders for

VINEGARS

NOTE OUR GRADES.—Orleans No. 16, and Nos. 16, 18 and 24 malt, concentrated and distilled.

All inquiries addressed to their Canadian agent, Mr. I. S. Wotherspoon, 204 Board of Trade Building, Montreal, will receive prompt attention.

I. S. WOTHERSPOON,

204 Board of Trade Building,

MONTREAL, P. Q.

"COW'S HEAD" Brand Condensed Swiss Milk

Prepared by Societe Suisse d'Industrie Laitiere, Yverdon, Suisse.

Guaranteed perfectly pure, full cream, completely sterilized and germless. Gold Medals, International Exhibition, Paris, 1900. As used by the British Navy, the British Army, the India Office, H. M. Colonial Governments, London School Board, etc.

AGENTS.

C. E. COLSON & SON, - Montreal.

THEY EARN THEIR COST

while you pay for them.

SOLD ON EASY MONTHLY PAYMENTS.

The Computing Scale Co. of Canada, Limited

164 King Street West, Toronto, Canada.

Manufacturers of...

DAYTON COMPUTING SCALES.
MONEY-WEIGHT SCALES.

SOCKEYE SALMON

"Sovereign" and "Lynx" Brands

ARE THE CHOICEST IN THE MARKET.

EVERY TIN GUARANTEED.

TO BE HAD OF ALL GROCERS.

Paid For Itself.

C. WILSON & SON, Limited, Scale Manufacturers,
TORONTO. HAMILTON, MAR. 19th, 1903.

DEAR SIRS:—

I have used your **BALL-BEARING COMPUTING SCALE** for several years now and I believe it has paid for itself a good many times over during that period. Most of my profits went to my customers in overweights in the past. Now I have a little left for myself.

Yours truly, ——

One of a hundred similar testimonials secured by us. Let us put you on the same road to prosperity. Catalogue free for the asking.

C. WILSON & SON, Limited, TORONTO.

JAPAN TEAS

Volumes might be written on the subject of the superiority of the teas of

JAPAN

over those of other lands.

You, as busy merchants, would not have the time to wade through them, but you **do** have time to try them in the cup.

If you have trade you wish to please, send them a sample of **Japan Tea.** It will please them and pay you.

F. C. CALVERT & CO.

Manchester, England,

whose specialties have been awarded more than 100 Medals and Diplomas for superior excellence in competition with other manufacturers

Calvert's Carbolic Preparations include Disinfectants, Dentifrices, Soaps and other toilet specialties, which are well known, reliable articles, finding a ready sale in England, the colonies and many foreign countries. The Soaps are probably of most interest to grocers and full particulars and prices of the various qualities, suitable for the Canadian market, in addition to the two enumerated below, are given in price list mailed free on request.

Calvert's 20 per cent. Carbolic Soap affords protection against mosquitos and other insects, and is also refreshing to use. Each tablet is packed in a metal box. Retail price, 30 cents a tablet.

Calvert's No. 5 Carbolic Soap is a good soap for all ordinary purposes, retailing at the low price of 5 cents a tablet.

F. C. C. & Co. ensure the quality and efficiency of their soaps by guaranteeing definite percentages of carbolic acid.

have now opened a wholesale depot for the further extension of their Canadian trade, at

807 Dorchester St., Montreal.

W. T. LEACH, Representative.

Price Lists, etc., mailed on application.

THE BEST SODA AND HANDSOMEST SHELF PACKAGE PRODUCED.
DWIGHT'S
REGISTERED I. I CANADA 1898
1876. TRADE MARK 1880.
BAKING SODA

The best, always the best, and never anything but the best, is

Cow Brand Baking Soda

Sold only in packages with the picture of a cow as trade-mark.

JOHN DWIGHT & CO., Manufacturers

TORONTO.

SMOKE and ASHES.

Such is the condition in which the great conflagration of April 19th left our Toronto stock of Corks. But our Montreal stock is complete, and no delay was experienced in filling orders. A NEW stock is now in our new Toronto warehouse, 59 and 61 Front St. E.

S. H. EWING & SONS,

HEAD OFFICE: 96-104 King St., Montreal.
Bell Tel., Main 65. Merchants 522.

BRANCH: 59-61 Front St. E., Toronto.
'Phone Main 1961.

We have recently taken up the manufacture and sale of the

Templeton Cheese Knife

It is the greatest device for merchants retailing cheese. "Soon pays for itself," the testimony of everyone who has used the machine for the past year.

KEEPS CHEESE FRESH
SAVES FROM WASTE

EASY TO OPERATE
PLEASES EVERY CUSTOMER

Sold on easy terms. Write us for particulars.

The Computing Scale Co. of Canada, Limited, - 164 King St. West, Toronto.

TEA ROSE DRIPS

THE VERY FACT

that once your customers try Tea Rose Drips they will have no other sugar syrup is ***prima facie*** proof of the pre-eminent excellence of our product.

A pure cane sugar syrup.

ROSE & LAFLAMME, Agents,

MONTREAL.

ON TOP.

The grocer who comes out on top in the gamble of business is usually a pretty shrewd sort of a man. He doesn't "run out" of goods that give him a good profit. How's your stock of

Paterson's Camp Coffee Essence?

ROSE & LAFLAMME,
Agents, Montreal.

Facts About Ceylon

At one time coffee-growing was the great industry of the Island of Ceylon, but of recent years the cultivation of the tea-plant has been found more profitable, and has consequently ousted the kindred industry.

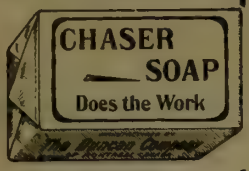
Ceylon Teas have a flavor and strength found in no other teas. Their excellence is being steadily impressed on tea users the world over. This is a reason why the grocer should promote their sale as against the poorer teas of other countries.

Can be had in Black and Green.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

Two Good Reasons

Why You Should Sell



BETTER VALUE TO YOUR CUSTOMERS AND MORE PROFIT FOR YOURSELF. ORDER A SAMPLE CASE DELIVERED. P. O. Box 292.

The Duncan Company of Montreal.

TEA.

AGENTS REQUIRED in Canada and United States to sell and obtain wholesale orders for **Ceylon Black and Green Teas** on commission. Apply,

"COMMISSIONER,"
CANADIAN GROCER,
88 Fleet Street E.C. London, Eng

Why Don't You?

Others have found out that the Burlington Canned Tomatoes are infinitely better than tomatoes prepared in the common way. The Burlington way removes seeds, skin and fibre.

The price is low, - $1.00 per doz.
(F.O.B. Burlington.)

SEND FOR A SAMPLE LOT.

The Burlington Canning Co.
Limited
BURLINGTON, ONT.

IF FLIES CARRY DISEASE

AS YOUR CUSTOMERS WELL KNOW

WILL IT NOT offend your patrons if you offer them fly-blown and fly-specked goods?

WILL IT NOT be good policy on your part to spread out a few sheets of **Tanglefoot** in your store and shop windows to show that you are anxious to please your trade with clean, wholesome goods?

WILL IT NOT make you many profitable sales to keep **Tanglefoot** constantly at work within sight of every person who enters your store?

COX'S SPARKLING GELATINE

FAMED for SIXTY YEARS

Gives a bright Transparent Solution and is

Always Uniformly Strong, and always trustworthy.

Sold in shredded form in well-known checkerboard boxes.

Agents for Canada—
C. E. Colson & Son, Montreal.
D. Masson & Co., Montreal.
Arthur P. Tippet & Co., Toronto, St. John's, N.B., and Montreal.

"Royal" Salad Dressing

Every detail of manufacture, all materials used and the circumstances governing the production of **"ROYAL" SALAD DRESSING**, combine to make it the most popular salad dressing sold.

A carload of **"ROYAL" SALAD DRESSING** went through Buffalo on Saturday, en route for New York City.

New Yorkers know good stuff. Made only by

The Horton-Cato Mfg. Co.,
DETROIT, MICH., - WINDSOR, ONT.

If You Have Money to Burn

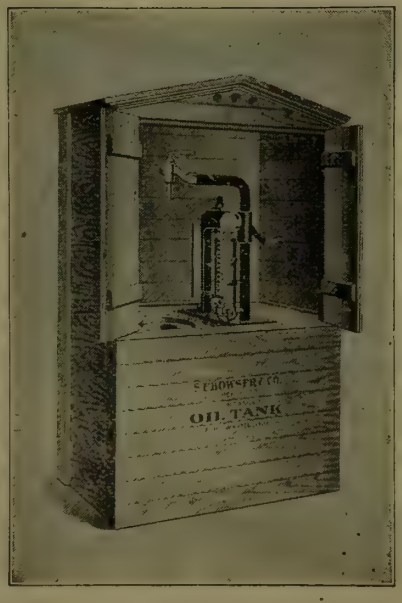
Why! Go burn it. There is 10 times more satisfaction in burning money than in losingit in driblets, through carelessness of clerks, or disputed accounts. Who that has "pass-book" customers, has not had accounts disputed and partially repudiated? The best way to avoid all complications and misunderstandings is as follows:

IF A MAN WANTS CREDIT

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. **NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING.** There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.
C. O. BEAUCHEMIN & FILS, MONTREAL.
ALLISON COUPON CO., Manufacturers
Indianapolis, Indiana.



OUR
OUT-DOOR CABINET
FOR
OIL OR GASOLINE

Cabinet extends up over tank so as to entirely enclose the pump. It is fitted with metal roof and double swing doors provided with "staple and strap" for padlock.

BOY AND THIEF PROOF

SAFETY ACCURACY AND ECONOMY

ARE COMBINED IN THE

BOWSER OUT-DOOR CABINET

FOR

OIL OR GASOLINE

IT IS FITTED WITH OUR LATEST IMPROVED COMPUTING

SELF MEASURING PUMP

BUILT ENTIRELY OF METAL AND MEASURES AN ACCURATE GALLON, HALF GALLON OR QUART AT A STROKE

GUARANTEED EVAPORATION PROOF

LET US GIVE YOU FULL INFORMATION. IT'S FREE.

WRITE TO-DAY FOR CATALOG "B"

S. F. BOWSER & CO. FORT WAYNE, IND.

BRUNNER, MOND & CO.'S

SODAS

Bicarb
Sal
Concentrated Sal
Caustic

EVERYWHERE KNOWN TO BE THE BEST.

WINN & HOLLAND, Sole Agents for Canada, MONTREAL

You are not well matched, if you do not sell our

MATCHES

BEST and CHEAPEST on the market.

The Walkerville Match Co.
LIMITED

WALKERVILLE, ONT.

D. RATTRAY & SONS

Commission Merchants

MONTREAL: 110 Coristine Bldg. QUEBEC: 110 Dalhousie St.

REPRESENTING

John Walker & Co., Greenock, Scotland, Sugar Refiners
Armour & Co., Chicago, Ill., Packing House Products
Juan Merle, Denia, Spain, Valencia Raisins
Jose Reira, Denia, Spain, Valencia Raisins
A. T. Zini, Patras, Greece, Currants
Juan Llopis, Reus, Spain, Tarragona Almonds
Ag. Russo & Co., Catania, Sicily Filberts, Etc.
Dezerner & Van Raalt, Holland, Holland Herring
Albert Dickinson Co., Chicago, Ill., Grass Seeds
Da Costa & Co., Barbadoes, W.E.I., Sugar and Molasses
A. K. Vemian, Smyrna, Turkey, Turkish Produce
Austrian and Belgian Sugars,
Newfoundland and Gaspe Cod, Seal, Whale and Porpoise Oils,
Rangoon and Patna Rice, etc., etc., etc.

DON'T GAMBLE

with your trade by giving them inferior goods. Take no chance, handle the best every time. It will pay you to do this.

JAMES' DOME BLACK LEAD

without doubt the best black lead on the market.

W. G. A. LAMBE & CO., Canadian Agents.

LIPTON'S TEAS

HAVE THE LARGEST SALE IN THE WORLD.

Over 93,000,000 Packets were sold during 1903.

SOLD ONLY IN AIR-TIGHT CANS, NEVER IN LEAD PACKETS.

LIPTON'S TEAS are far more popular in Canada than any other teas carried by the grocer. The only teas in Canada offered to the grocer direct from the tea gardens—packed by the grower.

AGENTS IN MONTREAL—**Laporte, Martin & Cie., and all wholesale grocers.**

AGENTS IN TORONTO—**Canada Grocers, Limited, and all wholesale grocers**

THOMAS J. LIPTON, 39 Pearl Street, New York City.

THE W. H. WILSON CO., LIMITED

MANUFACTURERS OF

HIGH-GRADE VINEGAR, REFINED CIDER AND EVAPORATED APPLES.

Tillsonburg, - - Canada.

Purnell's English Malt Vinegar

In Bottles and Bulk

ESTABLISHED 1750.

Brewery, Bristol, England.

AGENTS

Charlottetown, P.E.I., HORACE HASZARD, South Side Queen Square.
Halifax, N.S., J. PETERS & CO., 40 Upper Water Street.
St. John, N.B., ROBERT JARDINE.
Montreal, Que., J. M. KIRK, 25 McGill College Ave.
Toronto, Ont., J. WESTREN & CO., 63 Ontario Street.
Winnipeg, Man., A. STRANG & CO., 233 Fort Street.
Vancouver, B.C., C. E. JARVIS & Co., Room 8, Flack Block.

AURORA CORN SYRUP

A Pure Golden Syrup Made from Golden Grain. **A Great Spread for Daily Bread.**

Better in flavor and purity than any other.

Good for everybody. **A pleasant surprise to all.**

2-lb. tins, cases, each 24 tins, $1.90 per case.
5 " " " 12 " 2 35 "
10 " " " 6 " 2.25 "
20 " " " 3 " 2.10 "

Freight paid on 5-case lots. Price subject to change without notice.

Ask our travellers about our Pure Maple Syrup.

W. H. GILLARD & CO., Wholesale Grocers, - HAMILTON.

Branch CANADA GROCERS LIMITED.

WOOD'S BOSTON COFFEES
THOMAS WOOD & CO.
IMPORTERS AND ROASTERS
BOSTON, MASS.
PURITY, UNIFORMITY AND EXCELLENCE GUARANTEED.

It is not a simple matter of buying and selling that makes the successful merchant. We know that.

Experience and judgment must decide when and what to buy.

WOOD'S COFFEES hold their front rank because the Grocer and the public find that every pound, like the gold dollar, has its intrinsic value.

There is no trick about it ; it has been work, intelligent, progressive work, for many years, and the Grocer who now begins to handle these goods reaps the benefits that follow their good name.

Canadian Factory and Salesroom,

No. 428 St. Paul St., MONTREAL.

WOOD'S BOSTON COFFEES
THOMAS WOOD & CO.
IMPORTERS AND ROASTERS
BOSTON, MASS.
PURITY, UNIFORMITY AND EXCELLENCE GUARANTEED.

PORK AND BEANS

WHY NOT GET THE **BEST?**

"RED CROSS"

"LITTLE CHIEF"

"AYLMER" **"LOG CABIN"**

"DELHI"

"SIMCOE"

ARE THE BEST.

PRICE LOWEST. **QUALITY HIGHEST.**

Write your wholesale house TO-DAY for prices on any of the above brands. They will interest you.

DEPARTMENT OF ADVERTISING SUGGESTION AND CRITICISM

Edited by John C. Kirkwood, TORONTO.

NOTE—Herein are discussed the principles and practice of advertising. Subscribers are invited to send Mr. Kirkwood specimens of their newspaper and other advertising, for the purpose of review in this department. Address care of Department of Advertising, THE CANADIAN GROCER.

ENLARGING ONE'S BUSINESS.

ONE might reasonably expect a retail merchant to know the names and addresses of all the people in the community he serves with whom he could trade. As a matter of fact most merchants know only a mere fraction of the buyers in any given district. An acquaintance begins only when a buyer comes to the retailer's store. Thus the possibilities of the community are not exhausted,—indeed, far from being exhausted. They are not even exploited by the average retailer. That all this inertia on the part of the dealer is costing him in lost business a heavy sum must be conceded. A firm couldn't double its business in a few months by doubled effort, but such effort persistently and intelligently kept up will result in due time in an immensely increased turnover. Newspaper advertising alone won't accomplish the desired result. However good this form of effort may be, it is not personal enough to break through the conservatism of the general public. What is required is the direct appeal—the mailed letter or circular.

CRACKERS.

The very latest dainties.

Fig Dips—Fig delicacy dipped in chocolate, a lb 17c

Oxfords—Lemon jumbos with marshmallows, a lb 12c

Pretzelettes—Hand-made, a package 9c

Cracker Meal—A package.. 5c

Before anything can be mailed there must be provided a mailing list. Names and addresses are readily obtained from a voters' list, or from a directory. The card index system—a card for each name—is best to use for this purpose. Having names, typewritten or printed letters or circulars can be mailed. It is hard to permanently refuse the invitation this form of advertising carries Impressions are made that are enduring; impressions are succeeded by convictions; convictions by business. It may take a twelvemonth, it may take two or three years, to get the desired returns from the outlays of time and money made in thus going after new business, but what is it in comparison with the reward? Most men would esteem $100 or $500 a small price to pay for an annual business increase of $5,000 or $10,000.

Who is there that will say he is doing everything possible to get the maximum trade which his district can yield him?

And how many there are who are forced to admit that they could do a much greater business did they really strive to get more.

BACON.

The Famous "Eagle Brand," Boneless, sugar cured, lean and tender strip, a lb 13c

Picnic Hams,

Mild sugar cured, lean, tender and savory, about 5 lbs. each, a lb 9c

Valuable Book for Grocers.

"GROCERY Advertising"—A Book of Business—Making Ideas and Ready-Made Ads. for Retail Grocers—Such is the designation of a new book compiled and published by W. Arthur Lydiatt, Toronto. It is what he styles "Bait for Retailers, No. 2." His former book, "100 Good Ads. for a Grocery Store," is practically out of print, there remaining only a few copies in the hands of The Grocer, by whom the book was published.

Mr. Lydiatt's second book is a much more ambitious and comprehensive volume than his first one. It opens with "Just a Little Talk First," dealing with suggestions as to how to advertise groceries; mediums to use; display; types, and proof-reading. This section is of large value to the man seeking to be an intelligent and well-equipped writer of advertisements. The information given is not readily obtainable elsewhere, and is the gathered fruit of much study on the part of the author.

"A Batch of Good Business-Bringing Schemes for Grocers," is likewise helpful and stimulating. "Some Odd Show Cards" constitutes a suggestive chapter. "Some Short Sayings" will be consulted freely by the man who seeks a good introduction to his advertisements. The last section of the book closes with examples of bright advertisements, many of them "displayed." A unique idea is their division under such headings as general; delivery; cash; beverages; tea; cocoa, chocolate, etc.; canned goods; biscuits and confectionery; dairy products; pickles, preserves and relishes; cereals; cooking necessities; miscellaneous; fresh fruits and vegetables; packed fruits. An index is a commendable conclusion to a book that should prove of much service to those grocers who are striving to make interesting and effective announcements to their constituency. The price is $2.00.

Fard Dates.

"Blue Ribbon" Quality.

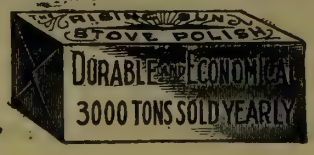
Rich, tender and meaty; price cut in half; in 1-lb. packages, each 5c

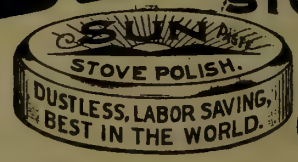
Basket Figs.

Thoroughly washed, large, sweet, meaty, fresh packed in baskets; regular price 25c. each; our price 12c

Notes.

There are reproduced three small advertisements which commend themselves

RISING SUN STOVE POLISH IN CAKES
WELL KNOWN AND RELIABLE


SUN PASTE STOVE POLISH IN TINS


GUARANTEED TO THE TRADE

Our packages are larger and more attractive in style than any others.
The quality of our goods is superior to anything else on the market.

MORSE BROS., Proprietors, Canton, Mass.

For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

for their simplicity, clearness, brevity, and strength. They illustrate what can be accomplished with a small space.

Forsyth, Jr., is an enterprising merchant in Dartmouth, N. S., if one is to judge by samples of circulars sent out by him, copies of several of which have found their way to The Canadian Grocer. The text is better than the printer's work; that is, the display is poor. However, as examples of "dodgers" they are very fair, and I should judge are good trade bringers.

THE TOURIST TRADE.

THE Summer tourist trade is becoming every year of greater importance to many Canadian districts, and if properly developed should become an important factor almost everywhere throughout the rural districts of the Dominion.

The Summer exodus from the hot and crowded cities of the United States and Canada becomes more noticeable every year. Tired of the grimy atmosphere and glary streets, city people are eager to get away from it all, out among the trees and the hills, along the water ways or the country roads, any place where their tired eyes and wracked nerves can enjoy the soothing balm of green turf and country quiet.

Heretofore they have had to be content for the most part with the popular resort, with its more than urban glare and excitement, because no better facilities have been offered them.

Here lies the opportunity of our Canadian rural districts. It is safe to say that there are few Canadian villages that have not some charm in their vicinity that, if known, would make them attractive to the "Summerer" from the city. These people are used to paying handsome prices for meagre accommodation, and if they could be brought to the village or its neighborhood would spend their money freely to the advantage of the farmer or villager who accommodated them, and to the merchant who supplied their wants.

To work up this trade requires only a little organization, a little advertising. Some one must take hold, find out exactly what accommodation can be given, what attractions are offered; then let it be known to the people of the city, through the press or other means.

An instance of what may be done in this way comes to hand in the form of a handsome little booklet, attractively bound in a dark red paper, and illustrated with cuts of local scenery. It is from the pen of David Russell Jack, and is entitled "Summer Tourists; a Manual for the New Brunswick Farmer." With the permission of the author we take pleasure in re-producing it, as follows:

Forespeech.

It has been the lot of the writer of the following pages either in the pursuit of business or pleasure, or both, to travel much over this, his native Province of New Brunswick. But few villages have escaped his peregrinations, and in many a farm house and hamlet he would be no stranger.

By a knowledge born of experience, he is, therefore, in a position to realize something at least of the difficulties and trials which beset the path of the traveler, who, coming either from a sister province or from the neighboring republic, seeks to spend a few days or weeks in comfort in some country retreat, in quiet forgetfulness of the busy turmoil of an active life in a great city.

The farming people of New Brunswick are, as a rule, honest, industrious, hospitable, cheerful and open hearted. If any stranger comes among them, seeking their hospitality, they will doubtless do their utmost in a rough and hearty sort of way to make him comfortable. But in the country districts particularly, owing doubtless to lack of experience, much has yet to be learned in the art of catering to the wants and tastes of people from older communities.

Many of the New Brunswick farmers, or their forefathers, in order to keep the wolf from the door, have been obliged to combine lumbering and fishing with farming, and in the rough and ready life they have led, have perhaps formed habits and fallen into ways of living not altogether in keeping with the ideas of the more fastidious traveler, who would fain partake of their hospitality for a season.

For the latter class of individuals, some allowance should be made by the farmer, for the reason that many sights and sounds to which he has by daily contact become accustomed, are to the visitor from the city, startling, and perhaps repulsive.

New Brunswick has made great forward strides during the past decade in the development of agricultural pursuits, and gives promise of even greater progress during the earlier years of the century of which we are at present almost upon the threshold.

We have many men of education and refinement among our farmers, but this is not as a rule the class of men who take to the keeping of Summer boarders, as a partial means of livelihood.

It is to the poorer and less educated class, that the following pages are addressed.

As a member of the Executive Committee of the New Brunswick Tourist Association, an organization composed of business men and women who voluntarily give of their time and ability, in promoting the interest of tourist travel throughout this province, the writer has given much thought and consideration

WHEN YOU BUY **BOSTON CODFISH BALLS** in Cans, **BOSTON MACKEREL** soused and in Tomato Sauce, **you buy the best.**

See our Travellers' Samples.

We have the following Soups, packed by the celebrated **Dold Packing Co., of Buffalo:**

MOCK TURTLE, BEEF, CHICKEN, OX TAIL,
CONSOMME, TOMATO, MULLIGATAWNY.

$1.00 per dozen.

LUCAS, STEELE & BRISTOL, Wholesale Grocers, **Hamilton.**

THE ORIGINAL QUICK SHIPPERS.

The leading tobacco of the world is

TADDY'S Premier Navy and Orbit Cut

All civilized smokers on the three continents, who enjoy a good cool smoke, back up this strong assertion by smoking

TADDY'S OLD ENGLISH TOBACCO

Are you selling this brand? If not, write for prices and be in the swim.

WHOLESALE AGENTS:

James Turner & Co., Hamilton

"HOT SCOTCH"

The public have a **perfect right** to be **particular** about **what they drink.** It is most **important** therefore to **insist** that the **universal beverage** should be most carefully **selected.** The **best "Hot Scotch"** in the world is **"Tartan" Tea.**

Selected by specialists.
Blended by experts.
Sold on honor.

—SOLE AGENTS—
BALFOUR & CO., Hamilton, Canada.

LEAD PACKETS—½-lbs. and lbs., 3-lbs. and 5-lbs.

GREEN, MIXED and BLACK—**25c., 30., 40c., 50c. per lb.**

The only place to buy "Tartan" goods—

The best that is—"TARTAN" TEA, "TARTAN" CANNED GOODS.

BALFOUR & CO., Branch Canada Grocers Limited, Wholesale Grocers . . . . . **HAMILTON.**

LONG DISTANCE ONLY, 596.

TEAS

We are offering exceptional value in all grades of Tea—

INDIA **HYSON**

CEYLON **JAPAN**

Our lines of Green Ceylon (Japan Style) surpass anything hitherto offered.
Communicate with us or see our travellers before buying. It will pay you.

THOS. KINNEAR & CO., Wholesale Grocers, **49 Front St. E., Toronto**

For Camp or Cottage

Two delicacies which should not be forgotten when laying in the stock of summer provisions are

MacLaren's Imperial

and

MacLaren's Roquefort

Don't let your customers forget them.

A. F. MacLAREN IMPERIAL CHEESE CO., LIMITED,
MANUFACTURERS AND AGENTS,
TORONTO, ONT.

to the solution of the various problems which are continually encountered.

Not the least difficult of these problems, is the provision of accommodation, where the tourist of moderate means may enjoy the beauties of climate and scenery which our province affords, in a style of comfort and refinement, in some degree akin to that which he might reasonably expect.

The writer has penned the following lines in the modest hope that they may prove of some little assistance in helping to smooth away some of the rough edges of country life, and make the way, perchance, a trifle easier for the Summer tourist.

New Brunswick Farmers.

Of all the various branches of industry which the farmer can and does combine with farming, pure and simple, in this Province of New Brunswick, there is probably nothing so profitable, and which can be so advantageously carried on, as the keeping of Summer boarders. It is a spot cash trade, with good profits and quick returns.

This allied branch is as yet, however, with us practically undeveloped, and is capable of almost unlimited expansion.

In the sister Provinces of New Brunswick and Nova Scotia, we have people of kindred race, language, customs and occupation, but in the matter of catering to the wants and tastes of the Summer tourist, the New Brunswicker is by comparison to the wily Nova Scotian, as the mild mannered Doukhobor to the crafty Chinee, only more so. In Nova Scotia the tourist business has been carefully studied and developed, and the attractions of the country widely advertised for years, while with us it is as yet but in embryo.

By selling your milk, butter and eggs, your vegetables, fruits and poultry at first hand to the Summer tourist, you can make a much greater profit than by hauling them ten or fifteen miles to the

PICKLES

We offer a special value in 2-gallon and 5-gallon pails. First quality stock and vinegar.

PRICE AWAY DOWN.

THE DAVIDSON & HAY LIMITED

WHOLESALE GROCERS, TORONTO

nearest town or railway station, only perhaps to be euchred out of your proper returns by some unscrupulous middle man.

The Tourist Association of New Brunswick have been making strenuous efforts for the past few years to increase the tide of Summer travel which yearly flows this way, but in order to obtain the best results they must have your active help. If you can house and feed in good shape, the ever increasing throng which each succeeding Summer brings us, you will have done much to assist us in carrying on our work.

Before you can expect any very beneficial results, it is necessary that you should bring your establishment up to a certain standard at least, and the more you can improve upon that standard the better for yourselves. If you earnestly try to do so, be sure that there is a good harvest in store for you.

If your house has been built for some years and is beginning to look a little shabby, buy a few pounds of paint and give it two coats all over when your other work is slack. It will make your property look much more attractive, and will greatly improve its wearing qualities. If you have not a verandah to your house, build one and make it not less than six feet wide, so that you can sling a hammock in it in which the Summer tourist may enjoy the Summer breezes. If you can make it eight or ten feet wide, so much the better.

If your house stands upon a bare spot by itself, plant a few trees about it which will give it an appearance of beauty, and lend rest to the eye and shelter from the hot rays of the Summer sun.

If you have any feather beds that your mother made, for goodness sake don't try to persuade the Summer visitor to sleep on them. They are a hideous abomination to the average tourist. Buy a wire spring or two with a cheap mattress. They are nice and cool to sleep upon, and are not apt to get stuffy. Don't burn your feather beds, though, but buy a few remnants of cheap, bright chintz, and have your daughter make them up into those lovely large soft pillows which are so delightful to the back-bone of the lazy tourist.

If you get your tourist into a good hammock, with one of those lovely pillows under his head, the chances are ten to one that he or she will want to stay there.

Make the windows of your house to open wide, so as to let in the pure sweet air of heaven, which is as the balm of Gilead to the weary sojourner from the great city.

If the paper on your walls is the same that was there when you were born, tear it off and send to town for a few rolls of pretty light colored stuff, which you can buy for eight or ten cents a roll, and have your family put it on before the busy time in the spring.

Most farmers keep a horse or two. If you have one, teach that boy of yours to drive. Give your wagon a coat of paint and send your boarders out to enjoy the air whenever they feel so inclined. It keeps them out of the way and gives your wife a chance to tidy up the house.

Cleanliness is next to Godliness.

If you have an old clock that belonged to your grandfather, an old piece of mahogany furniture that is heavy to lift around, an odd shaped chair, or any other old thing, don't sell it for your life's sake. The wily tourist generally knows just about what such things are worth while you do not. If you sell them you will likely get stuck, and the chances are that your visitor will tire of his purchase before he gets it home. If you don't sell them to him, he will want them all the more, and will rave about them to his friends when he goes home. Perhaps next Summer his friends

Upton's

Pure Fruit Jams, Jellies and Orange Marmalade

are what you want. You can live without them, but not as well.

A. F. MacLAREN IMPERIAL CHEESE CO., Limited, SELLING AGENTS, TORONTO.

will come down to see them, and try to soften your heart with the persuasive tongue.

If your house is near a river or a lake, buy a good canoe, or a strong boat and pair of oars, so that people will have something to amuse themselves with. If there is any good fishing or shooting in your neighborhood, find out all about it, so as to be able to tell your visitors.

Don't put a colored cloth on your dining table, on any account. A colored table cloth sometimes covers a multitude of things, and is apt to be looked upon with suspicion by the average tourist. A white table cloth, no matter how coarse, if it is clean, gives a good appearance to your table. Tell your daughter to go out into the grove, and dig up a small fern or two, and set them on the table. They give an air of daintiness and refinement which is most seductive, particularly to the female mind. The male mind is not always above such trifles either.

Don't put too many kinds of cake upon the table at once. Good bread and good butter are more esteemed by tourists than a multitude of cakes.

Do the butter up into little dainty rolls and set them upon a plate with a small lump of ice. Ice is a cheap commodity in this province if you gather your harvest at the right season.

A clean napkin is a necessity. Tell the Indians to make you a few napkin rings of wicker work and sweet hay, and of different designs, so that each guest may know his own. Put a fresh napkin in the ring every day at dinner time.

If you have any hooked mats, put them up in the attic before your visitors arrive, and keep them there until after they have departed.

Paint the floor of your dining room a nice light color all over, then lay a cheap square in the centre. You can buy these squares for from $2 apiece, upwards.

Roast chickens are very nice occasionally, but don't chop the chickens' heads off about breakfast time, and leave them to hop around on the front lawn until your wife is ready to pluck them. Do all your butchering early in the morning, while the visitors' eyelids are still heavy with sleep.

If you have not a poultry yard, buy a roll of six foot wire netting and build one. Keep your hens and chickens in it, at least while your visitors are with you.

Don't throw your slops and dish-water out of the back door. The soap suds act on any fatty matter, and send poisonous gases into the air, breeding pestilence and disease. This endangers not only the health of your own family but that of the tourist. One of them might die, and that would give your house a bad name.

Keep your troubles to yourself and don't talk the ear off your visitors by telling them all about the petty foibles of your neighbors, or how much trouble you had with that heifer. We all have troubles of our own in this world, and people as a rule don't go to the country to be bored. Keep yourself and your family in the background as much as possible—feel assured that if your visitors want your company they will soon let you know it. It isn't pleasant to be snubbed, and by giving no cause for such treatment you will keep up your self-respect.

Should there be any children about, buy a good stout rope, and put up a swing. Children love to swing. Men and women are but grown up children.

Tourists are strange animals and have many peculiarities. Some of them like to smoke, some to read novels, some to work embroidery, some to flirt, and some to meditate upon religion. If they want to, let them.

Buy a few yards of wire gauze and make screen doors, back and front, to keep the flies out, also a few screens for the principal windows. They are easily made, and a wipe of green paint will make them look as if they came from the shop. When the Summer is over put them away carefully in a dry place.

Sow a few poppies in your hayfield. They look enchanting to the eye and won't hurt the hay.

Give the tourist all the milk and cream he wants. It pays better to feed the cream to tourists than make it into butter and feed the skim milk to the pigs.

If there are any Indians about, don't drive them away, but let them camp along the river bank where they won't do any harm. Indians are always a great source of interest to tourists. Besides, the Indian has a lien upon your land by right of priority of possession. A little kindness to this unfortunate class of beings will mean a good mark for you in the book of the Kingdom of Heaven.

When you have put your house in order, tell your daughter to write to the secretary of the New Brunswick Tourist Association, Canterbury street, St. John, N. B., giving him full particulars as to the number of rooms you have to let, the number of guests you can accommodate, the best way of reaching your place, the distance from your house to the nearest railway station or steamboat landing, and the prices you propose to charge. He will do all he can to help you. If you start at $5.00 per week for each adult and please your visitors, you can then increase your charge to $7.00 a week. A small amount at a time to new patrons as your reputation becomes established. Your Nova Scotia rival frequently obtains $10.00 per week for moderate accommodation. Don't try to jump prices up too suddenly to old customers, as they are your best advertisers.

All this cannot be accomplished in one year, but it is astonishing what good results you can show in two or three years if you try hard enough. Then the golden harvest will begin, and you may safely look forward to years of increasing prosperity, and be able to keep your children about you as they grow up, instead of having to send them abroad to seek a means of livelihood. It is a good thing for your country to have them at home, to take up their share of the burthen of life, and allow you to take matters a little easier in your declining years, in the old home you love so well.

COMPANIES INCORPORATED, ETC.

The J. D. Abraham Co., Delhi, Ont., have been granted a charter to carry on a general merchandise business. The capital of the company is to be $25,000, and the provisional directors are: J. D. Abraham and May C. Abraham, both of Delhi; and A. R. Abraham, of Hamilton.

The New Century Refrigerator & Mfg. Co., Dundas, Ont., has been granted a charter to manufacture and deal in refrigerators and refrigerating appliances. The share capital of the company is to be $75,000, and the provisional directors are: J. D. Pennington and F. Enright, both of Dundas; and R. B. Baker, S. H. Kent and J. Crawford, all of Hamilton.

The charter of incorporation of the Walkerton Sugar Co., of Walkerton, Ont., has been surrendered, and the date of dissolution fixed for June 10, 1904.

The Kingston Milling Co., of Kingston, Ont., have been granted a charter to manufacture and deal in grain and produce. The capital is to be $60,000, and the directors are: J. G. Campbell, of Perth; and E. C. Gildersleeve and J. M. Campbell, both of Kingston.

CANADIAN EXHIBIT AT WORLD'S FAIR.

In the fine exhibit made by the Dominion Government at the World's Fair, in St. Louis, Mo., goods made by E. W. Gillett Co., of Toronto, Ont., are quite prominent. The Government officials, realizing that Magic Baking Powder, Gillett's Lye, Royal Yeast, etc., are the standard Canadian articles, purchased from the firm a large quantity of the various goods to form part of the exhibit referred to. All Canadians visiting the World's Fair will be sure to be impressed with the display.

GILLETT'S GOODS ARE THE BEST!

One of the best proofs that GILLETT'S GOODS are STANDARD ARTICLES

in their class, is evidenced by the fact that about three months ago, the Dominion Government purchased a LARGE quantity of the various articles, and these now form part of the . . .

Canadian Exhibit at the WORLD'S FAIR in ST. LOUIS, Mo.

ALL Canadians, and especially GROCERS visiting the Fair, will be interested in the display.

GILLETT'S GOODS

have received HIGHEST MEDALS and AWARDS AT ALL EXPOSITIONS

FOR MANY YEARS PAST.

E. W. GILLETT COMPANY LIMITED

TORONTO, ONT.

DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

Alberta Creameries.

THE Department of Agriculture continues to manage a number of creameries in the Northwest Territories. During the season of 1903, there were eighteen in operation, located at the following places: Edmonton, Wetaskiwin, Lacombe, Blackfalds, Red Deer, Innisfail, Tindastoll, Olds, Calgary, Moosejaw, Regina, Prince Albert, Qu'Appelle, Grenfel, Whitewood, Moosomin, Churchbridge and Saltcoats—being nine in northern Alberta, eight in Assiniboia and one in Saskatchewan.

Owing partly to the favorable conditions for wheat growing and partly to the high price paid by local merchants for dairy butter, the creameries in Assiniboia have shown a somewhat decreased output over the previous year, while those in Alberta have made 64 per cent. more butter than they did in 1902.

Three more of these creameries have, as a result of the season's operations, repaid all indebtedness to the department, making thirteen in all now in this position.

During 1902 it was found necessary to ship five carloads of the butter manufactured in these creameries to England. In 1903, although the total output was increased by 130,599 pounds, the whole of it was disposed of in the western, northern and oriental markets, at an average of about 20 cents a pound. A much larger quantity was sold for the Yukon trade, and several new and important accounts were opened in Japan as a direct result of the Canadian exhibit at the Osaka Exhibition and the good work done there by the exhibition staff. Regular shipments are now made to the Orient by every steamer, and we seem to be in a fair way to capture the bulk of this trade. The butter for the Oriental trade is largely put up in tins.

The experiment has been tried, and proved successful, of collecting eggs from the patrons of the creameries. The eggs were placed in the creamery cold storages and shipped regularly to Calgary with the butter, where they were disposed of at prices which net the patrons 15 to 19 cents a dozen according to locality, after deducting all expenses.

There is likely to be considerable growth of the creamery industry in northern Alberta.

Canadian Hams for France.

It is reported that representatives of the Davies Pork Packing Co., of Toronto, are endeavoring to obtain, through the colonial and foreign offices, a minimum tariff treatment for the admission of Canadian hams into France. At present there is a duty of ten shillings, which packers wish to see removed. The products of hogs are not included in the articles arranged for by the Franco-Canadian treaty of 1893.

Lard Statistics.

THE following cable advices, giving estimates of stocks of lard held in Europe and afloat on June 1, have been received from the N. K. Fairbank Co., Chicago. To these estimates are added estimates of former years:

	1904. June 1.	1904. May 1.	1903. June 1.	1902. June 1.	1901. June 1.	1900. June 1.
Liverpool and Manchester	25,500	21 500	13,000	11,500	15,000	29.000
Other British ports	13,000	6,000	4,500	2,000	5 000	7,000
Hamburg	16,000	10,000	15,000	11,000	3,500	11,500
Bremen	1,000	1,000	1 000	1,000	1,000	3,000
Berlin	3,000	2,000	12,000	9,500	7,500	7 000
Baltic ports	13 000	13,500	1,500	2,000	1,500	2,500
Amsterdam, Rotterdam, Mannheim	4,000	4,000	500	3,500	1,000	3 500
Antwerp	4,000	4,000	4,000	1,000	3,000	2,500
French ports	2,500	2,500	900	2,100	2,500	6,000
Italian and Spanish ports	500	500	500	1,000	1,000	1,000
Total in Europe	82,500	65,000	52,900	44,600	41,000	73,000
Afloat for Europe	40,000	55,000	45,000	43,000	66,000	45.000
Total in Europe and afloat	122,500	120,000	97,900	87,600	107,000	118,000

Armours to Open in Toronto

Toronto is to have a branch of the Armour Packing Co., of Chicago. The Canadian agent of the firm is in the city hunting for premises in which to set up a plant for the manufacture of extract of beef. He is after 5,000 feet of floor space, but has as yet been unsuccessful in getting the desired area.

The company has decided to establish their Canadian headquarters here, and will build if the required room cannot be secured.

The reason for this move is that the duty on the finished product is so high as to give Canadian-made extract too great an advantage. The powder will be made at first in Chicago, and will be prepared for use and bottled here. While the plant at first will be a small one, it may ultimately develop into a large killing and packing concern.

Powdered Milk Industry.

J. Grant, of Montreal, has been exploiting Stratford, Ont., recently with the object of forming a company for the manufacture of powdered milk. Mr. Grant is endeavoring to interest a number of the leading business men of Stratford in the enterprise, and hopes to form a company largely of local capital. If the scheme proves successful a factory will be built without delay. The promoter is confident in the success of the industry, and says its expansion is bound to be great as soon as the product, which is comparatively new in Canada, becomes known.

A Change of Note.

A change of importance in the Montreal commercial community took place recently when A. Jones, of the firm of Marshall, Rutherford & Co., joined the staff of Gunn-Langlois Co. Mr. Jones will join J. A. Gunn in the supervision of the export department, and certainly a strong combination should be the result. Mr. Jones is considered an expert in his special line, being acquainted with the English markets almost as well as with the Canadian. Mr. Jones and Mr. Gunn should work strongly together for the further promotion of an already well established firm.

Telegraphic Address, "DOMINO," Charlottetown.

The Dominion Packing Company, LIMITED.

Codes Used A.B.C. LIEBERS PRIVATE.

Charlottetown, P.E.I. Canada

HAMS AND BACON

If you want the **BEST**
Buy our

BEECHNUT BRAND

of Mild-Cured, Full-Flavored
HAMS and BONELESS BREAKFAST BACON.

UNEQUALLED IN QUALITY.

We can fill your requirements promptly from our warehouses in Halifax, Sydney, Pictou or Charlottetown.

Special prices for quantities.

Write us for quotations.

THE DOMINION PACKING COMPANY, Limited.

Hot Weather Meats.

COOKED HAMS	POTTED TONGUE
DRIED BEEF	JELLIED HOCKS
BOLOGNAS	SUMMER SAUSAGE
FRANKFURTS	COOKED CORNED BEEF

These meats are prepared under our own supervision. They will please you, they will give satisfaction to your customers and they will afford you a good profit for the handling. Sent by express only. Send us your order for weekly shipment.

F. W. FEARMAN COMPANY,
PACKERS AND LARD REFINERS. Limited.
HAMILTON, ONT.

LONG CLEAR BACON.

We can offer splendid value in this line.

Our Bacon is well trimmed.

Cured in Cold Storage of uniform temperature. Consequently no rust.

Write us for Special Prices.

The Park, Blackwell Co., LIMITED
PORK AND BEEF PACKERS,
TORONTO. ONT.

MATTHEWS'

Cooked and Jellied Meats

are readily distinguished from other brands by their fresh wholesome appearance and fine qualities. Fresh every day, in 18 varieties.

The George Matthews Co., Limited

ESTABLISHED 1868. Peterborough Hull Brantford

MAGIC

BAKING POWDER

every wide-awake merchant handles MAGIC BAKING POWDER

the best advertised, most popular, most profitable Baking Powder to handle—

makes
friends
and
customers
for
you—

Ask your jobber for it.

E. W. GILLETT COMPANY LIMITED

London, Eng. **TORONTO, ONT.** Chicago, Ill.

We are buyers of

Poultry, Butter AND Eggs.

The best facilities for handling consignments. Up-to-date Cold Storage.

The J. A. McLean Produce Co., Limited

73-75-77 Colborne Street

Telephone Main 2491. Toronto.

PROVISION AND DAIRY MARKETS.

Toronto.

Provisions—The provision market has continued dull through the week, although a few dealers say that they are doing almost as much as at this time last year. Prices are practically the same as last week, with the exception of lard, which is quoted 1-8c lower. Killing is more extensive just now, and the supply of lard is increasing. The fresh meat market is quiet, without change in prices. We quote this week:

Long clear bacon, per lb	$0 08	$0 08½
Smoked breakfast bacon, per lb	0 12½	0 13
Roll bacon, per lb	0 09½	0 10
Small hams, per lb	0 12½	0 13
Medium hams, per lb	....	0 12½
Large hams, per lb	0 11	0 11½
Shoulder hams, per lb	0 09	0 09½
Backs, per lb	0 13½	0 14
Heavy mess pork, per bbl	16 50	17 00
Short cut, per bbl	18 00	18 50
Shoulder mess pork, per bbl	14 50	15 00
Lard, tierces, per lb	0 07⅝	0 07⅞
" tubs "	0 07⅞	0 07⅞
" pails "	0 07⅞	0 08⅛
" compounds, per lb	0 07½	0 07⅝
Plate beef, per 200-lb. bbl	....	11 00
Beef, hind quarters	8 00	10 00
" front quarters	4 50	5 50
" choice carcases	6 50	7 50
" medium	6 00	7 00
" common	6 00	6 50
Mutton	7 00	9 00
Lamb, yearling	10 50	11 50
" spring	....	14 00
Veal	6 00	8 50

Butter—Butter is coming in very freely, and prices remain low. There is considerable range of price in creamery solids, due to the fact that there is never any local demand for them, the outlet being entirely of an export nature. There is still some fodder offering, but it is growing less and less, and by the middle of June grass butter will make the market more busy. Until that time, business will be dull. There is no demand for tubs. Our quotations for this week are:

	Per lb.	
Creamery prints	0 17	0 18
" solids, fresh	0 16	0 17
Dairy rolls, large	0 11	0 13
" prints	0 13	0 15
" in tubs	0 12	0 13

Cheese—A big slump in board prices has occurred in the last board sales. Prices ran as low as 7 7-8c, and never above 8 1-8c. The high prices of the preceding week were unwarranted, and were caused in all probability by the desire to squeeze short sellers. At the price offered very little was sold on the board, although curb selling afterwards was larger than usual. The factories are no doubt holding back a large part of their make, as comparatively little was offered. The sales on the various boards of last week are as follows:

Board.	Boxes.		Price
Campbellford	1,370		0 08⅛
Stirling	920		0 08⅛
Woodstock	4,000	(only 100 boxes sold)	0 08⅛
Brockville	....		0 08⅛
Madoc	1,055	(only 60 boxes sold)	0 08
Kingston	1,345	(none sold)	0 08
Picton	*1,755	"	0 08 1-16
Tweed	540		0 08
Winchester	1,183	(none sold)	0 08
Vankleek Hill	1,427		0 08
Perth	2,100		0 08
Iroquois	1,164	(none sold)	0 08
Ottawa	1,856	(half sold)	0 07½
Brantford	918	0 08	0 08⅛
Napanee	2,197		0 08
South Finch	1,811	(none sold)	0 07½
London	1,975	(half sold) 0 08	0 08⅛
Belleville	4,340		0 08 1-16
Cornwall	2,242	0 08	0 08 1-16
Kemptville	1 588		0 08

*Colored Cheeses.

Old cheese is quoted a half cent stronger, but new twins a quarter cent lower. Prices are:

	Per lb.	
Cheese, large, old		0 10½
" new	0 08½	0 09
" twins	0 09	0 09½

Montreal.

Provisions—An easy feeling was noted in the provision market this week, owing chiefly to the large supplies which have been arriving. Sales of live hogs were made at from $5.25 to $5.50 a hundred. Other prices have not changed, and the demand has not been good for fresh killed abattoir stock. Local and country buyers have demanded good quantities of hams, bacon and lard. We quote:

Canadian short cut mess pork	$17 50	$18 00
American short cut clear	16 50	17 00
American fat back	....	17 50
Bacon, per lb	0 12½	0 13½
Hams	0 11	0 13
Extra plate beef, per bbl	11 50	12 00
Lard—"Boar's Head" brand, tierce basis	....	0 07½
Carloads, less	....	0 00½
20-lb. tin pails, tierce basis	....	
Half-bbls., over tierce	....	0 00½
60-lb. tubs, "	....	0 00½
20-lb. wood pails "	....	0 00½
10-lb. tins, "	....	0 00½
5-lb. tins, "	....	0 00½
3-lb. tins, "	....	0 01

Wood net, tin gross weight—

	Wood.	Tin.
Pure lard, pails	1 57	1 70
" tubs	0 07½	0 08⅜
" cases (6 10-lb. tins)	0 08	0 09
" cases (12 5-lb. tins)	0 08½	0 09⅜
" cases (24 3-lb. tins)	0 08¼	0 09¼

Butter—Factory butter men report having received one-quarter to one-half a cent per pound above the regular spot market price. On Monday morning at the wharf, over 500 boxes were offered at a price of 16 3-4c, and in one case a local jobber paid 17c. Wholesalers declare that it would be impossible to turn over these purchases with any profit. This fact is verified by the demand for creamery being slow at 16 1-2c. Even English importers, who know exactly the salable price of butter in the Old Country, decline to operate at this low figure. The high price being paid to factory men is interfering with dealers who have orders in hand. There is plenty of butter in stock, and it is believed generally that before any clearance can be made, concessions will have to be made. From abroad reports state that there are heavy arrivals, and the demand is for choice goods only. Some of the stock recently brought to market was very inferior, and there is little hope of an immediate buoyancy in the market.

Cheese—The irregularity of the cheese market is exciting most of the large exporters. Prices are reported from country points that are simply past understanding, except that the buying is being done by speculators, with the hope of turning it over in future at a profit. One large dealer stated that it was his belief that some attempt would be made to sell June cheese short, for forward shipment. He based this on the fact that there was a large make going on in the country, and that would pile up

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SEND FOR PRICE LIST.

stocks locally. Some contracts were put out at 40s last week, or at the equivalent of 8c here, and only on Monday it was learned that these offers were reduced to 39s 6d, or 7 7-8c. No doubt the English importer is watching this market, and perhaps might surprise some of the local cheese men by getting sharply after some of this 8c June cheese. The short seller would then awaken to his loss, and competitors may step in and give further surprises. The whole situation is, therefore, very irregular and unsatisfactory. At the wharf Monday morning, factory men realized 7 3 4c, and a fraction more in some cases, for about 4,000 boxes of cheese. In Ontario and Townships makes little is doing on spot, so that prices are nominal at 8 3-8c to 8 1-2c for the former, and 8 1-8 to 8 1-4c for the latter. From England there is a great deal more hopeful news regarding consumption, and cheese men are rather more cheerful than they have been for some time. The exporters are hopeful that prices will not be advanced unjustly, so as to interfere with the good feeling abroad.

Cheese and Butter Exports—There has been a decided shortage in the shipment of cheese from this port for the season of 1904 so far. The receipts for last week were 57,811 boxes, being about 10,000 boxes short of the same week last year. Since the opening of navigation the arrivals have been only 150,659 boxes, being over 30 per cent. less than last year. The exports of cheese last week were 48,757 boxes, being nearly one-half less than for the same period of last year. The total exports for the season show a falling off of over 40 per cent. The aggregate exports were 151,498 boxes, against 211,972 boxes for the same period in 1903. The arrivals of butter this season have been slightly heavier than they were for the same period of last year, the total figures being 23,028, an increase of 10 per cent. The exports last week were nearly three times what they were a year ago, and since the opening of navigation the aggregate of butter shipped has been 10,580 boxes, against 6,771 in 1903, an increase of nearly 60 per cent. Of these, butter shipments for this year, the local shipments amounted to 9,199, and the through shipments 1,381 boxes. Regarding the total cheese shipments, it may be stated that out of the exports of 151,498, the local export amounted to 116,242 boxes, and the through export 35,256. The largest quantity of all these shipments went to London, as many as 20,942 boxes being carried on one steamer, the "Hurona," which sailed June 4th.

St. John, N.B.

Provisions—There is very little of interest to the trade; both pork and beef are rather easier; fair stock is held, but sales are very slow. The market is without doubt in buyers' favor. In smoked meats, business is quiet, and prices are at least no higher. In pure lard there is quite a large stock held here, much of which was bought at higher prices than now rule. During last week some western shippers have quoted particularly low prices. It is thought the market cannot hold at the present low values. In fresh meats the market this week is a little firmer; there is, however, a fair supply of both western and domestic beef. In veal and mutton, receipts are not large, and prices are firmly held. Lamb continues to come to hand slowly, and of but fair quality; price is still high, but tending lower. In pork there is limited sale and prices are quite low.

Mess pork, per bbl	$16 00	$17 00
Clear pork "	17 00	19 00
Plate beef "	12 50	14 00
Mess beef "	10 00	12 00
Domestic beef, per lb	0 06	0 07
Western beef "	0 08	0 09
Mutton "	0 08	0 09
Veal "	0 08	0 09
Lamb, each	3 00	3 50
Pork "	0 06½	0 07½
Hams "	0 12	0 14
Rolls "	0 10	0 11
Lard, pure, tubs "	0 08½	0 09
" " pails "	0 09	0 09½
Refined lard, tubs	0 08¼	0 08½
" " pails	0 08½	0 09

Butter—Large stocks are held; some western print butter has been received, and is offered at very low prices; sales are dull and quality must be the best to insure at all either prompt sale or fair price.

Creamery butter	0 20	0 21
Best dairy butter	0 17	0 18
Good dairy tubs	0 16	0 17
Fair "	0 14	0 15

Eggs—Eggs continue to come to hand slowly; so far the quality continues good; the higher prices quoted last week are held firm, but with improved weather conditions rather lower prices will rule.

Eggs, hennery	0 18	0 20
" case stock	0 14	0 15

Cheese—Domestic cheese are now freely offered; prices are rather firmer in the west, so our local cheese makers have not been required to sell at the low prices which ruled for a short time. The local demand is entirely for twins. It is early to say anything about the approaching season, but to judge from the last two years, quite full values are likely to rule:

Cheese, per lb	0 10½	0 11

Winnipeg.

Lard—The market is firm, and quotations are as follows:

Lard, 50-lb. pails	4 80
" 20 "	2 00
" 10 " in cases	6 05
" 5 " "	6 15
" 3 " "	6 25
" Compound, in 20-lb pails	1 75

Cured Meats—The market continues firm. Our quotations are as follows:

Hams, per lb	0 13½
Shoulders, per lb	0 08½
Picnic hams per lb	0 09
Breakfast bellies, per lb	0 13½
Breakfast backs, per lb	0 11½
Large spice rolls, per lb	0 10½
Long dry clear, per lb	0 09

Provision Notes.

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You can build and retain your reputation with

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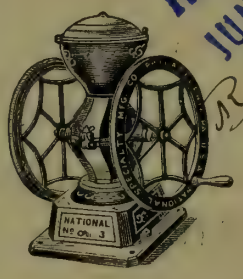
VISITOR FROM FRANCE.

Mr. D. Richard, of Ph. Richard & Cie, Cognac, France, is a visitor to Canada. Mr. Richard contemplates making an extended tour through Canada, visiting all the larger commercial centres between Halifax and Vancouver, in the interests of his firm, whose products have met with a most flattering reception from the trade of the country.

There's no need



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We hope to make further interesting announcements very shortly in regard to lines of special interest, and meantime would only say that "ORIENT" quality and "WHITE SWAN" quality will be synonymous with all that is good in Coffees, Spices and kindred lines.

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Eby, Blain Co., Toronto.
Fearman, F. W., Co., Hamilton.
Matthews, Geo. Co., Brantford, Hull, Peterboro'.
MacLaren, A. F., Imperial Cheese Co., Toronto.
McLean, J. A., Produce Co., Toronto.
Park, Blackwell Co., Toronto.

Educational.
Belleville Business College, Belleville.
Canadian Corr. College, Toronto.
St. Margaret's College, Toronto.
Western Business College, Toronto.
Willis Business College, Ottawa.

Engravers.
Smith, Geo. J., New York.

Finance and Insurance.
Bradstreet Co.

Fish.
Black Bros. & Co., Halifax.
James, F. T., Co., Toronto.

Fly Paper.
Kay Bros., Stockport, Eng.
Thum, O. & W., Co., Grand Rapids, Mich.
Wilson, Archdale, Hamilton, Ont.

Fruits—Dried, Green, and Nuts.
Adams, E. E., Leamington, Ont.
Davidson & Hay, Toronto.
Gibb, W. A., & Co., Hamilton.
Husband Bros. & Co., Toronto.
McDougal & Lemon, Owen Sound, Ont.
McWilliam & Everist, Toronto.
Tippet, A. P., & Co., Montreal.
Walker, Hugh, & Son, Guelph.
White & Co., Toronto.

Gelatine.
Canadian Gelatine Co., Toronto.
Cox, G. & J.

Grain, Flours and Cereals.
Carter, G., Son & Co., St. Mary's, Ont.
Frontenac Cereal Co., Toronto.
Greig, Robt., Toronto.
McCann, Wm., & Co., Toronto.

Grocers—Wholesale.
Balfour & Co., Hamilton.
Davidson & Hay, Toronto.
Eckardt, H. P., & Co., Toronto.
Eby, Blain Co., Toronto.
Gorman, Eckert & Co., London, Ont.
Kinnear, T., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
"Ozo" Co., Montreal.
Provost & Allard, Ottawa, Ont.
Simpson, R. & J. H., Co., Guelph.
Turner, James, & Co., Hamilton.
Warren Bros. & Co., Toronto.

Grocers' Grinding and Packing Machinery.
Adamson, J. T., & Co., Montreal.
Coles Mfg. Co., Philadelphia, Pa.
Eby, Blain Co., Toronto.
Enterprise Mfg. Co., Philadelphia, Pa.

Hides.
Page, C. S., Hyde Park, Vt.

Infants' Foods.
Keen, Robinson & Co., London, Eng.

Interior Store Fixtures, Trucks, Etc.
Auer Light Co., Montreal.

Jams, Jellies, Etc.
Chivers & Sons, Histon, Cambridge, Eng.
"Ozo" Co., Montreal.
Southwell's—Frank Magor & Co., Montreal
Upton's — A. F. MacLaren Imperial Cheese Co., Toronto.

Jelly Powder.
Gorman, Eckert & Co., London, Ont.

Ledgers and Office Systems.
Briggs Ledger System Co., Toronto.
Dominion Office Supply Co., Walkerville, Ont.
Hart & Riddell, Toronto.
Weese, G. A., & Son, Toronto.

Lubricant.
Cole, G. W. Co., New York.

Macaroni.
Napoli Macaroni Co., Toronto.
Tippet, A. P., & Co., Montreal.

Matches.
Walkerville Match Co., Walkerville, Ont.

Mince Meat.
Wethey, J. H., St. Catharines.

Oil Tanks.
Bowser, S. F., & Co., Fort Wayne, Ind.

Pass Books, Etc.
Allison Coupon Co., Indianapolis, Ind.

Patent Solicitor.
Cullen, Orlan Clyde, Washington, D.C.

Peels.
Colson, C. E., & Son, Montreal.

Pickles, Sauces, Relishes, Etc.
American Coffee & Spice Co., Toronto.
Capstan Mfg. Co., Toronto.
Colson, C. E., & Son, Montreal.
Davidson & Hay, Toronto.
Downey, W. P., Montreal.
Eby, Blain & Co., Toronto.
Flett's—Rose & Laflamme, Montreal.
Horton-Cato Mfg. Co., Windsor, Ont.
Lytle, T. A., Co., Toronto.
"Ozo" Co., Montreal.
Patterson's—Rose & Laflamme, Montreal.
Snowdon, Forbes & Co., Montreal.

Polishes—Metal.
Oakey, John, & Sons, Montreal.

Polishes—Stove.
James' Dome—W. G. A. Lambe & Co., Toronto.
Morse Bros., Canton, Mass.
Nickel Plate Stove Polish Co., Chicago.

Pottery.
Foster Pottery Co., Hamilton, Ont.

Refrigerators.
Fabien, C. P., Montreal.

Safes.
Taylor, J. & J., Toronto.

Salt.
Canadian Salt Co., Windsor, Ont.
Toronto Salt Works, Toronto.

Soap.
Calvert, F. C., & Co., Manchester, Eng.
Duncan Company, Montreal.
Metropolitan Soap Co., Toronto.

Sodas—All Kinds.
Winn & Holland, Montreal.

Soda—Baking.
Dwight, John, & Co., Toronto.

Starch.
Brantford Starch Works, Brantford.
Edwardsburg Starch Co., Cardinal, Ont.
Ocean Mills, Montreal.
St. Lawrence Starch Co., Port Credit.

Steel Shingles.
Metallic Roofing Co., Toronto.

Sugars, Syrups and Molasses.
Canada Maple Exchange, Montreal.
Castle, F. J., Co., Ottawa.
Dominion Molasses Co., Halifax, N.S.
Edwardsburg Starch Co., Cardinal, Ont.
Tea Rose Drips — Rose & Laflamme, Montreal.

Summer Beverages.
Batger's—Rose & Laflamme, Montreal.
Chivers & Sons, Histon, Cambridge, Eng
Downey, W. P., Montreal.
Simson Bros. Co., Halifax.

Teas, Coffees, and Spices.
Balfour & Co., Hamilton.
Blue Ribbon Tea Co., Toronto.
Ceylon Tea Traders' Ass'n.
Chase & Sanborn, Montreal.
"Commissioner" Tea, London, England.
Dutch Chemical Works, Amsterdam, Holland.
Ewing, S. H. & A. S., Montreal.
Gillard, W. H., & Co., Hamilton.
Japan Tea Traders' Ass'n.
Kinnear, T., & Co., Toronto.
Lipton, Thomas J., New York.
"Ozo" Co., Montreal.
Provost & Allard, Ottawa.
Rutherford, Jas., & Co., Montreal.
Salada Tea Co., Montreal and Toronto.
Turner, James, & Co., Hamilton.
Warren Bros. & Co., Toronto.
Wood, Thos., & Co., Montreal.

Typewriters.
Canadian Oliver Typewriter Co., Montreal

Vinegars.
Canadian Vinegar Co., Montreal.
Goossens, Franz, Brussels, Belgium.
Grimble & Co., London, Eng.
Hill, Evans & Co., Worcester, Eng.
"Ozo" Co., Montreal.
Purnell, Webb & Co., Bristol, Eng.
Wilson, W. H., Co., Tillsonburg.

Washing Compound.
Fairbank, N. K., Co., Montreal.
Keen's—Frank Magor & Co., Montreal.

Woodenware.
Woods, Walter, & Co., Hamilton.

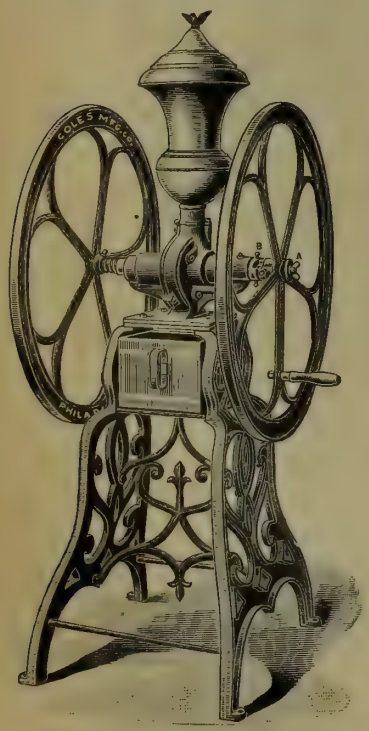
Wrapping Paper, Etc.
Canada Paper Co., Toronto.

Yeast.
Gillett, E. W., Co., Toronto.

When we urge you to promote the sale of **Blue Ribbon Tea,** we are sincere in believing that your tea trade will be permanently and appreciably improved. The cup quality and its evenness, together with the generous value given, warrant you in always commending

Blue Ribbon Ceylon Tea

The RED LABEL, 40 cents, is Equal to most Fifty Cent Teas.



No. 17. List Price, $40.00.

Coles Coffee Mills

None better for Granulating or Pulverizing.

Our mills will Pulverize without heating Coffee.

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders.

A GREAT LABOR-SAVER.

Our Grinders wear longest.

Agents... TODHUNTER, MITCHELL & CO., Toronto.
DEARBORN & CO., St. John, N.B.
FORBES BROS., Montreal.
GORMAN, ECKERT & CO., London, Ont.

Coles Manufacturing Co.

PHILADELPHIA, PENNA.

Above all others.

By ordering through your jobber I give handsome celluloid napkin rings—one ring to every 5 packages of **"WHITE DOVE" COCOANUT.** This cocoanut is made by latest improved machinery, and is superior to all others. **Write** us direct if your jobber **does not handle it.**

FIVE GALLONS FOR 25 CENTS
A HEALTHY AND DELICIOUS BEVERAGE
25c HIRES' IMPROVED 25c
ROOT BEER!
IN LIQUID. NO BOILING. OR STRAINING. EASILY MADE
THIS PACKAGE MAKES FIVE GALLONS

The best temperance drink on sale—

HIRES' ROOT BEER

Beware of imitations and order only the original and genuine Root Beer—HIRES'.

W. P. Downey

AGENT

26 St. Peter Street, - - MONTREAL.

THE CANADIAN GROCER

President:
JOHN BAYNE MACLEAN,
Montreal.

The MacLean Publishing Co.
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THE TEA SITUATION.

THE most absorbing topic of interest in the tea trade at the present time is, "What immediate and ultimate effect the additional duty of two pence per pound on all tea entering Great Britain is going to have on the trade generally ?"

The general impression is that ultimately the result will be prejudicial to the producer. If, as seems likely, an increased duty means the curtailment of tea consumption in Great Britain, and a relatively increased demand for lower grade teas, such will undoubtedly be the case. The British grower in India and Ceylon will of necessity devote his attention more and more to the growing of common teas in order to meet the requirements of buyers who will need cheap teas to meet the demand of the consumer, since medium priced teas will quickly advance beyond his reach. A disturbing factor in the situation is the likelihood that China will be benefited at the expense of British growers. The working classes, who are the principal consumers of tea in the United Kingdom, are not likely to pay the additional two pence per pound duty. The tea trade will have no alternative but to sell their stocks on a much narrower margin, to the detriment of the Ceylon and Indian grower, or to introduce the cheapest China grades for blending purposes, to the displacement of the Ceylon and Indian article.

British growers in India and Ceylon fear they will again have to bear the burden of the extra tea duty, as in 1900, when the average price of tea dropped one penny and declined farther in the two years following. Vigorous protests are being raised from these quarters against the Budget, which as a matter of fact was passed by a very small majority. The outcome may be a striking out of the clauses relating to tea.

APPRECIATION.

Little & Long, general merchants, Orono, Ont., write acknowledging the help that "The Canadian Grocer" has been to them in business. They say they "would be lost entirely without it for reference from week to week."

The following item from a recent issue of Indian Planting and Gardening, Ceylon reflects the general sentiment prevailing among tea growers in Ceylon and India, concerning the recent addition to the duty on tea :

"It is a trite saying that England lost America over a pound of tea. It is becoming increasingly evident that the British Chancellor of the Exchequer is going the right way to raise a big 'storm in a tea cup' in India, for we scarcely think the Indian Tea Association will allow this excessive burden to remain where it is without a very vigorous protest. This is a matter in which India and Ceylon should make common cause, and make their voices heard in no uncertain key. When England had a big war on hand, tea growers submitted to the raising of the duty 2d.; but with no reason beyond a general falling off in revenues, to tax a British-grown product 133 per cent. of its market value, is to add the proverbial straw to an already heavily burdened commodity, groaning under a heavy tax."

The grocery trade in Great Britain, moreover, have taken up the cudgels in so far as at a recent meeting of the Metropolitan Grocers and Provision Dealers' Association, London, official protest was made against the action of the chancellor of the exchequer in making the addition to the tea duty of 2d. per lb. The opinion was expressed that such an addition to the tea duty must be attended by considerable hardship to the working and poorer classes especially. It must also cause great difficulty to the retail trade, as they not only have to change the extra duty but to find the capital necessary for the payment of that duty upon which they receive no profit whatever.

The immediate effect of the Budget has been to increase enormously the demand for common tea, and latest London advices say the strong position in low priced tea has been such as to almost precipitate a panic.

HORSE SHOE BRAND SALMON.

IN the export number of The Canadian Grocer, in an article on the British Columbia salmon industry, there appeared this sentence : "The building up of the reputation of the Maple Leaf and Horse Shoe brands of canned salmon has largely been under the care and attention of Mr. Ker, who managed the canneries in which these brands are manufactured."

In as far as the reference to the Horse Shoe brand is concerned, the statement was incorrect, and it was entirely due to an inadvertence. It is known by everybody in the grocery trade that Horse Shoe brand is packed by J. H. Todd & Sons, whose head office is at Victoria, B. C., but at the same time The Canadian Grocer feels called upon to point out the inaccuracy which occurred in its issue of May 20.

THE CANNERS AND THEIR SELLING TERMS.

THE Canadian Canners, Limited, have issued their selling terms for the 1904 pack, and it is to be regretted that the objectionable clause 5 in the conditions in regard to the trade discount has been retained. This particular clause provides that no trade discount on canned vegetables and canned fruits is to be allowed wholesale dealers unless they confine their purchases to the goods of the Canadian Canners, Limited, and furthermore, that the wholesaler must make a statutory declaration that he has neither purchased from any other firm nor has sold below the stipulated price set by the packers.

This particular clause last year was the cause of a great deal of dissatisfaction. From one end of Canada to the other wholesalers were up in arms against the innovation, and were it not for the fact that the consolidated company largely controlled the output of canned vegetables and fruits in Canada their sales would have been very small indeed. In view of this fact, we cannot understand why the Canadian Canners, Limited, have been so short-sighted as to continue last year's policy in this particular.

One thing is certain: they will not be able always to retain this objectionable clause and hold their trade. It is true that at present they control about 95 per cent. of the canned fruit and vegetable output of Canada, having recently taken in four additional canneries, but it must be remembered that the selling conditions as they remain to-day will increase the dissatisfaction as time goes on and must eventually create competition, which will gradually become more and more formidable. It is quite true that since last year the Canners Limited have bought up firms which last year were independent, but, on the other hand, new companies have come into existence which promise to be more formidable than those which have recently sunk their identity in the consolidation. Consolidations cannot, any more than individual firms, succeed if they are perpetually displeasing their customers. The latter may be for a time compelled to buy from them, but it will only be for a time.

The policy of the Canadian Canners, Limited, should be to remove all irksome conditions. In this way they would satisfy their customers and ultimately strengthen their position. They are big and strong enough to do this.

For several years before the packers brought about the present consolidation The Canadian Grocer urged upon them the necessity, in order that the canned goods trade of Canada might be properly developed, of forming themselves into a joint stock company. This they have done, and we are still of the opinion that they have done the proper thing.

They have already done a good deal toward developing the canned goods industry, and particularly the export branch of it, and we are sorry indeed to see that they have, by an unreasonable and unbusiness-like provision in their selling terms, caused a great deal of dissatisfaction in the home trade. We trust that they will, for their own good and for the benefit of the canned goods industry in general, eliminate the objectionable Clause 5 from their selling conditions.

FRUIT TERMINALS AND TRANSPORTATIONS.

WHOLESALE fruit dealers, without exception, unite in condemnation of the fruit terminals provided by the railroads entering Toronto, as well as the unsatisfactory transportation provided for perishable fruit and produce.

At the present time fruit cars are dropped off indiscriminately at a siding near Simcoe street, fully half a mile away from the fruit auction rooms. The sorting has generally to be done afterwards, and when it is remembered that there are often as many as one hundred and fifty cars bunched up together it can easily be seen that more or less delay is bound to occur in sorting out single cars. This is needlessly aggravated because of the shortage of fruit siding and scarcity of yard engines. We are told that at the present time only one engine is available for shifting all the fruit cars entering the city of Toronto. With such a large percentage of perishable fruit arriving daily, any unnecessary delay cannot help but result disastrously to the fruit and vegetable importer in as far as consignments are apt to waste, and in a busy market season fruit and vegetables are thrown late in reaching the retailer.

Another thing for which the railroads are blamed is the slow time made in the transportation of freight from the border to Toronto, and in particular via G. T. R. from Fort Erie. As a matter of fact a fruit car will travel from Baltimore to Buffalo as quickly as from Fort Erie to Toronto. It is said there is not sufficient power to run the trains, and the G. T. R. authorities are honest enough to acknowledge the truth of this statement, pleading in self-defence the enormous increase in traffic during the past few months, with which they are not yet in a position to cope successfully. Toronto fruit and commission men hope the Grand Trunk will be successful in their efforts to secure additional sidings south of the Esplanade, as the fruit sidings will thus be brought almost to the door of the various distributing warehouses. Another factor which will tend to improve conditions at the Toronto fruit terminals is the possibility of the C. P. R. making arrangements in the near future for handling fruit on a large scale.

Another difficulty Toronto fruit dealers have to face is in connection with the delivery of fruit by the express companies. The facilities provided are so poor that dealers find it more satisfactory to unload goods from incoming trains themselves. This inconvenience is of several years standing, although up to the present time the express companies have not seen fit to comply with the demands of the fruit men for a more efficient service.

The situation has become so aggravated as to be almost a nuisance. Fruit men are of the opinion that interference on the part of the public authorities is justifiable. Meanwhile they are entirely at the mercy of the railroads. With the fruit trade becoming such an increasingly important item in Toronto freight, it is surely time the railroads and express companies recognized their obligations to those whose goods they handle. Such a flagrant exhibition of one of the seven deadly sins is reprehensible, to say the least, in a young country where trade and industrial development are making such rapid strides as they are in Canada.

Gleaned from the Travelers

I. PASCOE, of the firm of Pascoe Bros., general merchants, Oakwood, Ontario, is at present away on his wedding trip.

Mr. Peters, of Cunliffe & Peters, Stouffville, has just returned from St. Louis, where he had been on his wedding trip.

M. C. Lowrey, of Queenston, has gone to Guelph on a holiday.

H. J. Barnesdale, of the Barnesdale Trading Co., Limited, Stratford, has moved to a larger and more prominent business site the past week.

R. G. Holland, of Penville, has decided to retire from business, and is trying to sell out.

Hewitt & Daly, of Hagersville, have dissolved partnership, and the business will be continued by Mrs. Hewitt.

On the 10th ult. Mr. A. Fisher, head clerk in the grocery department of H. E. Maddock & Co., Uxbridge, and Miss Muriel St. John, of that town, were married by the Rev. T. Cowan.

Mr. Hayden, of the firm of John Sloan & Co., reports business for the section of the country traveled by him as being very good.

J. H. Macdonald, of Listowel, grain and produce merchant, speaks of business as being first-class. He has laid in a larger stock than ever, to be able to cope with the demands of his customers.

James Clark, of Bolton, is highly pleased with the business outlook in that town. He is also well pleased with a certain new arrival in his family.

Wallace Bros., of Woodbridge, report business there better than ever, and only hope that it may continue so all Summer.

J. Lindsey, of Orangeville, speaks of business there as being good, despite the bad weather. He has handled more grain this season than ever before.

E. Murphy, of Mount Forest, has just returned from the west, where he has been on a business trip, which proved very successful.

L. H. Yeomans, Mount Forest, has returned from an extended pleasure trip to Jamaica, New York, and other business centres.

J. S. Ireland, of Mount Forest, speaks of business as being very good, and is looking for improvement in the near future.

TORONTO RETAIL GROCERS MEET.

The regular monthly meeting of the Toronto Retail Grocers' Association was held in St. George's Hall, Toronto, on June 6. The principal item of interest was the completion of the plans of the association for their annual excursion, which takes place to Niagara Falls and Buffalo, on July 27. A committee was appointed to close with the Niagara Navigation Co. and the railroad lines extending to Niagara Falls and Buffalo, but at the time of going to press no further particulars than those stated have come to hand.

The association decided to dispense with the guessing contests, which have proved such an attraction in former years. In their place, however, new features will be introduced which promise to make this year's excursion the most successful in the history of the association.

It was decided unanimously to have the secretary write the Force Food Co., of Buffalo, in order to see if they would be agreeable to providing some entertainment on the occasion of the visit of the members of the association to Buffalo. A notice of motion was given that an appropriation of $50 be voted to the Retail Merchants' Association of Toronto, by the retail grocers of Toronto, in recognition of valuable services in the past. The association also decided to send their fellow grocer, J. Burns, a resolution of condolence on the occasion of the sudden death of his brother by drowning in Collingwood.

DEATH OF AN OLD GROCER.

On Monday last, there passed away in Toronto a gentleman long and favorably known to the grocery trade of the Dominion—Mr. Jacob Wilson. The deceased had been ailing for some months, though he kept to his office until about two weeks ago. On Saturday last an operation on his throat was performed at the Toronto General Hospital, which, however, proved ineffectual. He was buried at Cobourg on Tuesday.

PERSONAL MENTION.

The pleasant face of Mr. Frank D. Cockburn, eastern representative of "Comfort" Soap, was seen among the Montreal trade this week.

Captain Alex. Anderson, one of the best known tea brokers of Montreal, has just returned from a trip to his old home in Scotland. He is looking well and should profit greatly by his two months' rest.

Mr. Charles Holland, of the provision house of W. P. Sinclair & Co., of Liverpool, Eng., was on the Montreal 'Change last week, and has visited several large exporters. Mr. Holland is sanguine as to the future of butter and cheese.

Mr. Samuel D. McTrustrey, a member of the importing firm of Samuel D. McTrustrey, of Liverpool, England, is in Montreal, and will occupy rooms at 404 Board of Trade Building temporarily. He is here chiefly looking after the new crop of hay, but is widely interested in other Canadian products.

Mr. C. H. Colson, of C. E. Colson & Son, Montreal, has been confined to his house during the past few weeks with an attack of typhoid fever. The Grocer learns that he is progressing towards recovery and expects to see him out again shortly.

Mr. C. W. Gregory, of Snowdon, Forbes & Co., Montreal, has returned from his trip through the eastern provinces. "Bee" brand goods was the gospel Mr. Gregory was preaching to the trade, and the same was acceptably received.

Mr. and Mrs. Estabrooks have been making a tour of the United States and Canada, and visited Montreal and Toronto last week. Mr. Estabrooks is the proprietor of Red Rose Tea, which has made such a name for itself all over Canada. He has been calling on his Canadian representatives.

Mr. William Meldrum, of the firm of W. Meldrum & Co., has been seriously ill for some time with typhoid-pneumonia, and for a time his life was dirpaired of. The good news has been announced that he is now likely to recover. The firm is one of the best known in the produce business of Montreal.

Mr. A. C. Wieland, Montreal manager of the Co-operative Wholesale Society of England, has returned from his annual trip to the Old Country. He is of the opinion that the cheese and butter trade in England will survive, and that before the season is over an encouraging volume of business will evolve from the present discouraging situation.

Among the notable visitors at the Windsor Hotel, Montreal, this week, were Mr. and Mrs. Felix Minaldi, accompanied by Mrs. Antonio Minaldi, of New York, and formerly connected with large fruit houses in Italy. They have been in Montreal in connection with the large fruit cargoes which have been landed here from the steamers Fremona, Jacona and Bellona, of the Thomson line.

Mr. J. N. Christie, one of the oldest and most highly respected of the commercial travelers of the Dominion, who has represented Carter Galbraith for the last quarter of a century, has decided to take a holiday. He sailed on Wednesday, 8th inst., for his former home, and will spend the Summer with his wife and family at Dee Side, Scotland, his native heath.

Mr. H. Hardy, sample room manager of the Eby-Blain Co., wholesale grocers, Toronto, was married on June 7, to Miss M. Sanderson, of Shanty Bay, Ont. On the occasion of the happy event the staff of the Eby-Blain Co. seized the opportunity of presenting Mrs. Hardy with a solid silver tea service, as a slight mark of esteem in which Mr. Hardy is held by his fellow employes.

WILL APPOINT AGENT.

A European firm manufacturing date wine vinegar, is seeking Canadian business, and will appoint agent. Parties interested may be put in touch by writing the business manager of The Canadian Grocer.

23 A MINUTE

So great has become the demand for **"SALADA"** Ceylon Tea that the sale now equals 23 packets for every minute of our lives, or equivalent to 12,500,000 packets annually.

BRANCHES and AGENCIES

Toronto.
Montreal.
St. John.
Halifax.
Winnipeg.
Vancouver.
New York.
Boston.
Chicago.
Buffalo.
Detroit.
Pittsburgh.
Cleveland.
Philadelphia.
Washington.
Indianapolis
Hartford.
Duluth, Min.
Jersey City.
Milwaukee.
St. Paul, Min.
Richmond, Va.
Jacksonville, Fa.
Rochester.
Norfolk, Va.
Scranton, Pa.
Portland, Me.
Baltimore, Md.
San Francisco
St. Louis
Minneapolis.

Mark Twain says: "It's Foolish to Oppose a Success."

Some dealers (not you, of course) waste a good deal of time in worrying, planning and scheming out acceptable reasons (to themselves) as to why they should *not* handle "SALADA" Ceylon Tea, while their more progressive neighbors are readily grasping their opportunities, and pushing the sale with pleasure and profit.

A dealer can, of course, get along without "SALADA" if he is so inclined, but t'will be to the injury of his trade and reputation—this is as sure as "night follows day."

A sample case will readily dispel a doubter's doubts.

BLACK, MIXED OR NATURAL GREEN Sealed Packets Only
Retailing **25c., 30c., 40c., 50c., 60c. per pound.**

B. O. Beland

Importer and Depositor in

Wines, Liquors, Alimentary Products, Castile Soap, etc., etc., etc.

1684 Notre Dame Street

Montreal

Begs his customers to be kind enough to read his advertisement in the "Grocer" prepared for the 24th of this month.

An agreeable surprise is promised to them.

We are drumming up trade for you by giving you the best quality starch in the handsomest packages.

Lily White Gloss Starch

is known by your customers to be good starch, and our handsome drum and trunk packages attract attention to it. You had better have some in stock.

8 drums to a case, each containing 6 lbs., a pair of drum sticks for each drum.

8 trunks to a case, each containing 6 lbs.

THE BRANTFORD STARCH WORKS, LIMITED.
BRANTFORD, CANADA.

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

Groceries.

Toronto, June 9, 1904.

THE grocery trade continues to show signs of improvement. This has been a very backward season, which has of necessity held trade back. Travelers have experienced difficulty during the past week in placing orders on account of the cold, damp weather. A boom in the sugar market is expected shortly, as the preserving season will soon commence. A rude shock to the trade occurred this week, when sugar dropped 5c. It is thought that speculators took advantage of the rising market to liquidate stocks, and the impression prevails in certain quarters now that the extreme upward tendency in sugar during the past month was unwarranted. Canned goods continue firm, with corn and peas scarce, and canned fruits showing an upward tendency. Syrup and molasses and teas are without special features, as is coffee. An upward tendency is noticed in rice.

CANNED GOODS.

A good trade in canned goods is reported during the week under review. The scarcity of peas and corn continues, with tendency towards firmer prices in the latter. Some wholesalers are entirely sold out of corn, and are having to buy from hand to mouth. Tomatoes are weaker; apparently there are considerable supplies available, and one Toronto dealer has been selling during the week as low as $1. Canned fruits are moving freely, especially gallon tins of apples, owing to the end of the season in green apples. On account of the shortage in the fruit crop, canned fruits will be firmer. Lobsters are scarce and higher than they have ever been before at this time of the year. A scarcity is noted in Canadian domestic pickles. California ripe olives are firmer in price. Strawberries are 7 1-2c. firmer. Fresh finnan haddie is arriving on the market this week. Our quotations are as follows:

Apples, 3's	....	0 90
" gallons	....	2 20
Asparagus	....	3 50
Beets, 2's	....	0 90
Beets, 3's	....	1 00
Blackberries, 2's	1 50	1 70
Beans, 2's	0 90	1 10
Corn, 2's	1 25	1 35
Cherries, red, pitted, 2's	....	2 20
" white	....	2 40
Peas, 2's	1 00	1 45
Pears, 2's	1 45	1 60
" 3's	1 90	2 10
Pineapples, 1½'s	1 50	1 60
" 2's	1 80	2 00
" 3's	2 25	2 40
Peaches, 2's	1 65	1 70
" 3's	....	2 60
Plums, green gages, 2's	1 10	1 40
" Lombard	1 00	1 30
" Damson, blue	0 95	1 25
Pumpkins, 3's	....	0 95
" gallon	....	2 50
Rhubarb, 3's	....	1 80
Raspberries, 2's	1 40	1 60
Strawberries, 2's	1 47½	1 67
Succotash, 2's	....	1 00
Tomatoes, 3's	....	1 12
Lobster, talls	....	3 50
" 1-lb. flats	3 50	3 70
" ½-lb. flats	....	2 00
Mackerel	1 00	1 25
Salmon, sockeye, Fraser	....	1 75
" Northern	1 65	1 75
" Cohoes	....	1 15
Chums	0 95	1 00
Sardines, Sportsman ¼'s	....	0 15
" ½'s	....	0 23
" Portugese ¼'s	0 08	0 10
" P. & C., ½s	0 25	0 27
" P. & C., ¼'s	0 35	0 38
" Domestic, ¼'s	0 03½	0 04
" " ½'s	0 09	0 11
" Mustard, ¼ size, cases 50 tins, per 100	8 00	9 00
Haddies	....	1 00
Haddies, per case	....	4 00
Kippered herrings, domestic	....	1 00
" " imported	1 45	1 55
Herrings in tomato sauce, domestic	1 00	1 10
" " " imported	1 45	1 55
California ripe olives, tins, per doz	....	4 75

SUGAR

The upward tendency of prices has at last been checked, and we record a decline of 5c per cwt. in local refined quotations, which took effect at noon on Friday, 3rd which took effect at noon on Friday, 3rd inst. This decline has been followed by a smilar decline in the American markets, effective on Tuesday, 7th, and both indicate an easier tone to the whole situation.

The market is very dull and flat, and a general lack of confidence has ensued. The weakness first made itself evident in Europe, where 88 per cent. beet, after touching the high point of 9s 7 1-2d, has gradually reacted to the extent of 5 1-4d per cwt. to to-day's quotation of 9s 2 1-4d basis, f.o.b. Hamburg, which is equivalent to duty paid parity of 3.94 New York for 96 test centrifugals. The weakness in Europe has made itself felt prejudicially on the cane sugar situation in New York, where refiners have become increasingly indifferent to offerings, and the market is now about 1-16 below what it was a week ago.

Just as we went to press last week large sales amounting from 20,000 to 30,000 Cuba centrifugals for last half June shipment at 2 9-16 c and f New York for basis 95, were made, which is equal to 3.95, duty paid, for 96 test. These sales showed a weakening in the pretensions of sellers, who have been holding for 2 5-8 c and f for basis 95, but owing to the signs of weakness in Europe, coupled with the fact of improved weather conditions in Cuba, sixty-one central factories of those which closed down during the previous week, resumed operations, making a total of seventy-one centrals grinding, compared with ten the previous week, and with eighty-nine during the corresponding week of 1903. However, at this late date, and under the prevailing uncertainty, it is not likely that much more sugar will be made in Cuba for the balance of the season, as grinding can only be spasmodic, and operations under such conditions must be costly to factories. The usual rainy season sets in about the middle of June, and as all available labor will be required for the care of the fields, the likelihood is that the making of present crop will be brought to a speedy termination.

Reduction in stocks on island 9,000 tons for week. Combined stocks in U. S. and Cuba, 438,186 tons; combined stocks of Europe and America at latest uneven date, 3,048,186 tons. Receipts at U. S. Atlantic ports for week ending June 1, 46,299 tons; meltings, about 30,000 tons.

Present indications are that the decline has not yet spent itself, and at the close the tone of the market is dull and easier. We hear the opinion still expressed by those that are competent to judge that the present downward movement will only be temporary, and that a return to recent values will take place. We even hear it said that the high price of the campaign has not yet been reached. A policy of caution is advised.

Paris lumps, in 50-lb. boxes	....	5 13
" in 100-lb. "	....	5 03
St. Lawrence granulated	....	4 48
Redpath's granulated	....	4 48
Acadia granulated	....	4 38
Berlin granulated	....	4 38
Domestic beet, granulated, 1902	....	4 18
Phoenix	....	4 38
Bright coffee	....	4 28
Bright yellow	....	4 23
No. 3 yellow	....	4 18
No. 2 "	....	3 98
No. 1 "	....	3 88

Granulated and yellow, 100-lb. bags, 10c. less than bbls.

SYRUPS AND MOLASSES.

Trade in syrup and molasses is fair, although the syrup season is practically over. The volume of trade on this market is never very large, and when compared with Montreal, is small. Not a great deal of West Indian stuff is being used, and dealers are buying New Orleans only as they actually require it, on account of the test difficulty. We quote the following prices:

Syrups—		
Dark	....	....
Medium	0 30	0 32
Bright	0 35	0 37
Corn syrup, bbl., per lb.	....	0 02½
" ½-bbls "	....	0 02¾
" kegs "	....	0 03
" 3 gal. pails, each	....	1 30
" 2 gal. "	....	0 90
" 2-lb. tins (in 2 doz. case) per case	....	1 90
" 5-lb. " (in 1 ") "	....	2 35
" 10-lb. " (in ½ ") "	....	2 25
" 20-lb. " (in ¼ ") "	....	2 10
Molasses—		
New Orleans, medium	0 25	0 30
" " ½ bbls	0 27	0 32
" open kettle	0 45	0 50
Barbadoes	0 35	0 40
Porto Rico	0 35	0 40
West Indian	0 32	0 35
Maple syrup—		
Imperial qts	....	0 27½
1-gal. cans	0 95	1 00
5-gal. cans, per gal	....	1 00
Barrels, per gal	....	0 75
5-gal. Imp. brand, per can	....	4 50
1-gal. " per case	....	5 10
½-gal. " "	....	5 60
Qts. " "	....	6 00

TEAS.

The tea market is reported quiet for the week, very little being done on the street. Samples of new season Japans have arrived, and show better than those of last year's first crop. This first crop Japan tea, or early pluckings, which cost from 28 to 30c, and formerly was in big demand in the Toronto market,

has dropped in the estimation of the trade to-day. We quote the following prices unchanged from last week:

Congou—half-chests, Kaisow, Moning	0 12	0 60
" caddies, Pakling	0 19	0 50
Indian—Darjeelings	0 35	0 55
Assam Pekoes	0 20	0 40
Pekoe Souchongs	0 17	0 25
Ceylon—Broken Pekoes	0 36	0 42
Pekoes	0 22	0 30
Pekoe Souchong	0 18	0 25
China Greens—Gunpowder, cases, extra first	0 42	0 50
" half-chests, ordinary firsts	0 22	0 28
Young Hyson, cases, sifted, extra firsts	0 42	0 50
" cases, small leaf, firsts	0 35	0 40
" half-chests, ordinary firsts	0 28	0 38
" " seconds		0 23
" " thirds	0 16	0 18
" " common		0 15
Pingsueys—Young Hyson, ½-chests, firsts	0 28	0 32
" " seconds	0 18	0 [illegible]
" half-boxes, firsts	0 28	0 32
Japan—½ chests, finests May pickings	0 38	0 40
Choice	0 33	0 37
Finest	0 30	0 32
Fine	0 27	0 30
Good medium	0 25	0 28
Medium	0 21	0 23
Good common		0 20
Common		0 19

COFFEES.

In mild coffees the tendency during the week has been upward. Locally, very little business in coffees is reported on the street. Rios are uncertain; brokers, however, say there will be definite news from Brazil within the next fortnight, and predict a distinct rise in prices during the next three or four months, basing their predictions on the prospects for a small crop. Samples received, however, indicate fine quality. It is said that many plantations in the interior of Brazil have been abandoned.

In New York a dragging market has been experienced during the week under review, and prices show a slight decline. The statistical position of coffee, many of the trade express themselves as believing, is now at its relatively worst period. On June 1 the supply of coffee in sight in the world was 814,000 bags larger than on the same date last year. As the coming season progresses, it is believed this difference will be more than lost, calculating that the out-turn of the coming Brazil crop will be about the same to possibly slightly smaller, and that the mild crops will be at least 1,000,000 bags less than the present crop year.

The decrease in the world's visible supply during the month just closed of only 89,000 bags was a distinct disappointment to the trade. The unusual smallness of the deliveries, amounting to only a few thousand bags over 1,000,000 bags in Europe and the United States for May, being the smallest deliveries recorded for a number of years past, was the principal cause of the small decrease.

The Brazil markets during the week have held fairly steady. Only a limited amount of coffee has been sold to local importers, as the prices for which the Rio and Santos markets held were generally at prices above the parity of values ruling locally. The crop movement for June is not expected to be full, as new crop coffee, it is now understood, will not begin to arrive with any degree of freedom before the latter part of the month. We quote the following prices:

	Per lb.
Green Rios, No. 7	0 08½
" " No. 6	0 08½
" " No. 5	0 08½
" " No. 4	0 08½
" " No. 3	0 09 0 09
" Mocha	0 21 0 25
" Java	0 22 0 35
" Santos	0 10 0 12
" Plantation Ceylon	0 26 0 35
" Porto Rico	0 22 0 25
" Guatemala	0 22 0 25
" Jamaica	0 15 0 20
" Maracaibo	0 16 0 23

SPICES.

No changes in spices are reported during the week under review. Advices received from the east report that the Zanzibar crop is only one-third of the average crop. Cloves and nutmegs are reported in limited supply. We quote the following prices:

	Per lb.		Per lb.
Peppers, blk	0 18 0 19	Cloves, whole	0 25 0 35
" white	0 23 0 27	Cream of tartar	0 25 0 30
Ginger	0 18 0 25	Allspice	0 14 0 17

RICE AND TAPIOCA

A steady trade continues in rice and tapioca, at firm prices. Rice shows an upward tendency, and tapioca is 1-4c easier. Our quotations are as follows:

	Per lb.		Per lb.
Rice, stand. B	0 03¾	Tapioca, staple	0 03½ 0 03¾
Patna	0 05 0 05¼	" double goat	0 04½
Japan	0 06 0 07	Carolina rice	0 10
Sago	0 03½ 0 04		

Foreign Dried Fruits.

There is nothing new to report in foreign dried fruits; a fair trade has been doing at firm prices. We quote the following prices:

PRUNES.

	Per lb.		Per lb.
100-110s	0 04 0 04½	60-70s	0 06½ 0 07
90-100s	0 05 0 05½	50-60s	0 07 0 07½
80-90s	0 05½ 0 05¾	40-50s	0 07¾ 0 08
70-80s	0 06 0 06¼	30-40s	0 08¼ 0 08½

CANDIED PEELS.

	Per lb.		Per lb.
Lemon	0 10 0 12½	Citron	0 15 0 18
Orange	0 11 0 13		

FIGS.

	Per lb.		Per lb.
Tapnets	0 03¾	Elemes	0 09 0 20
Naturals	0 06¼ 0 09½		

APRICOTS.

	Per lb.
Californian evaporated	0 12½ 0 15

PEACHES

	Per lb.
Californian evaporated	08½ 0 12

CURRANTS.

	Per lb.		Per lb.
Fine Filiatras	0 04¾ up	Vostizzas	0 07 0 08
Patras	0 06 0 06½		

RAISINS.

	Per lb.
Valencia, fine off-stalk	06¼ 0 06½
" selected	0 07 0 07½
" selected layers	0 07½ 0 09
Sultana	0 06½ 0 10
Californian seeded, 12-oz	0 08½ 0 09
" " 1-lb. boxes	0 10½ 0 11
" unseeded, 2-crown	0 07½
" " 3-crown	0 08 0 08½
" " 4-crown	0 09 0 10

DATES.

	Per lb.		Per lb.
Hallowees	0 03¾ 0 04	Fards	0 08¾ 0 09
Sairs	0 03¾ 0 03¾		

FOREIGN NUTS.

The only items of interest in foreign nuts during the week under review are the reports concerning the coming filbert crop, which is estimated at from one-fifth to one-half its usual volume. Reports received from the south say that farmers' stocks of peanuts have been cleaned up in North Carolina. The acreage in Spanish peanuts in North Carolina has been reduced a-third from that of last season. We quote the following prices:

Peanuts, green, per lb	0 10 0 11
" roasted "	0 11 0 12
" Spanish, green, per lb	0 09
" " roasted, "	0 10
Almonds, Taragona, per lb	0 12
Walnuts, Grenoble, "	0 12
" Bordeaux, "	0 12
Filberts, per lb	0 09
Brazils	0 15
Cocoanuts, Jamaica, per sack	4 25

Country Produce.

EGGS.

The price of eggs has not come down a fraction during the week, and some dealers quote a-half cent higher. Great dissatisfaction is expressed with the level that is maintained, although dealers speak quite confidently of lower quotations next week. Receipts for this week have fallen off considerably, due not so much to the short supplies, as to the fact that city dealers are not combatting the prices set by outside dealers. Many of the city houses are limiting their acceptances. They keep sufficient supplies to provide for customers' demands, but are steering clear of heavy buying for pickling. They do not actually refuse offerings, but are not encouraging them. There are evidences that this increase of offerings to the outside dealers is scaring them a little. An informal meeting of a few western houses was held this week to consider the situation. Nothing definite was done, as far as can be ascertained, but there are signs of dissatisfaction with the state of affairs created by them. Local demand decreases largely when a retailer must ask 17 to 20c, and this reacts on the dealers. We quote this week a range of 15 to 16c.

APPLES.

Trade in evaporated apples is surprisingly dull for this time of year. Usually as soon as green apples are off the market, a demand springs up for evaporated. This year canned apples seem to be used largely as a substitute. We quote the following:

Evaporated apples, per lb	0 06½

BEANS.

There is nothing new in beans, and the market continues quiet at quotation prices. We quote the following prices:

Beans, mixed, per bush	1 40
" prime, "	1 50
" handpicked, per bush	1 65 1 75
" water-stained "	1 00
" Lima, per lb	0 05½ 0 06½

HONEY

The honey market has been featureless during the week under review. Very little actual trade is doing, and the provision men continue to lay up supplies for the coming season. The general feeling is that honey is going to be scarce and high. Our quotations are as follows:

Honey, extracted clover, per lb	0 06½ 0 07½
" sections, per doz	1 50 2 00

Fish.

A fair trade is doing in fish, with prices unchanged from last week. Dealers are not getting in large stocks at present on account of the uncertainty of the market, due to price cutting on

ALL·IN·A·GARDEN·FAIR

M.FABIAN.

CHIVERS' FIRST PRIZE COUNTRY-MADE JAMS

ROYAL COMMISSION ON AGRICULTURE, 1895.

"Messrs. Chivers' Factory at Histon, where Jams, Jellies, etc., are made has been established about 21 years, and is now well known throughout the country for the excellence of its manufactures."—*Extract from Royal Commissioner's Report.*

CHIVERS' GOLD MEDAL HOME-GROWN FRUIT JAMS

DIRECT from the ORCHARD to the HOME.

The News, (Eng.:) "Our readers will agree that it is far better to buy preserves manufactured from freshly gathered fruit amid fresh and beautiful surroundings, as at Histon, than those manufactured in close proximity to London slums, and after the fruit itself has travelled miles by railway to reach the factory."

CHIVERS & SONS, Ltd., Histon, Cambridge, Eng.

First English Fruit Growers' Jam Factory.

CHIVERS'

ATTRACTIVE PRICES

ARTISTIC PACKAGES

A GOOD PROFIT

FLAVOURED WITH RIPE FRUIT JUICES

"Grocers' Review" says:

"The highest possible state of perfection."

CHIVERS & SONS, Ltd.,
HISTON, CAMBRIDGE, ENG,
First English Fruit Growers' Jam Factory.

JELLIES.

A GROCER WRITES:—"The Cambridge Lemonade is far and away the best I have sold yet. . . . . A customer to whom I introduced it has, within the last six weeks used four dozen. She said she had used every other lemonade she could get, but *CAMBRIDGE BEATS ALL.*"

CAMBRIDGE

LEMONADE

A QUICK LINE TO SELL, THEREFORE, A SAFE LINE TO STOCK

CHIVERS & SONS, LTD., HISTON, CAMBRIDGE, ENG.

CHIVERS'

"Very nourishing and digestible." *Family Doctor.*

"With Chivers' Powder the success of a custard is a foregone conclusion." *Ladies' Field.*

"Chivers' Patent Custards contain all the elements necessary to the nutriment of the body." *Analyst.*

MADE BY THE ADDITION OF MILK ONLY, NO SUGAR

PATENT

CUSTARDS

CHIVERS & SONS, Ltd., Histon, Cambridge, Eng.

First English Fruit Growers' Jam Factory.

CHIVERS'

SUBSTANTIAL RETAILERS' PROFITS.

PATENT

NO SUGAR REQUIRED.

BLANC-MANGES

CHIVERS & SONS, Ltd., Histon, Cambridge, Eng.

First English Fruit Frowers' Jam Factory.

CHIVERS'

ABSOLUTELY PURE.

FREE FROM ALUM

BAKING POWDER

This is a preparation of great digestive and dietetic value. Absolutely free from alum and any injurious ingredients. It has won the highest commendation of analysts and the good opinion of all who have adopted it in cookery.

CHIVERS & SONS, Ltd., Histon, Cambridge, Eng.

STUPENDOUS

IN DEPARTMENTAL STORE LANGUAGE.

Condensed Milk

Manufactured at **Antigonish,** in Nova Scotia's Famous Dairy County, by **The Canada Milk Condensing Co., Limited.**

193 Cases of 4-doz. Owl Brand 16-oz. tins, - - **$1.00** per doz.
211 Cases of 4-doz. Pheasant Brand, 16-oz. tins, - **.95** "
114 Cases of 4-doz. Royal Brand, 12-oz. tins, - **.90** "

Empire Brand Baking Soda

Packed by **Brunner, Mond & Co., Limited, Northwich, England.**

92 Cases, 120 x 8-oz. packages=60 lbs. - - **$1.75** per box.
81 Cases, 96 x 10-oz. packages=60 lbs. - - **1.75** "

Berkshire Brand Tomato Catsup

Put up by **Van Camp Packing Co.**

340 Cases of 2-doz. 14-ounce screw top bottles, - **$1.00** per doz.

TERMS: F.O.B. Montreal, Net 30 days or 1 per cent. 10 days.

HUDON, HEBERT & CIE,

MONTREAL.

THE MOST LIBERALLY MANAGED FIRM IN CANADA.

the part of one Toronto firm. We quote the following prices:

Halibut, "	0 12
Sea salmon, "	0 18
Whitefish, fresh caught, per lb	0 09
Haddock " per lb	0 06
Cod, steak " "	0 08
Perch " "	0 06
Mackerel, fresh, per fish	0 15
Trout, lake, per lb	0 07½
Herring, lake, per lb	0 05
Pike, per lb	0 05

Green Fruits.

A satisfactory week has been experienced in the green fruit trade. California navels are scarce, and 50c firmer in price than last week. There are very few Valencias on the market, and shipments have ceased; in addition, everything is out of cold storage. There is plenty of stuff from the recent Montreal shipments on the market, namely, Messinas and Spanish Valencias; these are the oranges which are generally supplying local trade at the present time; it is late in the season, and they are generally dry and thick-skinned, and do not compare favorably with Mediterranean sweets and Valencias. California Valencias will be on the market in a week. Lemons are not moving very well at the present time, on account of the cool weather. Higher prices are ruling in the New York lemon market. This will be the principal source of supply for the next four or six weeks, until Verdelli lemons come on the market. Sorrento lemons are quoted this week, for the first time. There is a big consumption of pines at the present time. Prices are at the lowest ebb now, and stocks most plentiful. Florida pines have appeared on the market, and are of splendid quality. Watermelons from Florida are on the market. North Carolina strawberries are out of the market, and the trade is now being supplied by Maryland and Delaware. It will be ten days before domestic strawberries wil lappear on the market; half a crop is expected this year. From six to eight cars of strawberries a week are being consumed in the Toronto market. Mississippi tomatoes are on the market in four-basket flat cases. The trade is well supplied with bananas, and prices are ruling firm. We quote the following prices:

California navels, per box	3 50	4 00
Messina lemons, new, 300's, per box	2 50	3 00
" " 360's, per box	2 25	2 75
Sorrento lemons, new, 300's, per box	3 00	3 50
Valencia oranges, 420 case	6 00	6 50
Valencias, large, per case	7 00	7 50
Havana pineapples, per crate	3 00	4 00
Bananas, large bunches	1 75	2 25
Bananas, red, per bunch	1 50	2 50
Apples, per bbl	3 00	4 00
California cherries, per 10-lb. box	1 75	2 00
Limes, per box		1 25
Strawberries, Delaware and Maryland, quarts	0 11	0 15
Mississippi tomatoes, per crate	2 25	2 50
Florida tomatoes, per crate	3 00	3 50
Watermelons	0 35	0 40

Vegetables.

The vegetable trade is improving, with an increased demand for green stuff, which is more plentiful than it was last week. Potatoes exhibit a tendency to become firmer. One dealer reports that from ten places on which he usually relies for supplies, he had great difficulty in obtaining any at all, and finally secured one small shipment. It is thought that supplies in the country are pretty well used up. When the price of potatoes advanced, farmers scurried around and marketed every potato that was available. It looks as if very few were left in the country at the present time, and as a result prices are certain to advance very shortly. Stocks of Egyptian onions are more than sufficient to supply the demand of the market, and in some quarters it is surmised there will be a loss on them. Prices have dropped 25 to 50c Old carrots are off the market, and have been replaced by new carrots and beets, each of which is selling at $1 per dozen. Parsnips are off the market. Rhubarb is easier in price, and green cucumbers firmer. Spinach and green cabbage exhibit a downward tendency. New potatoes are higher than they were last week.

Potatoes, per bag	1 00	1 15
Potatoes, per bag, car lots		0 90
Egyptian onions, per sack	2 25	2 50
Bermuda onions, per bush crate	1 25	1 50
Bunch lettuce, per doz. bunches	0 25	0 30
Radishes, per doz. bunches		0 25
Mushrooms, per lb.		0 75
Mint, per doz bunches		0 30
Parsley, " "		0 20
Sage, per doz		0 15
Savoury, per doz		0 15
Carrots, new, per doz		1 00
Beets, new, per doz		1 00
Egg plant		0 25
Artichokes, per bush		1 00
Yellow turnips, per bag	0 35	0 40
Leeks, per doz		0 40
Rhubarb, outdoor, per doz		0 20
Green onions, per doz		0 15
Green house water cress, per doz		0 25
Green cucumbers, per bush. hamper	2 50	3 00
Green cucumbers, per doz	0 40	0 50
Asparagus, outdoor, per doz	0 50	0 75
Florida spinach, per bush. hamper	0 60	1 00
Florida new potatoes, per bush	1 80	2 00
Green peas, per bush		1 50
" cabbage, per case	3 75	4 00
" beans, per bush	1 75	2 00
Waxed beans, per bush		2 50

Seeds.

The big trade in seeds is practically over, although there is a fair demand for the varietes quoted below, which will continue until July 1. Last week's prices continue unchanged. We quote the following prices:

Corn, Dent varieties, per bu. of 56 lbs	0 80	0 95
" Flint " " "	1 15	1 25
Millet, per bu	1 08	1 10
Hungarian, per bu	1 20	1 25

Grain, Flour and Breakfast Foods.

GRAIN.

The market has no special feature this week. Prices are firm, and the market steady, with but a fair demand. Manitoba wheat, Northern No. 1 and No. 2 have advanced 1c each. Manitoba wheat, Northern, No. 3, has advanced 1-2c. Red and white wheat per bushel, on track, Toronto, have declined 1 and 2c, respectively. Peas, per bushel, on track, Toronto, range 1-2 to 1c lower than they were quoted last week. We quote:

Manitoba wheat, No. 1 hard, per bush, Toronto		0 96½
" " Northern No. 1 " "	0 96	0 96½
" " " No. 2 " "	0 93	0 93¾
" " " No. 3 " "	0 89½	0 90
Red, per bushel, on track Toronto	0 96	0 97
White " " "	0 96	0 97
Barley " " "	0 46	0 48
Oats " " "	0 35½	0 36
Peas " " "	0 68½	0 69
Buckwheat " " " Nominal		0 55
Rye, per bushel, " " "	0 64	0 65

FLOUR.

Things are quiet in the flour market this week. Prices are firm, but the demand is not the best. We quote:

Manitoba wheat patents, per bbl	4 75	5 00
Strong bakers "	4 50	4 75
Ontario wheat patents "	4 60	5 00
Straight roller "	4 50	4 60

BREAKFAST FOODS.

There is a pretty fair demand for breakfast foods this week: rolled oats are selling especially well. Prices are firm all around. We quote:

Oatmeal, standard and granulated, carlots, on track, per bbl	5 05
Rolled oats, standard, carlots, per bbl., in bags	4 50
" " " " " in wood	4 75
" " " " for broken lots	4 90
Rolled wheat, per 100-lb. bbl	2 75
Cornmeal	3 50
Split peas	5 00
Pot barley, in bags	3 75
" in wood	4 00

Hides, Skins and Wool.

Wool continues to come in well, and is in good condition. The hide market is still firm. Lamb skins have advanced 5c on last week's quotation. Prices are firm all around. We quote:

HIDES.

No. 1 green, per lb	0 08
" 2 " "	0 07
" 1 " steers, per lb	0 08½
" 2 " "	0 07½
Cured, per lb	0 08½

CALFSKINS.

Veal skins, No. 1, 6 to 12 lb. inclusive	0 11
" " " 2 " " "	0 09
" " " 1 15 to 20 lb "	0 10
" " " 2 " "	0 08
Deacons (dairies), each	0 65
Sheep skins	1 00 1 25
Lamb skins	0 35

WOOL.

Unwashed wool, per lb		0 10
Fleece wool, new clip, per lb		0 17
Pulled wools, super, per lb	0 18	0 20½
" " extra "	0 20	0 22

QUEBEC MARKETS.

Montreal, June 9, 04.

Groceries.

SUGAR added a new interest this week by dropping five cents all around. This drop takes effect in Ontario and Quebec, and later news shows a drop also in the Maritime Provinces. Generally there has been an improved demand from the country, and orders, although numerous, continue small. Canned goods are moving out by degrees, but no quotable change has taken place. Cochin ginger is very low in price, and the demand for Jamaica for manufacturing purposes is still slow. It is thought that a good hot summer would put this article on a better footing. Black pepper is steady, with an advance tendency; values remain unchanged in white pepper. Advices from Singapore show that some speculative buying has been going on in flake tapioca. Buyers anticipate a higher range of values, but no one in this district will dare say how soon. Hemp seed is reported dearer, as most of it comes from Russian sources, so that the advance is likely to continue. Canary seed remains at the same price, but is selling freely. The market is steady for rice, but native cleaned Ran-

FOR SALE—Good paying General Store Business, County Simcoe; stock and fixtures about $9,000; well bought; turnover $20,000; postoffice worth $300.00 in connection: small opposition; private reasons for selling; stock reduced to suit purchaser; snap for quick deal. Don't inquire unless you mean business. Address, Box 140, CANADIAN GROCER, Toronto. (25)

Special Announcement!

McGREGOR'S MARMALADE

"ABSOLUTELY PURE."

A staple article in all first-class grocery stores will in future be made by McGregor-Harris Co., Ltd., under the personal supervision of Mr. McGregor, the originator. For sale by all leading wholesale grocers and fruit merchants.

PRICES—Doolittle Quarts, $3.25; pound jars, $1.50; tumblers, $1.00 per doz. F.O.B. Toronto; Quaker Marmalade, $1.70 per doz.

McGregor - Harris Co., Limited

33 Pearl St., TORONTO.

TOBLER'S SWISS MILK CHOCOLATE

is delicious. Try it.

BROWNE & WELLS, Limited, TORONTO

CANADIAN AGENTS.

FISH AND OYSTERS

WHOLESALE.

The F. T. JAMES CO., Limited

76 Colborne Street, TORONTO.

EGGS

We will buy your eggs F.O.B. all year.

CORRESPONDENCE SOLICITED.

The WM. RYAN CO., Limited

70 and 72 Front St. E., Toronto,

BUTTER and EGGS

—WE ARE—

BUYERS and SELLERS

Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

Rutherford, Marshall & Co.

Wholesale Produce Merchants,

TORONTO.

goon is slightly dearer. The holder of the apple "corner" is evidently getting his end of the affair now, for the evaporated goods have gone up to 7 1-2c. A certain cable published in a daily paper, to the effect that molasses had declined at the islands, has not been heard of from Barbadoes. In fact, molasses, while still low in price, has not declined, to the knowledge of the trade, this week. Green fruits are still indifferent in tone, but in a couple of weeks the California stock is expected, and certainly the low state of the lemon and orange market must change at an early date. Oranges, it is expected, may continue in moderate supply until July. Coffee continues firm and in good demand. Planting Opinion of recent date states that with the world's consumption of coffee two million bags in excess of the total production, and prices on the ascendant, coffee plantations look like a more satisfactory investment than "ship building trusts." Finer qualities of coffee continue to be reported scarce. From abroad it is learned that the amount of coffee coming forward is much less than it was at this time last year.

SUGAR.

The recent advances in sugar were evidently unwarranted, for a drop took place of five cents all round this week, taking effect in Ontario and Quebec, as well as in the Maritime Provinces. The future prospects of sugar are therefore interesting. The production in Cuba has now almost entirely ceased, and as the crop is likely to be 200,000 tons less than the earlier estimates, it is easily seen that the statistical position of the sugar market is still strong. The early closing of the Cuban crop, the anxiety of the West Indian planter, and the favorable prospects of green fruit all over the American continent, tends to strengthen Old Country holders of sugar. In fact, it has been stated in the Old Country that unless the value of beet sugar should further increase, the parity of American and European values might possibly very nearly assimilate. Grocery sugars are in steady demand, and raw sugar still holds a strong market. From France it is reported that the sowings have been finished, and the sprouting, as well as the developing of young plants, has suffered no serious damage. News from other continental countries seems satisfactory, as the sowings are everywhere ended, and the plants are coming up well.

Granulated, bbls.	$4 40
" ½-bbls	4 55
" bags	4 30
Paris lump, boxes and bbls.	4 90
" " ½-boxes and 1½-bbls.	4 90
Extra ground, bbls.	4 75
" " 50-lb. boxes	4 95
" " 25-lb. boxes	5 05
Powdered, bbls	4 55
" 50-lb. boxes	4 75
Phoenix	4 30
Bright coffee	4 15
" yellow	4 10
No. 3 yellow	4 10
No. 2 "	3 90
No. 1 " bbls.	3 80
No. 1 " bags	3 70
Raw Trinidad	3 20
Trinidad crystals	3 30

SYRUPS AND MOLASSES.

The report that molasses had dropped at Barbadoes has not been confirmed, and no quotable change has taken place in the price; molasses is still cheap, but large dealers do not anticipate further decline for some little time yet. Even future estimates are indefinite regarding the price of molasses; it will be easier to determine prices when some of the early schooners come in July. We quote:

Barbadoes, in puncheons	0 26
" in barrels	0 28½
" in half-barrels	0 29½
New Orleans	0 22 0 35
Antigua	0 37
Porto Rico	0 45 0 48
Corn syrups, bbls.	0 02½
" ½-bbls.	0 02½ 0 03
" ¼-bbls.	0 03
" 38½-lb. pails	1 30
" 25-lb. pails	0 90
Bbls., per 100 lb.	2 75
½-bbls. "	2 75
Kegs "	3 00
Cases, 2-lb. tins, 2 doz. per case	1 90
" 5-lb. " 1 doz. "	2 25
" 10-lb. " ½ doz. "	2 25
" 20-lb. " ¼ doz. "	2 10

COFFEE.

Coffee still maintains a strong position. Receipts seem to be falling off abroad. Reports come to hand that the new crop will be late, and also that frost and bad weather have been experienced in Brazil, which might have a remote influence upon the tone of the market. Some estimates in the Old Land are to the effect that the coffee crop will turn out somewhere between a million and a million and a-half bags less than last year. We quote:

Good cucutas	0 10 0 10½
Choice "	0 11½ 0 12½
Jamaica coffee	0 10½ 0 11
Java	0 18 0 22
Mocha	0 16 0 19
Rio	0 08 0 09

TEA.

Tea remains the same as it was last week, with no marked change in price. The first new Japan is selling freely, from 30 to 35c. Firms who were fortunate enough to get the early shipments have found ready sale. Congou teas continue to hold their strong position, and prices are high. Common grades have especially realized good prices. The demand for green tea is light. The market for fancy teas is quiet also. Ceylon teas continue to hold their own. No quotable change has taken place in the market. Planting Opinion, from New York, states that it is reported that Ceylon tea tasters are complaining of their experience with rubbishy teas. This, however, has not come to any local dealer's notice, and might have been an accident. The first sale of Indian tea opened May 20. Rain is reported to have interfered with the leaf. Best teas have not come forward. We quote:

Good to medium Japans	0 18 0 24
Fine to choice Japans	0 25 0 35
Ceylon greens	0 16 0 20½
Indian greens	0 18 0 30
Japan style China congoes	0 10 0 10
Pealeaf and Pinhead Gunpowders	0 23 0 40
Coarse to good Gunpowders	0 13 0 22
Ceylon blacks	0 14 0 30
Indian "	0 12 0 20

CANNED GOODS.

Canned goode are very interesting, although comparatively quiet. Tomatoes

have maintained the strong position of last week. Sardines hold high prices. According to news from the French packers, there is likely to be another season of high prices. The trade would be well advised if they prevented their stocks from running too low, and to buy from existing parcels, which are likely to be more salable than newly-packed fish. The shipments of pineapples have been reported light by many thousand cases, in comparison with the corresponding period of last year, which has tended towards a firmer market. Canned meats and tongue have been very quiet, and if anything are slightly easier. There seems to be a good demand for California fruits, especially in lower grades. Pears and apricots do not seem to be plentiful. Salmon is moving steadily, the chief inquiry being for best grades of Alaska, which are the cheapest grades offered. Corn and other vegetables are still maintaining their strong position. We quote:

Tomatoes		1 15
Corn		1 15
Peas	0 87½	1 50
String beans	0 85	0 90
Strawberries, preserved	1 40	1 60
Succotash		1 00
Blueberries		1 10
Raspberries		1 47½
Lawtenberries, 2s		1 57½
Raspberries, black		1 42½
Gooseberries		1 63
Pears, 2s	1 52½	1 67½
" 3s	2 00	2 20
Peaches, 2s	1 63	1 77½
" 3s	2 57½	2 72½
Plums, Lombard 2s		1 35
" Green Gage, 2s		1 47½
Cherries, red pitted, 2s		2 30
Baked beans, 3s		1 03½
3-lb. apples		0 90
Gallon apples		2 20
2-lb sliced pineapples	2 00	2 10
Grated pineapples		2 40
Singapore whole pineapples		2 40
Pumpkins, per doz		0 95
Spinach		1 00
Sugar beets	0 90	1 40
Salmon, pink	0 90	1 00
" spring		1 40
" Rivers Inlet red sockeye		1 50
" Fraser River red sockeye	1 50	1 70
Lobsters, talls		3 45
" 1-lb. flats		4 00
" ½-lb. flats		2 25
Canadian Sardines, ¼s	3 65	4 00
California asparagus	4 50	5 00
Asparagus tips	3 50	3 75

Foreign Dried Fruits.

The market is very quiet for dried fruits. The lower quality of currants is becoming more neglected, when compared with those better sorts which show so much advantage to the purchaser. Sultanas, although quiet, maintain a steadily advancing price, with what few sales do take place. Holders seem to feel that a steady advance will take place ultimately, and are playing a waiting game. Crop news continues unsatisfactory. The demand for Valencia raisins has improved slightly, but the market is really unchanged. We quote:

VALENCIA RAISINS.

New, finest off-stalk, per lb	0 06	0 06½
Selected, per lb		0 07
Layers "	0 07½	0 07½

FIGS.

Comadres, per tapnet	1 00	1 10
Elemes, per box, new		0 90

DATES.

Dates, Hallowees, per lb	0 03½	0 03¾

CALIFORNIAN EVAPORATED FRUITS.

Apricots, per b		0 12½
Peaches "		0 09½
Pears "		0 12½

MALAGA RAISINS.

London Layers	1 75	1 90
"Connoisseur Clusters"		2 00
"Royal Buckingham Clusters," ½-boxes		1 00
"Excelsior Windsor Clusters"		4 25
" " ¼s		1 25

CALIFORNIAN RAISINS.

Loose muscatels, per lb	0 07½	0 08
" " seeded, in 1-lb. packages		0 10½
" " in 12-oz. packages		0 08

PRUNES.

	Per lb.	Per lb.
30-40s		0 09
40-50s		0 08
50-60s		0 07½
60-70s		0 06½
70-80s		0 06
80-90s		0 05½
90-100s		0 05
Oregon Prunes (Italian style) 40-50s		0 08
" 50-60s		0 07½
Oregon prunes (French style), 60-70s		0 06½
" " " 90-100s		0 04½
" " " 100-120s		0 04

CURRANTS.

Fine Filiatras, per lb. in cases	0 04½	0 05
" " cleaned	0 05	0 05½
" " in 1-lb. cartons	00 6	0 06½
Finest Vostizzas "	0 06½	0 07½
Amalias "		0 05½

SULTANA RAISINS.

Sultana raisins, per lb	0 06½	0 08
" 1-lb. carton		0 09
Shelled Walnuts	0 19	0 20

Green Fruits.

The green fruit market is decidedly dull. The immense supply of oranges and lemons has glutted the market to such an extent that no relief is expected for some little time yet. However, in about a couple of weeks California fruit is expected, and the market may change a little then. Lemons are a little higher in sympathy with the advance in the New York market. Strawberries took a notable drop to 10 and 12 1-2c. Egyptian onions dropped from $2.30 to $1.75 per bag, owing to copious supplies of last of the season's shipments. Cabbages have dropped from 50 to 75c a crate. Cherries are now in stock, and are selling at $2.50 per ten-lb. box. Pineapples are a little firmer. We quote:

Cocoanuts, per bag of 100		4 00
Canadian apples, in bbls	2 75	4 50
Pineapples, 24 to case	3 75	4 00
" 30 to case		3 50
Bananas	1 50	2 25
Egyptian onions, per bag		1 75
Bermuda onions, crates		1 00
New Messina lemons 300's		2 75
" " " 360's		2 50
California navels	3 00	2 25
Florida tomatoes, per crate	2 70	3 00
Cucumbers, per doz		0 50
Spinach, bbl		3 25
Asparagus, per basket		1 00
Radishes, per doz		0 45
Strawberries, qts	0 10	0 12½
Peanuts, Bon Tons		0 12
" Sun brand		0 11
" Diamond G brand		0 09½
" Coon brand		0 07½
New Brazils		0 13½
New potatoes, per bbl		7 50
Cabbage, per crate	2 00	2 75
Mushrooms, per lb		0 60

Fish.

All kinds of fish are selling freely, except brook trout, which is very scarce, and is selling at 80c. Gaspe salmon has dropped to 19c, and British Columbia salmon to 15c, and all kinds of fish are easy in price. Lake trout maintains its firmness at 8c. Fresh boiled lobsters have dropped to 10c. The arrivals are plentiful, and the demand is generally good. One large dealer stated that it was many years since he had noted such a strong demand for fish. We quote:

Haddies		0 07½
Smoked herring, per box		0 18
Fresh haddock, per lb		0 04
Pike, " round and dressed		0 06
Halibut, fresh, per lb		0 10
Gaspe salmon, fresh per lb		0 19
Fresh B. C. salmon		0 15
Fresh steak cod		0 05
Lake trout, per lb		0 08
Whitefish		0 08
Dore		0 08
Fresh mackerel		0 08
Lobsters		0 10
Dressed bullheads		0 08
No. 1 Labrador herring in 20-lb pails	0 75	0 85
No. 1 Herring, Labrador, per bbl		4 75
" " half bbl	2 75	3 00
No. 1 Holland herring, per half bbl		6 50
No. 1 Scotch herring, " "		6 50
" " per keg		0 95
Holland herring, per keg	0 65	0 75
No. 2 green cod bbls. 200		5 00
Salt mackerel, pail of 20 lbs		1 60
Boneless cod, 1 and 2-lb. blocks, per lb		0 06½
" fish, "		0 05
" " loose, in 25 lb. boxes		0 04½
Boneless fish, in crates 12 5-lb. boxes		0 05
Pure Georges cod, 40 lbs		0 7½
Skinless cod, cases 100 lb		4 75
B. C. salmon, choice red, per bbl		15 00
B. C. salmon, ½-bbl		8 00
Marshall's kippered herring, per doz		1 40
Canadian kippered, per doz		1 00
Canadian ¼ sardines, per 100	3 75	4 00
Canned cove oysters, No. 1 size, per doz		1 30
Canned cove oysters, No. 2 size, per doz		2 25
Standard bulk oysters, per gal		1 50
Selects		1 75

Country Produce.

EGGS.

The steadiness of the egg market has been well maintained, with a good demand. The receipts were 1,604 cases on Monday, being nearly double those of Saturday, while no quotable change took place in the market on spot. Buyers state that they lowered their price to 14c for points east of Toronto. Sales were made in Montreal at 15 to 15 1-2c, and seconds at 14 to 14 1-2c per dozen.

BEANS.

The bean market is absolutely featureless, choice primes were sold at $1.40 to $1.45, and primes at $1.35 per bushel, while choice primes sold in car lots at $1.35 and primes at $1.30 per bushel.

HONEY.

Honey remains in the same position. White clover is quoted at 13 1-2 to 14c. Extracted white clover remains at 8 1-2 to 9c in 10 lb. tins, and 7 to 7 1-2c in 300 lb. kegs. Buckwheat remains at 6 and 7c.

MAPLE PRODUCTS.

Little business is doing in maple products at this time of the year, only small lots being sold. We quote:

Maple syrup, in wood, per lb	0 05½	0 06
Maple syrup, in large tins	0 80	0 85
Pure sugar, per lb	0 07	0 07½
Pure Beauce sugar, per lb	0 08½	0 09

POTATOES.

A quiet tone has marked the potato market, owing to the fact that buyers are well supplied. Sound stock sold 65 to 75c a bag, ex track. Some sprouted stock was offered at 60c, ex track. Some jobbers sold ex store at 85 to 90c a bag.

Flour and Feed.

FLOUR.

Flour is still low in price, with no immediate hope of an advance; in fact, one large manufacturer spoke very discouragingly of the future of flour. We quote:

Manitoba spring wheat patents		4 90
" strong bakers'		4 60
Winter wheat patents	5 10	5 25
Straight rollers	4 85	5 00
Extra	3 80	3 90
Straight rollers, bags	2 30	2 35

SPECIAL NOTICE

TO THE TRADE

Retail merchants in placing orders for futures in "Quaker" Canned Goods have little to fear that their orders will not be fully taken care of. Every year since we commenced business five years ago we have made large additions to the plant to try and keep up with the demand for "Quaker" Goods. While with these past improvements we have not been quite able to keep up with the demand, this year with an increased acreage of forty per cent. and an outlay of eighteen thousand dollars in addition to the plant, we fully expect to be able to cope with all business offered us. In reference to labels, for this year we have made some very handsome additions. Sample books of these labels will shortly be in the hands of the travellers representing wholesale houses who are handling "Quaker" Goods.

The following is a list of the firms throughout the Dominion handling "Quaker" Canned Goods :

H. P. Eckardt & Co., Toronto.
Randall & Roos, Berlin.
George Watt & Sons, Brantford.
John Garvey, London, Ont.
Kelly, Douglas & Co., Vancouver, B.C.
W. H. Malkin Co., Vancouver, B.C.
R. P. Rithet & Co., Victoria, B.C.
Geo. Robertson & Son, Kingston, Ont.
J. A. Mathewson & Co, Montreal.
Dearborn & Co, St. John, N. B.
Codville & Co., Winnipeg.
Hudson's Bay Co., Vancouver, B.C.
Baker, Leeson & Co., Vancouver, B.C.
W. J. McMillan & Co, Vancouver, B.C.
Alex. McDonald & Co., Vancouver, B.C.

Bloomfield Packing Co.

LIMITED

Bloomfield, June 6th, 1904.

Bloomfield, Ont.

BUSINESS CONDITIONS IN BRITISH COLUMBIA.

Special Correspondence of THE CANADIAN GROCER

Vancouver, B. C., June 3, 1904.

A HEAVY movement of beef and general freight for Dawson and the north has begun. For the next fifteen days there will be large consignments of beef, cattle, sheep, hogs, etc., sent north by various freighters. The steamer Venture, chartered by the MacKenzie Bros. Co., Limited, last night sailed from this port with no less than 600 head of live stock, including cattle, sheep, hogs and horses, the cattle predominating. The hulk Henriette, formerly a French sailing ship, but now used as a cargo carrier, towed by the tug Escort No. II, will leave next week with a similar large cargo of live stock. The Venture carried, in addition, some large consignments of general merchandise, 500 tons in all. In addition her bunkers were filled with two or three hundred tons of coal at Union before the vessel loaded her cargo here.

* * *

The Seattle business men who are standing aside and seeing the regular trade of the Yukon being done by Canadian houses now, which was formerly practically monopolized by the merchants of the Sound cities, are getting anxious. The latest from Seattle showing their attitude is a discussion of the difficulties set in the way of the contractors for supplying the Alaskan army posts. The reason the Seattleites object is that the trade goes by way of Skagway to White Horse, and then down the Yukon past Dawson to the posts in U. S. territory. The War Department has even sent some soldiers that way, but to even this objection is taken. The U. S. transportation people object to making business for the White Pass road, which is partly in Canadian territory. The river steamers from White Horse down to Dawson must be Canadian vessels, and so the larger part of the carrying falls into the hands of the White Pass people. The United States companies can only carry via St. Michaels and the Lower Yukon, but it would be a bad handicap if all the supplies for the United States posts had to be sent that way. In fact, some supplies could not be sent at all. The United States law is that goods cannot be shipped between two United States points except in American vessels or on American roads. This is physically impossible for shipments via White Horse and Dawson. The regulation of the Customs' Department in Canada is that the Dominion Government will not allow American steamers to engage in trade on the Yukon between White Horse and Dawson. The difficulty so far is confined to the United States War Department and the United States transportation companies, which are making strong representations to forbid the carrying of goods by the upper river.

* * *

Market matters in British Columbia this week are fairly active. Northern shipments, as noted above, are beginning to move rapidly. In produce there is some tendency to hold the quotations on eastern butter up. One commission man notified his customers in the wholesale trade that since last quotation on which they had bought the price east

THE GREATEST BARGAINS

are those which appeal so strongly to customers that they sell on sight.

The extraordinary sale of

Clark's Pork and Beans in Chili Sauce

proves this line one of the

GREATEST BARGAINS ON RECORD.

CAPSTAN BRAND

High-grade Tomato Catsup

Put up in 10-oz. and 20-oz. bottles of a new design, and is very attractive.

This Catsup is far superior to many others and is giving perfect satisfaction.

Ask your wholesale grocer for it or see our travellers' samples.

The Capstan Mfg. Company, Toronto, Ont., Can.

EPPS'S

GRATEFUL. COMFORTING.

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.

In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg.

THE MOST NUTRITIOUS. COCOA

TRADE MARK

This design a guarantee of quality.

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ALL GRADES, AND BEST OF EACH

GREY, RED-BROWN, MANILLA, FIBRE, TEA, ETC.

Samples and Prices for the Asking.

CANADA PAPER CO.

TORONTO LIMITED MONTREAL

BLACK JACK

TRY A 3 DOZ. CASE

A BIG WINNER

ASK YOUR JOBBER FOR IT

SELLS ON SIGHT

FIRST NEW JAPAN

NOW IN STORE

We have the first New Season Japan to arrive in Canada this year. Also special values in last season's Japans. Write for samples. Best values offered anywhere.

James Rutherford & Co.

DIRECT IMPORTERS OF TEAS AND COFFEES

27 St. Sacrament St MONTREAL.

CEYLON TEA BLACK and GREEN.

Just received direct from the gardens—

76 boxes Fine Golden Tipped Pekoe.

115 boxes Fine Young Hyson, Green.

SEND US YOUR NAME. WE WILL BE HAPPY TO SEND YOU SAMPLES AND PRICES.

PROVOST & ALLARD, Wholesale Grocers, OTTAWA.

Picnic Season is at Hand.

Rowat's Pickles

10-oz. Bottle

is a picnic favorite. Just the right size to take along. Sells at 10c. retail. Every one of your customers should have it. Larger bottle for larger parties.

ROWAT'S and RELIABILITY are synonymous terms.

ORDER THROUGH YOUR JOBBER

Snowdon, Forbes & Co., - Montreal

F. H. Tippet, St. John, N.B. F. K. Warren, Halifax, N.S. C. E. Jarvis & Co., Vancouver, B.C.

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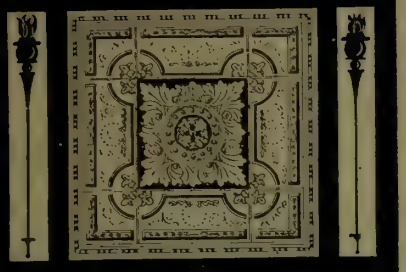

Easily applied—most moderate in cost—fire-proof, sanitary and wonderfully durable—with countless designs to select from.

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METALLIC ROOFING CO., Limited

Wholesale Mfrs. TORONTO, CANADA.

Merchants Who Buy Hides

I purchase Hides, Calfskins, Sheep Pelts, Tallow and Bones. I pay spot cash, full market values, freights, customs charges. I want an agent in every town and village in Canada. I furnish the money and keep my agents fully posted. Write me for fuller particulars.

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GUN SHOP and MODEL SHOP,
Warren White Sulphur Springs,
Totten P. O. Virginia.

"I Want Brock's."

IT DIED.

Poor bird seed—no other reason. And the grocer was blamed.

SELL A SAFE SEED.
SAMPLES ON REQUEST.

NICHOLSON & BROCK, - TORONTO

had advanced 1¼c. As a consequence eastern Canadian butter, which last week jobbed at 20c and shaded for larger quantities, is now held stiff at 20½c. The local creameries are still selling at 25c, but as noted last week, that price will be held firm and may rise again. Eggs are still firm at 22½c, and not very plentiful. Local egg supplies are much less liberal than for a while when the Spring first opened. Importations are practically all from Ontario. Facilities for gathering and packing uniform cars are wanting in the Northwest, and the trade here apparently is willing to pay for the good article from Ontario.

Cheese has been bobbing round a good deal in sympathy with changing quotations from the east. Prices are, however, fairly average at 11½c to 12c. The only stock now on hand is some early fodder cheese from the east

* * *

In groceries there is to be noted the same abnormal condition in the tinned vegetables which has always marked this market. Corn can be bought here by retailers in small lots at 3c less per dozen than it now costs to lay it down, at present eastern quotations. The price east to retailers is $1.25. Here it is $1.15 per doz., and apparently not likely to change, though there has been some effort to get it up to $1.25. Other vegetables are about as last quoted, $1.15 for peas and beans, $1.50 for tomatoes.

In dried fruits, there are some very cheap prunes in boxes quoted from California. As low as 4c, and from that up, is asked. California figs, also in boxes, are quoted from California as low as 4c. Apricots are scarce and high. So are peaches, while dried pears are very scarce and a good article can hardly be got at all.

* * *

In fruits, the newest line is fresh apricots,—very good quality, too, for first of the season. They are $2.75 per crate of 20 lbs. Royal Ann cherries, as well as Black Tartarians, are now plentiful. The price is $1.65 to $1.75.

Local strawberries are beginning to come in, and are practically going to head off the Hood River, Oregon, stock, which usually has a fortnight's run on this market after the Californias are out, and before the local berries come in. This year the Oregon and Washington fruit is so late that locals are beginning to arrive with them, and will, of course, shut them out. The price is still high, as the quantities are yet small. Next week there will be big supplies. Present figures run from $4 to $5 for the 24 box crate.

Oranges are quoted a little higher. Bananas are perhaps 25c per bunch lower, at $3 to $3.25, with extra large ones at a special figure. Pines from Mexico are $3.50 up per doz.

* * *

In vegetables, potatoes have dropped way down. Ashcrofts can be bought for $20, and locals at your own price, though $12 per ton is asked and there is not enough demand to take up the offerings. New California potatoes are selling at 3½ to 4c per lb.

Wax beans, 14 and 15c per lb.; string beans, about the same; green peas, 5 and 6c per lb. Asparagus is selling at $2 to $2.25 per crate of 20 lbs. Celery is out of the market just now.

CONDENSED OR "WANT" ADVERTISEMENTS

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postages, etc.

SITUATIONS WANTED.

AS assistant miller; good stone dresser; good references; would take charge of small mill. Toronto Newspaper Agency, Guelph. f

BY young married man as grocery salesman; 10 years' experience; best of references. Addreas Edward Little, Galt, Ont. (24)

SITUATIONS VACANT.

BAKER WANTED—Young man; improver on bread and cakes; state wages. Box 466, Collingwood. f

MILLER wanted, with three or four years' experience; strong and active; immediate engagement. Apply to The Woodburn Milling Co., Limited, Glencoe. f

SCOTCH or Irish trained grocery salesman; young man, with at least five years' experience; for western town; permanent position. Apply Merchants' Mantle Manufacturing Co., 36 Wellington street east, Toronto. f

BUSINESS CHANCES.

GROCERY or general stock wanted in exchange for farm; value twenty-five hundred; can pay small cash difference. S., Box 303, Tilsonburg. f

GOOD paying general store business, Northern Ontario; stock $14,000; turnover $45,000; small opposition; good reasons for selling; an excellent opportunity for one or two persons with capital; principals only. Box 138, CANADIAN GROCER, Toronto. (24)

MANUFACTURERS or packers of specialties suitable for Italian warehouses, grocers, etc., desirous of placing their goods on the Irish market should communicate with N. MORROW, 16 Kansas avenue, Belfast. (30)

WANTED TO BUY—Grocery, bakery, flour and feed, general store; British Columbia preferred. D, Globe Agency, London.

FOR SALE.

BROKEN BISCUITS—Sweet, ten pounds for a quarter, at 44 Duke street, Toronto. f

BUTCHER shop front, and grocers, with plate glass. Evenings, 158 St. Helens avenue, Toronto. f

CHEAP grain and flour bags, holding two bushels; sound; no patches. John H. Rowell, flour and grain merchant, Montreal. f

FOR SALE—A good refrigerator. Apply 34 Arthur street, Toronto. f

FOR SALE—Grocer's counters and shelving. Apply Geo. Pears, Grosvenor st., Toronto. f

GROCERY STOCK for sale; central; cash trade; established stand; $176 cash or terms, rent $12; five rooms, store and stable; immediate possession. Apply 210 Queen east, Toronto. f

EVERY GROCER DOES NOT SELL

VAN HOUTEN'S COCOA

but nearly **All First-Class Grocers** do. And **Every Grocer** who has a single customer that drinks Cocoa should retain that customer by supplying **Van Houten's.** Custom is retained by supplying the best goods in any line. The best Cocoa is **Van Houten's. Best and goes farthest.**

Dominion Agents { J. L. WATT & SCOTT, - - TORONTO
WATT, SCOTT & GOODACRE - MONTREAL

MOTT'S DIAMOND CHOCOLATE

Grand **T**runk **P**acific

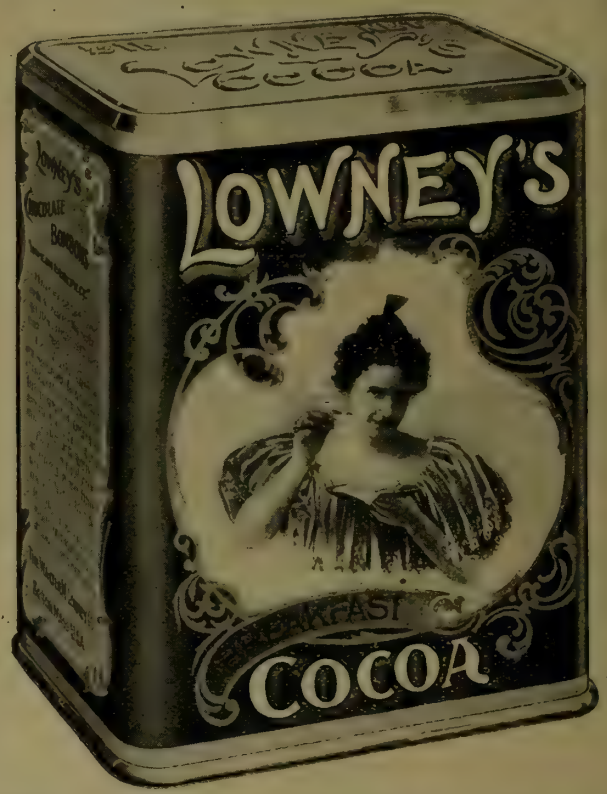
is a comparatively recent issue, but

Good **T**rade **P**olicy

has been ***MOTT'S*** method for ***60 years.***

John P. Mott & Co.
HALIFAX, N.S.

SELLING AGENTS:
J. A. TAYLOR, MONTREAL. R. S. McINDOE, TORONTO. JOS. E. HUXLEY, WINNIPEG.
THORNE, BERRY & CO., VANCOUVER, B.C.



Received Highest Award **GOLD MEDAL** Pan-American Exposition

The full flavor, the delicous quality, the absolute **purity** of **Lowney's Cocoa** distinguish it from all others. It is a **natural** product; no "treatment" with alkalies or other chemicals; no flour, starch, ground cocoa shells or coloring matter; nothing but the the nutritive and digestible product of the **choicest** Cocoa Beans. A quick seller and a **profit** maker for dealers.

THE WALTER M. LOWNEY COMPANY, No. 447 COMMERCIAL STREET, **BOSTON, MASS.**

New Crop Maple Syrup and Sugar

Prompt delivery guaranteed for **FOREST BRAND.** Freight prepaid in reasonable lots Sugar in pound and half-pound blocks. Syrup in tins, bottles and wood.

We feel quite sure the quality will please you.

The F. J. Castle Co., Limited, WHOLESALE GROCERS.
OTTAWA,——————CANADA.

THE HANDLING, DISPLAYING AND SELLING OF FISH.

IN no department of the grocery trade has more marked improvement been shown during the last few years than that given over to fish. Formerly the fish department was hardly worthy of the name. A barrel or two of salted fish, a few cases of dry salted stock, and perchance a dozen fresh fish, constituted the regulation supply. To-day many grocers make a specialty of their fish trade to the extent of having a distinct fish department. Instead of a few staples such as herring and finnan haddie, fish are now to be seen in almost any up-to-date grocery in great variety. Sea fish and fresh water fish have captured the market. Sea salmon and salmon trout, white fish, halibut, bass, cod, haddock, shad, perch, lobsters, oysters, shrimps, and numerous other kinds are all sold by the retail grocer.

Fish Display.

The methods of displaying fish nowadays would have been an eye-opener to the pioneer Canadian grocer of fifty years ago. Art in the display of fish was a thing unknown in those days. A customer was served direct from the fish barrel or disorderly pile of fresh fish. Now he is treated to a fine display of fresh water, sea and salted fish, arranged in the fish section of a store. The department will be finished perchance in white marble and glazed tile, with a large slanting marble table in the centre, on which are arranged the largest fish by themselves and the smaller ones in dozens or half dozens on platters, garnished with parsley, lettuce and fancy vegetables. The centre of this table will be surmounted by a pyramid of ferns and palms. An equally attractive display will be shown in the front window. During the Winter months, platters and marble slabs are utilized. Under no circumstances will there be any piling or bunching of the individual fish after the heterogeneous fashion of years ago. The utmost care is shown nowadays in the arrangement of a fish window. In all probablility fillets of salmon or a dozen salmon steaks will have a place. In the Summer season when such a display is out of the question, the window will be turned into an aquarium, and the transient trade attracted by a collection of live gold fish, brook trout, etc.

A grocer need never fear the result of overscrupulousness in window display. One prominent Toronto grocer who has made a big success of his fish department had no hesitation in saying his window display had always been a big drawing card. "Customers," said he, "like to see fish arranged in the most attractive manner possible, and in this, as in every other department, it is up to the grocer to give his customers just what they want. Success in the grocery trade depends largely upon the care that is exercised in catering to one's customers."

In handling fish there are marked peculiarities in the requirements of trade to-day. The up-to-date grocer scales, skins and cleans all his fish ready for the table. In nine out of ten households there is a prejudice against fish just because so much disagreeable labor and inconvenience has become associated with the operation of getting them ready for the table. The fastidious cook is now saved all this trouble, and the result to the grocer is increased sales and an enviable reputation. "Of course the extra trouble taken has to be paid for," says the grocer, "but as a rule customers appreciate the service and willingly pay the price."

A feature of the fish trade during the last two or three years has been the filleting of fish. Only one cook or chef in a hundred understands the work of boning, skinning and cutting. This difficulty is now solved and the grocer supplies the article for cooking. Lobsters are boiled alive and cooked by the grocer, never bought already cooked, as the flavor is impaired if the lobster is killed before cooking.

Without question a fish department carried on along somewhat similar lines to those mentioned above could be made a success in a city or a town grocery where there is sufficient first-class trade among which a demand may be created for high-class fish prepared in good style. One thing that is necessary, however, is that the town grocer shall have good facilities for obtaining first-class sea and lake fish at frequent intervals. With good cold storage fish can be kept perfectly for a week. Ice must always be fresh, however, and ordinary care exercised in keeping the fish clean and well aired.

City grocers who have made a feature of their fish department say their chief reason for following up the fish trade has been to complete the link in the chain of edibles which every grocer should carry in the same way that they have taken up the provision and fruit trade. The fish trade helps other business and vice versa. It always pays a grocer to supply everything a housewife requires for her table. These remarks are equally applicable to the grocery trade in the larger towns of Canada.

SUCCESSFUL ADVERTISING

What one of the largest and best grocers in Canada has to say:

"As per your advertisements in THE CANADIAN GROCER please send me 2 cases **PERFECTION CREAM SODAS** — 2 dozen 3-lb. cards and 2 dozen 3-lb. tins. I am willing to give them a trial, and you seem to have a good make. Yours truly, _____"

This man is a regular customer now. Here's a later letter from him:

"I must certainly say that your **PERFECTION CREAM SODAS** are better than I expected. I find my customers prefer them to any I can buy.
Please send, etc."

Are YOU our customer?

You ought to be.

THE Mooney Biscuit & Candy Company,
LIMITED,
Stratford, - Canada.

BRANCHES:
WINNIPEG Manitoba and HAMILTON Ontario

To Manufacturers' Agents

THE CANADIAN GROCER has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a Special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

Address, BUSINESS MANAGER,
CANADIAN GROCER,
Montreal and Toronto.

ANY OLD SPICES may suit some people? BUT if you cater to discriminating people and want QUALITY and SATISFACTION, handle

S. H. & A. S. EWING'S High-Grade SPICES

S. H. & A. S. EWING
ESTABLISHED 1845.

The Montreal Coffee and Spice Steam Mills
55 Cote St., MONTREAL

During the summer, when Picnics, Excursions, Fishing and Tourist Parties are in full swing, every grocer will find it profitable to suggest

Borden's "EAGLE BRAND" Condensed Milk, and
Borden's "PEERLESS BRAND" Evaporated Cream

Quality the Best, Price no Dearer than Inferior Goods—Think this Over!

SELLING AGENTS IN CANADA:

WILLIAM H. DUNN, MONTREAL

Erb & Rankin, Halifax, N.S. | Scott, Bathgate & Co., Winnipeg, Man. | W. S. Clawson & Co., St. John, N.B. | Shallcross, Macaulay & Co., Victoria and Vancouver, B.C.

I APPEAL to the readers of THE CANADIAN GROCER, who I know are the best buyers of High-Grade Goods in the country. I want to say that my Old English Candy,

MACKINTOSH'S TOFFEE

is the most delicious and best Candy made, pure as the crystal springs.

This Old English Candy has made me famous the world over. I am called **THE TOFFEE KING OF ENGLAND** because I am by far the largest manufacturer of Toffee over there. Handle this line and you have a trade winner. Write for prices, etc., at once.

CHARLES GYDE, 20-22 ST. FRANCOIS-XAVIER STREET, **MONTREAL.**

"MADE IN CANADA."

In 60 Seconds

we can give you the main reasons why it will pay you to stock Sovereign Lime Juice.

It is 50 per cent. cheaper than imported brands of equal quality: by refining and bottling in Halifax we avoid the duty.

It is absolutely pure and always uniform.

It retains its bright natural color.

It has the full flavor of the ripe fruit juice, only two teaspoonfuls are required to each glassful.

It is stocked by the principal jobbers from Halifax to Vancouver, ensuring you prompt delivery.

And as we guarantee every bottle you cannot lose.

If you are a man of decision it will take you but 30 seconds longer to send a sample order to your jobber for the above facts are convincing.

Sovereign Lime Juice

is refined and bottled by

SIMSON BROS. CO., LIMITED,
HALIFAX, N. S.

A SUMMER DESSERT

GEL-O is ideal. A jelly powder, made by a Gelatine Specialty house. Better than any other similar preparation. Costs no more.

Write for Samples and Prices.

THE CANADIAN GELATINE CO.
528-530 Front St. W.,
TORONTO, CANADA.

COWAN'S

Perfection Cocoa (Maple Leaf Label). Royal Navy Chocolate, Queen's Dessert Chocolate, Chocolate Cream Bars, Cowan's Cake Icings, Chocolate, Pink, Lemon Color and White

Cowan's Swiss Milk Chocolate, Famous Blend Coffee, etc., etc.

Are the standard goods for purity and excellence.

Manufacturers
THE COWAN CO., Limited - - TORONTO

An Irresistibly Delicious Confection

PETER'S
THE ORIGINAL
MILK-CHOCOLATE

MADE IN VEVAY, SWITZERLAND—FOR EATING ONLY.

Gives Eating Chocolate a New Meaning

A Wholesome Food, Especially Nourishing and Sustaining. Recommended for Invalids and Persons of Weak Digestion.

Push Peter's. The Original. Other Brands are Imitations. Send for Sample.

LAMONT, CORLISS & CO., Agents, 27 Common St., Montreal

Old established reputation

Grocers Attention!

Old established reputation

Swiss Milk Chocolates can't be made in Canada. Insist on having the only genuine

IMPROVED
Swiss Milk Chocolates

Manufactured by

F. KLAUS, Ltd.

Le Locle, (Switzerland), the most nourishing and delicious chocolate ever made.

Highest Awards; 25 Gold Medals.
Member of Jury of the Exhibitions in Amsterdam, 1887, and Paris, 1889.

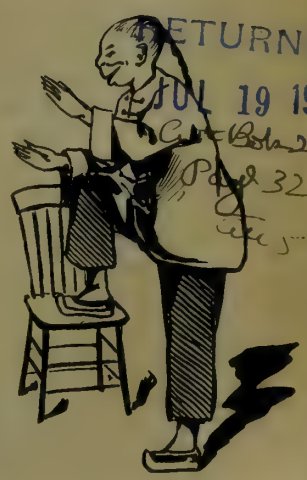
Send for Sample.

Wholesale Depot for the Dominion of Canada:

Canadian Swiss Trading Co.

17 ST. JOHN ST.,
MONTREAL.

Our Chinaman is very much pleased with the manner in which the grocers of Ontario are receiving our representative, MR. J. A. COURTEMANCHE. He cannot come himself, but the famous



CHINESE STARCH

will be thoroughly well explained by our traveller. It's easy talking and still easier selling Chinese Starch, and your customers will be your friends. Sell **Chinese Starch** —the best laundry starch ever made—pays you a good profit. Write us if your jobber doesn't handle it.

Ocean Mills, Montreal.

RETURNED JUL 19 1904

McWILLIAM
Mc. AND E.
EVERIST

Canada's Strawberries

They'll arrive about June 18th. We're glad,—they're so superior to foreign stock—seem to have a delicious flavor that's entirely lacking in Southern Berries. Then, after picking, it's such a short time until you have them in your store. They're in good shape. There's every reason why you should do a large and profitable trade in our "MADE IN CANADA" Berries. See we get your orders.

Re Pines

Our advice is to CAN now. Our prices are some lower. The market changes daily and they may be up again next week.

"A bird in the hand is worth two in the bush."

Our price list will give cost.

The DAWSON Commission Co., Limited
FRUIT, PRODUCE AND COMMISSION MERCHANTS.
Cor. Market and Colborne Streets. TORONTO

WE BUY
BRIGHT DRIED APPLES.
HIGHEST MARKET PRICES.
The W. A. GIBB CO.
5 and 7 Market St., HAMILTON

Pineapples Tomatoes
Fancy, well-colored Pines. Lowest Prices.
Florida Tomatoes. Elegant Stock.
Strawberries. Arriving Daily.
Oranges. Lemons. Bananas.
Give us your orders.
We can fill them to your satisfaction.
HUSBAND Bros. & Co.
Wholesale Fruit and Commission Merchants.
82 Colborne St., TORONTO
Phones—Main 54, Main 3428.

GREEN FRUITS

Fruit Outlook.

EARLY forecasts have been upset regarding fruit. It will be remembered that early in the season it was reported, supposedly by an expert, that the Niagara District fruit crop would be a failure. Incident to this statement came the observation that mice had ravaged the tree trunks and that the severe Winter had killed all the buds. This notion has been dispelled by T. H. P. Carpenter, of Winona, Ont., one of the best known fruit exporters in Canada, who gave the following information regarding the fruit outlook in an interview with The Grocer last week:

The peach crop will be fair and the pear crop good. Plums are setting well in the buds; so are peaches and pears. There will be a falling off of about one-third in strawberries. Grapes are setting all right, and certainly the gloomy forebodings of the early kickers show no signs of being verified. Raspberries will show about 85 per cent. of the usual crop, and generally all fruits will turn out well, provided nothing unforeseen interfered.

Another interesting point raised by Mr. Carpenter was that the Government fruit reports, while given in the best of spirit and intention, are misleading. They are generally too extreme, owing to the wide technical knowledge of the man who makes the reports, and sometimes the lack of sufficient practical observation. Any report requires modification, and local conditions always enter into a report on fruit. More care should be paid to these reports on the part of the department controlling them.

Fruit Crop of Canada.

A LARGE number of fruit crop reports from all parts of Canada have come to hand during the past two weeks. The estimates given therein are based chiefly upon the appearance of the fruit buds, and the general condition of the trees and plants, as at the time of writing there was in most cases little else by which to judge. In Prince Edward Island the season was not far enough advanced to report intelligently.

APPLES.

Ontario—In the southwestern counties, or so-called "fruit belt," early, Fall and Winter apples all promise a medium to full crop. Western Ontario, generally, is expected to give a medium to full crop of early varieties, a medium crop of the Fall apples, and at least an average yield of Russets, Greenings and Ben Davis. In the Georgian Bay District of Ontario Baldwins and Spies suffered badly from frost, and tender varieties are mostly killed. In Central Ontario, early varieties will probably yield a full crop; Fall varieties a medium crop, except Fameuse, which is very promising; Winter sorts a medium to full crop.

Quebec and Eastern Ontario—The varieties grown promise medium to good crops, largely Fameuse.

New Brunswick and Eastern Quebec—Not many apples grown, but a medium crop is expected.

Nova Scotia—Trees are reported in splendid condition nearly all over the province, with an abundance of fruit buds. Although growers do not expect two bumper crops in succession, they are very much pleased with the outlook. A medium to full crop is indicated everywhere.

British Columbia—The apple crop promises to be excellent, even better than last year.

PEARS.

Ontario, Quebec and New Brunswick reports indicate severe injuries by frost. Early pears in these provinces are likely to be a fair crop, and the later varieties, though at first expected to be light are now showing heavy bloom. In Nova Scotia indications point to a full crop of early fruit, and a medium to full crop of the late varieties. A full crop is also expected in British Columbia.

PEACHES.

Last Winter was a disastrous one to peach growers in all parts of Canada, as whole orchards have been wiped out by the extreme cold. The crop will be light this year, as the reports from all the provinces are uniformly unfavorable.

PLUMS.

Plum trees also suffered from Winter killing, and even where the trees survived the fruit buds and spurs were frequently killed. There are prospects of a medium crop in western Ontario, but in the rest of the province, only native plums and such hardy varieties as the Burbank and Abundance will yield a

crop. Nova Scotia and British Columbia both report prospects fair for a medium crop.

GRAPES.

A fair crop of grapes seems to be expected in all sections where they are grown to any extent. Tender varieties, and in the more northerly latitudes nearly all varieties, were badly Winter killed.

CURRANTS AND CHERRIES.

Red currants are reported good everywhere. The black varieties are almost a failure in southwestern Ontario, and only fair in the Annapolis Valley, N. S.; other reports indicate an average.

Cherries are promising in western Ontario, but poor in eastern Ontario and Quebec. In Nova Scotia and British Columbia, medium crops are expected.

STRAWBERRIES AND RASPBERRIES.

Strawberries killed out badly, especially in the Niagara and Essex Districts. Raspberries also suffered, both from frost and from heavy snow, which broke the canes. Both raspberries and strawberries are likely to be light in the Ontario fruit belt and medium in the other provinces, except British Columbia, which promises nearly a full crop.

Adulterated Jellies in U. S.

The United States commission for the establishment of standards for pure foods, recently in session in New York, has declared that jellies and jams are generally adulterated. It is claimed that 60 per cent. of the "jellies" made in the United States are imitations composed of glucose and coloring matter, while some jellies contain no fruit at all. One witness before the commission stated that if the manufacture of compound jellies by mixing different fruits were forbidden, 75 per cent. of the factories in the States would have to close.

Story of the Apple.

The first apple trees planted in America were imported by the Dutch settlement at New York in 1614. Apple trees were also known to have been growing at Jamestown, Va., as early as 1622. Until within the last half century apples were grown almost solely for cider-making, as is the case to-day in France. As hard cider will produce drunkenness and a horrible katzenjammer, William Penn advised the colonists in Pennsylvania to cultivate indigenous fruits alone, as apples were then used almost exclusively for making cider or apple jack.

TOMATOES

We are in receipt of our first car **Mississippi Tomatoes.** 4 Basket carriers. Fancy Stock. Prices are now more reasonable.

Pineapples Now is the time for preserving. Prices are lower and stock in prime condition.

Our Price List, issued weekly, explains fully.

WHITE & CO., Wholesale Lemon Importers
64 FRONT ST. EAST, TORONTO.

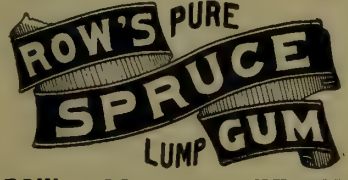
PHONE Main 4106.
Private Branch Exchange connecting all departments.

Arriving Almost Daily- Fancy Ripe BANANAS, PINEAPPLES and FLORIDA TOMATOES. Finest Quality. Prices Right.

Just in—Fresh car EXTRA FANCY NAVELS, all sizes.
Fresh arrivals—EGYPTIAN AND BERMUDA ONIONS. Mail or phone your orders.

Hugh Walker & Son, - Guelph, Ont.

McDOUGAL & LEMON
OWEN SOUND
Wholesale dealers in Foreign Fruits, Butter, Eggs, Cheese, Poultry, Raw Hides, Sheep Skins, and Wool.
We want to sell you some fruit, and we will buy your butter and eggs.
WRITE FOR OUR PRICES



ROW'S GUM in Lumps, 5c. Pkgs., in 1c. Stick, in 5c. Bars.
ROW & CO., Morristown, N.Y., and Brockville, Ont.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

Dried Fruit
cleaned and renovated by the latest improved machinery and appliances.
GUARANTEED TO GIVE SATISFACTION.
J. T. ADAMSON & CO.
27 St. Sacrament Street,
MONTREAL.
Tel. Main 778.

Ridge Hall Fruit Orchards.
Peaches, Plums, Cherries, Strawberries, Raspberries, Blackberries, Early Tomatoes, Cucumbers, Green Corn, Peas, Wax Beans, Etc.
CORRESPONDENCE SOLICITED.
E. E. ADAMS, Leamington, Ont

Many of the orchards of the pioneers of the Middle Western States were grown from seeds obtained in a peculiar way. Some man whose full name has been forgotten, and who is remembered only by the appellation of "Apple-seed Johnny," traveled through the West and scattered among the settlers untold quantities of apple seeds. He gave them away free of charge, and he was given a hearty welcome at every cabin door.

Egyptian Onion Season Over.

A Montreal dealer has been informed from New York that the total shipments of Egyptian onions from Egypt were 1,500,000 sacks, 500,000 of which went to Trieste and Hamburg. It was expected that 7,000 bags would arrive in New York this week, and this would probably wind up the season, which would be three weeks earlier than last year.

Vegetables in the Yukon.

Recent reports from Alaska and the Yukon Territory say the business of shipping in vegetables from Canada and the United States has seriously declined on account of the local production. It will interest readers of The Grocer to learn that truck gardening around Dawson is now a recognized business, carried on at a satisfactory profit.

Business Changes

ONTARIO.

THE stock of the estate of M. T. Cathcart, general merchant, Barwick, has been sold to M. C. Drew.

J. Keefer, grocer, West Lorne, has sold out to W. Meldrum.

Merritt's cigar store, London, has been sold to Cameron & Martell.

J. A. Denning, general merchant, Kerwood, has sold out to R. Parker.

J. Denning, general merchant, Kerwood, has sold out to C. Johnston.

A meeting of the creditors of D. Gillies, general merchant, Elmvale, was called for June 7.

G. H. Hawker, grocer, Penetanguishene, has sold out to J. C. Lee, who takes possession June 10.

QUEBEC.

W. Wilson, general merchant, St. Jude, is dead.

C. Guyon & Cie., grocers, Montreal, have registered.

Lafleche Bros., grocers, Hull, have succeeded I. Lafleche.

Hutton Bros., grocers, Montreal, have dissolved partnership.

M. L. Amyot & Co., grocers, Montreal, have registered.

The assets of A. Perrault, grocer, Montreal, have been sold.

J. O. Robitaille, grocer, Montreal, has been succeeded by I. Trudeau.

The assets of Patterson & Baird, grocers, Montreal, have been sold.

F. Garcau, general merchant, Rigaud, has assigned to Lamarche & Benoit.

Lord & Fournier, wholesale and retail grocers, St. Johns, have registered.

J. Tremblay, general merchant, Tremblay, has effected a compromise.

Bell Bros., general merchants, Kasubazua, have sold out to A. Pritchard.

E. Laliberte, general merchant, Lotbiniere, has assigned to V. E. Paradis.

Millette, Dubreuil & Cie., tea and coffee dealers, Montreal, have registered.

The assets of A. D'Anjou, general merchant, Riviere Ouelle, have been sold.

P. Morin, general merchant, Ste. Thuribe, has advertised his business for sale.

The assignment of J. Fisher, general merchant, Jonquieres, has been demanded.

J. L. Seguin, general merchant, St. Simon, is offering to compromise at 65c on the dollar.

The assets of E. E. St. Jean & Co., grocers, Hull, were advertised to be sold on June 6.

One of M. Nicholson's fruit stores, Montreal, has been damaged by smoke and water; no insurance.

Fire has destroyed the premises of O. Richard, general merchant, St. Valere De Bulstrode; loss partially covered by insurance.

NEW BRUNSWICK.

D. N. Vanwart, of Vanwart Bros., grocers, St. John, is dead.

The premises of C. H. Peters & Sons, feed and grain dealers, have been damaged by fire.

MANITOBA AND N.W.T.

J. Morrison, general merchant, Grand View, has sold out.

G. Johnston, grocer, Dauphin, has sold out to McLean Bros.

G. J. Robertson, grocer, Souris, has sold out to E. A. Brindle.

J. Dreidger, general merchant, Blumenfelt, is giving up business.

H. M. Aldous, general merchant, Lorlie, has removed to Lemberg.

The stock of the estate of G. Lewis, grocer, Newdale, has been sold.

G. Adam, grocer, St. Rose Du Lac, has been succeeded by H. Houde.

M. Ateah, general merchant, Winnipeg Beach, has sold out to M. Tiron.

Smith & Wilson, general merchants, DeWinton, have sold out to R. Paling.

J. W. Heric & Co., general merchants, Wetaskiwin, have sold out to G. F. Carniel.

W. G. Fulford & Co., general merchants, Mathef, have sold out to Gordon & Hurssell.

J. G. Struthers & Co., general merchants, Cartwright, have removed to Goose Lake.

F. G. Casey, general merchant, Tantallon, has admitted A. S. MacDonald to partnership.

BRITISH COLUMBIA.

M. Naccrato's fruit store in Rossland has been destroyed by fire.

J. Oben, confectioner, Vancouver, has advertised his business for sale.

J. McLaren, tobacconist, Vancouver, has been succeeded by L. Levin.

Dale & Co., general merchants, Port Hammond, have dissolved partnership.

INQUIRIES FOR CANADIAN TRADE.

The following inquiries relating to Canadian trade have been received by the High Commissioner for Canada in London, Eng.:

75. A Glasgow firm representing a number of provision merchants are seeking to do business with Canadian manufacturers turning out high-class table delicacies in glass bottle jars and in tins.

77. A Canadian gentleman resident in London is looking out for agencies on commission or otherwise for Canadian exporters.

The following inquiry relative to Canadian trade has been received at the Canadian section of the Imperial Institute, London, Eng.:

45. A tanning company in the North of England invites correspondence from Canadian shippers of hides.

The names of the firms making these inquiries, with their addresses, may be obtained from the Department of Trade and Commerce, Ottawa. Persons desiring such addresses will be careful to quote the office under which the inquiry appears and the number.

TORONTO BOARD OF TRADE.

It is officially announced that the special committee appointed to deal with the finances of the board have so far met with gratifying success, a considerable number of citizens having already contributed liberally to the fund towards the liquidation of the debt due the New Yark Life Insurance Co. The managers of the fund are E. B. Osler, D. R. Wilkie, and A. Laird, all of Toronto.

Canned Tomatoes: Aylmer Brand. If interested, get our price.
Canned Salmon: We have a large quantity on hand and are quoting special prices to reduce our stock.
Valencia Raisins: You will be satisfied with our price.
Sultana Raisins: Choice quality 6½c. per pound. Are considered good value at 8c.
New Orleans Molasses in half-barrels: We are offering at much below the present market price as we purchased a large quantity previous to the advance.
It will pay you to get our prices before purchasing elsewhere.
If in a hurry for goods, telephone at our expense. We will use you right.

The R. & J. H. Simpson Co.,
TEA IMPORTERS AND WHOLESALE GROCERS,
Guelph, Ont.

Flett's

Pickle Curiosity.

Just for curiosity's sake, try selling

FLETT'S PICKLES

The result will surprise you. It has others.

ROSE & LAFLAMME

Agents, MONTREAL

MHS

BATGER'S

LEMON SQUASH

AND

LIME JUICE

SELL WELL

TRY THEM

AGENTS,
ROSE & LAFLAMME
MONTREAL.

The Grocer Can Influence His Customers

This is one of the grocer's biggest business assets. It enables him to sell goods of superior quality, which knits his trade tighter, giving his customer more satisfaction and himself more profit. The grocer recommending Ozo Brands is sure of his ground, as they come to him guaranteed goods.

THE OZO CO., Limited

JAMS
JELLIES
MARMALADES

MONTREAL.

PICKLES
VINEGARS
SPICES

FLOUR AND CEREAL FOODS

Where Will Manitoba Wheat be Milled?

IN a recent issue of the Toronto World appeared an interesting article by its western correspondent, to the effect that eastern Canada would become the manufacturing depot for the product of the grain fields of the Great West to the exclusion of the milling industry in the vicinity of Winnipeg.

A representative of The Grocer had the pleasure of interviewing a prominent Toronto flour exporter on some of the salient points of the above mentioned article, and the substance of the interview is reproduced in this week's issue of The Grocer.

In the first place, the gentleman interviewed pooh-poohed the whole thing as improbable, and substantiated his claim that western grain would continue to be milled in the country of production both for purposes of export and local consumption, by the observation that formerly Oswego, N. Y., was the premier milling centre in the United States. As the tide of immigration, however, swept westward, and grain growing was taken up on a large scale by farmers in the middle and western states, milling industries followed, and to-day the leading American milling centre was situated at Minneapolis. Surely no other direct proof of the growth of milling in the Canadian west was necessary than the evidence afforded by the building and equipping of two very large flour mills in the west during the present year.

If western grain for export were not milled at home it would be milled in foreign markets, but under no circumstances was it likely to be carried part way to its destination, unshipped, milled, and re-shipped for foreign markets.

With regard to the statement that the quality of flour manufactured from western wheat by large milling concerns situated at the door of the Canadian west was inferior to that produced by the smaller mills of Ontario, exception was taken at the outset. The article also urged that economic conditions were favorable to the milling of western flour in the east, namely, the high cost of fuel in the west, and in addition the relative cheapness of freight on grain in bulk via the lake and rail route, as compared with that on the manufactured product. The scarcity and high price paid for labor in the west was another consideration. There were advantages, however, on the other side, such as the superior storage accommodation for grain in the west, which would go a long way to even things up.

There is no question but the high price of fuel and scarcity of labor are important items in the cost of milling in the west. The matter of freight, moreover, is not to be passed over lightly. Another factor is the comparative lack of water power west of Winnipeg. Apparently it will not be very long before Canadian millers will be face to face with an interesting problem. Meanwhile opinions are being hazarded on both sides. One man well conversant with the flour situation in Canada has gone so far as to say a mill with a capacity of 1,100 barrels daily could be located more profitably at Toronto than at any other point in Canada. The Grocer hopes to publish from time to time in succeeding issues the opinions of representative Canadian millers on this subject.

——

Agricultural College Changes.

An important change has been decided upon in connection with the teaching department at the Ontario Agricultural College, Guelph. Instead of one professor of agriculture there will be in future a professor of field husbandry and a professor of animal husbandry. G. E. Day, now professor of agriculture, will be in charge of the department of animal husbandry. C. A. Zavitz will be professor of field husbandry.

——

Canadian Flour in Jamaica.

LATEST reports, dated April 30, from the commercial agent of the Canadian Government, stationed at Jamaica, state that within the last fortnight a shipment consisting of 350 barrels and 50 sacks flour, also 200 barrels corn meal arrived on the ss. Veritas from Halifax. Other shipments have also steadily been arriving, via New York, thus pointing to the fact that the Canadian article is at least making some steady progress on lines of public favor. This result has been brought about, no doubt, by the respective millers concerned finding it both expedient and to their interest to effect development by forwarding initial shipments on consignments. It is to be hoped that all things being equal regarding freight and other charges, shippers will always avail themselves of direct bottom, by the regular sailings from Halifax or St. John.

——

Grain Inspection.

The Montreal Board of Trade have advocated that grain inspection shall be done under their supervision. In fact at their last meeting the recent Government amendments met with their approval, provided the Board of Trade should have charge of the inspection. Should it happen, however, that the recommendation did not meet with the approval of the Government, the council of the Board of Trade will support the amendments to the bill suggested by the Montreal Corn Exchange Association, in so far as they relate to the making of the appeal of the survey board final. W. I. Gear and R. Munroe were deputed to see that the recommendations re grain and other matters were submitted to the Commission on Transportation, which was holding sessions in the board rooms on June 6 and 7. Word was received from George E. Drummond that he would sail for home on June 11.

——

Elevators at Port Arthur.

The new Canadian Northern elevators at Port Arthur are ready for handling grain. The two new buildings give the C. N. R. a storage of seven million bushels, and the two working houses will be capable of handling two million bushels of grain daily. The storage houses are built of tile and steel, and are entirely fireproof.

——

Cereal Notes.

At the annual meeting of the Woodstock Cereal Co., Woodstock, on June 3, the following officers were re-elected. President, D. R. Ross; vice-president, A. J. McIntosh; secretary-treasurer, J. M. Ross.

YOU CAN SAY

To Your Customer

what a New York Analyst said of his own accord about

SWISS FOOD

NAMELY :—

"Judged simply upon its own strong merits, and from the viewpoint of the trained hygienist **'SWISS FOOD'** deserves the heartiest praise that any health publication can bestow upon a deserving food article, whose wholesomeness and nutritive value has been thoroughly proved by the most scientific tests. No better, purer, more appetising or more wholesome food product could be asked for than **'SWISS FOOD.'** In every essential feature it is most excellent."

In packages only.
Never sold in bulk.

Has endured for many years.
Worthy of every grocer's co-operation in its larger use.

P. McINTOSH & SON

Millers and Manufacturers

TORONTO

SHREDDED
WHOLE WHEAT

BISCUIT AND TRISCUIT

SCIENTIFICALLY-PREPARED FOOD
MADE OF THE WHOLE WHEAT.

Shredded Whole Wheat Biscuit—A standard all-day cereal served with milk, cream, or in combination with fruits, preserves or vegetables.

Triscuit—The New Cracker. Served with soups as a crouton, or as a successor to crackers when served with cheese.

For information and prices address...

THE NATURAL FOOD COMPANY,
32 Church St., TORONTO, ONT.

NOTE.—Tell your customers that heating the BISCUIT and TRISCUIT in a warm oven before serving will renew their crispness.

THE

"VAMPIRE"
Spiral Flycatcher

5 cts. each

Clears the house of flies.

THE "Vampire" Spiral Flycatcher consists of a small, closely-wound Spiral, covered with a sticky material, and hermetically sealed in a short tube. By simply pulling out one end the Spiral is elongated and forms the most effective Flycatcher known.

This article is a quick seller and carries a large profit. It is CLEAN, SIMPLE and EFFECTIVE. As a window show it draws crowds. NO POISON. NO LEAKAGE.

LABELS IN ENGLISH OR FRENCH.

SEND FOR FREE SAMPLE.

SOLE MAKERS :

KAY BROS., Ltd., Stockport, England.

SOLE AGENTS FOR CANADA :

The LEEMING MILES CO, Limited, Montreal.

STRONG DURABLE LIGHT

POROUS AND CHEAP

The FOSTER POTTERY CO.
HAMILTON, ONT. Limited

New and Second-Hand Machinery, Engines, Belting, Pulleys, Factory Equipment, Etc.

Any readers of this paper wanting any of the above goods may have an advertisement inserted free in HARDWARE AND METAL, the machinery weekly newspaper of Canada, by enclosing this notice. Address—

HARDWARE AND METAL
Montreal Toronto Winnipeg

TRUCKS

for **Warehouse** and **Factory.**

Save You Money
Do Men's Work
Draw no Salary

Our Trucks are guaranteed satisfactory. Turn in their own length.

MADE IN CANADA.

H. C. Slingsby for Canada.

Factory, Ontario Street, Temple Building, MONTREAL.

PENITENTIARY SUPPLIES.

SEALED TENDERS addressed "Inspectors of Penitentiaries, Ottawa," and endorsed "Tenders for Supplies," will be received until Friday, 24th June, inclusive, from parties desirous of contracting for supplies, for the fiscal year 1904-1905, for the following institutions, namely:—

Kingston Penitentiary.
St. Vincent de Paul Penitentiary.
Dorchester Penitentiary.
Manitoba Penitentiary.
British Columbia Penitentiary.
Regina Jail.
Prince Albert Jail.

Separate tenders will be received for each of the following classes of supplies:—

1. Flour (Canadian Strong Baker's).
2. Beef and Mutton (fresh).
3. Forage.
4. Coal (anthracite and bituminous).
5. Cordwood.
6. Groceries.
7. Coal oil (in barrels).
8. Dry Goods.
9. Drugs and Medicines.
10. Leather and Findings.
11. Hardware, Tinware, Paints, &c.
12. Lumber.

Details of information as to form of contract, together with forms of tender, will be furnished on application to the Wardens of the various institutions

All supplies are subject to the approval of the Warden or Jailer.

All tenders submitted must specify clearly the institution, or institutions, which it is proposed to supply, and must bear the endorsation of at least two responsible sureties.

Papers inserting this notice without authority from the King's Printer will not be paid therefor.

DOUGLAS STEWART,
GEO. W. DAWSON,
Inspectors of Penitentiaries.

Department of Justice,
Ottawa, May 31, 1904. (25

BUY

Star Brand

COTTON CLOTHES LINES

—AND—

COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.

For sale by all Wholesale Dealers

See that you get them.

No Money in Soap

Perhaps you are right—
but do you know

Mrs. Dooley's Laundry Soap

—The Borax Soap?

No lost money in this soap. You sell your customers a Soap that will be asked for regularly afterwards, and each sale means 10 per cent. extra for you—worth having is 10 per cent.

Ask your wholesale grocer for Mrs. Dooley's Laundry Soap.

THE **Metropolitan Soap Co.** LIMITED
TORONTO.

HAVE you noted the newspaper advertising we are doing to help you sell

Orange Meat?

Give an order through your wholesaler.

Single cases, 36 15c.-pkgs., $4.50.
5—10 cases . . . $4.40.
Freight paid.

THE FRONTENAC CEREAL CO., Limited
43 Scott St., Toronto.

FLOUR FEED CEREALS

Place a Trial Order with Us for a Full Line of Our Goods.

QUALITY UNEXCELLED. **SATISFACTION GUARANTEED.**

Ontario Winter Patents,
Manitoba Blends,
Pure Manitoba.

Rolled Oats (Standard and Granulated)
" Barley, Oatmeal,
" Wheat, Pot and Pearl Barley
Wheatlet, Farina, Split Peas.

"Matchless" Feed.

THE G. CARTER, SON & CO., Limited,
ST. MARYS, ONTARIO.

Just like fishing

Building up trade is just like fishing.

If you use the right kind of bait and cast your line where the kind of fish you want are most plentiful, you'll quite likely get a number of bites.

Then if you go about it right you are pretty sure to land most of them.

Apply the illustration to business.

If you want to catch the grocery trade cast your line where all the good grocers in Canada congregate every week —looking for bait to build up their businesses with—in THE CANADIAN GROCER. But

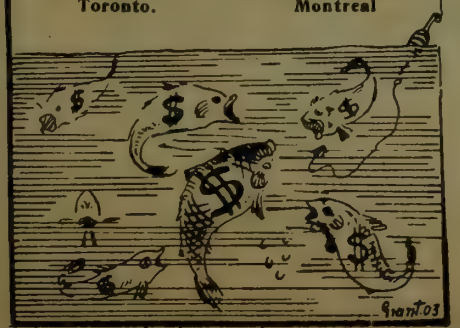
Suppose results don't come at fust
What be yew goin' tur dew?
Take out yewr ad, and kick yewrself,
An' go ter feelin' blew?
Uv course yew hain't; yew're goin' tew fish,
An' bait an' bait again;
Bimeby some nibbles 'n bites 'll come,
Then yew'll pull 'em in.

Our Department of Advertising Service is now providing good bait for a number of our advertisers—and stands ready to help a few more in this connection.

Drop us a line about it.

The Canadian Grocer,

10 Front St. E., Toronto. 232 McGill St. Montreal



Department of Advertising Service

MANUFACTURERS' AGENTS AND BROKERS.

TORONTO.

W. G. PATRICK & CO.,

AGENTS AND IMPORTERS,

29 Melinda St., - TORONTO

W. G. A. LAMBE & CO.

TORONTO.

Grocery Brokers and Agents.

Established 1885

W. H. Millman & Sons

Grocery Brokers

37 Yonge Street, = Toronto, Canada

Send us your Business

AGENTS FOR

C. CERONI, Patras,
INGERSOLL PACKING CO., Ingersoll,
OLD HOMESTEAD CANNING CO., Picton,
ONTARIO SUGAR CO., Berlin,
ROYAL CROWN SOAP CO., Winnipeg,
TILLSON CO., Tillsonburg.

Get our Prices for CHEESE, BEANS, etc.

REFERENCES

BRADSTREET'S or DUN'S IMPERIAL BANK
Any wholesale grocery house in Ontario.

CALGARY.

Are you

Represented in the West ?

If not, write us and get in

ON THE GROUND FLOOR.

Place your offerings with us and we will sell your goods.

Consign your cars to us.
Goods reshipped.
Excellent storage.

NICHOLSON, BAIN & JOHNSTON,
Wholesale Commission Merchants and Brokers.
CALGARY, ALTA.
Head Office: NICHOLSON & BAIN, WINNIPEG

TELEPHONE { MAIN 125 " 467

Wm. McCann Milling Co.

MILLERS
AND GRAIN DEALERS

192 King Street East
TORONTO.

WINNIPEG.

Dingle & Stewart

WINNIPEG, - - CANADA.
COMMISSION BROKERS.
Excellent Storage Accomodation.
Consign Your Cars to Us.

PRICE, CHAMBERS & CO.

SUCCESSORS TO
CAMERON, GORDON & CO.
Wholesale Commission Agents
WINNIPEG.

EASTERN MANUFACTURERS
—AND—
SHIPPERS.

All EYES are turned on

MANITOBA AND THE WEST.

WE

Represent some of the leading houses in

CANADA and the U S.

INCREASE YOUR TRADE. WRITE US.

NICHOLSON & BAIN, WINNIPEG,
Wholesale Commission Merchants and Brokers.

BRANDON.

THE WILSON COMMISSION CO., Limited

BRANDON, MAN.
Commission Brokers, Storage.
Correspondence Solicited.
If you have any snaps let us hear from you.

40 HIGHEST AWARDS
In Europe and America

Walter Baker & Co. Ltd.

Trade-mark.

The Oldest and Largest Manufacturers of

PURE, HIGH GRADE

COCOAS

AND

CHOCOLATES

No Chemicals are used in their manufacture.

Their **Breakfast Cocoa** is absolutely pure, delicious, nutritious, and costs less than one cent a cup.

Their **Premium No. 1 Chocolate**, put up in **Blue Wrappers and Yellow Labels**, is the best plain chocolate in the market for family use.

Their **German Sweet Chocolate** is good to eat and good to drink. It is palatable, nutritious, and healthful; a great favorite with children.

Buyers should ask for and make sure that they get the genuine goods. The above **trade-mark** is on every package.

Walter Baker & Co. Ltd.
Established 1780.
Dorchester, Mass.
Branch House, 12 and 14 St. John St., Montreal

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR RETAIL MERCHANTS.

Brazil Tobacco Industry.

IN Brazil tobacco is chiefly cultivated in the Provinces of Bahia, Minas, San Paulo and Para. The Town of Purificacao, in Bahia, is the centre of an important tobacco growing district. The cultivation is increasing, and greater care is taken in the curing.

The common up country method is to pick the leaves from the stalks, dry them under the hut roofs, remove the midribs, and spread them in layers, amounting to from two to eight pounds, for rolling together and binding with back strips.

These rolls are bound very tightly with a cord, and left for several days when the cord is replaced by strips of jacitara, the split stem of a climbing palm, and have a stick-like form one and one-half inch in diameter. They are sold in masas of four to six feet in length, but the tobacco is not considered good until it has fermented for five or six months, when it is hard and black, and shaved off as required for pipes, cigarettes and cigars, the last made with wrappers of tanari bark. The Tapayos tobacco is considered the finest in the Amazon Valley.

The cultivation of tobacco in Brazil began about the year 1600 in the Province of Bahia, and from thence extended to all the other districts along the coast. Among the localities earliest known for their tobacco production was the Lake District of Pernambuco, now the Province of Alagoas, where an excellent quality was produced, which commanded very high prices. During the following century the cultivation increased so rapidly in Alagoas and Bahia that at the commencement of the next century the average annual export had reached 2,857 tons from the latter and 285 tons from the former province. The earliest export statistics available for the whole of Brazil are for the year 1839-40, when the export amounted to 9,472,000 pounds, and the value exceeded $325,000. In 1879-80 the export was 50,000,000 pounds, of the value of $3,295,000; in 1880-81, 44,000,000 pounds, of the value of $3,250,000, and in 1881-82, 52,000,000 pounds, of the value of $3,400,000.

Though the principal tobacco producing province of Brazil is Bahia, tobacco of good quality is grown in every part of Brazil, from the Amazon to the Rio Grande frontier.

The methods employed in the cultivation and preparation of the plant are very much the same as they were nearly two hundred years ago.

The land selected for tobacco growing is cleared and the surface worked with a hoe, after which it is marked off into parallel rows about three feet apart, according to locality and the size of the mature plants. In transplanting, the young plants are set from two to three feet apart, and are manured heavily in the pits opened for them.

In gathering the crops planters wait until the plants are fully matured, this being determined by doubling and breaking one of the top leaves. In Bahia and other Brazilian provinces the lower leaf is often picked by itself, and in a few days the next, and so on as long as the plant will develop the lower leaves into what is classed first quality. These leaves are hung up two and two, under cover and across poles, twenty-four hours after picking and sweating.

When it is intended to twist the leaves into ropes they are left hanging about two days, when they are taken down, carefully freed from the heavy parts of the midrib, doubled in halves, and laid away for the rope twister. This operation requires considerable dexterity, and is generally entrusted to the best man on the plantation. The operation requires a rude windlass, which is slowly turned in winding the rope, which is twisted by hand. A boy is usually employed entirely to hand leaves to the twister. These ropes are unwound and re-wound once or twice a day for a

Each Caddy of

"Currency"

Plug Chewing Tobacco

contains a tag certificate, valuable for premiums, and which will be redeemed at the following addresses:

Premium Dept., No. 210 St. Lawrence St., Montreal
" " No. 167 Yonge Street, Toronto
" " Cor. Richelieu, St. Claire Sts., Quebec
" " No. 87 Bank Street, Ottawa
" " Oddfellows' Block (Cor. Princess St. and McDermott Ave.,) Winnipeg

Popularize your store and make money by selling

CURRENCY

Plug Chewing Tobacco.

THE ESTABLISHED FAVORITE.

$600 A YEAR.

Last week we showed how $600 extra profit could be made by the grocer who had ambition to go after the cigar trade of his town. No straining of figures, either.

Our Offer to Every Grocer.

We send, express paid, 1,000 cigars, assorted as desired, on usual terms. At the end of three months we stand ready to buy back for cash at invoice price any unsold stock.

It is well to include in any such order **Pebble** for a 5-center, and **Pharaoh** for a 10-center.

J. BRUCE PAYNE, Limited, Mnfrs.
GRANBY, QUE.

T & B

soothes the smoker as does a day in June.

The 10-cent size pleases most.

GEO. E. TUCKETT & SON CO., Limited
HAMILTON, CANADA.

W. B. Reid & Co.

Wholesale
Tobacconists,

58 Yonge St., TORONTO.

The Erie Tobacco Company
WINDSOR, ONTARIO.
T. J. HORROCKS, Wholesale Distributor, TORONTO

RONTO

5c. Cigar

A Success Everywhere

Send in your order by mail.
Don't wait.

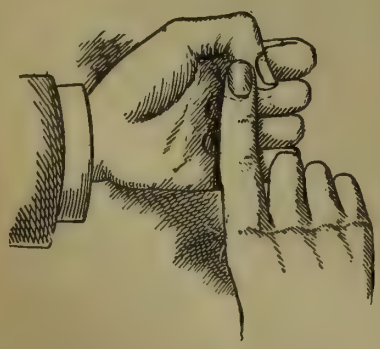
Manufactured by
T. J. Horrocks,
176 KING ST. EAST, TORONTO.

The Chamberlain Cigar

The best value in Canada! Sold the world over! It will help your trade tremendously! Order a sample lot to-day!

SAVE THE BANDS AND RETURN THEM TO
J. M. FORTIER, Limited
MONTREAL.

MANUFACTURERS OF
Cigarettes and Cut Tobaccos



INSIST UPON PROFITS

McALPIN TOBACCOS pay the grocer an adequate profit.

Have you ever given our tobaccos a chance?

Perhaps you have not.

It is certainly worth your while, for many grocers once wedded to makes that seemed fixed permanently in popular favor, have found another line—ours—do better work for them, and at the same time, add to their profits.

McAlpin Consumers Tobacco Co., Limited,
TORONTO.

BRANDS

Smoking—
Tonka,
Solid Comfort,
Pinchin's
Hand-Made.

Chewing—
British Navy,
King's Navy,
Beaver,
Apricot.

UNION MADE

period of ten to fifteen days, according to the weather, and are twisted a little harder each time. In curing the tobacco grows darker and darker, until it becomes jet black. The juices exuding from the rolls are carefully caught and preserved until the last winding, when, mixed with lard, syrup and various aromatic herbs, they are used to pass the rope through, previous to the final winding. The last step is to cut the cured ropes in certain lengths, and to re-wind them upon light wooden sticks, about two feet in length, the winding being very compact and regular. The rolls are then covered with leather or strong canvas, when they are ready for market. Formerly these rolls were made to weight eight arrobas, or 256 pounds, though rolls of three arrobas were made for the home markets. At the present time the weights vary according to the locality.

Tobacco Crop of Canada.

By Ernest Bailey, King-ville, Ont.

HAVING noticed an article in The Canadian Grocer of May 20th, under the heading, "The Tobacco-Growing Industry of Canada," I may say that, on the whole, the subject has been very accurately dealt with, with the exception of one or two statements. For instance, the article says that Ontario raised tobacco to the value of $3,500,000 in 1900, while the Quebec crop for the following year was estimated at $7,656,000. Now, so far as Ontario is concerned this would have required about 21,000,000 pounds, at 6c per pound, which was about the average price for that season's crop, while a closer estimate would have been about $200,000 for about 3½ million pounds.

In this connection I beg to offer you some information concerning the prospects for the coming season. Owing to the short crops and consequent high prices during the past two or three years, it was expected that an enormous quantity of tobacco would be raised this year, in view of which nearly every farmer and many others, who could rent a few acres either for cash or on shares, intended raising a crop, and plant beds could be seen on every hand.

The extreme backwardness of the Spring, however, greatly changed the prospect, so that at the beginning of June, when transplanting should be commenced in order to ensure a heavy crop, there are no plants ready, and the greater portion will not be large enough for at least three or four weeks, even under the most favorable conditions. Unless the Fall proves favorable the season must necessarily be too short for the crop to mature properly.

Moreover, a large proportion of the seed sown failed to germinate, either through the lack of warm weather or the poor quality; so that, in all probability, the tobacco yield will not be any larger, if as large, as that of last year.

Coloring a Meerschaum.

THE Western Tobacco Journal offers the following advice on the art of coloring a meerschaum: Don't put a cover on your meerschaum pipe if you want it to color nicely. In smoking a meerschaum, a "top-bowl" should be placed in the pipe bowl proper. This prevents the fire from coming in contact with the bowl. If the fire touches the bowl, it is made "raw," and will not color. Clouded and clear amber "bits" are equally valuable.

Briar root pipes cost about three times as much as briar wood pipes, although many briar wood pipes are sold as the root, and everything, from apple wood up, is nowadays stamped "Real French Briar." All the briar root and wood comes from France. The meerschaum and amber from Germany, where all the good workmen on pipes came from originally, although there is now an American school of such artists.

The art of carving pipe bowls and bits is usually handed down from father to son, by this means the secrets being kept in the family. The carver, as a rule, has to know something of mechanics, too, as he usually has to forge his own delicate tools, with which the work is done. The average mechanic does not understand the work of forging these tools. Some carvers are never able to carve elaborate bowls. They must confine themselves to the smooth, rounded bowls, of which so many are seen. This applies as well to the briar root pipes as to meerschaum. Briar wood is seldom carved. It is not sufficiently valuable.

The art of pipe repairing is the source of considerable revenue, as a smoker reluctantly gives up his well colored bowl, even though to a non-smoker it looks a wreck. An artist in meerschaum will so modulate the curing of a bit of clay, that in the coloration ribbons and streamers of white will appear shining through the glossy brown of the rest of the bowl.

Canadian Tobacco Standard.

The report of J. B. Dugas, who went to Belgium in September, 1902, with samples of tobacco grown in the Counties of Montcalm, Joliette and L'Assomption, has been presented to the Provincial Government of Quebec. Mr. Dugas submitted the samples to prominent tobacco manufacturers and dealers both in Belgium and England, and he quotes at length the criticisms of these gentlemen on the Canadian product. He summarizes the opinions of the experts by stating that they are agreed that with proper attention to the choice of suitable types, to proper sorting, to color, texture and size of the leaf, together with equal fermentation, there is no doubt that Canadian tobacco could be remuneratively shipped both to England and Belgium. In some respects the sorting of the samples was faulty and defective. Proper frementation would double and treble its value. Mr. Dugas suggests that the Government should aid the tobacco-growers by furnishing them with seed, as at the present time nearly every farmer is raising his own tobacco seed and the quality is deteriorating.

Should be in the mouth of every smoker. What? a

McDougall Scotch Clay Pipe

Be sure and ask for it, and see that you get it.

D. McDougall & Co., Glasgow. Scotland.

Italian Tobacco Regie.

ACCORDING to the report of the Italian Tobacco Regie, which has just been published, the gross receipts for the year 1902-03 were 210,134,225 lire, or 1,548,695 lire more than for the previous year, the receipts for which were also 6,064,570 lire higher than the year before that. In Italy itself 204,594,534 lire worth of tobacco was sold, and 2,584,301 lire worth was exported. The expenditure of the Tobacco Regie amounted in the year 1902-03 to 52,255,251 lire, which, after deducting the amount of 2,601,959 lire still in hand on June 30, 1903, is reduced to 49,653,292 lire. If this is subtracted from the gross receipts in which is included the duty received from tobacco for private individuals, and which amounts to 210,134,225 lire, a net profit of 160,480,933 lire remains.

Tobacco Riddle.

Not all tobacconists perhaps have read this riddle:

To three-fourths of a cross add a circle complete.
Then let two semi-circles perpendicular meet;
Now, let a triangle stand on two feet—
Then add two semi-circles and a circle complete.

The answer is:

TOBACCO

Tobacco Notes.

J. A. McDermott is now covering the ground in western Ontario for T. J. Horrocks, and reports large sales for "Symbol" and "Ronto" cigars.

3 in One

Does It All

CLEANS AND POLISHES
LUBRICATES WITHOUT GUMMING.
PREVENTS RUST.

And does each better than anything else.

Dealers make lasting customers by selling **"3 in 1"**

Sold by Jobbers in

HAMILTON	WINNIPEG
MONTREAL	ST. JOHN, N. B.
TORONTO	VANCOUVER

G. W. COLE CO.

141 Washington Life Bldg., New York.

ESTABLISHED 1855

TAYLOR'S

DOUBLE TONGUE & GROOVE

SAFES

145 & 147 FRONT ST. EAST. TORONTO.

EVERYTHING FOR THE OFFICE

McCloud's Easily-Adjustable Spring Back Chairs for stenographers, bookkeepers and office men.

"The Perine & Mosely Company" "Business System in the Sales Department." Their commercial Routing and Recording System keeps track of customers, agents, and their territory.

Volkert's Interchangeable Leaf Ledgers. The most perfect perpetual interchangeable ledger system made.

Gunn's Office Desks. The World's best.

The Waggoner Watchman Clock. The latest and best saver of time, trouble and money.

Triner's Automatic Office Scales. Indicate instantly the exact cost of postage.

Keller's Inks, Sealing Wax, Mucilage and Syphon Ink Wells.

Whitfield Carbon Paper and Typewriter Ribbons.

IF YOU NEED ANYTHING FOR THE OFFICE, WRITE US TO-DAY.

THE DOMINION OFFICE SUPPLY CO., - Walkerville, Ont.

A Store Run With System

is likely to include a

HALLWOOD CASH REGISTER

The Hallwood depends for its sales upon the sound, independent judgment of the merchant. Of course, good salesmen present the merits of the machine, and if, after that, the merchant finds the **Hallwood** and the **Hallwood System** faulty, the matter has to drop.

Not many sales lost where inspection is granted.

WRITE FOR DESCRIPTIVE LITERATURE.

THE _____

Hallwood Cash Register Co. of Canada

78-80 King St. E., TORONTO.
1782 Notre Dame St., MONTREAL.

A DISTINCT TYPE

The OLIVER has certain superior features and unique improvements exclusively its own.

The

OLIVER

Typewriter

The Standard VISIBLE Writer.

Operates as smoothly as the delicate mechanism of a watch, durability unquestioned.

Works in a Whisper

Art Catalogue Free.

THE CANADIAN OLIVER TYPEWRITER CO.

156 8 St. Antoine St.

MONTREAL.

Agents wanted in all unoccupied territory.

THE OFFICE END

DEVOTED TO THE OFFICE STAFFS OF BUSINESS ESTABLISHMENTS

CARDS VS. LEDGERS.

BEFORE the Birmingham Chartered Accountants' Students' Society, Mr. John Wilson, a director of a large English house, delivered a lecture dealing with bookkeeping by cards. A part of his lecture was as follows:

Permit me at the outset to clearly state I do not claim to be the originator of the card system, but of a card system of bookkeeping. For a layman to address a society of students who are daily in touch with the most expert and up-to-date accountants savors somewhat of egotism. I do not claim to be an accountant, but my long experience of counting-house work has educated me for account-keeping suitable for a large commercial house where there are continuous entries recurring, and with a view of advancing a greater interest in an important section of all commercial enterprise—namely, the "keeping of accounts," I have always recognized its importance and pressed its claims.

In my opinion, it matters little whether accounts are kept in ledgers, on loose leaves, or on cards; the essential in account-keeping being accuracy, safety, simplicity. If without endangering these essentials I can obtain the same results more readily and so save labor and expense, I am sufficiently radical to try any labor-saving method, or, to use the hackneyed election cry, combine "economy with efficiency."

1. As to Accuracy.—Because a leaf is loose, instead of being bound in a book, can make no possible difference as far as an actual record is concerned.

2. As to Safety.—I have proved that a leaf can be taken from a ledger and not missed for weeks, months, and perhaps not at all, unless wanted.

Now, a card cannot be taken from a cabinet without being instantly missed. Therefore, I claim that a cabinet of cards, properly managed, and subject to daily checks—only a glance—is quite as safe as a ledger.

3. Simplicity.—There can be no possible doubt that a card can be much easier found than a folio in a ledger, and the calling back from the card much quicker.

Pardon me for a moment taking you through an ordinary posting.

We have here the journal or day-book entry, and find on page 7-783:

Polley and Clarke, Limited,
66 Corporation street,
Birmingham, £19 17s 4 1-2d.

The old method is:

Refer to index page.

Find the name and folio, say 2823.

Find 2823 in ledger.

Make our entry: £19 17s 4 1-2d, 7-783 reference.

Turn to day-book, and fill in folio of ledger, 2823.

We have five transactions, and eight figures of reference.

By the introduction of the combination of my card system with the Library Bureau, Addressograph, and Burroughs' Adding Machine, I claim to have saved half the labor of posting, calling back, making statements, addressing the envelopes and balancing the ledgers.

Example:

Polley and Clarke, Limited,
becomes 2823.

The spelling and address has been checked and approved, so once right always right. Get your addressograph link correct and the combination of links to suit your requirements and mistakes become almost impossible if ordinary care is used.

The Addressograph.—To set up a link takes three to five minutes. The first process for a new account seems a little waste of time. This, however, is not so when you consider the process of one transaction only.

For instance, the name repeats itself for index accounts, circulars index, ledger index, heading ledger, heading invoice and envelope, heading statement and envelope, label on parcel, consignment note—at least twelve repeats. If, therefore, you are getting the same customer constantly repeating, the saving is considerable. If you will time the boy at the addressograph you will see how quickly the addressing is done.

2823 Twenty repeats please.

The loose sheets, of course, represent the various stationery.

I think I am well within the mark in saying it takes a fast writer to address 100 envelopes in the hour, and then accuracy is not of necessity secured; this number can be produced from the addressograph in five minutes.

Shall we now consider the ledger?

Who has not longed to give a helping hand when a ledger was "out"? And several who could have helped were helpless because it was "one man, one book." This difficulty is solved by using the card ledger. You can take it in sections, and put on as many clerks as there are sections, or a clerk to each card if you wish it.

On interviewing customers relative to the state of an account or a dispute, the old-fashioned order of "Bring in the ledger" has passed away. Instead of stopping the ledger clerk or sending him off for a holiday, or to pass perhaps half an hour in idleness while you have the ledger, or worse still, to find a clerk popping in and out like a jack-in-the-box to make a reference or two from his ledger, the new order of things is, "No. 101 ledger card, please!" You have the account you want, the clerk is free to follow his own sweet will—or rather, go on with his work, the customer can look over your shoulder while he discusses the account, without your fear of exposing his neighbor's account on the opposite page.

Early in the month I had the misfortune to be in bed for a few days; some dozen accounts or more re-

Trade With England

Every Canadian who wishes to trade successfully with the Old Country should read

"Commercial Intelligence"

(The address is 168 Fleet St., London, England.)

The cost is only 6c. per week. (Annual subscription, including postage, $4.80.)

Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.

NEW TELEPHONE LINE

A new copper metallic line has just been completed from Simcoe to Port Rowan. The towns listed below can now be reached from Toronto at the following rates :

PORT ROWAN -	50c.
ST. WILLIAMS - -	50c.
VITTORIA - -	40c.

The Bell Telephone Co. of Canada

You never know

how many mistakes you have made when you send out your accounts in the old way.

THE BRIGGS LEDGER SYSTEM

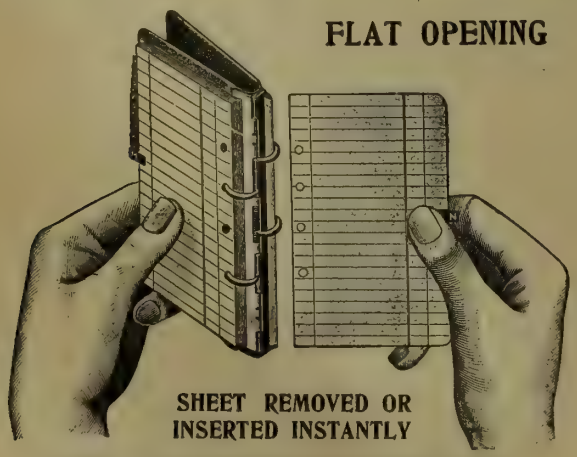
has a three-fold check on every account that is rendered. Your bills are always ready and balanced to date Based on the English Banking System. Any one can be a book-keeper. Catalogue (illustrated) sent free upon request. Write to-day.

The Briggs Ledger System Co.,
Limited

75 York St., - Toronto, Can.

TENGWALL LOOSE LEAF PRICE BOOK

FLAT OPENING



SHEET REMOVED OR INSERTED INSTANTLY

SEND FOR DESCRIPTIVE PRICE LIST.

HART & RIDDELL, Manufacturers Loose Leaf Ledgers and all kinds of Binders. **TORONTO**

quired dealing with as to immediate delivery of goods exceeding the high limit mark. Before a just decision could be given it was necessary to review the working of the account for twelve months or more. Let me give you the alternative under the old rule:

1. A clerk spending unlimited time taking copies of the accounts; or,

2. Loading up the ledgers and carting them to me! The poor invalid groans under the ledger on his bed! The work at the office ceases until the return of the cart!

This is now changed; we are under the dispensation of the card system. The clerk waltzes gaily into the room with a dozen or more ledger cards some few ounces in weight; the bed-stricken one, without even raising himself on his pillow, reviews the position of the account, gives a fair and wise decision, and so once more mind prevails over matter, or, in other words, cards triumph over ledgers. This, however, may be criticized as theory, and it has truly been said: "One ounce of fact is worth pounds of theory"; still, theory must come first, hence I have taken it in order. We will now take a few facts:

I have here a perforated sheet taken from a book, on the left-hand side of which are particulars of nineteen departments. Instead of posting from a book in which there are twenty-one pages of detail, I distribute the book by tearing out the perforated portion, so that the eight sections of the business can be posted at the same time. There are fifty-one postings to be done, and I will ask the ledger clerk and his junior to post fifty-one items—the actual transactions of a portion of a section for one day. Will you kindly time them during the work and I will go on talking. I make the time 7.12.

My past experience has been that to refer to a loose index, post and call back fifty postings, took twenty-five to thirty minutes, or say 1,500 postings and calling back was a good day's work for ledger clerk and junior, and then when ledgers came to be balanced you sometimes found a mistake—but where? Somewhere in the book, certainly, but where? Now with the cards you have the accounts disconnected with the other accounts, and know for a certainty that the error must be on the cards out of the cabinet, not those in the cabinet. In calling back a ledger you have to repeat the process of finding folio after folio; with the cards they are in order, and called back much more quickly. I admit the cards have to be put away again, but this is a small matter, as you will see when the junior comes to that process.

COMMERCIAL LAW.

FREQUENTLY business men have need of the services of lawyers in centres other than their own. Whether for legal representation, the organization of companies, searching titles to property, watching the interests of creditors or for the collection of accounts it is generally wise to be in close touch with a reliable legal firm who are "on the spot." For this reason, merchants should often refer to the legal cards on another page. The firms whose card are inserted are reliable and capable of any work required of them by readers of this paper.

This list is for the purpose of placing retailers, manufacturers' jobbers and other readers in touch with reliable and competent accountants and auditors whose services are so frequently required for such purposes as opening books,

Leading Canadian Accountants and Auditors

adjusting and auditing accounts, arranging partnerships or organizing joint stock companies, devising special office systems, making collections and investigations, handling estates, making valuations, etc.

DAVID HOSKINS, F.C.A.
Chartered Accountant,
Auditor,
Financial Valuator.
207 Manning Chambers, City Hall Sq.,
Toronto, Canada.

F. H. KIDD,
Chartered Accountant, Auditor, Assignee, Etc
505 McKinnon Bldg., - Toronto.

JENKINS & HARDY,
Assignees, Chartered Accountants,
Est'd 1875 and Fire Insurance Agents.
15½ Toronto Street Toronto
465 Temple Building, Montreal.
100 William Street, New York.

HENRY BARBER & CO.,
Accountants and Assignees.
Offices:
18 Wellington St. E., Toronto, Ont.

WILLIAM FAHEY,
Accountant and Auditor.
402 McKinnon Building, Toronto.

GEO. O. MERSON,
Chartered Accountant,
Auditor, Assignee etc.
Regular and Special Audits.
27 Wellington St. E.,
'Phone Main 4744. Toronto.

Cable Address: "Wigwam."
T. G. WILLIAMSON,
Chartered Accountant and Auditor,
15 Toronto St., Toronto, Canada.

This space $15 a year.

This space $15 a year.

This space $15 a year.

This list is for the purpose of placing manufacturers, wholesale and retail merchants and other readers throughout Canada, and firms abroad doing business in Canada, in touch with the legal profession throughout the Dominion, for the collection of accounts, legal representation,

LEGAL CARDS.

organization of companies, the arrangement or dissolution of partnerships, or assignments, as well as all other matters of a legal nature.

For advertising rates apply to MacLean Publishing Co., Limited, Montreal or Toronto.

BEATTY, BLACKSTOCK, FASKEN & RIDDELL,
BEATTY, BLACKSTOCK, CHADWICK & GALT,
Barristers, Solicitors, Notaries, Etc.
Offices, Bank of Toronto.
Tel., Main 3813. Toronto, Ont.

JAS. H. BURRITT, K.C.
Solicitor, Notary, Etc.
Pembroke, - - - Ont.

D. O. CAMERON, Barrister.
Equity Chambers, Toronto.
Branch Office, Oakville, Ont.

I. L. O. VIDAL.
Barrister, Solicitor, etc. Collections and Commercial Law.
Montmagny and Quebec City, Que.

TUPPER, PHIPPEN & TUPPER,
Barristers, Solicitors, Etc.
Winnipeg - - Canada.

J. C. HAMILTON, LL.B.,
Barrister, Solicitor and Notary.
McKinnon Building, Toronto.
'Phone. Main 65.

ATWATER, DUCLOS & CHAUVIN
Advocates. Montreal.
Albert W. Atwater, Q., Consulting Counsel for City of Montreal. Chas. A. Duclos. Henry N. Chauvin.

Educational Department.

The following institutions for the education of business men's sons and daughters are recommended by this paper:

Learn the Law about

Joint Stock Companies

To-day a large percentage of the world's business is done by joint stock companies.

Wouldn't it be worth while to know all about Joint Stock Company Law?

Nearly everyone needs the knowledge of it in business life.

We teach it by Mail at a small cost.

Write for information about our course in Joint Stock Company Law.

CANADIAN CORRESPONDENCE COLLEGE, Limited
TORONTO, CANADA.

Western Business College

Cor. College and Spadina avenue, **TORONTO.**

Thorough courses in Bookkeeping, Stenography, Typewriting and **Penmanship**; individual instruction.

A. J. HOARE, Principal.

St. Margaret's College, Toronto

A Boarding and Day School for Girls.
Thorough courses in every department.
Only teachers of the highest academical and professional standing employed.

GEORGE DICKSON, M.A., Director.
MRS. GEORGE DICKSON, Lady Principal.

Typewriting.

Bookkeeping and Shorthand are sure stepping-stones to success.

Teachers who have had practical business experience teach these branches in

THE WILLIS BUSINESS COLLEGE.

A school of genuine merit. Send for our beautiful catalogue.

S. T. Willis, Principal, Cor. Bank and Albert Sts., OTTAWA.

1889.

The Belleville Business College, Limited,

Business firms get the best results by applying to us 10 days before vacancies occur in their employ.

See Catalogue pages 21, 27, 33, 41.

J. A. Tousaw, Secretary. **BELLEVILLE, ONTARIO.** J. Frith Jeffers, M.A., President.

TORONTO'S QUICK AND SURE PRINTERS

We do all kinds of good printing cheap. Let us handle your next order and you will be satisfied. Latest styles in Type and Borders. Everything up to date.

1,000 LINEN LETTERHEADS THIS MONTH, $2.50.

G. A. Weese & Son, 44 Yonge St., Toronto.

ADVERTISE YOUR BUSINESS

Write for particulars about our cuts and ads. from 50 cents up. To advertise in newspapers. Catchy ideas to catch business. Given to one merchant in a town. Send us your ads. and we will criticise them free. WRITE TO-DAY.

GEO. J. SMITH BUREAU, 621 BROADWAY, N.Y.

WE WRITE ADS. IN FRENCH.

HOW A CASH BUSINESS WAS STARTED

CASH in the grocery store is the theme of an article by Fred Harris, of Mattoon, Ill., in which he explains how he introduced a cash system into his grocery store, and this is how he tells his story :

Our business is now strictly cash. Everything is paid for before it leaves the store or goes C. O. D. Our system in regard to checking C. O. D. orders is almost perfect. We have a place for everything and everything in its place. We believe in and practice system, always remembering the words, "Do it now"—not to-morrow or after awhile. Do it now and get it off your mind, so you will be ready for the next thing that comes up.

I worked for my father until I was twenty-one, at which time he retired from business in comfortable circumstances. I bought his stock, paying for it as I could with 7 per cent. interest on same till paid. When I took the store I didn't have a dollar, but I managed to pay for it all, $2,200, in just thirteen months, and $80 interest besides. I had worked for him for eight years. He conducted a credit business, and after taking the store I did a credit business for six years. Now I have done a strictly cash business four years, and can't begin to tell you how much better I like it. I made money in the credit business, but I had my losses, too, just as most all my brother grocers do.

Days of Worry.

There were days I wished I had never seen a grocery store and worried, just as thousands of credit grocers are doing to-day. Then came a time when persons whom I considered my best friends began to take advantage of the bankruptcy law and get the better of me. That put me to thinking, and I decided to wind up the credit business at once and forever. My store was seven blocks from the heart of the City of Mattoon. I changed my system. I moved to the heart of the city, and have been at this location four years.

When I made the change I had some very fine credit trade, but I made up my mind to conduct a strictly cash business. I sent out a thousand letters telling people I was going to make the change, advertised largely in all the home papers in advance of my change, and gave a swell opening by serving coffee free to everybody for three days. The opening was a grand success, and the store has been continuously successful ever since. When I made the move it made some of my old customers sore, and many predicted my failure on the cash plan in from two to six months. Some fairly laughed at me and said a strictly cash business in a credit railroad town was an impossibility.

As I had made up my mind to go ahead, I went ahead and I have to-day one of the finest stores in Illinois outside of Chicago. There are forty grocers in Mattoon, and I am the only one doing business strictly for cash. My sales exceed those of any other grocer. My store has been many times complimented, and is called one of the neatest, handsomest and best arranged stores in this section.

We do not solicit orders. We advertise largely and in many ways. We didn't move to this location with the view to sitting down and waiting for trade. We carry a large, complete stock, and every article is guaranteed or money back. Rich and poor are treated alike. A poor man's dollar is worth as much as the rich man's. We advertise in the home papers, send out bills by mail, give pretty calendars, send out sample packages of many foods we handle, give demonstrations in the store and adopt any other advertising plan which appears to possess merit.

Farmers Can Pay Cash.

I am a strong believer in advertising, especially in a cash business. Good advertising always pays. We have a very heavy C. O. D. telephone business. The drivers always have change and collect at the house. This was new to the people at first, and some pretended to be offended when we refused them credit. These same people are now trading with us and think cash the only system. We make a strong pull for the farmers' trade and find that good advertising sent to the farmer brings better results than to any other class of trade. We show our appreciation of this trade and find it pleasant and profitable. They own their own farms and can pay cash the year round.

In all my advertising I use cuts as much as possible, and from 10 to 150 low prices in most every ad. I put out. Using good cuts makes the advertising much more attractive. We do not try to see how cheap we can sell, but we endeavor to sell the best guaranteed groceries cheaper than they have ever been sold in Mattoon before.

I am highly pleased with my change from credit to cash and never expect to do business in any other way. When the cash system is adopted and you live up to it, you have thrown aside the cares of the grocery business. Brothers who are doing a credit business, be frank—don't you worry and sometimes lay awake nights wondering how you are going to make ends meet? Profits are so small the grocer can't pay unless customers pay him.

I do not advise everybody to do a cash business, but I do advise grocers in cities of over 10,000 inhabitants who have nerve and are not afraid to push ahead to try it and see how much more pleasure, as well as profit, they will find in a cash business. If you can't say "No" to everybody, stay out of the cash business. If you are easily discouraged stay out of it. If you will not advertise never go into the cash business, for advertising is the life of a cash store.

COFFEE CONSUMPTION.

The amount of coffee consumed per capita in the United States has increased from ten pounds in 1901 to twelve pounds in the present year. The United States is third country in the world in point of consumption of coffee per capita, Denmark being first, and Holland second. The Dutch control the Java trade, and consumed in 1900 seventeen pounds per capita. Great Britain consumes only three-quarters of a pound annually per individual, being a tea-driking nation.

WINE AGENCIES.

The president of the Chambre de Commerce in Montreal, A. Chouillou, informs The Grocer that he has received communications from some of the largest wine houses in France, who are desirous of communicating with suitable agents in Canada. The names of these firms will be gladly given to any legitimate applicant for them.

"When in doubt Play trumps."

Sell SOUTHWELL'S JAMS

None Better—None so Good.

Our price list on request, if you haven't one.

FRANK MAGOR & CO.,

AGENTS FOR CANADA. 403 St. Paul St., MONTREAL.

ONE MORE ADDITION

TO CANADA'S ALREADY
Enviable Reputation
FOR MANUFACTURED GOODS

LEES & LANGLEY'S WORCESTERSHIRE SAUCE

No Doubt about it: every grocer should appreciate the opportunity to handle this sauce, it shows a big profit and is guaranteed to please.

Drop us a card to-day, or order from your wholesale house.

AMERICAN COFFEE & SPICE CO.
TORONTO.

Quotations for Proprietary Articles.

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper.
The following are prices of proprietary articles which are supplied by the manufacturers or their agents. For charges for inserting quotations in this department apply to Advertising Manager, THE CANADIAN GROCER, at our nearest office.

June 9, 1904.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes	$4 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 3 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ¼ " "	14 00

W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4 doz.	10c.	$0 85
3 doz.	4-oz.	1 20
3 doz.	6-oz.	1 75
1 doz.	12-oz.	3 50
2 doz.	12-oz.	3 45
3 doz.	12-oz.	3 40
2 doz.	16-oz.	4 45
3 doz.	16-oz.	4 35
1 doz.	2½lb.	10 40
1 doz.	5lb.	19 50

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

JERSEY CREAM BAKING POWDER.

½	Size, 5 doz. in case		$0 40
¼	" 4 " "		0 75
½	" 3 " "		1 25
1	" 2 " "		2 25

OCEAN MILLS.

	Per doz.
Ocean Baking Powder, ¼ lb., 4 doz.	$ 45
Ocean Baking Powder, ½ lb. 5 doz.	90
Ocean Baking Powder, 1 lb., 3 doz.	1 25
Ocean Borax, ½-lb. packages, 4 doz.	40
Ocean Cornstarch, 40 pks. in a case	78
Freight paid, 5 p.c. 30 days.	

ROYAL BAKING POWDER CO.

Sizes.	Per Doz.
Royal—Dime	$ 1 00
" ½ lb.	1 60
" 6 oz.	2 25
" ½ lb.	2 90
" 12 oz.	4 50
" 1 lb.	5 75
" 3 lb.	15 50
" 5 lb.	25 50

Sizes.	Per Doz.
Cleveland's—Dime	$ 1 00
" ½ lb.	1 50
" 6 oz.	2 20
" ½ lb.	2 80
" 12 oz.	4 25
" 1 lb.	5 50
" 3 lb.	15 00
" 5 lb.	25 00

"VIENNA" BAKING POWDER.

	Per doz.
1-lb tins, 4 doz in box	$2 25
½-lb tins, 4 doz in box	1 25
¼-lb tins, 4 doz in box	75

BEE BAKING POWDER.

1-lb. tins, cases 4 doz, per doz.	$2 25

HOME BAKING POWDER, CO., MONTREAL.

Sizes.	Per doz.
2 doz. case ½ lb.	$2 40
1 " 1 lb.	4 75

1 to 5 cases, 5 per cent.
5 to 10 cases, 10 per cent.

EAGLE BAKING POWDER

	Per doz.
Cases of 48-5c. tins	$0 45
" 48-10c. tins	0 75
" 24-25c. tins	2 25
" 48-25c. tins	2 25

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ¼ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes, according to size	0 02 0 10

J. M. DOUGLAS & CO.—Laundry Blues.

"Blueol"—10-lb. boxes containing 50 pkgs., 4 squares each.....per lb. 15c

"Sapphire"—14-lb. boxes, ½-lb. pkgs. per lb.....12½

"Union"—14-lb. boxes, assorted, 1 & ½-lb. pkgs. per lb. 10

Black Lead.

Reckitt's, per box	$1 15

Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz.; or ¼ gross, 4 oz.

JAMES' DOME BLACK LEAD.

	Per gross
6a size	$2 40
2a size	2 50

Borax.

"Bee" brand, 5 oz., cases, 40 pkgs.	1 40
" " 10 oz., cases, 48 "	3 25
" " 16 oz., cases, 48 "	4 25

EAGLE BORAX.

	Per doz.
Cases of 5-doz. 5c. packages	$0 40
" 5-doz. 10c. "	0 85

Brooms.

UNITED FACTORIES, LIMITED.

	doz. net.
Boeckh's Bamboo Handles, A, 4 strings	$4 70
" " " B, 4 "	4 40
" " " C, 3 strings	4 10
" " " D, 3 "	3 85
" " " F, 3 "	3 55
" " " G, 3 "	3 20
" " " I, 3 "	2 85

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 03
" " 7-lb. cotton bags, per bag	0 18½
Quaker Oats, 2-lb. pkgs., per case	3 00
Tillson's Oats, 2-lb. pkgs., per case	00

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Hygienic, 1-lb. tins per doz.	$6 75
" ½-lb. tins "	3 50
" ¼-lb. tins "	2 00
" fancy tins "	0 85
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50
Perfection, ½-lb. tins, per doz.	2 40
Cocoa Essence, sweet, ½-lb. tins, per doz.	2 25

MOLASSES

New Crop 1904 Barbados.

We have just landed a small lot of the above which is very choice No. 1 quality. We can offer it at a low price. Send for sample.

The Dominion Molasses Co.,

Limited

HALIFAX - - - - NOVA SCOTIA.

Dutch Chemical Works

AMSTERDAM.

EXCEPTIONAL VALUE FOR THE GROCERY TRADE

SPECIAL OFFERS

Recommend Themselves.

WE OFFER OUR MAGNIFICENT

"Butterfly Brands"

	¼-lb.	½-lb.	1-lb.
COFFEE and CHICORY per doz. tins	2/3	4/-	7/-
PURE DUTCH COCOA per doz. tins	4/3	8/-	15/-

Goods delivered, freight paid, to any Canadian port, duty not included. TERMS: Cash with order.

The COFFEE and CHICORY is packed in cases of one cwt., while the COCOA is supplied in cases of 56 lbs.

SAMPLES FREE ON APPLICATION.

Chocolate—	per lb
Queen's Dessert, ¼'s and ½'s	$0 40
" 6's	0 42
Mexican Vanilla, ¼'s and ½'s	0 35
Royal Navy Rock, " "	0 30
Diamond, " "	0 25
" 8's	0 28

Icings for cake—	Per doz.
Chocolate, pink, lemon color, lbs.	$1.75
Orange, white and almond, ½-lbs.	1.00

Confections—	Per doz.
Cream bars, large boxes	$2.25
" small	1.35
Chocolate ginger, lbs	3.75
" ½-lbs	2.25
" wafers, ½-lb. boxes	2.25
" " ½-lb. boxes	1.30

FRY'S.

Chocolate—	per lb.
Caraccas, ¼'s, 6-lb. boxes	$0 42
Vanilla, ¼'s	0 42
"Gold Medal," sweet, ¼'s, 6-lb. boxes	0 29
Pure, unsweetened, ¼'s, 6-lb. boxes	0 42
Fry's "Diamond," ¼'s, 14-lb. boxes	0 24
Fry's "Monogram," ¼'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ¼'s, 1 doz. in box	2 40
" ½'s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ¼'s, 14-lb. boxes	....
" ½'s, 12-lb. boxes	....
Epps's Cocoa, case of 14 lb., per lb.	0 35
Smaller quantities	0 37½

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

¼ lb tins, 4½ doz. to case	per doz.,	$ 90
½ " " 4 " "	"	2.40
½ " " 2 " "	"	4.75
1 " " 1 " "	"	9.00

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.

	Per lb.
Mott's Broma	$0 30
Mott's Prepared Cocoa, ¼s and ½-boxes	0 28
Mott's Breakfast Cocoa, ¼s in boxes	0 40
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caracas Chocolate	0 40
Mott's Diamond Chocolate	0 23
Mott's Navy Chocolate, ¼s in boxes	0 27
Mott's Cocoa Nibbs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross	1 00
Mott's Confectionery Chocolate	0 21 0 32
Mott's Sweet Chocolate Liquors	0 20 0 36

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 38
Vanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 27
Breakfast cocoa, ¼, ½, 1 and 5-lb tins	0 43
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 35
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5's, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 56

The above quotations are f.o.b. Montreal.

LOWNEY'S.

Breakfast cocoa—
6-lb. boxes, 12 boxes in case, 1-5-lb. tins. 45c.
6-lb. boxes, 12 boxes in case, ½-lb, tins. 42c.
6-lb. boxes, 12 boxes in case, ½-lb. tins. 42c.

Sweet chocolate powder—"Always Ready."
6-lb. boxes, 12 boxes in case, ½-lb tins. 32c.

Premium chocolate—
6-lb bxs., 12 bxs. in case, ½-lb. pkgs. 34c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs. 34c.
6-lb. bxs., 12 bxs. in cose, ½-lb. pkgs. 36c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs. 36c.

Medallion sweet chocolate—
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. 48c.

Milk chocolate—
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. 40c.

Tid-Bit chocolate—
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. 25c.

Vanilla sweet chocolate—
3-lb. bxs. 24 bxs., in case, ½-lb. pkgs. 32c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. 32c.

Diamond sweet chocolate—
6-lb. boxes, 12 bxs. in case, ½-lb. pkgs. 19c.

Condensed Milk.

Anchor" brand, cases 4 doz., per case	$5 00
" evap. cream, cp. 4d. "	4 65

Borden's Condensed Milk Co.

Eagle" brand	$1 50
Gold Seal" brand	1 30
Peerless" brand evaporated cream	1 20

"Reindeer" Brand
Case (4 doz $5.60

Coffee.

"Bee" brand, 1 lb. tins, cases, 30 tins	9 00
" " 2 lb. tins, cases, 15 tins	8 70

THE EBY, BLAIN CO., LIMITED.

In bulk—	Per lb.
Club House	0 32
Royal Java	0 31
Royal Java and Mocha	0 31
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Fancy Bourbon	0 20
High Grade package goods—	
Gold Medal, 2-lb. tins	0 30
Gold Medal, 1-lb. tins	0 31
Kin Hee, 1-lb. tins	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars	0 30
English Breakfast, ground only 1-lb. tins	0 1?

JAMES TURNER & CO.

	Per lb.
Mecca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.

	Per lb.
"Old Crow" Java	$0 25
" Mocha	0 25
"Condor" Java	0 30
" Mocha	0 30

15-year-old Mandheling Java and hand-picked Mocha 0 50

1-lb. fancy tins choice pure coffee, 48 tins per case 0 20

Madam Huot's coffee, 1-lb. tins 0 31

" " " 2-lb. tins 0 30

100 lb. delivered in Ontario and Quebec.

Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" II, 40-lb. boxes	42½c.
" III, 80-lb. boxes	37½c.
" IV, 80-lb. boxes	35c.

S. H. & A. S. EWING'S.

	Per lb
Mocha and Java coffee, in 1-lb tins, 30-lb cases	32
Mocha and Java coffee, in 2-lb tins, 30-lb cases	29

Cheese.

Imperial—Large size jars	per doz.	$8 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	15 00
Small size	"	12 00
Roquefort—Large size	"	2 40
Small size	"	1 40

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co. Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c

For this and every Summer

the safest Starch to sell to your trade is

EDWARDSBURG "Silver Gloss."

Every merchant in Canada has found it the standard of all Laundry Starches.

For Cooking Benson's Prepared Corn

stands at the head of all.

SEE THAT YOU HAVE IT IN STOCK FOR YOUR TRADE.

EDWARDSBURG STARCH CO'Y, Limited

ESTABLISHED 1858

83 Front St. East, TORONTO, ONT. Works: CARDINAL, ONT. 164 St. James St., MONTREAL, P.Q

Allison's Coupon Pass Book.

$1 00 to 3 00 books	3	cents each
5 00 books	4	"
10 00 "	5½	"
15 00 "	6½	"
20 00 "	7½	"
25 00 "	8	"
50 00 "	12	"

Cane's Clothes Pins.

UNITED FACTORIES, LIMITED.

Clothes pins (full count), 5 gross in case, per case $0 62
doz. packages (12 to a case) 0 75
6 doz. packages (12 to a case) 0 95

Cleaner.

		Per doz.
4-oz. cans		$ 0.90
6-oz.	"	1.35
10-oz.	"	1.85
Quart	"	3.75
Gallon	"	10.00

Wholesale Agents.

The Davidson & Hay, Limited, Toronto.

Food.

		Per doz
Robinson's patent barley	½-lb. tins	$1 25
" " "	1-lb. tins	2 25
" " groats	½-lb. tins	1 25
" " "	1-lb. tins	2 25

Gelatine.

	Per gross.
Knox' No. 1 sparkling	$15 00
	Per doz.
" " " 6 doz., at	$ 1 30
" No. 3 acidulated, at	$ 1 50

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant " "	1 85
Other jams	1 90
Red currant jelly	2 75

T. UPTON & CO.

Pure Fruit Jams—

1-lb. glass jars, 3 doz. in case, per doz.	$0 95
2½-lb. tin pail, 2 doz. in crate, per lb.	0 06½
5 and 7-lb. tin pails, 8 and 9 pails to crate ..... per lb.	0 06
7, 14 and 30-lb. wood pails, "	0 06

Pure Fruit Jellies—

1-lb. glass jars, 2 doz. in case, per doz.	0 95
7, 14 and 30-lb. wood pails, ... per lb.	0 06

Home Made Jams—

1-lb. glass jars (16-oz. gem.) 1 doz. in case ..... per doz.	1 50
5 and 7-lb. tin pails ..... per lb.	0 09
7, 14 and 30-lb. wood pails .... "	0 09

BRAND & CO.

Brand's calf's foot	$3 50
Real turtle jelly	7 75

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper .... per lb.	$0 40
Fancy boxes (36 or 50 sticks) .... per box	1 25
"Ringed" 5-lb. boxes ..... per lb.	0 40
"Acme" pellets, 5-lb. cans .... per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans ..... per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" " 100 sticks	0 73
Dulce large cent sticks, 100 in box ...	....

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.	$3 70
3 cases "	3 60
5 cases or more	3 50

Matches.

UNITED FACTORIES, LIMITED. Per case.

Surelight (Parlor)	$3 50
Flashlight (Parlor)	5.75
Kodak (Sulphur)	3 80

WALKERVILLE MATCH CO.

Parlor—	1 case.	5 cases.
Imperial	$3 75	$5 50
Best	3 50	3 25
Crown	1 70	1 60
Maple Leaf	1 90	1 80
Knights	4 75	4 5)
Sulphur—		
Club	3 90	3 70

Mince Meat.

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., 1-lb. tins	per doz.	$ 1 40
" ½-lb. tins	"	2 50
" 1-lb. tins	"	5 00
Durham 4-lb. jar	per jar.	0 75
" 1-lb. jar	"	0 25
F. D., ½-lb. tins	per doz.	0 85
" ½-lb. tins	"	1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—		
¼-lb. tins	per lb.	$ 0
½-lb. tins	"	0 35
1-lb. tins	"	0 32½
4-lb. jars	per jar	1 20
1-lb. jars	"	0 35
Old Crow," 12-lb. boxes—		
¼-lb. tins	per lb.	0 25
½-lb. tins	"	0 23
1-lb. tins	"	0 22½
4-lb. jars	per jar	0 70
1-lb. jars	"	0 25

Orange Meat.

Cases, 36 15c. packages	$4.50
5 case lots	4.40
(Freight paid.)	
Cases, 20 25c. packages	4.00
5 case lots	4.00
(Freight paid.)	

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand 1-lb. glass	$1 50
" " quart gem jars	3 40

T. UPTON & CO.

1-lb. glass jars, 2 doz. case .... per doz.	$ 0 95
Home-made, in 1-lb. glass jars "	1 50
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 06

Pickles.

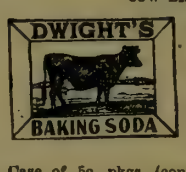
STEPHENS'.

A. P. Tippett & Co', Agents.

Cement stoppers (pints) ..... per doz.	$ 2 30
Corked " ..... "	1 90

Soda.

COW BRAND.



Case of 1-lb. containing 60 pkgs., per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. (containing 96 pegs.), per box, $3 00.

EMPIRE

"EMPIRE" BRAND.

Brunner, Mond & Co.

Case 120 ½-lb. pkts. (60 lb.), per case, $2 70.

Case 96 10-oz. pkts. (60 lb. case, $2 80.

"MAGIC" BRAND.

	Per case.
No. 1, cases, 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " { 30 1-lb. " / 60 ½-lb. " }	2 75

No. 5 Magic soda—cases 100—10-oz. pkgs.

1 case	2 85
5 cases	2 75

"BEE" BRAND.

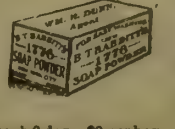
	Per case
"Bee" brand, 8 oz., cases, 120 pkgs.	
" " 10 oz., cases, 96 pkgs.	
" " 16 oz., cases, 60 pkgs.	$2 75

Soap and Soap Powders.

A. P. TIPPET & CO., Agents.

Maypole soap, colors	per gross	$10 20
" " black	"	15 30
Oriole soap	"	10 20
Gloriola soap	"	12 00
Straw hat polish	"	10 20

BABBITT'S.



Babbitt's "1776" 100 6-oz. pkgs. $3.50 per box. 5 boxes, freight paid and a half box free.
Babbitt's "Best" soap, 100 bars, $4 10 per box.
Potash or Lye, bxs. each 2 doz., $2 per box.

WM. H. DUNN, AGENT.

Two Lines That Lead.

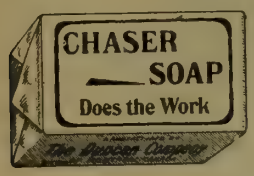
A Vinegar with Advantages.

You want a brand absolutely pure. One which will keep a long time without deteriorating. One known for its delicate aroma and its excellent flavour. **Hill, Evans & Co.** (Worcester, Eng.), produce **the** one. A Malt Vinegar which is unapproached by any other for these essential properties. A Vinegar you may always rely upon.

Quinine Wine with a Reputation.

Robert Waters' Quinine Wine enjoys a 50-year reputation as the finest tonic known.

Export Agents—ROBT. CROOKS & CO., Botolph House, Eastcheap London, England.



CHASER SOAP.

1 case	$2 40
5 cases	2 30
10 cases	2 20
20 cases	2 10

5 per cent. 10 days or 60 days acceptance.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. cartons	$0 06½
No. 1 " " 3-lb. "	0 06½
Canada laundry	0 05½
Silver gloss, 6-lb. draw-lid boxes	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05½
Canada White Gloss, 1-lb. pkgs.	0 05½
Benson's enamel....per box 1 25 to	2 50
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 07
Canada Pure Corn	0 05½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps	0 08½

BEE STARCH CO., MONTREAL.

"Bee" brand, cases, 4 packages	5 00

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 05½
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 06½
Barrels, 200 lb.	0 05½
Kegs, 100 lb.	0 05½
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 45 cartons, per case	3 50
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 05½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 07
Crystal Maize Corn Starch —	
1-lb. packages, boxes 40 lb.	0 07

ST. LAWRENCE STARCH CO., LIMITED.

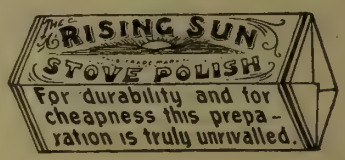
Ontario and Quebec.

Culinary Starches—	
St. Lawrence corn starch, 40 lb	0 07
Durham corn starch, 40 lb	0 05½
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 06½
" 3-lb. cartons, 36 lb.	0 06½
" 200-lb. bbl.	0 05½
" 100-lb. kegs	0 05½
Canada Laundry, 40 to 46 lb.	0 05½
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 06½

OCEAN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$3 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00

DUNN, AGENT.

	pr. dz.
Enameline No. 4, bxs., ea. 3 dz.	0 38
Enameline No. 6, bxs., ea. 3 dz.	0 65
Enameline liquid, bxs, ea. 3 doz.	0 75
Blackene, 5-lb. cans, per lb.	0 10

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

	Per case.
Enamelled tins, 2 doz. in case	$2 40
Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 90
5 " 1 " "	2 35
10 " ½ " "	2 25
20 " ¼ " "	2 10

(10 and 20 lb. tins have wire handles.)

"BEAVER" BRAND.

	Per case.
1 gal. tins, square, 6 in case	$4 40
½ gal. tins, round, 12 in case	4 50
¼ gal. tins, round, 24 in case	4 60

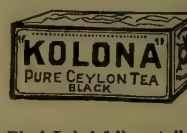
SMALL'S BRAND—Standard.

	Per case.
1 gal. tins, square, 6 in case	$4 70
½ gal. tins, round, 12 in case	4 90
¼ gal. tins, round, 24 in case	5 30

Teas.

SALADA CEYLON.

	Wholesale.	Retail.
Brown Label, 1's	$0 20	$0 25
" ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c	$0 19
" " ½-lb. " "	0 20
Blue Label, retail at 30c	0 22
Green Label. " 40c	0 28
Red Label, " 50c	0 35
Orange Label, " 60c	0 42
Gold Label, " 80c	0 55

Cases, each 60 1-lb.	$0 35
" " 60 ½-lb. }	0 35
" " 30 1-lb. }	
" " 120 ¼-lb.	0 36

LUDELLA CEYLON, 1's AND ½'S PKGS.

Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

"CROWN" BRAND.

	Wholesale.	Retail.
Red Label, 1-lb. and ½s	$0 35	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½s	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—	
"Condor" III 80-lb. boxes	$0 35
EMD AAA Japan, 40 lb " at	0 36
" AA " 40 "	0 34
Blue Jay, basket fired Japan, 70 lbs.	0 30
"Condor" IV 80-lb. "	0 32½
" V 80-lb. "	0 30
" XXXX 80-lb. boxes	0 25
" XXXX 30-lb. "	0 26
" XXX 80-lb. "	0 22½
" XXX 30-lb. "	0 23½
" XX 80-lb. "	0 20
" XX 30-lb. "	0 21
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 28½

Black Teas—"Nectar" in lead packets	
Green Label....retails	0 26 at 0 20
Chocolate Label.... "	0 35 at 0 25
Blue Label.... "	0 50 at 0 36
Maroon Label.... "	0 60 at 0 45
Fancy tins—Chocolate, 1-lb	0 32½
" " —Blue, 1-lb	0 42½
" " —Maroon, 1-lb	0 50
" " —Maroon, 1-lb	1 50

"Condor" Ceylon black tea in lead packets	
Green Label, ¼s, ½s and 1s, 60-lb. cases....retail	0 25 at 0 20
Grey Label, ¼s, ½s and 1s, 60-lb. cases....retail	0 30 at 0 23
Yellow Label, ¼s and 1s, 60-lb. cases....retail	0 35 at 0 26
Blue Label, ¼s, ½s and 1s, 50-lb. cases....retail	0 40 at 0 30
Red Label, ¼s, ½s and 1s, 50-lb. cases....retail	0 50 at 0 34
White Label, ¼s, ½s and 1s, 50-lb. cases....retail	0 60 at 0 40

Black Teas—"Old Crow" blend—	
Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1 per lb.	0 35
No. 2 "	0 30
No. 3 "	0 25
No. 4 "	0 20
No. 5 "	0 17½

LIPTON'S TEA (in packages).

Color of Label.	1 lbs. & ½ lbs. per lb.	Sold for ¼ lbs. per lb.
Ceylon-India, Ex. ch'st A Yellow	45	47
" " " B Red	40	42
" No. 1 C Pink	35	37
" 2 C Orange	28	
" 3 C L. Blue	22	
4 C L. Green	20	

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 3½s, 5s. and 10s.	$0 39
" Amber, 8s. and 3s.	0 60
Chewing—Stag, bars, 10½oz.	0 43
" Bobs, 5½s. and 11s	0 44
" " 10½ oz. bars, 6s	0 44
" Currency, 12 oz. bars, 12s	0 47
" " 6½s. and 12's	0 47
" Old Fox, narrow, 12s	0 47
" Snowshoe, 14½oz b'rs, sp'c'd 6½	0 51
" Pay Roll, 7s and 6½s	0 53
" Fair Play, 8s. and 13s	0 53

Vinegars.

E. D. MARCEAU, Montreal. Per gal.

EMD, pure distilled, highest quality	$0 30
Condor, pure distilled	0 25
Old Crow	0 20

Special prices to buyers of large quantities

GRIMBLE'S MALT.

Bulk, ¼-casks, 25 gals	$5 45	$10 90
" casks, 60 "	10 25	22 40
Bottles, cases, 3 doz.	3 25	4 40

Washing Powder.

FAIRBANK'S GOLD DUST.

Five cases assorted—	
24 25c. packages	$4 85
100 10c. "	7 80
100 5c. "	3 90

Freight prepaid.

Cane's Woodenware.

UNITED FACTORIES, LIMITED.

	Per doz.
Washboards, Victor	$1 35
" Crown	1 45
" Improved Globe	1 60
" Standard Globe	1 70
" Original Solid Globe	2 00
" Superior Sld. Bk. Globe	2 15
" Jubilee	2 10
" Pony	0 95
Diamond King (glass)	3 10
Tubs, No. 0	10 50
" " 1	8 50
" " 2	7 50
" " 3	6 50
Pails, No. 1, 2 hoops	1 75
" "	1 90

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case	$1 15
Gillett's cream yeast, 3 doz.	1 05
Jersey cream yeast cake, 3 doz. 5c.	1 00
Victoria " " 3 doz. 5c.	1 00
" " " 3 doz. 10c.	1 90

JUST WHAT YOU WANT

TIME AND LABOR SAVER

The "ENTERPRISE" ELECTRIC

RAPID GRINDING AND PULVERIZING **Mill**

Will be furnished for Direct or Alternating Current to suit all conditions

25 to 50 lbs. of Coffee

CAN BE GROUND FOR **ONE CENT**

One Grocer says: It has almost doubled our Coffee Trade, I consider it a Good Investment and Advertisement.

DESCRIPTIVE CATALOGUE ALSO TESTIMONIAL PAMPHLET MAILED FREE

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GRANULATOR PULVERIZER

No. 08712

Height 31 inches; Width 32 inches;
Length 25 inches; Weight 320 pounds

PRICE ON APPLICATION

Grinding Capacity
Granulating, 2 pounds per minute
Pulverizing, ½ pound per minute

Capacity of Iron Hoppers, 6 lbs. of Coffee
Capacity of Nickel-Plated Hoppers, 7½ lbs. "

"ACME" TABLE SALT

Ask your wholesale grocer for it. Put up in 24 3-lb. cartoons in a case, and in 50-lb. box.

TORONTO SALT WORKS, Toronto, Ont

THE PEOPLE OF

JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.

BASKETS

We make them in all shapes and sizes. We have

Patent Strawboard Berry Box Grain and Root Baskets, Clothes Baskets, Butcher Baskets,

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE . . .

Oakville Basket Co.

Oakville, Ont.

You are Interested in Something.

Why not get the best items that are printed on the subject.

We read and clip thousands of newspapers every week — therefore we can equip you **speedily** and **economically** for a debate, speech, lecture, essay or anything else requiring up-to-date information and more of it than your competitors are likely to get.

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250 "	12.00
500 "	22.00
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Send for our Booklet which fully explains the scope of the clipping industry.

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CANADIAN PRESS CLIPPING BUREAU,

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McLAREN'S

COOK'S FRIEND BAKING POWDER

The Best Grocers make a point of Keeping it always in Stock.

New Lamps..

RETURNED JUN 11 1904

Our line for season 1904-5 now ready.

Send card for particulars.

GOWANS, KENT & CO.,

TORONTO and WINNIPEG.

16 Front St. East. Main street.

Good mince pies are popular all the year round. If you have

Wethey's Mince Meat

in stock you are sure to have a continuous call for it. It is a wholesome, pure, clean food in a dainty package.

How is your stock?

J. H. Wethey, Limited

ST. CATHARINES, ONT.

Crosse & Blackwell's

Celebrated Candied and Drained Peels.

ORANGE, LEMON, CITRON and MIXED (O. L. & C.)

7-lb. Tins, 7-lb. Wood Boxes and 1-lb. Cartoons.

SPECIALLY LOW NEW SEASON PRICES.

C. E. COLSON & SON, AGENTS, **MONTREAL**

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, LIMITED

MANUFACTURERS OF

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...ESTABLISHED 1849...

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CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia.

THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Provision and Food Stuffs Trades of Canada.

VOL. XVIII. MONTREAL AND TORONTO, JUNE 17, 1904. NO. 25.

Laundry Blue should be perfectly soluble.

Laundry Blue should not streak the linen.

Keen's Oxford Blue

is well known as the Delight of the Laundry, and answers all requirements.

Sold Everywhere in One Ounce Squares—FULL WEIGHT.

This is Pineapple Wafer

The New Biscuit

with Subtle Flavor.

GOOD FOR THE PICNIC TRADE.

Christie, Brown & Co., Limited, Toronto and Montreal.

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 27.

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NATIONAL LICORICE CO.

Successors to
YOUNG & SMYLIE
BROOKLYN, N. Y.
S. V. & F. P. SCUDDER
BROOKLYN, N. Y.
MELLOR & RITTENHOUSE CO.
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DOMINION LICORICE & NOVELTY CO.
TORONTO, CAN.

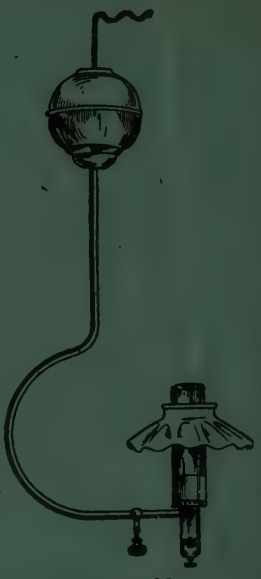
Y. & S., SCUDDER, and M. & R. Brands of PURE STICK LICORICE, Acme Licorice Pellets, M. & R. Wafers in bags, Licorice Lozenges, and a full line of Licorice Specialties, including the celebrated soft licorice lines sold under the Company's brands as follows: THE FLEXIBLE LICORICE, THE PLIABLE LICORICE, THE ELASTIC LICORICE.

OFFICE—106 JOHN ST.
106-116 John St., 227-237 Plymouth St., } Brooklyn, N.Y.
Illustrated Catalogue on request.

The Auer Gas Lamp.

"TURNS NIGHT-TIME INTO DAY-TIME."

New Styles. Lower Prices.



Are you interested in a lamp which gives 100 candle power?

Are you interested in lighting your store brilliantly? You know it draws trade?

Are you interested in saving half of your bill for coal oil?

Are you interested in having the agency for a lamp which does this?

No. 28
100 Candle Power.

Then write for our Catalogue and Discounts.

EVERY LAMP GUARANTEED.

AUER LIGHT CO., 1682 NOTRE DAME ST., MONTREAL.

Tea, Coffee, Cocoa, Fruit, Etc., MACHINERY.

LATEST AND MOST UP-TO-DATE TYPES.

AUTOMATIC CENTRAL DELIVERY TEA AND FLOUR BLENDER.

Patent Automatic **TEA MILLING, SIFTING, BLENDING and PACKING MACHINERY.**

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Gas-Heated Roaster—External Flame with Air Pump.
Gas-Heated Roaster—Internal Flame and Automatic Sampler.
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MANUFACTURERS OF

HIGH-GRADE VINEGAR, REFINED CIDER AND EVAPORATED APPLES.

Tillsonburg, - - Canada.

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If it pays to push an article, it pays to push it to some purpose and to push more with an object of gaining permanent trade than of temporary profit. If the demand for any article stops when you stop pushing it 95 per cent. of your energy has been wasted.

You waste no energy whatever in advocating the sale of the "Griffin" Brand of Dried Fruits and the "Thistle" Brand of Canned Fish, because people who buy them once will buy them again and again. Briefly, the intrinsic merit of both these articles backs up the highest praise you can give them.

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Seedless Raisins and Prunes. Dried Apricots, Peaches and Pears in all their original goodness. A revelation to the grocer who has been buying other Brands.

Selected with the greatest care and shipped in original boxes right from the Vineyards and Orchards on the Pacific Coast.

Look for the "Griffin" trade mark before you buy.

"Thistle" Brand Canned Fish.

Canned Haddies, Kippered Herring and Herring and Tomato Sauce. Selected, cured and packed by Captain Austin of The Thistle Canning Co., Little River, N.S.

Absolutely clean, rich, delicate, appetizing. Prepared right at the water side where they are caught. The brand of highest quality and so recognized the world over.

ARTHUR P. TIPPET & CO., AGENTS,
Montreal. Toronto.

COOKING IS MADE EASY IN THE SUMMER

by the use of **"Halifax"** and **"Acadia"** **Brands** of **Prepared Codfish,** or

HALIFAX FISH CAKES

Do you tell your customers about them?

BLACK BROS. & CO., LIMITED, MFRS., HALIFAX, N. S. LAHAVE, N. S.

A. H. BRITTAIN & CO., REPRESENTATIVES FOR QUEBEC AND ONTARIO, **MONTREAL, P.Q.**

TRADE MARK

DATE WINE VINEGAR

IS

Perfection Itself.

Made from the juice of fresh dates. It is of fine golden color, and always retains its clarity. Absolutely pure, wholesome and healthful.

The Only Date Wine Vinegar in the World.

EXPORT MANAGER:

Mr. FRANZ GOOSSENS, JUNIOR.

BRUSSELS, Belgium.

WANTED—Purchasing Agent for Canada.

"COW'S HEAD" Brand Condensed Swiss Milk

Prepared by Societe Suisse d'Industrie Laitiere, Yverdon, Suisse.

Guaranteed perfectly pure, full cream, completely sterilized and germless. Gold Medals, International Exhibition, Paris, 1900. As used by the British Navy, the British Army, the India Office, H. M. Colonial Governments, London School Board, etc.

AGENTS.

C. E. COLSON & SON, - Montreal.

THEY EARN THEIR COST

while you pay for them.

SOLD ON EASY MONTHLY PAYMENTS.

The Computing Scale Co. of Canada, Limited

164 King Street West, Toronto, Canada.

Manufacturers of...

DAYTON COMPUTING SCALES.
MONEY-WEIGHT SCALES.

SOCKEYE SALMON

"Sovereign" and "Lynx" Brands

ARE THE CHOICEST IN THE MARKET.

EVERY TIN GUARANTEED.

TO BE HAD OF ALL GROCERS.

You are not well matched, if you do not sell our

MATCHES

BEST and CHEAPEST on the market.

The Walkerville Match Co.

LIMITED

WALKERVILLE, ONT.

-Japan Teas

require no booming,
they speak for
themselves.

There isn't a merchant
in this great land of Canada
that does not know that

for **Purity,**
Cleanliness,
Flavor,
Delicacy and
Healthfulness

there are no teas

so desirable, so satisfactory and so profitable to handle as

JAPAN TEAS.

SMOKE and ASHES.

Such is the condition in which the great conflagration of April 19th left our Toronto stock of Corks. But our Montreal stock is complete, and no delay was experienced in filling orders. A NEW stock is now in our new Toronto warehouse, 59 and 61 Front St. E.

S. H. EWING & SONS,

HEAD OFFICE: 96-104 King St., Montreal,
Bell Tel., Main 65. Merchants 522.

BRANCH: 59-61 Front St. E., Toronto.
'Phone Main 1961.

We have recently taken up the manufacture and sale of the

Templeton Cheese Knife

It is the greatest device for merchants retailing cheese. "Soon pays for itself," the testimony of everyone who has used the machine for the past year.

KEEPS CHEESE FRESH
SAVES FROM WASTE

EASY TO OPERATE
PLEASES EVERY CUSTOMER

Sold on easy terms.

Write us for particulars.

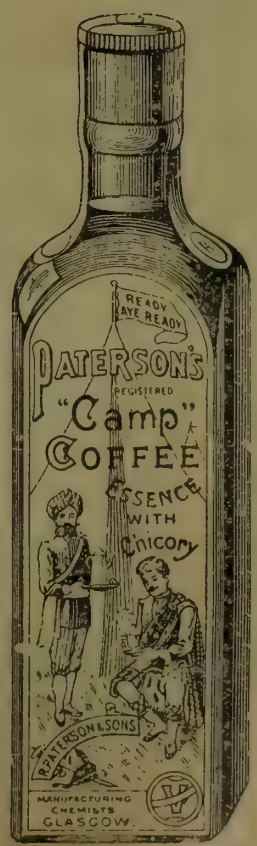
The Computing Scale Co. of Canada, Limited, - 164 King St. West, Toronto.

Imperial Brand Maple Syrup

is a paying article to handle

Its quality never varies, always of the highest.

ROSE & LAFLAMME, Agents, MONTREAL.



Experience and Common Sense

form the combination that enjoys a monopoly of success. Grocers who always keep well stocked with

PATERSON'S CAMP COFFEE ESSENCE

show these qualities and so enjoy success—easy isn't it?

ROSE & LAFLAMME,
Agents, Montreal.

Facts About Ceylon

Ebony and Satin-Wood, the Cocoanut Palm and the Areca-Nut Palm are among the most prominent of the natural products of the island. Tobacco, Rice, Cinnamon and other spices are also produced in abundance.

But Tea is the great article of commerce. No spot in the world equals Ceylon for Tea-cultivation. It is not to be wondered at that Ceylon Teas are rapidly replacing those of other countries.

Ceylon Teas come in Black or Green

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

REFRIGERATORS.

Fit up your store with a Eureka Refrigerator and you will have a refrigerator that will dry wet matches.

Write for our catalogue, guarantee test and testimonials which are free.

Eureka Refrigerator Co.

WILBERT HOOEY, MANAGER.

Phone Park 513. 54 Noble St., TORONTO.

IF FLIES CARRY DISEASE

AS YOUR CUSTOMERS WELL KNOW

WILL IT NOT offend your patrons if you offer them fly-blown and fly-specked goods?

WILL IT NOT be good policy on your part to spread out a few sheets of **Tanglefoot** in your store and shop windows to show that you are anxious to please your trade with clean, wholesome goods?

WILL IT NOT make you many profitable sales to keep **Tanglefoot** constantly at work within sight of every person who enters your store?

They Cost Less Than Nothing

Literally, ALLISON COUPON BOOKS cost less than nothing. By using them a mistake is impossible, thus saving many times what we charge for them. Hence, by absolutely saving a great deal more than you pay for them, they not only cost less than nothing, but you receive a great, big premium with every book you buy.

IF A MAN WANTS CREDIT

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. **NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING.** There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.

C. O. BEAUCHEMIN & FILS, MONTREAL.

ALLISON COUPON CO., Manufacturers, Indianapolis, Indiana.

TEA.

AGENTS REQUIRED in Canada and United States to sell and obtain wholesale orders for Ceylon Black and Green Teas on commission. Apply,

"COMMISSIONER,"

CANADIAN GROCER,

88 Fleet Street E.C. London, Eng.

COX'S

INSTANT POWDERED GELATINE

A Delightful Novelty.

The most rapidly dissolving Gelatine ever produced. Clear in solution, of great strength, and always uniform. For quick handling it is unequalled. Requires no soaking It dissolves instantly on hot water being applied. Saves time and labour

Always Trustworthy.

It is the same Gelatine as Cox's Sparkling Gelatine but in a finely powdered form.

Agents for Canada—
C. E. COLSON & SON, Montreal.
D. MASSON & Co., Montreal.
ARTHUR P. TIPPET & Co., Toronto, St. John's, N.B., and Montreal.

Every Housewife...

knows the advantages of a good broom. It's the foundation of a clean home. We want you to know our brooms. They are good brooms. Drop us a line and our traveller will call.

The Waterloo Broom and Brush Co.,

WATERLOO, ONT.

...THE...

Bennett Manufacturing Co.

Bennett's Patent Shelf Box and Cabinets for Hardware, Grocery, Seed and Drug Trades, etc.

Owing to the steady and rapid growth of ourbusiness new quarters were needed.

Address all communications to our New Factory:

Pickering, Ontario

BURLINGTON CANNING CO.,

Burlington, Ont. Limited,

We are sellers of **QUALITY**

Gallon Apples. FIRST

Spies,

Baldwins,

PUMPKIN,
CATSUP,
PORK and BEANS
in all forms.

Greenings.

The best are the cheapest.
Why not have the best?

WRITE FOR QUOTATIONS.

"Royal" Salad Dressing

Every detail of manufacture, all materials used and the circumstances governing the production of **"ROYAL" SALAD DRESSING,** combine to make it the most popular salad dressing sold.

A carload of **"ROYAL" SALAD DRESSING** went through Buffalo on Saturday, en route for New York City.

New Yorkers know good stuff. Made only by

The Horton-Cato Mfg. Co.,

DETROIT, MICH., - WINDSOR, ONT.

When You Want

SALT

For Any Purpose

Write

Verret, Stewart & Co.

Montreal.

AURORA CORN SYRUP

A Pure Golden Syrup Made from Golden Grain. A Great Spread for Daily Bread.

Better in flavor and purity than any other.
Good for everybody. A pleasant surprise to all.

2-lb. tins, cases, each 24 tins, $1.90 per case.
5 " " " 12 " 2.35 "
10 " " " 6 " 2.25 "
20 " " " 3 " 2.10 "

Freight paid on 5-case lots. Price subject to change without notice.

Ask our travellers about our Pure Maple Syrup.

W. H. GILLARD & CO., Wholesale Grocers, - HAMILTON.

Branch CANADA GROCERS LIMITED.

Expiring Patents.

Immense fortunes are made out of some of the most important inventions, like typewriters, bicycles, automobiles, etc., before the patents have expired.

At their expiration comes the real tug of war. Intrinsic worth then counts. The fittest are bound to survive.

It is not because **WOOD'S COFFEES** are trade-mark goods they surpass competitors. It is because they are the true thing; they have the high quality; they have the worth.

In fact, they are the perfection of Coffees, and endure. "That's why."

Canadian Factory and Salesroom,

No. 428 St. Paul St., MONTREAL.

PUSHING ALONG

Good goods are the strong lever which starts the business ball and keeps it rolling. Wise dealers realize this and stock the best.

BOECKH'S Household Brushes and Brooms and

CANE'S Pails, Tubs, Washboards and Clothespins

Made for particular people by particular people.

OPERATING:
Boeckh's Toronto Factories
Bryan's London Factories.
Cane's Newmarket Factories.

UNITED FACTORIES, LIMITED.

Head Office: TORONTO, Ont.

MONTREAL BRANCH: 1 and 3 DeBresoles St. LONDON BRANCH: 71 Dundas St.

ORANGE CULTURE IN CALIFORNIA

By Allan Sutherland in Booklovers' Magazine.

THERE are now three well-developed centres of orange-culture in the United States —Florida, Louisiana, and California. The orange was doubtless introduced into this country by the Spanish explorers, as large groves of wild trees, of the bitter variety, were discovered at a later period in what is now Florida. That state was long our most important orange-producing centre, its fruit being of superior excellence to that imported because it could be left to ripen on the trees and then shipped to northern markets without serious loss from decay.

But in no country of the world has the cultivation of the orange developed more rapidly or more successfully than in sunny California, the land of strange contradictions—of eternal snows on its lofty mountain peaks, of endless Summer in its sheltered valleys. Nearly a hundred thousand acres are devoted to orange culture; and with Nature at her best, and rarely giving less than three hundred sunny days to every year, the groves seldom fail to yield an abundant crop. Here, within sight of snow-capped mountains, oranges and many other fruits of sub-tropical regions grow to almost ideal perfection.

California's first orange trees were planted in the famous old Mission Gardens, over a century ago, by the Franciscan Fathers, when the Missions were beginning their attempt to civilize and Christianize the native Indians. These orchards were for private use only, and but little attention was paid to extending their cultivation. No one dreamed that in the coming years oranges would be among the chief sources of wealth and employment in this wonderful "Golden State" by the far western sea; and it was not until as late as 1880 that their cultivation was begun on a large scale, with the view of profitable financial returns.

The trees are grown chiefly from seed, and the seedlings are usually planted in March and April, although some planters prefer a later season. To produce special varieties of oranges it is necessary that the young seedlings be grafted or budded, and this is usually done in the Spring. The general method is to plant the seed of the orange and then bud the young trees while they are still in the nursery, when they are about two years old, at which time they have attained a height of about two feet. Of course, select varieties are used in the budding. When the young bud has grown to become a part of the plant, the upper part of the tree is cut off, and the graft or budded shoot is straightened up and kept in this upright position by being tied to a stake close beside the original trunk. This shoot gradually develops into the full-grown tree. The tree thus grafted is transported to the field from the nursery when about four years old. It then grows rapidly, and being, as a rule, strong and vigorous, is not likely to die through transplanting.

In planting the trees it is necessary to consider carefully symmetry of appearance, economy of space, and convenience for the subsequent cultivation of the soil. There are several systems of arranging the trees, but the plan known as the square is the one most generally adopted. By this system, at the usual distance of twenty feet apart, one hundred and twenty trees are planted to the acre; prize navels and Mediterranean sweets are usually planted twenty-four feet apart, giving seventy-six trees to the acre.

Ordinarily, the orange tree, a beautiful evergreen, reaches a height of from twenty-five to thirty feet. It is of remarkably graceful proportions, the trunk being straight and the branches symmetrical. The blossoms are of a delicate white color and deliciously fragrant, giving sweet promise of the luscious fruitage concealed in their hidden depths.

The tree is remarkable for its longevity. In Cordova, Spain, there is a grove said to be not less than seven centuries old; and these ancient trees, although hollow and knotted, are still covered with blossoms and fruitage. The orange tree is very vigorous, and is remarkably prolific. It is stated that as many as twenty thousand oranges have been picked from a single tree in the Azores in one season; while at least half that number have been gathered from one in Florida. It is recorded that two magnificent old trees in Seville, Spain, have yielded above thirty thousand each in a single season; and at Nice is a tree, fifty feet in height and three feet in diameter, which produces six thousand oranges. As a rule, however, trees bear from five hundred to two thousand oranges annually.

The tree is very uniform in its bearing, there being no off years. The blossom and fruit are rarely hurt save as the result of unexpected frost, the orange-grower's most dreaded enemy. This danger, while serious, seldom threatens more than a few nights a season, and is usually met by the use of coal fires in wire baskets — from twenty to fifty to an acre. By this method the temperature is raised several degrees and the fruit is saved. The roofing of orchards is also resorted to as a protection from frost and from heat.

The sweetest and best oranges are grown on southern exposures. It is often necessary to protect the orchards from the strong prevailing winds, and this is frequently done by planting what are known as wind-breaks, consisting of alternate pepper and eucalyptus trees, set some ten or twelve feet apart. These trees, being rapid growers, soon give ample protection. The Monterey cypress is used for the same purpose.

The "King of California Oranges" is the title given the Washington Navel. This is California's pride, and is the ruling favorite in the markets of the world. It is large and seedless and in its origin represents one of Nature's many freaks. While it was unknown to this country prior to 1870, yet it was grown in Brazil at least as far back as 1662. Some thirty-four years ago twelve trees, propagated by the process of budding, were sent by a wide-awake American consul in Bahia, Brazil, to our Government hothouses in Washington, D. C., and there carefully nurtured. Some of these are still alive and bearing fruit. These were used as stock from which to propagate by budding, and trees thus budded were sent to different parts of the country in order that experiments might be made with them. Two of these budded trees were taken to California in 1873, and when they reached the bearing age their fruit surpassed all expectations. This fine orange first attracted general attention at a fair held in Riverside in 1897, and it at once became a prime favorite. Its propagation was rapid, and to-day many thousands of acres are devoted to its cultivation. The tree is a semi-dwarf, the blossom is double, and the fruit delici-

RISING SUN STOVE POLISH and SUN PASTE STOVE POLISH
IN CAKES
WELL KNOWN AND RELIABLE
RISING SUN STOVE POLISH
DURABLE AND ECONOMICAL
3000 TONS SOLD YEARLY
SUN PASTE STOVE POLISH.
DUSTLESS, LABOR SAVING, BEST IN THE WORLD.
IN TINS
GUARANTEED TO THE TRADE

Our packages are larger and more attractive in style than any others.

The quality of our goods is superior to anything else on the market.

MORSE BROS., Proprietors, Canton, Mass.

For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

ous. It gets its dual name from the fact that it was first cultivated in this country in Washington, and because of the peculiar navel-like form which distinguishes it.

Although orange culture is carried on in many of the lower uplands of California, yet, as a commercial industry, it is almost entirely confined to a district popularly designated in California as "The Thermal Belt."

It lies stretched along the foot-hills of the Sierra Nevada Mountains, and from San Diego on the south to Tehama and Butte Counties, in the Upper Sacramento Valley, on the north, a distance of over seven hundred miles, and varying in width from three to thirty miles. It is claimed that in this belt there are a million and a half acres which are adapted to the cultivation of citrus fruits on a paying basis. The altitude ranges from 300 to 1,800 feet above sea-level. The mean Summer temperature of this belt is somewhat higher in the northern portion than in the southern, but the mean Winter temperature is higher in the southern than in the northern portion. The mean temperature for the year does not vary more than four degrees throughout the whole belt. According to the weather bureau, the extremes of temperature in this belt are from 60 to 68 degrees. Some idea can be formed of this delightful and uniform climate when it is remembered that on our thermometers 56 degrees are marked "temperate," and 76 degrees are marked "Summer heat." In California, the variation in the thermal belt is eight degrees, and Summer heat is unknown; in the east the variation is above a hundred, with great extremes of heat and cold. For the most part, the thermal belt follows the foot-hills, and the grower of oranges must consider the elevation, study the position of the soil, guard against frosty spots, secure protection from heavy winds, and provide for systematic and sufficient irrigation.

Five years ago nearly the whole product came from one section. Of the 5,882,000 boxes produced in 1899, a total of 5,573,000 were grown in the five counties of Los Angeles, Orange, San Bernardino, Riverside, and San Diego. At present, however, the proportion is not so large, owing to increased development in other sections of the state.

Orange groves, in full bearing, frequently yield handsome returns on the investments made. A crop of five acres recently sold for $1,575 on the trees. Some orchards yield as much as $1,800 per acre; but this, of course, is exceptional. Ordinarily, a carefully cultivated orchard of ten acres ought to yield a sure annual profit of from $1,200 to $2,000. In full bearing, the average orchard yields about $150 per acre. Good orange land may be bought from $50 to $150 per acre. Groves, including all the water rights and privileges, have sold as high as $2,500 per acre, but this rarely happens. The industry is a constantly growing one. About $50,000,000 capital is invested in California groves. Records af the state's product show that the shipments in 1888 were less than one million boxes; in 1897 they had reached four and one-third; in 1902, a little more than eight; and in 1903, eleven and a half million boxes.

This year thirty thousand carloads of oranges have been shipped out of the state, enough to pay a handsome dividend. Growers are looking hopefully to the construction of the Panama Canal, which they think will reduce one-third the present freight rate of ninety cents a box which the railroads charge on New York shipments.

In California irrigation and cultivation are closely associated; indeed, without irrigation cultivation in some portions of the state would be not only a serious problem but altogether an impossibility. A million and a half acres are being benefited through its instrumentality. In San Bernardino County irrigation was commenced a century ago by the Franciscan Fathers at the San Gabriel Mission, by the digging of a ditch for the purpose of conveying water through their lands. This ancient water-course is still in active operation. A half century later a party of Mormons commenced the construction of ditches for the purpose of irrigation, and demonstrated their practical utility by the production of bountiful crops. It was soon discovered that the system was a complete safeguard against the disasters of a dry season. Fruit growers were quick to learn the immense value of this artificial method of watering the soil, and orange culture owes quite as much to the splendid system of irrigation now in operation as it does to the marvelous climate. The water is procured from artesian and other wells, from mountain streams, from artificial lakes made by damming up the water-courses on the higher slopes, and from other sources. It is conducted wherever needed by pipes, ditches, and canals. There are hundreds of miles of these main arteries, and thousands of miles of lateral and individual pipe lines branching from them. Some of the water is brought from the high Sierras, and is used not only to irrigate the soil but also to supply towns and villages with water for domestic purposes. There are also a number of subterranean water-courses, the supply from which seems to be inexhaustible. Through this system, in many valleys and along many uplands, flourishing orchards are making glad the eye and heart of man, where only a few years ago were arid stretches of dreary desolation.

Of the several methods of irrigating orange groves, the simplest and the one generally used is the furrow system, in which a number of furrows are plowed

RICE

Our **Empire** Carolina fancy head rice in sacks, 100 1-lb bags; no wrapping, no tying, no waste. Do you wrap up salt? No! Then why rice?

A nice 10c. line.

We also have Java, Japan, Patna, Rangoon, and other Rices.

LUCAS, STEELE & BRISTOL, Wholesale Grocers, **Hamilton.**

THE ORIGINAL QUICK SHIPPERS.

The leading tobacco of the world is

TADDY'S Premier Navy and Orbit Cut

All civilized smokers on the three continents, who enjoy a good cool smoke, back up this strong assertion by smoking

TADDY'S OLD ENGLISH TOBACCO

Are you selling this brand? If not, write for prices and be in the swim.

WHOLESALE AGENTS:

James Turner & Co., Hamilton

"HOT SCOTCH"

The public have a **perfect right** to be **particular** about **what they drink.** It is most **important** therefore to **insist** that the **universal beverage** should be most carefully **selected.** The **best "Hot Scotch"** in the world is **"Tartan" Tea.**

Selected by specialists.
Blended by experts.
Sold on honor.

—SOLE AGENTS—
BALFOUR & CO., Hamilton, Canada.

LEAD PACKETS—½-lbs. and lbs., 3-lbs. and 5-lbs.

GREEN, MIXED and BLACK—**25c., 30., 40c., 50c. per lb.**

The only place to buy "Tartan" goods—

The best that is—"TARTAN" TEA, "TARTAN" CANNED GOODS.

BALFOUR & CO., Branch Canada Grocers Limited, Wholesale Grocers . . . . **HAMILTON.**

LONG DISTANCE ONLY, 596.

TEAS

We are offering exceptional value in all grades of Tea—

INDIA **HYSON**

CEYLON **JAPAN**

Our lines of Green Ceylon (Japan Style) surpass anything hitherto offered.

Communicate with us or see our travellers before buying. It will pay you.

THOS. KINNEAR & CO., Wholesale Grocers, **49 Front St. E., Toronto**

MacLaren's Imperial

is almost a necessity in every summer cottage or camp.

Your customers will be sorry if you let them go away without a supply of it.

Don't fail to mention it to them.

A. F. MacLAREN IMPERIAL CHEESE CO., LIMITED

Manufacturers and Agents,

51 COLBORNE ST., TORONTO.

between the rows of trees, the first one being a few feet distant from the trunk, and through these the water flows until the ground is thoroughly saturated. It is necessary to keep the ground under cultivation to prevent the growth of weeds, and also that the soil may freely admit the water. The development of orange culture through the process of irrigation is a triumph of modern horticulture.

The fruit is gathered by persons standing on the ground and on ladders. As a rule, trees are rarely stripped at once; the fruit is usually gathered as it ripens. It is necessary to handle oranges with the utmost care to avoid bruising, and this makes the packing for shipment one of the fine arts of the business. The oranges are assorted by machinery, and those of the same size are packed together. So carefully and compactly is this done that there is very little risk of their becoming bruised in transmission from grower to consumer. This work gives employment to many hundreds; and, with the exception of seeing the vast orchards transformed into living beauty by their snowy blossoms or luscious fruitage, nothing is more interesting than witnessing a busy hive of humanity preparing the oranges for shipment.

There are many perplexing problems which the orange grower has to face: whether to plant early or late, to prune high or low, what fertilizer to use, what method of irrigation to follow, and how to guard against frost and heat, insects, and natural diseases of the trees. Orange culture pays, but it pays at the expense of the most careful, painstaking attention and unremitting labor. Even in sun-kissed California man's brain is needed to assist Nature in making her supremest effort.

The Imperial Extract Co., Toronto, have moved their premises from 54 Colborne street, to 22 Church street.

PEACHES

Choice Evaporated in Bags. Price Attractive.

THE DAVIDSON & HAY LIMITED

WHOLESALE GROCERS, TORONTO

Business Changes

ONTARIO.

THE stock and plant of R. C. McKay, confectioner, Hamilton, was advertised for sale by auction June 13.

D. Fraser, general merchant, Vernon, is dead.

A. Brad, grocer, Toronto, has sold out to A. Slean.

Fred Cox, grocer, Hamilton, has removed to Toronto.

G. M. Kerby, grocer, Sarnia, has sold out to C. Milligan.

H. F. Lee, grocer, Toronto, has sold out to E. R. C. Clarkson.

W. Baker, tobacconist, Kingston, has sold out to J. S. Yeomans.

G. A. Thompson, grocer, Kingston, has sold out to P. G. Wilmot.

Mrs. C. Bilow, grocer, Sarnia, has sold out to H. B. Stevenson.

Sibbald & Co., grocers, Toronto, have sold out to J. H. Wesley.

T. B. Heard, grocer, Toronto, has sold out to A. E. Manning.

The general store of J. W. Bean, Galetta, has been destroyed by fire.

A. Albin, general merchant, Glen Robertson, has assigned to W. A. Cole.

A. B. Weatherup, grocer, New Liskeard, has opened a branch at Haileybury.

J. Thompson, flour and feed merchant, Hamilton, has sold out to O'Rourke & Hayes.

D. C. Leckie, general merchant, Combermere, has assigned to J. H. Reeves.

C. H. Schleacow, grocer and liquor dealer, Ottawa, has compromised at 60c on the dollar.

M. Stephens, confectioner, St. Thomas, has sold her confectionery business to H. M. Anderson.

A meeting of the creditors of H. F. Lee, baker and grocer, Toronto, was held on the 14th inst.

J. F. E. Berry, of the firm of J. F. E. Berry & Co., druggists and tobacconists, Port Arthur, is dead.

The stock of P. J. Stuart, dealer in groceries, crockery and seeds, Palmerston, has been advertised for sale by auction.

The estate of J. Dillon, general merchant, Kingston, is being wound up. The assets aggregate $9,000, and the liabilities about $5,000.

D. E. Clarke, grocer, baker and dealer in flour, feed, etc., Trenton, has assigned to Geo. F. Hope. A meeting of the creditors was announced for the 15th inst.

QUEBEC.

F. Cook, general merchant, New Carlisle, is dead.

Samuel Fugere, grocer, Tang Du Nord, is dead.

N. McPhail, general merchant, Grand Entry, is dead.

Lefort & Frere, grocers, Montreal, have registered.

Chagnon & Pigeon, grocers, Montreal, have registered.

J. E. Stearns, general merchant, New Carlisle, is dead.

F. X. Beaudoin, provision merchant, Quebec, has registered.

The assets of Ulric Phoenix, grocer, Windsor Mills, were sold.

Boucher & Fils, grocers, Montreal (St. Cunegonde), have registered.

L. Paquette, general merchant, Ripon, has sold out to W. Joubert.

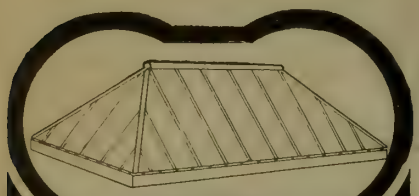
Moise Amiot, grocer and provision dealer, Montreal, has registered.

Upton's

Pure Fruit Jams, Jellies and Orange Marmalade

are what you want. You can live without them, but not as well.

A. F. MacLAREN IMPERIAL CHEESE CO., Limited, SELLING AGENTS, TORONTO.



Metallic Skylights

The acme of Skylight perfection!

We make them from hollow bars of Copper or Galvanized Steel—in styles and sizes to suit all kinds of roofs.

They are very strong, and unaffected by cold or heat, as there is neither contraction nor expansion—and, if glazed with our fire-proof wired glass, they are absolutely fire-proof.

METALLIC ROOFING CO.,
Limited,
Wholesale Manufacturers,
TORONTO, CANADA.

Merchants Who Buy Hides

I purchase Hides, Calfskins, Sheep Pelts, Tallow and Bones. I pay spot cash, full market values, freights, customs charges. I want an agent in every town and village in Canada. I furnish the money and keep my agents fully posted. Write me for fuller particulars.

CARROLL S. PAGE, - HYDE PARK, VT.

Orlan Clyde Cullen, C.E.L.L.M.

Counsellor at Law U.S. Supreme Court.
Registered Attorney U.S. Patent Office.

U S. and Foreign Patents, Caveats, Copy rights and Trade Marks. Military and Naval Inventions a specialty. Address,

Box 264, Station G., Washington, D. C.

GUN SHOP and MODEL SHOP,
Warren White Sulphur Springs,
Totten P. O. Virginia.

"I Want Brock's."

Poor Business

to sell poor bird seed.
Ours is right.

SAMPLES SENT

NICHOLSON & BROCK, - TORONTO

The Montreal Dressed Meat Company, Montreal, has been incorporated.

Quintal & Desmarais, general merchants, St. Nazaire, have registered.

Arsenault Bros., general merchants, Tang Du Nord, have dissolved partnership.

H. Rondeau, grocer, etc., St. Norbert, has assigned to Chartrand & Turgeon.

The assets of Monette Frere, grocer and liquor dealer, Montreal, are to be sold.

Bigonesse & Seguin, general merchants, Labelle, have assigned to H. Lamarre.

The assets of E. E. St. John & Co., grocers, Hull, have been sold at 35c on the dollar.

F. Gareau, general merchant, Rigaud, is offering his creditors 35c on the dollar.

The assets of Ed. Villeneuve, general merchant, Jonquieres, are advertised for sale on the 17th inst.

Compagnie La d'Importation Directe, wholesale and retail dealers in teas, coffees. etc., Montreal, have assigned.

J. Fisher & Co., general merchants, Jonquieres, have assigned to V. E. Paradis, who is appointed provisional guardian.

The assets of T. Boudreau, general merchant, St. Francois Des Salle (Chicoutimi Co.), were advertised for sale on the 14th inst.

The business of B. Carriere, grocer, hardware dealer, etc., Hull, will in future be carried on under the firm name of Carriere & Son.

NEW BRUNSWICK.

Gandy & Allison, dealers in salt, etc., St. John, have suffered damage by fire; loss fully covered by insurance.

NOVA SCOTIA.

Co-partnership for M. Jones and G. R. McPherson, general merchants, Springhill, has been registered to do business under the style of Wm. McPherson & Sons.

MANITOBA AND N.W.T.

Scott Bros., general merchants, Carlyle, have sold out.

Sipes & Coventry, general merchants, Drinkwater, have been burned out.

Rollins & Bissett, general merchants, Macoun, have dissolved partnership.

H. Pickering, general merchant, Wilcox, has sold out to L. D. Sparling.

John Gibson, general merchant, Craik, has sold out to Berg & Lawson.

T. P. Malone, general merchant, Penhold, has sold out to Wilson Bros.

Walsh & Tadman, general merchants, Yorkton, will be succeeded by L. Walsh.

A. Cameron, general merchant, Rocanville, has advertised his business for sale.

The Indian Head Wine & Liquor Co., Indian Head, will be succeeded by the Standard Liquor & Trading Co.

BRITISH COLUMBIA.

J. R. Hull & Co., dealers in meats, etc., Kamloops, will be succeeded by P. Burns & Co.

CONDENSED OR "WANT" ADVERTISEMENTS

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postages, etc.

SITUATIONS WANTED.

GROCERY CLERK—Nine years' experience; desires position in West either in store or on road. Best references. Box 142, CANADIAN GROCER, Toronto. (25)

SITUATION wanted in City Toronto by first-class grocery salesman. Five years' experience; age 21; good scholar and quick at work. Apply, stating wages, Box 143, CANADIAN GROCER, Toronto. (25)

SITUATION VACANT.

WANTED—At once — head miller—man who understands Universal bolter; mill machinery new. Apply, stating experience, age, wages expected, references, to A. F. Dickson, Atwood. f

FOR SALE.

FOR SALE—Good paying General Store Business, County Simcoe; stock and fixtures about $9,000; well bought; turnover $20,000; postoffice worth $300.00 in connection; small opposition; private reasons for selling; stock reduced to suit purchaser; snap for quick deal. Don't inquire unless you mean business. Address, Box 140, CANADIAN GROCER, Toronto. (25)

PENITENTIARY SUPPLIES.

SEALED TENDERS addressed "Inspectors of Penitentiaries, Ottawa," and endorsed "Tenders for Supplies," will be received until Friday, 24th June, inclusive, from parties desirous of contracting for supplies, for the fiscal year 1904-1905, for the following institutions, namely:—

Kingston Penitentiary.
St. Vincent de Paul Penitentiary.
Dorchester Penitentiary.
Manitoba Penitentiary.
British Columbia Penitentiary.
Regina Jail.
Prince Albert Jail.

Separate tenders will be received for each of the following classes of supplies:—

1. Flour (Canadian Strong Baker's).
2. Beef and Mutton (fresh).
3. Forage.
4. Coal (anthracite and bituminous).
5. Cordwood.
6. Groceries.
7. Coal oil (in barrels).
8. Dry Goods.
9. Drugs and Medicines.
10. Leather and Findings.
11. Hardware, Tinware, Paints, &c.
12. Lumber.

Details of information as to form of contract, together with forms of tender, will be furnished on application to the Wardens of the various institutions.

All supplies are subject to the approval of the Warden or Jailer.

All tenders submitted must specify clearly the institution, or institutions, which it is proposed to supply, and must bear the endorsation of at least two responsible sureties.

Papers inserting this notice without authority from the King's Printer will not be paid therefor.

DOUGLAS STEWART,
GEO. W. DAWSON,
Inspectors of Penitentiaries.

Department of Justice,
Ottawa, May 31, 1904. (25

Window and Interior Displays

Timely Hints and Suggestions

This Week's Illustration.

THE window shown in the cut is one recently used by John Robertson & Son, Montreal, whose window space is always arranged with an eye to the business it may bring.

Nothing elaborate was attempted in this arrangement, but the very simplicity, combined with the inherent conveniences of this window for display purposes in size and shape, was enough to give it a value. Neat symmetrical displays of this kind form an agreeable variety to the glaring attempts made by some window dressers in their efforts to outdo a competitor or attract attention.

Shown by John Robertson & Son, Montreal.

At the back of this window are four strips of white material, each of which contains a word of "Lipton's Pure Food Products," and the goods shown are supposed to consist of these lines. Enough banking is done towards the back to show up the various articles in a distinct manner. Packages in the centre are outlined with bottled goods at the sides.

Tiles in Meat Shops.

United States Consul H. W. Harris, Mannheim, Germany, says that Americans visiting Mannheim frequently comment on the attractive meat shops to be seen there. This attractiveness is secured largely by the use of ornamental tiles for floors, walls, and even ceilings and counters.

The tiles on the walls are similar to those used in bathrooms in the United States. They are generally of light shades, arranged in patterns of artistic design. The floors are also laid with tiles of different colors. These tiles, however, are unglazed and are heavier and of cheaper quality than those on the walls.

In one of the most attractive of these stores, the walls are of ivory-colored tiles, with panels of flowers and other designs. The counter, which runs along two sides of the room, is of the same ivory-colored material, ornamented in gold. It presents a rich, handsome appearance. Even the bookholders, scales and gas fixtures are tiled. The general effect of the room is suggestive, above all, of cleanliness.

A few meat and fish shops in Canada are fitted out in this way, and the effect is all that could be desired. They are easy to keep clean, attractive looking and of no expense once the tiling is installed.

THE GROWING TIME.

J. Bromley & Sons, extractors and refiners, Leeds, England, have purchased twelve acres of the "Haigh Park estate," situated about three miles south of Leeds, and will erect thereon entirely new works for the manufacture of their various specialties.

DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

Canadian Butter in England.

T B. JACKSON, Canadian commercial agent for Leeds and Hull, Eng., writing on the subject of butter, says:

"The creameries of Canada should correspond with this office, as a large quantity of their butter could be placed in this district, and it would facilitate this trade if they would write direct and give quantities per month they are prepared to take orders from here for, together with the names of brands, if any.

"Farmers' butter—A large firm in Newcastle, doing a large business in farmers' butter from Canada, are very much dissatisfied with last year's result, owing to its irregular quality and excessive salt. They say: 'These butters are used, the best of them, for a cheap counter butter, the remainder for confectionery purposes. And they meet in competition on this market with the Siberian, a much more uniform butter in both quality and package.'

"Siberian butter.—The Siberian butter is packed in either 56-lb. boxes or in Danish casks, principally the latter, and this package suits this market much better than the little 28 or 56-lb. tubs which the Canadian farmers use. Some of the farmers put no less than from one to three pounds of salt on the top of the tub, which is quite unnecessary, and it very often gets damp and discolored. One lot especially, we bought for fresh made butter in the best butter district of Western Ontario, sent it straight to the Toronto cold storage, brought it over in cold chambers, and when it arrived it was stale and off flavor.

"Just such occurrences as the above destroy our Canadian butter trade. The farmers must exercise more care in the making, packing and salting of their butter and must use different packages, either 56-lb. boxes or 112-lb. casks, not tubs.

"The Canadian creamery butter is not uniformly as good as the Danish; it is softer, and has not the same grain. The Danish creamery butter is more like A1 farm-made butter, with a beautiful grain and excellent natural color."

The Butter Industry in Australia.

Athough the expert season for butter is still three months from its conclusion, the shipments from Australia to the United Kingdom already constitute a record. In a normal season butter is being exported in July, but this season the shipments did not start till the end of September. By the end of June next, when the shipping season closes, the exports to the United Kingdom will probably have exceeded a total of 20,000 tons. Victoria still remains the premier butter-producing state. Of the 18,000 tons exported this season to Great Britain, Victoria has contributed 10,000 or five-ninths of the total quantity. Dairy experts reckon that a total of 12,000 tons, or very near it, will be reached before the end of the season by this state.

Bacon in Glass Jars.

Glass for packing fish and meats, while not replacing tin, is coming into prominence. So far as attractiveness is concerned, the advantage lies with glass. In Canada, the use of glass jars for packing meats has been begun by the Dominion Packing Co., Charlottetown, P.E.I., the first firm, it is said, to begin their use in this country. The cost is little more than that of tin, while a glass package undoubtedly enhances the selling qualities of a commodity. The Dominion Packing Co. are putting up in 1 lb. glass jars their "Beechnut" brand of sliced bacon and sliced beef. These meats are prepared under the same formula as that of the most famous of the American packers, and are guaranteed to be equal to anything prepared on the continent. Indeed, the Dominion Packing Co. claim their product to be superior to anything put out in the United States, since Canadian bacon is better than American bacon. The grocery trade should find in this new line a first-class Summer seller.

Brantford Cheese Board.

At the recent annual meeting of the Brantford Cheese Board the following management was elected for the ensuing year: President, H. Eagle, Attercliffe; vice-president, E. S. Barber, Vanessa; secretary, Geo. Hately, Brantford. The other two members of the board elected were J. Lenn of York, and E. D. Durham of South Durham.

French Butter.

WRITING in his annual report on the trade of Cherbourg, France, Mr. Consul Loftus says: "The butter trade is perhaps one of the most important of the surrounding country, and all the butter made throughout the neighborhood is exported to the United Kingdom through Cherbourg. The butter is sent all over the south of England, and I have noticed the identical cases, just as they are sent out of the country, at Southampton, London, and the environs of London, such as Kew and Brentford, plainly showing that its quality is known and its circulation large. The butter is very well packed, and is of good quality, being sold in three grades and prices in the trade, and is dispatched nightly by the South-Western packet-boat, arriving in trains which come down to the quay side, alongside the actual boat, and being placed straight on board on arrival. The trade has, nevertheless, been feeling the effects of the competition of other butter producing countries such as Denmark, Russia, New Zealand, etc. The customs returns of the amount exported from Cherbourg to the United Kingdom during the year 1901 showed that some 15,780 tons were dispatched, whilst in 1902 the returns showed 18,890 tons, and in 1903 the export rose still more to the total of 20,236 tons, showing an increase of 1,346 tons in all, so that it may be concluded that the trade is holding its place in the market still."

Canadian Produce Company.

The Canadian Produce Co., capital $1,000,000, has been floated in London, England. The company has a strong board of Canadian directors. W. R. Nursey, managing director, sailed for Canada on May 28, to organize the purchasing department, the branch office of which will be located in Canada.

A New Cheese Box.

Considerable interest was taken in a new cheese box which covered some cheese from Perth, Ont., that arrived in Montreal Monday morning. It was a unique thing made of wood and tin, and was patented by Publow & McArthur, of Perth, Ont. The name given to it is the "Wood and Tin Ventilated Cheese Box."

The Dominion Packing Company,
LIMITED.

Telegraphic Address, "DOMINO," Charlottetown.

Charlottetown, P.E.I. Canada

Codes Used A.B.C. LIEBERS PRIVATE.

GLASS JARS
FOR
Sliced Bacon Sliced Beef

A new thing in Canada. Equal to anything packed on the American continent,—best, we think, since Canadian hogs are superior to American. A magnificent summer line for home, holiday and camp.

Beechnut Sliced Bacon		Beechnut Wafer Sliced Beef	
1-lb Glass Jars, per doz....	$2.50	1-lb Glass Jars, per doz....	$2.50
1-lb Tins "	$2.40	1-lb Tins "	$2.40

Special discount to bona fide Wholesale Grocers.

The Dominion Packing Co., Limited, - Charlottetown, P.E.I.

BEECHNUT

BRAND

Hot Weather Meats.

COOKED HAMS	POTTED TONGUE
DRIED BEEF	JELLIED HOCKS
BOLOGNAS	SUMMER SAUSAGE
FRANKFURTS	COOKED CORNED BEEF

These meats are prepared under our own supervision. They will please you, they will give satisfaction to your customers and they will afford you a good profit for the handling. Sent by express only. Send us your order for weekly shipment.

F. W. FEARMAN COMPANY,
PACKERS AND LARD REFINERS. Limited.
HAMILTON, ONT.

LONG CLEAR BACON.

We can offer splendid value in this line.
Our Bacon is well trimmed.
Cured in Cold Storage of uniform temperature. Consequently no rust.

Write us for Special Prices.

The Park, Blackwell Co.,
LIMITED
PORK AND BEEF PACKERS,
TORONTO. ONT.

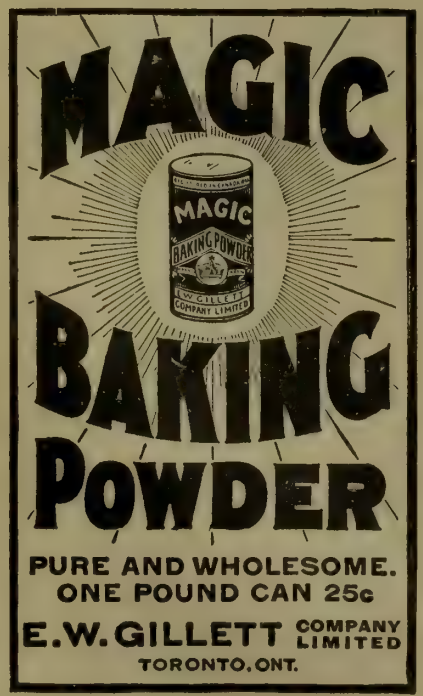
MATTHEWS'

Cooked and Jellied Meats

are readily distinguished from other brands by their fresh wholesome appearance and fine qualities. Fresh every day, in 18 varieties.

The George Matthews Co., Limited

ESTABLISHED 1868. Peterborough Hull Brantford



We are buyers of

Poultry, Butter AND Eggs.

The best facilities for handling consignments. Up-to-date Cold Storage.

The J. A. McLean Produce Co., Limited

73-75-77 Colborne Street

Telephone Main 2491. Toronto.

PROVISION AND DAIRY MARKETS.

Toronto.

Provisions—An extended period of dullness seems to have struck the cured meat market, and the majority of dealers assert that this Spring has seen a much smaller business than last year. The continued cool weather allows the use of fresh meats longer than usual. Just as soon as warm weather comes the demand will greatly increase, as people must use bacon and hams. Lard is 1-8c weaker. The feature of the meat market is an advance in beef of 1 to 1 1-2c. This has been caused by the scarcity of cattle, and the strong export demand. Such cattle as are obtainable are being bought up for export trade. As is always the case when beef is dear and scarce, the market is very brisk. Our quotations are:

Long clear bacon, per lb	$ 0 08	$0 08½
Smoked breakfast bacon, per lb	0 12½	0 13
Roll bacon, per lb	0 09½	0 10
Small hams, per lb	0 12½	0 13
Medium hams, per lb	....	0 12½
Large hams, per lb	0 11	0 11½
Shoulder hams, per lb	0 09	0 09½
Backs, per lb	0 13½	0 14
Heavy mess pork, per bbl	16 50	17 00
Short cut, per bbl	18 00	18 50
Shoulder mess pork, per bbl	14 50	15 00
Lard, tierces, per lb	0 07⅜	0 07¼
" tubs "	0 07½	0 07⅝
" pails "	0 07⅝	0 08
" compounds, per lb	0 07¼	0 07⅜
Plate beef, per 200-lb. bbl	....	11 00
Beef, hind quarters	9 50	11 00
" front quarters	5 50	6 75
" choice carcases	7 50	8 75
" medium	7 00	8 00
" common	....	7 50
Mutton	7 00	9 00
Lamb, yearling	10 50	11 00
" spring	....	14 50
Veal	6 00	8 50

Butter—There is now excellent grass and butter is being freely offered. The greater part of it is coming in tubs, and rolls have almost disappeared. Large quantities are available, but stocks put forward by merchants are somewhat smaller than last week. The quantity in sight is not smaller, but many merchants are holding large quantities, hoping for better prices. If this is so, it is probable that they will not be satisfied, as there is no promise of higher prices as far as can be seen at present. The level is so low, however, that it is natural they would expect an advance. It is difficult to tell how the market will go. There is an excellent grass crop, and from all appearances there will be an extra large supply of butter for a considerable time to come.

	Per lb.	
Creamery prints	0 17	0 18
" solids, fresh	0 16	0 17
Dairy rolls, large	0 11	0 13
" prints	0 13	0 15
" in tubs	0 12	0 13

Cheese—There has been a reaction on the boards from last week's slump, and cheese has been sold as high as 8 5-16c. This price is unduly high, and there is sure to be a drop before long. It is difficult to see just what is keeping new cheese around that figure, as the export price does not support it. Of course, with board prices higher, there is a stronger tone in dealers' prices. New cheese has been quoted as high as 9 1-4c, with twins at 9 3-8c, but these prices are 1-8c to 1-4c too high for the average. There are still a few old twins for sale at about 11c, but they are practically gone, and stocks of old cheese are rapidly growing less. Reports of the boards for the past week are as follows:

Board.	Boxes.		Price
Ingersoll	587	(none sold)	0 08
Campbellford	1,780		0 08
Woodstock	2,985	(none sold)	0 07⅞
Peterboro'	*6,250	(quarter sold)	0 08
Stirling	1,040	0 07⅞	0 07⅞
Brockville	2,997		0 08
Madoc	1,330	0 07⅞	0 07⅞
Kingston	*1,162	(none sold)	0 07⅞
Tweed	830		0 07⅞
Winchester	1,563	(half sold)	0 08
Vankleek Hill	1,834		0 08
Barrie	175		0 08
Perth	2,375	"	0 08
Picton	*1,730	"	0 08 1-16
Iroquois	2,139		0 08 1-16
Listowel	1,764	(none sold)	0 08
Napanee	2,080		0 08¼
Ottawa	1,903	(few sold)	0 07⅞
Belleville	4,100	0 08 3-16	0 08 5-16
London	1,142	(*few sold) 0 07¾	*0 08 3-16
Alexandria	1,279		0 08¼

*Colored Cheeses.

Listowel cheese sold privately at 8 1-4c. It was on the Saturday boards that the price rose so suddenly. We quote:

	Per lb.	
Cheese, large, old		0 10½
" new	0 08¾	0 09
" twins	0 09	0 09¼

Montreal.

Provisions—A notable advance took place last week in live hogs, when the market rose 15c per hundred lbs. Supplies have been fairly good, for which the demand was keen from packers, sales being made at from $5.50 to $5.75 per 100 lbs. In sympathy with this, there was a stronger feeling in the market for fresh killed abattoir dressed stock, and prices went up 10c to 25c per 100 lbs., with sales at $7.50 to $7.75. The supply of live hogs was very small on Monday, and the demand remained very good, prices ruling firm at $5.50 per 100 lbs., fed and watered. The advance was also maintained in fresh killed stock. The movement of lard was also fair, and hams and bacon were quite active, with good demand. We quote:

Canadian short cut mess pork	$17 50	$18 00
American short cut clear	16 50	17 00
American fat back	....	17 50
Bacon, per lb	0 12½	0 13½
Hams	0 11	0 13
Extra plate beef, per bbl	11 50	12 00
Lard—"Boar's Head" brand, tierce basis	....	0 07½
Carloads, less	....	0 00¼
20-lb. tin pails, tierce basis	....	
Half-bbls., over tierce	....	0 00¼
60-lb. tubs, "	....	0 00¼
20-lb. wood pails "	....	0 00¼
10-lb. tins, "	....	0 00¼
5-lb. tins, "	....	0 00¼
3-lb. tins, "	....	0 01

Wood net, tin gross weight—

	Wood.	Tin.
Pure lard, pails	1 57	1 70
" tubs	0 07½	0 08¾
" cases (6 10-lb. tins)	0 08	0 09
" cases (12 5-lb. tins)	0 08½	0 09½
" cases (24 3-lb. tins)	0 08¾	0 09¾

Butter—The butter market is very quiet, though the price was considerably stronger on Monday, 500 packages selling at 17 1-4c. Traders were not very desirous of doing much business. Some quantities of Quebec creamery sold at 17 1-4c, but for townships butter a higher price would have to be paid. Spot prices, however, in these goods were nominal.

Cheese—A firm tone has held the cheese market steadily, and some of the irregularities of last week have

FOR SALE.

No Fake—Town and city right for preserving eggs by a first-class process; no cold storage needed. Circular for your address. Box 118, CANADIAN GROCER, Toronto.

Can be done in Canada.

and done better, cleaner, cheaper—namely, the making of Macaroni. Canadian-Made Macaroni is

Napoli Macaroni

Can be retailed profitably at 10c. per lb. package.

Get it from your Wholesaler.

NAPOLI MACARONI CO.,
Hayter and Terauley Sts.,
TORONTO, CANADA

THE
PADS
THAT
PAY

Wilson's Fly Pads

Pay the retailer 100 per cent.
The Most Destructive Fly Killers Known.

Egg Cases

—AND—

Woodboard Fillers

BOTTOM PRICES.

WALTER WOODS & CO.
Hamilton and Winnipeg.

The Canadian Vinegar Company

HIGH-GRADE VINEGARS

Under Excise Supervision
Reputed the best on the market.

Factory and Office: 35a, 35c, 37 St. Antoine Street,

MONTREAL.

New and Second-Hand Machinery, Engines, Belting, Pulleys, Factory Equipment, Etc.

Any readers of this paper wanting any of the above goods may have an advertisement inserted free in HARDWARE AND METAL, the machinery weekly newspaper of Canada, by enclosing this notice. Address—

HARDWARE AND METAL

Montreal Toronto Winnipeg

REFRIGERATORS Useful to every one. 40 different styles. Silver medal, Quebec, 1901. Diplomas: Toronto, Ottawa, Montreal.

C. P. FABIEN,
Merchant and Manufacturer.
167 to 171 N. Dame St., **Montreal, Can.**
Write for Illustrated Catalogue.

MAPLE LEAF

Your goods are Al quality.—J. H. Anderson, Produce Co'y., Winnipeg, Man.

Your goods are all right.—J. A. Mathewson & Co., Montreal.

Small's Maple Cream bids fair to become world famous—Ottawa Evening Journal.

Small's brand has captured all Gold and Silver Medals offered in Canada, with highest awards at Paris, Glasgow and Cork. With due appreciation of the many brands we believe Small's is market standard. Life long experience is ours. Results are: Quality, tasty packages, FREE FROM PRESERVATIVE ACIDS, perfect keeping for all time, netting dealer fair profits and pleased customers. Guarantee on every package.

MAY BE HAD THROUGH ALL WHOLESALE GROCERS.
PUT UP BY

CANADA MAPLE EXCHANGE
DUNHAM, QUE. Head Office: MONTREAL.
SEND FOR PRICE LIST.

disappeared. Shippers claim that they are uncertain about what is being paid at country points. At the wharf on Monday morning, however, 5,000 boxes were offered and sold at 8c to 8 1-8c, with 8c the ruling figure. For Quebecs 8 1-8c was the range for trading between dealers. Townships ruled at 8 1-4c, and Ontarios 8 3-8c to 8 1-2c. From the Old Country the reports are still unsatisfactory, and some of the letters published in the Old Country trade papers are not very flattering to Montreal cheese dealers. One letter referred to cheese importers in London as "riggers" of the market, and used the term "coadjutors in Montreal." These two classes of dealers will know best if the cap fits them, for the contributor of the letter said, that they were to be blamed for depleting the London stocks of cheese, by using cellars and cold storage accommodations. Inquiry amongst large exporters in Montreal did not give very satisfactory information as to this action, but this letter may be used for what it is worth, inasmuch as it gave, on the authority of a big London newspaper, a word of opportune warning, which it was thought might keep the uninitiated from taking any part in doing what he called rigging the market. He claimed that only a fortnight ago the market for cheese was extremely weak, with a heavy and surplus load of 100,000 boxes, and some boxes of the best quality of goods which were to offer at round about 38s, with no buyers. Suddenly it was reported that the whole stock was cleared out, and there was not a box available. Coincidentally the Canadian markets, which had slumped to 34s, advanced. This writer claimed that certain Montreal parties were helping the Londoners in some speculation. He advised all cautious people to avoid inviting trade by depending upon such transformation, and to be indifferent to all quotations except authoritative ones, sticking in safety to the natural season price for June cheese of 38s.

Cheese and Butter Exports.

The total exports of cheese since May 1, 1904, amounted to 200,180 boxes. Of this quantity, 157,125 boxes were local, and 43,055 through shipment. For the corresponding week of 1903 the figures were 288,051 boxes, and for 1902, 244,450. For the week ending June 14, the exports were 48,682 boxes. Of this, 40,883 was local cheese and 7,799 through. The corresponding week of 1903, the total shipments were 76,072 boxes, and for 1904, 54,230 boxes. It will, therefore, be noticed that while this season's shipments were considerably less than last year, the local exports were only a little less than 2,000 boxes, which is not so discouraging as at the first outlook.

Butter—The total butter exports for the week ending June 14, amounted to 11,680 packages. Of this quantity, 10,402 packages were local export, and the balance through. For the corresponding week of 1903 the exports amounted to 9,551 packages.

Winnipeg.

Lard—The market is easier, and prices have declined a little. Our quotations are as follows:

Lard, 50-lb. pails	4 80
" 20 "	2 00
" 10 " in cases	6 05
" 5 " "	6 15
" 3 " "	6 25
" Compound, in 20-lb pails	1 75

Cured Meats—The market in cured meats continues firm, with quotations as follows:

Hams, per lb	0 13½
Shoulders, per lb	0 08½
Picnic hams per lb	0 09
Breakfast bellies, per lb	0 13½
Breakfast backs, per lb	0 11½
Large spice rolls, per lb	0 10½
Long dry clear, per lb	0 09

Cheese—New cheese is now beginning to make its appearance, and is being quoted at 8c to 8 1-2c a lb.

Butter—The demand for butter continues good, and stock is a little easier. There is some dairy on the market, but the supply is very limited. We quote the following prices:

Creamery, per lb	0 22
Dairy, per lb	0 19

St. John, N.B.

Provisions—While there continues to be but a very light sale, values in barreled goods seem firmer, particularly in pork. In smoked meats there is but limited sale; prices are unchanged. Pure lard continues to be offered at extremely low prices; there are full stocks held here, and sales are not very freely made. In refined lard demand has been light, prices rule too close to pure lard. In fresh meats, this is rather a slack season. In beef, there is no change in price. Veal is held quite firm; mutton is dull, but having but little sale. It is still early for lamb, and full prices are asked. Pork is low, and there is but limited sale.

Mess pork, per bbl	$16 00	$17 00
Clear pork "	17 00	19 00
Plate beef "	12 00	14 00
Mess beef "	10 00	12 00
Domestic beef, per lb	0 06	0 07
Western beef "	0 08	0 09
Mutton "	0 08	0 09
Veal "	0 08	0 09
Lamb, each	3 00	3 50
Pork "	0 06½	0 07½
Hams "	0 12	0 14
Rolls "	0 10	0 11
Lard, pure, tubs "	0 08½	0 09
" " pails "	0 09	0 09½
Refined lard, tubs	0 08¼	0 08¾
" " pails	0 08¾	0 09

Butter—The market is fully stocked, and except for very best quality, demand is light. Low prices rule.

Creamery butter	0 20	0 21
Best dairy butter	0 17	0 18
Good dairy tubs	0 16	0 17
Fair "	0 14	0 15

Eggs—Stock comes to hand slowly. The rather higher prices quoted last week are still held. There is a fair demand.

Eggs, hennery	0 18	0 20
" case stock	0 14	0 15

Cheese—The market is now being supplied by local manufacturers. Prices are fairly firm, and rather higher than earlier in the season.

Cheese, per lb.	0 10	0 11

TEAS

DID YOU ever consider the advantages of buying your TEAS from us ?

IT WILL PAY YOU—as we can give better values than any other house in the trade.

WHY ?—

Because—

Our buying facilities are unequalled. Our cost of doing business is less than that of exclusively tea houses, and we give you the advantage of this in LOWER PRICES.

OUR REPUTATION IN TEAS WAS MADE MANY YEARS AGO, and is jealously guarded and maintained to the present day.

THE BEST VALUES in package teas are our brands:

"KOLONA," PURE CEYLON
"GOLD MEDAL," CEYLON
"MAY-TECKS," PURE INDIAN

WE ARE TO-DAY THE ACKNOWLEDGED LEADERS IN THE TEA TRADE.

WE CAN ALWAYS SHOW EXCEPTIONAL VALUES IN

Ceylons, Indians, Japans, Y. Hysons

If you have any particular teas to match, send us your samples, as we carry unequalled stocks of high grade teas in

ASSAMS, DARJEELINGS, KANGRAS, OOLONGS, SCENTED CAPERS, SCENTED ORANGE PEKOES.

A POST CARD—WILL BRING OUR SAMPLES AND QUOTATIONS ON ANY LINE.

THE EBY, BLAIN CO., LIMITED

WHOLESALE GROCERS AND TEA AND COFFEE IMPORTERS,

TORONTO CAN.

Gleaned from the Travelers

E. Farewell, of Orillia, Ont., formerly with J. Dunn, grocer and confectioner of that town, has started business there for himself, and his many friends bespeak for him an extensive trade.

R. H. Benson & Co., general merchants, Markdale, Ont., are about to erect a large store and warehouse in Dundalk, and have called for tenders for the same.

Mr. Mayland, one of the head travelers of the firm of John Sloan & Co., wholesale grocers, Toronto, has arrived at the house after a most successful week's business. The firm are complimenting him on the large amount of business secured by him during the week.

J. E. Richards, of Dundalk, Ont., has one of the finest stores in the northern district, which is beautifully decorated with goods of all kinds, belonging to the grocery line. Business with him has been excellent of late.

E. Berwick & Co., general merchants, Shelburne, Ont. report trade there as improving rapidly, notwithstanding the disagreeable weather, which has made trade very backward during the past Spring.

The retail grocery trade of Owen Sound held their annual picnic on Thursday of this week. The outing was a grand success, largely owing to the efforts of W. A. McLean, C. W. Fox, and W. A. Grier, Mayor of Owen Sound.

NEW COMMISSION FIRM.

M. McArthur, retail grocer, 419 Yonge street, Toronto, has sold out to Hugh Gunn, and entered on a partnership in a firm to be styled McArthur & Ewan. They will succeed King, Darrell & Walker Co., wholesale commission and produce merchants, Colborne street east, Toronto.

HINTS TO BUYERS.

Laporte, Martin & Cie.'s ad. in this issue should be of interest to buyers of canned goods who have not placed their orders.

L. Chaput, Fils & Cie., Montreal, have received per schooner N. J. Taylor the first cargo of new Barbadoes molasses arrived this year. The schooner left Barbadoes May 7th, arriving in Montreal 13th June.

H. P. Eckardt & Co., Toronto, are offering special value in Japan rice.

Baltimore berries at White & Co.'s Toronto auction sales Saturday last brought as high as 20c.

Heinz' Evaporated Horse Radish is a good line for the warm weather. It will not spoil. The trade may procure the same from H. P. Eckardt & Co., Toronto.

1,000 boxes Brusson's French alimentary pastes in store with L. Chaput, Fils & Cie., who are Canadian agents for this firm.

H. P. Eckardt & Co., Toronto, report a good business doing in Barbadoes sugar, put up in barrels.

B.C. WHOLESALE GROCERS' EXCHANGE.

The following officers have been elected in the B. C. Wholesale Grocers' Exchange: President, R. Kelly, Vancouver; vice-president, C. F. Todd, Victoria; treasurer, P. Wollaston, Victoria; secretary, F. Elworthy, Victoria; assistant secretary, W. D. Ross, Vancouver; directors for Vancouver, W. Braid, P. Chapman and E. A. Baker; directors for Victoria, P. Wollaston, S. Leiser and S. J. Pitts.

R. Kelly, of Vancouver, and P. Wollaston, Victoria, will represent the exchange at the annual meeting of the Dominion Wholesale Grocers' Guild, which meets in Winnipeg in July.

MARITIME BOARD OF TRADE.

The Maritime Board of Trade will hold its annual convention this year in Moncton, N.B., in August. The Moncton board are already making great preparations for the meeting, and with the combined efforts of all the boards it is certain to be a signal success. It is expected that every board in the Maritime Provinces will be represented at the convention.

Association News.

Federation Meeting at Montreal.

A special meeting of the Federated Retailers' Association was held on Wednesday evening, June 8th, at the Monument National, Mr. J. G. Watson presiding. There was a good attendance of the various members of the different associations comprising the federation. Mr. J. A. Beaudry, the secretary, delivered an interesting speech regarding the rules to be adopted in the federation. Ald. Lapointe made a statement as to the development of the trading stamp war, which the grocers had undertaken at the city hall. He stated that a definite law would shortly be drafted and enforced, which would do away with trading stamps altogether. A long discussion took place as to the early closing movement. The majority of the delegates present were in favor of closing two nights a week. It was afterwards decided that the federation would address officially the city council, asking them to take into their consideration the question of early closing. The meeting then adjourned.

Canadian Wholesale Grocers.

At the annual meeting of the Canadian Wholesale Grocers' Association, held in Montreal, June 9, the following officers were elected for the ensuing year: Hon. president, H. H. Lyman, Montreal; president, D. W. Roli, Winnipeg; vice-presidents, A. B. Evans, Montreal; C. A. Twiling, Hamilton; S. McDiarmid, St. John, N.B.; secretary, J. Mattinson, London; treasurer, W. S. Elliott, Toronto; executive, A. Lyman, Montreal; C. D. McHay, W. D. Elliott, Toronto; C. A. Twiling, Hamilton; J. Mattinson, London.

DATE WINE VINEGAR.

Of late years the distilling of inferior and fake vinegars has been carried on to a greater extent than ever before, owing to the fact that those diseases, to which, unfortunately, the vine is so subject, have considerably diminished the production of wine, and the true wine-vinegar has become almost unobtainable.

About 1885 a process was discovered in Belgium, and examined by the controller-general of vinegars, in Brussels, which allowed of excellent natural vinegars being obtained from wine produced by the date-palm. As a result of careful research, carried out by the most experienced men, the juice, which had been pressed from the dates, was left to ferment, and produced an excellently flavored wine, which the process of distillation, following all the rules of science, gave to the vinegar a taste hitherto unequalled.

This vinegar is of a fine, golden-yellow hue, and retains its nice, clear appearance in all climates. To a scent, which is highly agreeable to the senses, it adds a delicacy which has earned for it a preference over all others. These wines are known under the name of "Vinaigres l'Etoile" (Star Vinegars), and have been the object of the most careful examination and analyses on the part of the leading chemists, whose reports have been most eloquent. G. Bruylants, professor of physiological chemistry at the University of Louvain, and member of the Academy Royal of Medicine; Y. Vuysteke, professor of zymotechnics at the University of Louvain, and Henri Berger, professor of industrial chemistry at the University of Brussels, have all stated that every harmful germ has been destroyed in the date-vinegar, thanks to a secret process, discovered by the chemists. They say that those vinegars which have been obtained from date-wine are among the most healthful, and should be ranked amongst the best of wine-vinegars, of which, however, very few are to be found nowadays.

The results, too, have been most noticeable. The output, small at first, has very quickly assumed formidable proportions. Imports of vinegar into Belgium have become almost nil, and on the other hand, the enormous quantities of date-wine vinegar exported to almost all the countries of the European continent, India, China, Japan, Batavia, the Transvaal, etc., have very quickly made the superiority of date vinegar recognized everywhere, and large sales have followed. A purchasing agent for Canada is required, as will be noticed in the advertisement of M. Franz Goossens, jr., the export manager, in this issue of Grocer.

PERSONAL MENTION.

Major P. L. Mason, of the Queen's Own Rifles, Toronto, left on Tuesday for two weeks' camp at Niagara.

Mr. J. B. Wright, representing G. Waltney-Bunkley Peanut Co., Smithfield, Va., was in Montreal this week.

Mr. F. E. Perry, Quebec representative of Comfort Soap, was a visitor to their Montreal branch this week. He reported business good.

Mr. Miller, manager B. T. Babbitt, New York, paid a flying visit to Montreal last Saturday, and was met in the offices of their Canadian agent, Mr. W. H. Dunn.

Mr. M. Corrigan, Lucknow, Ont., has sold his grocery business to Mr. R. Moody, also of Lucknow. Mr. Moody took possession June 11, and intends removing his confectionery business from his other store, and run both businesses in the one store.

Mr. A. H. Brittain, Montreal representative of Black Bros. & Co., Halifax, was this week in the unpleasant situation of being shipwrecked on board the steamer Canada near Sorel, P.Q. He was congratulated not only upon his escape, but for bravery in calmly aiding others.

Mr. W. M. Fielding has joined the traveling staff of S. H. Ewing & Sons, Montreal, covering the territory on the main line of the G. T. R. west of Montreal, and C. P. R. and Ottawa Valley District. Mr. Fielding was for many years with the F. F. Dalley Co., Ltd., Hamilton, and succeeds Mr. John Wark, who is taking a well-earned holiday.

Mr. C. L. Marshall, who for the past thirteen years has been identified with Warren Bros., wholesale grocers, Toronto, in the capacity of buyer and sample-room manager, has severed his connection with this firm and gone over to the Western Brokerage Co., Toronto. He is in charge of the purchasing department, which has just been started. His place with Warren Bros. has been taken by O. W. Rinker.

Two enterprising young Canadians have recently opened a new liquor agency in the Board of Trade Building, Montreal. They are: Messrs. Jas. M. Cunningham and H. J. Strain. Mr. Cunningham has made a name for himself as a liquor salesman, having been identified with the trade for a quarter of a century. Mr. Strain is also well known in the business community as a man of capability and standing. Among the principal agencies they have secured, the most notable is Birch's "Black Bottle" Scotch Whisky.

Mr. G. Gieben, of Rotterdam, Holland, managing director of the Kiederlen Distilleries in Holland, is visiting Montreal. He has been the guest of Mr. S. B. Townsend, of S. B. Townsend & Co., St. Sacrament street. He had the unpleasant experience of being one of the passengers on the R. & O. steamer Canada, which was sunk in a collision on Lake St. Peter last Sunday morning. Mr. Townsend, who is a leading wholesale wine and liquor merchant of the city, had a very narrow escape also. Both himself and Mr. Gieben were congratulated by a large number of friends on their fortunate escape.

Mr. Geo. E. Drummond, president of the Montreal Board of Trade, and of the Canadian Manufacturers' Association, returned home Saturday last on the Allan ss. Bavarian. Mr. Drummond has spent three months' vacation, partly in France and Switzerland, and partly in Great Britain. He stated that Canada was on the tongue of the Old World; in fact, he used the expression, that Canada was the hope of the Old World, and the pride of the new. He complimented Lord Strathcona for his inestimable services as High Commissioner. He had much also to say about the prominence of the Chamberlain preferential issue. He believed that the policy of Mr. Chamberlain would ultimately triumph; in fact, he said that if it did not triumph at the next general election, it would only be a matter of time. Mr. Drummond is looking very well indeed, and seemed very sanguine as to the rare possibilities of Canadian trade in the Old World.

The Grocers' Search for a Tea

that would win and retain perennial favor has resulted in thousands of instances in their becoming enthusiastic distributors of

Blue Ribbon *Ceylon* Tea

The RED LABEL at Forty Cents equals most Fifty Cent Teas.

Do the following Snaps interest you? No new Canned Vegetables or Pickles will be on the market before four or five months.

28 doz. Tomatoes
12 " Corn
10 " Peas
50 doz. Standard Brands for **$50.00**

Agents for Salada Tea.

210 5-gallon Pails Taylor & Pringle Sour Mixed Pickles at **$2.75**

PROVOST & ALLARD, Wholesale Grocers, OTTAWA.

During the summer, when Picnics, Excursions, Fishing and Tourist Parties are in full swing, every grocer will find it profitable to suggest

Borden's "EAGLE BRAND" Condensed Milk, and
Borden's "PEERLESS BRAND" Evaporated Cream

Quality the Best, Price no Dearer than Inferior Goods—Think this Over!

SELLING AGENTS IN CANADA:

WILLIAM H. DUNN, MONTREAL

Erb & Rankin, Halifax, N.S. | Scott, Bathgate & Co., Winnipeg, Man | W. S. Clawson & Co., St. John, N B. | Shallcross, Macaulay & Co., Victoria and Vancouver, B.C.

FREIGHTS AND CHARTERS

A GENERAL dullness is reported in freights all over the Dominion. Little chartering is taking place of steamers, and the usual colony of schooners which visited Montreal in former years is not present. However, word comes from Halifax and St. John that shortly a large number of British schooners are due at these ports, some of which are coming from New York, and others from different Atlantic ports, bringing peculiar cargoes, and looking for new cargoes for the United Kingdom. A considerable amount of lumber has been shipped to the River Plate from Canadian ports, and lumber is still being taken as cargo by some regular line steamers. The tramps have therefore been forced out this season so far. From western points the grain rates are exceedingly low, and in some places are high on other products, so that no freight is being offered. Cheese men in small towns, notably Brockville, have banded together to ask the C. P. R. and G. T. R. to Montreal, for lower freights on cheese. The rates from this point are still 2½c higher than they were last year at the same period.

FOR JUNE SHIPMENT.

	Heavy Grain quotations.	Oats.
Liverpool	6d.	9d.
London	7½d	9d.
Glasgow	7½ to 9d.	9d.
Avonmouth	1/	1/
Manchester	9d.	....
Hamburg	1/	....
Antwerp	1/	....
Leith	1/4½	....
Dublin	1/7½	1/3
Belfast	1/6	1/4½
Cardiff	1/3	....
Rotterdam	1/3	....

Charters:

Br. str. Hilda 649 tons, New York to Halifax, p. t.; scr. Sebago, New York to Halifax, 254 tons, $1.10; W. T. Green scr., 217 tons, from N. Y. to St. John, N. B., 90c; Br. sch. W. H. Waters, from New York to Halifax, 120 tons, 90c; also the following schooners, for a similar charter: New York to Halifax, Genevieve, 124 tons, $1; Donzella, 119 tons; Selborne, 110 tons; scr Hartney, W., 270 tons, N. Y. to Yarmouth, 90c; Br. str. Bawtry, 1,542 tons from St. John, N. B., to west coast of England with deals, p. t. June; Br. scr. Clayola, 123 tons, and Viola, 124 tons, from N. Y. to St. John, N. B., with brimstone, $1.75; scr. Anne L. Henderson, 353 tons, from Norfolk to Halifax, with creosoted material, lump sum; Russian barque, Imperator, 349 tons, from Richibucto to United Kingdom, with deals.

BERTH QUOTATIONS.

Rates quoted in cents per 100 lbs.; in sterling per 2,240 lbs.

DESCRIPTION.		Liverpool	Glasgow	London	Bristol	Belfast	Leith	Aberdeen	Dublin	Manchester	Cardiff	Hamburg	Antwerp	Havre	Rotterdam	Quebec to Lond'n
Flour, starch, split peas and oatmeal, in bags.	2240 lb.	5c.	7c.	6c.	9c.	12/6	10/	11/3	13/6	5/	.....	10c.	10/	.....	10/	.....
Oilcake and cotton seed cake	"	5c.	6c.	5c.	9c.	.....	10/	11/3	....	....	.....	10	10/	.....	10/	.....
Flake oatmeal, rolled oats, middlings, in bags.	"	5c.	8¾	5c.	9c.	15/	.....	.....	16/	10/	....	10	10/	.....	10/	.....
Lard, beef, pork, tallow and oleo, in barrels or tierces	"	5/3	13/3	13/3	15/	17/6	13/3	15/	18/3	5/3	.....	16	17/6	.....	17/6	.....
Lard in pails and other small packages	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Bacon and boxed meats	"	5/3	13/3	13/3	15/	17/6	13/3	15/	17/6	5/3	.....	16	17/6	.....	17/6	.....
Canned meats and fish	"	5/3	13/3	13/3	15/	.....	13/3	15/	.....	.....	.....	16	17/6	.....	17/6	.....
Cheese in boxes. Condensed milk.	"	20/	25/	25/	25/	25/	25/	25/	25/	20/	.....	.....	30/	.....	30/	.....
Cheese in crocks in cases	"	25/	30/	30/	30/	25/	30/	30/	25/	25/	.....	.....	35/	.....	35/	.....
Butter, in cases and kegs	"	25/	30/	30/	30/	25/	30/	30/	25/	25/	.....	.....	35/	.....	35/	.....
Seeds, timothy and clover, in bags	"	10/	15/	12|6	15/	25/	15/	15/	25/	12/6	.....	20c.	12/6	.....	12/6	.....
Seeds, blue and other grass, in bags	"	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Leather, black and other, in heavy bales and bundles	"	15/	21/	20/	20/	25/	.....	.....	25/	15/	.....	30/	30/	.....	30/	.....
Leather, rough sole, and split, in rolls and bales	"	20/	31/6	25/	25/	25/	.....	.....	25/	20/	.....	35/	35/	.....	35/	.....
Pot and pearl ash, No 1 asbestos and mica	"	7/6	10/	10/	12/6	12/6	.....	.....	16/6	7/6	.....	12/6	12/6	.....	12/6	.....
Maple and elm blocks and squares	"	8/	12/6	11/3	12/6	17/6	.....	.....	17/6	8/	.....	.....	13/9	.....	13/9	.....
Heavy lumber—oak, elm, birch and maple	"	8c.	16c.	14c.	12/6	17/6	.....	.....	17/6	8/	....	15c.	13/9	.....	13/9	.....
Weight (coarse)	"	7/6	12/6	10/	12/6	12/6	12/6	12/6	12/6	7/6	.....	12/6	12/6	.....	12/6	.....
Radiators and similar castings	"	7/6	12/6	12/6	12/6	17/6	.....	.....	17/6	7/6	.....	.....	12/6	.....	12/6	.....
Seed, peas and beans, in shipper's bags	"	6/3	10/	10/	20/	12/6	10/	12/6	13/6	.....	.....	.....	15/	.....	15/	.....
Measurement (coarse)	40 cb. ft	8/9	15/9	.....	12/6	12/6	15/9	15/9	12/6	8/9	.....	12/6	12/6	.....	12/6	.....
Measurement (fine)	"	20/	21/	.....	20/	20/	21/	21/	20/	20/	.....	20/	20/	.....	20/	.....
Woodenware, etc	"	8/9	10/6	.....	12/6	12/6	12/6	12/6	12/6	8/9	.....	12/6	12/6	.....	12/6	.....
Furniture, etc	"	10/	13/1½	.....	12/6	12/6	.....	.....	12/6	8/9	.....	.....	.....	.....	.....	.....
Implements etc	"	10/	10/6	.....	12/6	12/6	.....	.....	12/6	10/	.....	12/6	.....	.....	.....	.....
Eggs, in cases or barrels	"	.....	.....	.....	.....	15/	.....	.....	15/	.....	.....	.....	.....	.....	.....	.....
Apples, flour	Barrel	.....	3/	.....	.....	3/	.....	.....	3/	2/6	.....	.....	.....	.....	.....	.....
Apples and other green fruit, in boxes	40 cb ft	15/	15/9	15/9	17/6	20/	.....	.....	20/	12/6	.....	.....	17/6	.....	17/6	.....
Smalls, of less than ¼ ton wt. or msmt	each	10/	10/	10/	10/	10/	.....	.....	10/	10/	.....	10/	10/	.....	10/	.....
Grain, in shipper's bags	Quart'r	.....	.....	.....	.....	3/	.....	.....	3/	.....	.....	.....	.....	.....	.....	.....

When ocean charges are collectable at port of destination, rates exchanged on basis of $4 80 to £1 stg. When ocean charges are prepaid, rates exchanged on basis of $4 86 to £1 stg.

If freight is offered other than specified above, on which steamship connections are accustomed to quote a weight or measurement rate at their option, prompt replies will be facilitated by giving, when applying for rate, the relative weight and measurement of the merchandise.

HAY PROSPECTS EXCELLENT.

Gratifying reports have come from the various grass-growing sections of Ontario as to the prospects for the 1904 hay crop. A couple of weeks ago farmers were not very cheerful, but abundant rain and absence of frost have given the grass a splendid start, and at the present time the outlook is one of the best in years. The only discordant note comes from the low lying sections of Essex and Lambton, where the crop does not promise well; elsewhere the yield is expected to be enormous.

BRAINS

ENERGY, INTEGRITY and SALESMANSHIP.

Practical proof of the possession of these qualities given to any manufacturer desiring to place their line upon the market.

— AGENTS FOR —

Curtice Bros. Co., Rochester, N.Y., Blue Label Specialties.

W. H. Baker, New York, Cocoas and Chocolates.

S. D. Stamos, Patras, Greece, Currants.

Dominion Canning Company, Limited, Toronto, Canned Goods.

Napa Valley Packing Co., San Francisco, California Fruits.

Swift & Co., Chicago, Ill., Soap Specialties.

A. B. Field & Co., San Francisco, California, Products.

Hills Bros. Co., New York City, Importers Foreign Fruits.

J. M. Douglas & Co., Montreal, "Blueol."

Kendall Mfg. Co., Providence, Rhode Island, "Soapine."

Runkell Bros., New York, Chocolate Coatings, etc.

Potter & Wrightington, Boston, Mass., Table Specialties.

Alex. Duffus, Jr., London, England, Cocoa Beans, etc.

Schall Packing Co., "Pineapple."

Dominion Brokerage Co., 24 Scott Street, **Toronto.**

Is there any other way to mercantile success than by satisfying customers?

Is there any other way to satisfy customers than by giving them **Chase & Sanborn's** brands?

No! and there isn't likely to be.

Chase & Sanborn

The Importers, Montreal.

GREIG'S

White Swan

Flaked Wheat

The flakiest flakes and finest flavor of any Canadian wheat

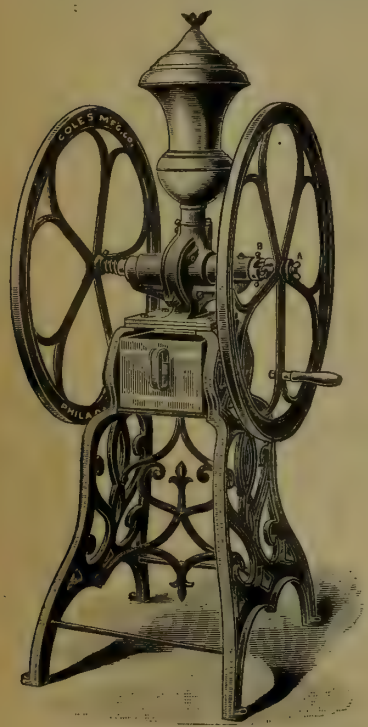
Pre-eminently THE HOT WEATHER CEREAL.

100-lb. barrels. Quotations cheerfully given.

The Robert Greig Co., Limited

White Swan Mills

Toronto



Coles Coffee Mills

None better for Granulating or Pulverizing.

Our mills will Pulverize without heating Coffee.

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders.

A GREAT LABOR-SAVER.

Our Grinders wear longest.

No. 17. List Price, $40.00.

Agents... TODHUNTER, MITCHELL & CO., Toronto.
DEARBORN & CO., St. John. N.B.
FORBES BROS., Montreal.
GORMAN, ECKERT & CO., London, Ont.

Coles Manufacturing Co.

PHILADELPHIA, PENNA.

Spanish Olives

Olives are carefully sorted when being picked, packed and shipped—go through about the same process of "culling" as our home-grown fruits.

And are valued in about the same way—the culls are put in one class and sold cheaply, while the perfect fruit is classed by itself and sold at higher prices.

Your trade in this line depends on the quality you handle.

Our olives are grown in the most famous orchards in Spain, gathered at perfect maturity, carefully selected as to quality and size and imported by us directly from Seville.

We assort them ourselves and put them up in clear, gracefully shaped bottles—their appetising appearance sells them and their appetite-producing qualities bring your customers back for more.

GORMAN, ECKERT & CO.

LIMITED

London, Canada.

Makers of Grocers' high-class specialties.

CLASSIFIED LIST OF ADVERTISEMENTS.

Ammonia.
Gorman, Eckert & Co., London, Ont.

Baking Powder.
Gillett, E. W., Co., Toronto.
McLaren, W. D., Montreal.
Pure Gold Mfg. Co., Toronto.

Baskets.
Oakville Basket Co., Oakville, Ont.

Bird Seed.
Nicholson & Brock, Toronto.

Biscuits, Confectionery, Etc.
Browne & Wells, Toronto.
Canadian Swiss Trading Co., Montreal.
Christie, Brown & Co., Toronto.
Lamont, Corliss & Co., Montreal.
McGregor-Harris Co., Toronto.
Mooney Biscuit & Candy Co., Stratford.
Mott, John P., & Co., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.
Stewart, A. J., Toronto.

Black Lead.
Oakey, John, & Sons, London, Eng.

Brooms, Brushes, Etc.
United Factories, Toronto.
Waterloo Broom and Brush Co., Waterloo, Ont.

Canned Goods.
Anglo-British Columbia Packing Co., Vancouver, B.C.
Balfour & Co., Hamilton, Ont.
Black Bros. & Co., Halifax, N.S.
Bloomfield Packing Co., Bloomfield, Ont.
Burlington Canning Co., Burlington, Ont.
Eckardt, H. P., & Co., Toronto.
Laporte, Martin & Cie., Montreal.
Old Homestead Canning Co., Picton, Ont.

Cheese Cutter
Computing Scale Co. of Canada, Toronto.

Chewing Gum.
Row & Co., Brockville, Ont.

Cigars, Tobaccos, Etc.
American Tobacco Co., Montreal.
Empire Tobacco Co, Montreal.
Erie Tobacco Co., Windsor, Ont.
Fortier, J. M., Montreal.
Horrocks, T. J., Toronto.
McAlpin Consumers Tobacco Co., Toronto.
McDougall, D., & Co., Glasgow, Scot.
Payne, J. Bruce, Granby, Que.
Reid, W. B. & Co., Toronto.
Tuckett, Geo. E., & Son Co., Hamilton.
Turner, James, & Co., Hamilton.

Cocoanut.
Downey, W. P., Montreal.
Greig, Robt., Co., Toronto.

Cocoas and Chocolates.
Canadian Swiss Trading Co., Montreal.
Cowan Co., Toronto.
Dutch Chemical Works, Amsterdam, Holland.
Epps, James, Co., London, Eng.
Mott, John P., & Co., Halifax, N.S.
VanHouten's—J. L. Watt & Scott, Toronto

Commission Merchants & Brokers.
Dawson Commission Co., Toronto.
Dingle & Stewart, Winnipeg.
Dominion Brokerage Co., Toronto.
Dunn, Wm. H., Montreal and Toronto.
Hopkins, John, St. John, N.B.
Lambe, W. G. A., & Co., Toronto.
Millman, W. H., & Sons, Toronto.
Nicholson & Bain, Winnipeg.
Nicholson, Bain & Johnston, Calgary.
Price, Chambers & Co., Winnipeg Man.
Rattray, D., & Sons, Montreal.
Rutherford, Marshall Co., Toronto.
Ryan, Wm., Co., Toronto.
Watt, J. L., & Scott, Toronto.
Wilson Commission Co., Brandon, Man.

Computing Scales.
Computing Scale Co. of Canada, Toronto.

Concentrated Lye.
Gillett, E. W., Co., Toronto.

Condensed Milk and Cream.
Borden's—Wm. H. Dunn, Montreal and Toronto.
Colson, C. E. & Son, Montreal.
St. Charles Condensing Co., Ingersoll.

Corks.
Ewing, S. H., & Sons, Montreal.

Crockery and Glassware.
Gowans, Kent & Co., Toronto.

Dairy Produce and Provisions
Clark, Wm., Montreal.
Dominion Packing Co., Charlottetown.
Fearman, F. W., Co., Hamilton.
Matthews, Geo. Co., Brantford, Hull, Peterboro'.
MacLaren, A. F., Imperial Cheese Co., Toronto.
McLean, J. A., Produce Co., Toronto.
Park, Blackwell Co., Toronto.

Finance and Insurance.
Bradstreet Co.

Fish.
Black Bros. & Co., Halifax.
James, F. T., Co., Toronto.
Pacific Selling Co., New York.

Fly Paper.
Kay Bros., Stockport, Eng.
Thum, O. & W., Co., Grand Rapids, Mich.
Wilson, Archdale, Hamilton, Ont.

Fruits—Dried, Green, and Nuts.
Adams, E. E., Leamington, Ont.
Finkle & Ackerman, Bowmanville, Ont.
Fraser, J. D., Leamington, Ont.
Gibb, W. A., & Co., Hamilton.
Hilborn & McLachlan, Leamington, Ont.
Husband Bros. & Co., Toronto.
McDougal & Lemon, Owen Sound, Ont.
McWilliam & Everist, Toronto.
Tippet, A. P., & Co., Montreal.
Walker, Hugh, & Son, Guelph.
White & Co., Toronto.

Gelatine.
Canadian Gelatine Co., Toronto.
Cox, G. & J.

Grain, Flours and Cereals.
Force Food Co., Buffalo, N.Y.
Frontenac Cereal Co., Toronto.
Greig, Robt., Toronto.
McCann, Wm., & Co., Toronto.

Grocers—Wholesale.
Balfour & Co., Hamilton.
Davidson & Hay, Toronto.
Eckardt, H. P., & Co., Toronto.
Eby, Blain Co., Toronto.
Gorman, Eckert & Co., London, Ont.
Hudon, Hebert & Cie, Montreal.
Kinnear, T., & Co., Toronto.
Laporte, Martin & Cie, Montreal.
Lucas, Steele & Bristol, Hamilton.
"Ozo" Co., Montreal.
Provost & Allard, Ottawa, Ont.
Turner, James, & Co., Hamilton.

Grocers' Grinding and Packing Machinery.
Adamson, J. T., & Co,, Montreal.
Coles Mfg. Co., Philadelphia, Pa.
Eby, Blain Co., Toronto.
Grocers' Engineering Co., London, Eng.

Hides.
Page, C. S., Hyde Park, Vt.

Infants' Foods.
Keen, Robinson & Co., London, Eng.

Interior Store Fixtures, Trucks, Etc.
Auer Light Co., Montreal.

Jams, Jellies, Etc.
"Ozo" Co., Montreal.
Pure Gold Mfg. Co., Toronto.
Upton's — A. F. MacLaren Imperial Cheese Co., Toronto.

Jelly Powder.
Gorman, Eckert & Co., London, Ont.

Macaroni
Napoli Macaroni Co., Toronto.
Tippet, A. P., & Co., Montreal.

Matches.
Walkerville Match Co., Walkerville, Ont.

Mince Meat
Wethey J. H., St. Catharines.

Pass Books, Etc.
Allison Coupon Co., Indianapolis, Ind.

Patent Solicitor.
Cullen, Orlan Clyde, Washington, D.C.

Peels.
Colson, C. E., & Son, Montreal.

Pickles, Sauces, Relishes, Etc.
American Coffee & Spice Co., Toronto.
Batty & Co., London, Eng.
Capstan Mfg. Co., Toronto.
Colson, C. E., & Son, Montreal.
Davidson & Hay, Toronto.
Downey, W. P., Montreal.
Eby, Blain & Co., Toronto.
Flett's—Rose & Laflamme, Montreal.
Gorman, Eckardt & Co., London, Ont.
Horton-Cato Mfg. Co., Windsor. Ont.
Lytle, T. A., Co., Toronto.
"Ozo" Co., Montreal.
Patterson's—Rose & Laflamme, Montreal.
Snowdon, Forbes & Co., Montreal.
Taylor & Pringle, Owen Sound.

Polishes—Metal.
Oakey, John, & Sons, Montreal.

Polishes—Stove.
Morse Bros., Canton, Mass.

Pottery.
Foster Pottery Co., Hamilton, Ont.

Refrigerators.
Eureka Refrigerator Co., Toronto.
Fabien, C. P., Montreal.

Salt
Canadian Salt Co., Windsor, Ont.
Toronto Salt Works, Toronto.
Verret, Stewart & Co., Montreal.

Shelf Boxes.
Bennett Mfg., Co., Pickering, Ont.

Soap.
Duncan Company, Montreal.
Metropolitan Soap Co., Toronto.

Sodas—All Kinds.
Winn & Holland, Montreal.

Starch.
Brantford Starch Works, Brantford.
Edwardsburg Starch Co., Cardinal, Ont.
St. Lawrence Starch Co., Port Credit.

Steel Shingles.
Metallic Roofing Co., Toronto.

Sugars, Syrups and Molasses.
Canada Maple Exchange, Montreal.
Castle, F. J., Co., Ottawa.
Dominion Molasses Co., Halifax, N.S.
Edwardsburg Starch Co., Cardinal, Ont.
Imperial Maple Syrup—Rose & Laflamme, Montreal.

Summer Beverages.
Batger's—Rose & Laflamme, Montreal.
Downey, W. P., Montreal.
Simson Bros. Co., Halifax.

Teas, Coffees, and Spices.
Balfour & Co., Hamilton.
Blue Ribbon Tea Co., Toronto.
Ceylon Tea Traders' Ass'n.
Chase & Sanborn, Montreal.
"Commissioner" Tea, London, England.
Dutch Chemical Works, Amsterdam, Holland.
Eby, Blain Co., Toronto.
Ewing, S. H. & A. S., Montreal.
Gillard, W. H., & Co., Hamilton.
Japan Tea Traders' Ass'n.
Kinnear, T., & Co., Toronto.
"Ozo" Co., Montreal.
Provost & Allard, Ottawa.
Rutherford, Jas., & Co., Montreal.
Salada Tea Co., Montreal and Toronto.
Wood, Thos., & Co., Montreal.

Vinegars.
Canadian Vinegar Co., Montreal.
Goossens, Franz, Brussels, Belgium.
Hill, Evans & Co., Worcester, Eng.
"Ozo" Co., Montreal.
Wilson, W. H., Co., Tillsonburg.

Washing Compound.
Keen's—Frank Magor & Co., Montreal.
Reckitt's —Gilmour Bros., Montreal.

Wines, Liquors, etc.
Beland, B. O., Montreal.

Woodenware.
Woods, Walter, & Co., Hamilton.

Wrapping Paper, Etc.
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United Factories, Toronto.

Yeast.
Gillett, E. W., Co., Toronto.

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"Where the Honey is

there are the bees."

You won't find the successful grocer trying to extract profits from second-class goods. He doesn't waste his time, energy and money for the purpose of building up his competitor's business. In the long run, quality wins where quantity fails—***quality is remembered long after price is forgotten.***

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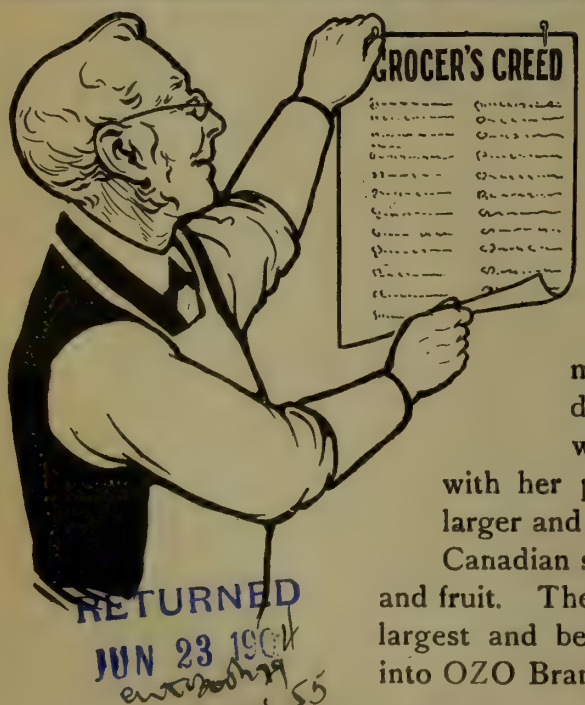
Windsor Salt

The Canadian Salt Co., Limited, Windsor, Ont.



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JUN 23 1904

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THE OZO CO., Limited
MONTREAL.

THE CANADIAN GROCER

President:
JOHN BAYNE MACLEAN,
Montreal.

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METHODS FOR EXPANDING CANADIAN TRADE.

THE Government have been doing a useful work of late years in appointing commercial agents at the various important centres of the world's commerce, but singularly enough they have always failed to make any connection with the prime market of the world, namely, London itself.

So apparent has the neglect of this great distributing centre been, that there is an active agitation now on foot in the Manufacturers' Association, looking toward the appointment by that association itself of an agent of its own, amenable to its laws and regulations, and paid for by themselves. This is following the suggestion made in these columns some weeks ago.

We do not see why one should conflict with the other. The Government agent could never be the free, untrammelled man that the association's agent would necessarily be, and yet in many ways the Government agent could do work which the association's agent could not possibly attempt, by reason, mainly, of his official position.

That the Manufacturers' Association will no doubt proceed with their plan is undeniable, because they generally do what they set out to do, but we do hope that when they act they will see that it will be necessary that their agent shall be a representative of Canadian manufacturers in general, and not only those who may belong to the association, numerous though they are.

The main difficulty about a movement of this kind is how to finance it. The average business man will positively delight in spending money in furthering his own personal interests, but get a crowd of them together, all able to do almost anything financially, and they will become over cautious at a few dollars almost to the humorous point. The whole thing is a question of co-operation, and for a very small amount per member a first-class educating and inspiring display of Canadian manufactures could be made in London, and considerable business developed thereby.

And it must not be forgotten that the cheese man, and the butter man and the apple packer and numerous other people of this kind, are just as truly Canadian manufacturers as the producers of iron and wood and other things. Let us look at this in a broadminded way, and drop our tendency to localism and small trade. We have everything in this country to do things largely, and as we build now, so will the trade of the future expand.

THE FUTURE OF SUGAR.

TRADE in sugar has recently assumed an interesting aspect. At present the situation is extremely animated, inasmuch as sugar has stepped from a period of depression into one of activity. For this there are special reasons. One is undoubtedly the falling off of the Cuban crop for this year of about 200,000 tons, which alone will tend to invite free purchases of continental beet sugar in the Fall; in fact, orders for extensive shipments have been placed already. It is only fair to believe that by draining the European markets to cover up the deficiencies in the Cuban crop, impetus will be given to the upward tendency in the price of sugar. Then, it may be remembered that large stocks of old season's beet sugar, both raw and refined, were left over in store unsold, when the bounties were abolished. These have been disposed of by skillful manipulation. They are therefore much reduced, and thus the chance of their being an incubus on the trade, as they were last season, has been erased. There is a general feeling that the fruit crop may be heavy this year, which means that large quantities of sugar will be required for the manufacture of jams and preserves. In fact, it is a long time since the consumption of sugar has been so stimulated by such a peculiar combination of circumstances.

There is another feature of great interest, and that is, Java sugar. For several years Java sugar has not been imported to the United States, and this season promises to see a large quantity of it utilized there. Interest in the Old Country market will be aroused directly, inasmuch as Java was always a source of supply for the Old Country. Buyers in turn will be interested in this change. For instance, America will require considerable importations in order to cover the deficit in the Cuban crop. Supposing that the crop should be even less than is anticipated, there is a probability of buyers and refiners turning their attention to the West Indies. In addition, Canadian refiners feel even now that they are compelled to use West India sugar, and a large tonnage of imports is known to have been registered for Canada. This at once adds force to the strength of the whole sugar position. Local refiners in Canada are naturally interested in the strength of the statistical position of sugar. It is generally believed that sugar will still be higher, but it would be well to ac-

cept advices as to expectations with the proverbial grain of salt, especially in view of a total drop of 10c in Canadian refined within the last ten days. Great caution should be exercised in buying sugar, owing to the uncertainty of the market. Sugar is certainly a vital issue, no matter how you may look at it. The Cuban crop was estimated at 1,200,000 tons originally; the latest estimate brings it down to 1,000,000 tons. On the other hand, the consumption of sugar on the continent has increased in a most extraordinary manner. All these facts point to the actual and possible future of sugar as one of strength.

CONSOLIDATION OF MARITIME BOARDS OF TRADE.

THE Maritime Board of Trade, which will shortly enter upon its second decade, has attained a position of substantial influence fully justifying its formation. While our fellow citizens in the Atlantic provinces fully concede the paramount importance of developing our western heritage to the fullest extent, they are thoroughly alive to the urgent necessity of conserving the interests of the eastern end of the Dominion, without which the integral existence of Canada would be greatly retarded. The deliberations of this body have been carried on at its nine annual gatherings with a vim and determination that augurs a bright future for its continued progress. The resources of the Atlantic provinces are so varied as to require sustained effort year by year to develop the expansion of which they are capable.

The questions incident to this development have been threshed out with commendable activity by the officials and members of the Maritime Board, which, as stated in President Haszard's report of August, 1903, now comprises no less than 33 affiliated boards with an enrolment of over 2,000 members. Among the leading questions on its agenda paper, the fast Atlantic service has been one persistently urged at each successive meeting.

President Haszard tersely pointed out at its last discussion the anomaly of a detour of hundreds of miles in reaching Canada via the United States in comparison with nearer Canadian home ports. This humiliating recourse to distant foreign ports for ocean mail purposes will always prove a factor of consequence in causing further legislation on the part of our Newfoundland neighbors to the end of rounding out our territory by the long desired union.

While ocean transportation, shipbuilding and the harvests of the sea have absorbed requisite attention, the Board has dealt thoroughly and exhaustively with agriculture, improved stock breeding, fruit farming, mining and manufacturing, in all their branches, also steadily promoting railway development throughout the length and breadth of the sea-girt provinces. A subject which bears every indication of proving one of engrossing interest at the coming annual meeting in August next, was informally discussed at Charlottetown on a notice of motion, viz.: Legislative union of the Maritime Provinces.

Sooner or later this question, fraught with significance to the future of the Atlantic provinces is certain to come within the range of action. The advantages to be derived from a concentration of maritime effort, especially with the addition of Newfoundland and the diminution of expense by the curtailment of useless and cumbersome petty legislatures, are so manifest as to insure successful accomplishment when the proper course of action is earnestly advocated.

FAULTY COLD STORAGE.

SOME of the large exporters of butter, cheese, and other products are interested in complaints which have been made regarding certain steamships sailing from Montreal, to the effect that their cold storage plants are faulty. The discovery of this deficiency was made by certain returns having been laid before the House of Commons at the instance of Mr. E. D. Smith, of South Wentworth, Ont. The requirements demanded by the Minister of Agriculture are that butter should be carried at 20 Fahr. A little instrument called the thermograph has revealed the fact that in quite a number of cases these temperatures were exceeded on certain steamships. The temperatures reported varied from 32 degrees up to 50 degrees. One steamer was reported to have carried apples at a temperature of 66 to 45 degrees.

Such violation of the law is not only a great loss of quality to the goods themselves, but as a matter of principle it endangers the reputation of all Canadian goods of this class. Certain prominent steamship people wish to be exonerated specifically from the charge, but the charge is general. It is believed by the authorities that it will not occur again. With the condition of things so strongly in need of betterment as far as ocean trade is concerned, it has been generally deplored by shippers that such an easily remedied difficulty should have cropped up at this time.

FRUIT TERMINALS AND TRANSPORTATION.

IN last week's issue of The Grocer appeared an editorial on "Fruit Terminals and Transportation" in which exception was taken to the inadequate fruit terminals provided Toronto fruit dealers by the various railroads entering Toronto, in addition to the poor facilities provided by these same railroads for the quick transportation of perishable fruit and produce.

In the interval, we believe that the parties on whom the burden of the blame lies have been informed of the stand we took in the matter, and as a result of this thousand-and-first protest, a marked improvement in the service provided the public has already been shown. For instance, one firm reports a gain of several hours in a shipment of perishable goods from the United States. The Grocer hopes still greater things may follow, and to that end expects on its own account to look further into the conditions of fruit terminals and transportation as they exist at other important terminal points in Canada.

THE PRICE OF COAL OIL.

Because the duty on coal oil has been lowered, it does not follow that retailers should immediately reduce their price. Consumers may clamor for a

reduction, but the demand for cheaper coal oil under the circumstances is unreasonable. The dealer must first secure his profits on stock purchased under the old conditions. That is his right, and the public should be led to see it in that light.

FEATURES OF THE NEW TARIFF.

THE changes immediately affecting the Canadian grocery trade in the new Fielding tariff, reference to which was made in last week's issue, are :

(1) The continuance of the surtax of 10 per cent. on all German goods.

(2) The abolition of the duty of 1¾c per gallon on British West Indian molasses.

(3) An increase in the customs' preference on china and earthenware manufactured in Great Britain of 5 per cent., making the duty 15 per cent., whereas it was formerly 20 per cent.

(4) A provision to prevent dumping of foreign goods on the Canadian market. "Whenever it shall appear to the Canadian customs' authorities that the export or actual selling price to the Canadian importer of any imported dutiable article, of a class produced in Canada, is less than the fair market value as determined according to the basis of value for duty provided in the Customs' Act in respect of imported goods subject to an ad valorem duty, such article shall, in addition to the duty otherwise established, be subject to a special duty of customs equal to the difference between such fair market value and said selling price; provided, however, that the special customs' duty shall not exceed one-half of the customs' duty otherwise established in respect of the article except that on certain articles the special customs' duty shall not exceed 15 per cent. ad valorem."

A representative of The Grocer interviewed a number of the leading Toronto wholesalers and elicited the following opinions from them on the changes in the tariff :

Col. J. I. Davidson, of the Western Brokerage Co.,

speaks favorably of the new tariff as being in the interest of the business man, although the grocery trade cannot be said to have been affected by it largely. The abolition of the duty on British West Indian molasses is perhaps the most significant item. Although the molasses question does not mean so much in Ontario as in the lower provinces of Canada, there is no question but that the removal of the duty will tend to increase the consumption of British West Indian molasses. It may become still more significant if West Indian is brought down near enough to a parity with New Orleans to supplant the latter, as seems not improbable, and certainly not impossible.

The clause which aims to effectually prevent the dumping of foreign goods on the Canadian market is also commendable. The main difficulty in the situation is to get at a proper valuation of foreign goods sent in to slump our market. The excellent system of Canadian agencies established abroad, which keep in close touch with foreign trade conditions seems, however, to offset this effectively.

Mr. Eby, of the Eby, Blain Co.,

is doubtful if the abolition of the duty on West Indian molasses will have any

The late Jacob Wilson, representative of The Indian and Ceylon Tea Co., Toronto.

immediate appreciable effect on the Canadian grocery trade, since a comparatively small quantity is consumed in this market. The tendency, however, is in the right direction. Mr. Eby thinks the principle a good one which is involved in the clause imposing a surtax on foreign goods dumped in this country, thus bringing the price up to the level of the price ruling in the foreign market. At the same time, it will be very difficult to get at a proper valuation of unlisted goods, and there is no question but the seller will assess his wares at as low a valuation as possible.

Mr. McLean, of Gowans, Kent & Co.,

is of the opinion that the change in the tariff, by which the duty on china, pottery and earthenware imported from Great Britain is reduced from 20 to 15 per cent. is in the right direction, tending to discriminate against Germany, in favor of Great Britain. As a matter of fact, as high a percentage as 75 or 80 of china staples used in Canada are of British manufacture; they easily outclass German goods, and are superior to china of French manufacture. English china has a lasting quality, which in the long run is bound to count in its favor, and now that the new Fielding tariff has made importations from Great Britain easier, we may expect to see the British manufacturer supplant the German altogether.

[These interviews will be continued in next week's issue of The Grocer.]

THE LATE JACOB WILSON.

THE Grocer regrets to record in this week's issue the death of Jacob Wilson, the Toronto representative of the Indian and Ceylon Tea Co., which occurred on Monday, June 6.

Mr. Wilson was born at Coburg, Ont., in the fifties, and resided there and at Belleville up to and even after the time when he entered on his business career in Montreal, about 1869. Here he was first associated with the firm of Sinclair, Jack & Co., with whom he retained his connection until he became a partner in the firm of Tees, Costigan & Wilson, which succeeded Sinclair, Jack & Co. The business of this firm was afterwards conducted under the firm name of Tees, Wilson & Co., in the early nineties. Mr. Wilson severed his connection with this firm to become the Toronto representative of the Indian and Ceylon Tea Co., with which business he was identified up to the time of his death.

Mr. Wilson was a most estimable gentleman, and undoubtedly one of the most popular Toronto brokers on the street, his amiability and sterling character having won him a firm place in the respect and good-will of the business men of Toronto. During his career as a commercial traveler, no man on the road was more popular than "Jake" Wilson. His friends extend from Montreal to Sarnia, and as far west as Winnipeg, every one of whom sincerely regret his demise.

We Do Not Pretend To Be Gifted With Second Sight

But we do claim to have facilities to base sound conclusions upon that are denied many others.

In the matter of "SALADA" Natural Ceylon Greens, for instance, with our large, varied and constantly expanding connection, we have been able to test these against Japans in the most thorough manner, the result being a continual flow of repeat orders that puts contra-argument out of court.

If you have any Japan Tea trade left, put "SALADA" Natural Green in competition with it; we know what the result will be, but would like you to experience it also.

Wholesale Terms from **"SALADA"** Tea Co., Toronto and Montreal.

Creates Continuous Custom

"Horse Shoe" SALMON

For 25 years the standard in Canada.

Every can guaranteed.

The quality unexcelled.

It is so thoroughly known among consumers that all grocers should give it prominence.

PACKED BY

J. H. Todd & Sons, - Victoria, B.C.

Dainty Summer desserts are made with

Brantford Prepared Corn Starch.

The kind of desserts your customers want for the warm Summer days. If you let your customers know that you have Brantford Prepared Corn Starch in stock it will sell quickly.

The recipes on the carton give a dainty variety.

THE BRANTFORD STARCH WORKS, LIMITED.

BRANTFORD, CANADA.

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

Toronto, June 16, 1901.

Groceries.

A DULL to fair trade has been experienced in Toronto grocery circles this week. The trade has not entirely recovered from its shock of a few days ago, when sugar dropped unexpectedly 5c per hundred lbs., and on Friday last slumped 5c further. The general impression on the street is that the drop took wholesalers completely by surprise. Retailers had been buying on the strength of the advancing market, but it is thought that the coming sugar season will soon use up stocks on hand. Canned vegetables are getting in very small compass and prices are firm. Canned fruits, especially apples, are in brisk demand. The interesting item in syrups and molasses this week is the removal of the duty of 1¾c per gallon, and it is expected the change will materially increase the quantity of West Indian molasses consumed on this market. Teas are firm and steady, and an advance of 35c per hundredweight in green Rio coffee is noted, following unfavorable crop reports. Prunes are reported as very scarce on the Toronto market.

CANNED GOODS.

Canned goods are getting into smaller compass, and it looks as if all available stocks would be required before new goods arrive on the market. Stocks of canned goods in retailers' hands are reported to be low, but it is thought that the high prices ruling in canned vegetables will be efficacious in stretching stocks over the period of scarcity. Canned vegetables, with the exception of tomatoes, are very scarce and firm in price. Certain brands of tomatoes on the market are showing a poor and insipid quality. A better demand is noticeable for canned fruits. It is reported that a lot of canned fruits are being bought up on account of a probable shortage of fruit during the coming season. Canned apples are reported to be selling particularly well, and altogether the prospects are for a good Summer trade in all lines of canned goods. Canned meats are in big demand, this being the big season of the year for sales to camps and Summer resorts. We quote the following prices :

Apples, 3's	....	0 90
" gallons	....	2 20
Asparagus	....	3 50
Beets, 2's	....	0 90
Beets, 3's	....	1 00
Blackberries, 2's	1 50	1 70
Beans, 2's	0 90	1 10
Corn, 2's	1 25	1 35
Cherries, red, pitted, 2's	....	2 20
" white	....	2 40
Peas, 2's	1 00	1 45
Pears, 2's	1 45	1 60
" 3's	1 90	2 10
Pineapples, 1½'s	1 50	1 60
" 2's	1 80	2 00
" 3's	2 25	2 40
Peaches, 2's	1 65	1 70
" 3's	....	2 60
Plums, green gages, 2's	1 10	1 40
" Lombard	1 00	1 30
" Damson, blue	0 95	1 25
Pumpkins, 3's	....	0 95
" gallon	....	2 50
Rhubarb, 3's	....	1 80
Raspberries, 2's	1 40	1 60
Strawberries, 2's	1 47½	1 67
Succotash, 2's	....	1 00
Tomatoes, 3's	....	1 12
Lobster, talls	....	3 50
" 1-lb. flats	3 50	3 70
" ½-lb. flats	....	2 00
Mackerel	1 00	1 25
Salmon, sockeye, Fraser	....	1 75
" " Northern	1 65	1 75
" Cohoes	....	1 15
Chums	0 95	1 00
Sardines, Sportsman ¼'s	....	0 15
" " ½'s	....	0 23
" Portugese ¼'s	0 08	0 10
" P. & C., ¼'s	0 25	0 27
" P. & C., ½'s	0 35	0 38
" Domestic, ¼'s	0 03½	0 04
" " ½'s	0 09	0 11
" Mustard, ¼ size, cases 50 tins, per 100	8 00	9 00
Haddies	....	1 00
Haddies, per case	.	4 00
Kippered herrings, domestic	....	1 00
" imported	1 45	1 55
Herrings in tomato sauce, domestic	1 00	1 10
" " imported	1 45	1 55
California ripe olives, tins, per doz	....	4 75

SUGAR

Dulness has been the prevailing note in the sugar market during the week under review, conditions being similar to those indicated in our last report. We have to record a further decline in Canadian refined of 5c per hundred lbs., effective at noon on Friday, June 10, just after The Grocer was delivered to its subscribers. This decline marks a total reaction of 10c per hundred lbs. from recent highest point, and it remains to be seen if the downward tendency has yet run its course. In New York we note a general lack of interest in the article, and refiners who recently were willing to concede almost the entire contentions of holders have within the past two weeks shown studied indifference. The reason for this is obvious in view of the weakness in Europe, where the market completely lost its buoyancy and prices fell from 9s 7½d to 9s 0¾d for 88 per cent. beet basis f. o. b. Hamburg. Since then there has been some recovery, and as we go to press the market is steady at 9s 2½d, which is equivalent to a parity of $3.94 duty paid, New York, for 96 test centrifugals. The latter are quoted nominally at $3.88 duty paid, and perhaps could be bought for 1-32 less for spot sugars. Such a transaction would, however, be in the nature of forced sales on account of the inability or unwillingness of holders to store sugars for a better market. Recent arrivals to refiners have been so heavy that they have had difficulty in caring for them, and in some instances have had to put sugar into public warehouses.

Total receipts for the week ending June 9 were 47,238 tons, of which 41,514 tons were to refiners. Meltings for the week were 39,000 tons, an increase of 9,000 tons as compared with the previous week, and of 3,000 tons as compared with the corresponding week last year. Total stock in all hands is estimated at 229,424 tons, or 98,482 tons less than last year, and we note there are only 42 central factories grinding, indicating that 29 ceased operations for the week. This is attributed to the sudden change of weather. It is believed that the factories in actual operation are working at less than half capacity, which must be very unprofitable. Combined stocks of Europe and America at latest uneven dates were 3,043,424 tons as compared with 3,301,976 tons last year. The decrease of stock is 258,552 tons. We note reported shipments of 1,000 tons raw beet sugar from Europe to the United States, and no doubt U. S. refiners will increase their purchases in European markets from this out, while beets and canes are about on a parity. Should such buying develop to any large extent its effect would be quickly seen in advances in beet sugar markets. This is a strong feature of the situation which should not be overlooked, especially as the cane situation is so sound statistically and as very little sugar from now on will be made in Cuba. The recent slump in Europe has been attributed in some quarters to realization by French speculators, and in others to the fear that the reduction in beet sowings may be much less than estimated.

The market for shipment from Cuba is firmer than the spot market, there having been sales of sugars in port at 2½c c. and f. for basis 96, while refiners are buyers for shipment at 2½c for basis 95, but holders are asking 2½c for the same basis. We quote the following prices :

Paris lumps, in 50-lb. boxes	5 08
" in 100-lb. "	4 98
St. Lawrence granulated	4 43
Redpath's granulated	4 43
Acadia granulated	4 35
Berlin granulated	4 35
Domestic beet, granulated, 1902 (off grade)	4 13
Phoenix	4 33
Bright coffee	4 23
Bright yellow	4 18
No. 3 yellow	4 13
No. 2 "	3 93
No. 1 "	3 83

Granulated and yellow, 100-lb. bags, 10c. less than bbls.

SYRUPS AND MOLASSES.

Trade in syrups and molasses is quiet at quotation prices. The interesting feature of the week is the removal of the duty on West Indian molasses which is discussed at length elsewhere in this issue of Grocer. We quote :

Syrups—		
Dark	....	....
Medium	0 30	0 32
Bright	0 35	0 37
Corn syrup, bbl., per lb	....	0 02½
" ½-bbls "	....	0 02¾
" kegs "	....	0 03
" 3 gal. pails, each	....	1 30
" 2 gal. "	....	0 90
" 2-lb. tins (in 2 doz. case) per case	....	1 90
" 5-lb. " (in 1 ") "	....	2 35
" 10-lb. " (in ½ ") "	....	2 25
" 20-lb. " (in ¼ ") "	....	2 10
Molasses—		
New Orleans, medium	0 25	0 30
" ½ bbls	0 27	0 32
" open kettle	0 45	0 50
Barbadoes	0 35	0 40
Porto Rico	0 36	0 40
West Indian	0 32	0 35
Maple syrup—		
Imperial qts	....	0 27½
1-gal. cans	0 95	1 00
5-gal. cans, per gal	....	1 00
Barrels, per gal	....	0 75
5-gal. Imp. brand, per can	....	4 50
1-gal. " per case	....	5 10
½-gal. " "	....	5 60
Qts. " "	....	6 00

TEAS.

Locally the tea market is quiet. Fine teas are firmer and low grades somewhat easier.

Latest London reports say there has been a strong demand for Indians of all descriptions at fully previous rates, the general tendency being firmer. A large

How About Your Canned

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Simcoe, Bowlby,
Lakeport, Boulter,
Delhi, Victoria,
Little Chief, (Gallons.)

PEAS.

Log Cabin, Sweet Wrinkle.
" Early June.
" Little Gem (best.)
Aylmer, Standard.
" Early June.
Little Chief, Champion.
" Marrowfat.
" Sifted June.
" Extra Faultless (finest grade.)
Boulter, Sweet Wrinkle.
" Early June.
" Special Sifted June (best.)
Delhi Marrowfat.
" Sweet Wrinkle.
" Early June (best.)
Simcoe English Garden.
" Early June
" Extra Sifted (finest.)

CORN.

Aylmer, Boulter,
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Log Cabin, Little Chief,
Lakeport, Simcoe,
Simcoe, (Gallons, on cob.)

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Little Chief, Refugee.
" " Wax.
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" " Wax
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" 3s.

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Bowlby, Red Pitted, 2s.
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Simcoe, Heavy Syrup, 2s.
Delhi, " " 2s.
Bowlby, " " 2s.
" Standard, Gallons.
Log Cabin, Heavy Syrup, 2s.

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Simcoe, Heavy Syrup, 2s.
Delhi, " " 2s.
Bowlby " " 2s.
" Standard, Gallons.
Log Cabin, Heavy Syrup, 2s.

APPLES.

Bowlby Standard, 3s.
" " Gallons.
Simcoe " 3s.
" " Gallons.

LAWTONBERRIES.

Bowlby, Heavy Syrup, 2s.

GOOSEBERRIES.

Bowlby, Heavy Syrup, 2s.

PINEAPPLES.

Simcoe, Sliced, Standard, 2s.
" Grated, 2s.
" Whole, 3s.

PEACHES.

Simcoe, Yellow, 2s.
" " 3s.
Bowlby, " 2s.
" " 3s.
Delhi, " 2s.
" " 3s.

PEARS.

Bowlby, Bartlett, 2s.
" " 3s.
Delhi, Yellow, 2s.
" " 3s.

PLUMS.

Bowlby, Lombard, Light Syrup, 2s.
" Green Gage, Light Syrup, 2s.
" Egg, Heavy Syrup, 2s.

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Clover Leaf, Tall, Clover Leaf, Flat.

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Wholesale Produce Merchants,

TORONTO.

number of concerns have disposed of their final invoices, and by the end of the current month practically the whole of the 1903 crop will have passed into second hands.

The quantity of tea which had accumulated at Dalny has, under urgent representations to the Russian Government by consignees, been dispatched from thence some weeks since, and is gradually coming to hand. A considerable portion is supposed to be damaged.

Entries for export to the United Kingdom for the second half of May were 1,160,000 lbs., as opposed to 1,645,000 lbs. the year before, and from April 1 to 31st ult. 1,643,000 lbs., and 2,452,000 lbs. for 1904 and 1903 respectively.

In Ceylons there has been a good demand, and on the whole steady prices, inferior qualities being mostly accountable for any lower quotations registered. Buyers were eager to secure common kinds, which were fully firm. Mediums passed irregularly, Pekoes from 6¾d to 7½d scarcely bringing former rates. Fine and finest sold with good competition. Many of the arrivals were less attractive in the cup. The weather in Ceylon appears to have induced heavier flushes of inferior quality teas, and the exports from Colombo are now upon a larger scale than of late. Shipments in May approached a record quantity.

In Chinas a very limited trade has been done, but the London market has now been absolutely cleared of the lower grades, as have several other large markets, by the demand from Russia. The Hankow market in the new season has opened with about 6d as the minimum price, so that it is unlikely that large shipments will find their way to London. The probability of China teas replacing Indians and Ceylons because of the lower level of prices becomes less, and the increase shown in the deliveries recorded was largely for export. During 1902 and 1903 there was some increase for home consumption, but during the early months of 1904 the board of trade returns show a decline as compared with both of these years. Our quotations are as follows:

Congou—half-chests, Kaisow, Moning,	0 12	0 60
caddies, Pakling	0 19	0 50
Indian—Darjeelings	0 35	0 55
Assam Pekoes	0 20	0 40
Pekoe Souchongs	0 17	0 25
Ceylon—Broken Pekoes	0 36	0 42
Pekoes	0 22	0 30
Pekoe Souchong	0 18	0 25
China Greens—Gunpowder, cases, extra firsts	0 42	0 50
" half-chests, ordinary firsts	0 22	0 28
Young Hyson, cases, sifted, extra firsts	0 42	0 50
" cases, small leaf, firsts	0 35	0 40
" half-chests, ordinary firsts	0 28	0 38
" " seconds		0 23
" " thirds	0 16	0 18
" " common		0 15
Pingsueys—Young Hyson, ½-chests, firsts	0 28	0 32
" " seconds	0 18	0 19
" half-boxes, firsts	0 28	0 32
Japan—½ chests, finests May pickings	0 38	0 40
Choice	0 33	0 37
Finest	0 30	0 32
Fine	0 27	0 30
Good medium	0 25	0 28
Medium	0 21	0 23
Good common		0 20
Common		0 19

COFFEES.

On the strength of unfavorable crop reports from Brazil, green Rios have advanced 35c per hundredweight on the Toronto market. Business is quiet on the street as a result of the high prices quoted.

The New York coffee market opened on Monday at an advance of 5 to 10 points in response to stronger European advices and on continued light receipts at Rio and Santos. The advance reported by the Havre and Hamburg coffee markets was greater than expected, which resulted in a slightly higher market. Cable advices from Europe spoke of the present advance in the market as premature, and of the present rains in Brazil as similar to those which immediately preceded the record breaking 1901-1902 crop grown by Brazil. Brazil markets were reported as holding firm, and in most instances the firm offers received from Rio and Santos were on a higher basis. We quote the following prices:

	Per lb.
Green Rios, No. 7	0 06½
" " No. 6	0 08
" " No. 5	0 08½
" " No. 4	0 08½
" " No. 3	0 09 0 09
" Mocha	0 21 0 25
" Java	0 22 0 35
" Santos	0 10 0 12
" Plantation Ceylon	0 26 0 35
" Porto Rico	0 22 0 25
" Guatemala	0 22 0 25
" Jamaica	0 15 0 20
" Maracaibo	0 16 0 23

RICE AND TAPIOCA.

There is nothing new to report in rice and tapioca for the week under review. Last week's prices continue unchanged. Our quotations are as follows:

	Per lb.			Per lb.
Rice, stand. B	0 03¾		Tapioca, staple	0 03½ 0 03¾
Patna	0 05	0 05½	" double goat	0 04½
Japan	0 06	0 07	Carolina rice	0 10
Sago	0 03½	0 04		

SPICES.

The spice market continues quiet and without special feature. We quote the following prices:

	Per lb.			Per lb.
Peppers, blk	0 18	0 19	Cloves, whole	0 25 0 35
" white	0 23	0 27	Cream of tartar	0 25 0 30
Ginger	0 18	0 25	Allspice	0 14 0 17

Foreign Dried Fruits

The feature of the week in foreign dried fruits is that stocks of prunes are getting cleaned up and are beginning to be scarce on the Toronto market. Last week not a box was available. Sultanas are advancing abroad, and prices there are about a cent above a parity with the New York market. Cables from Greece quote lower prices on currants for August shipment. Our quotations are as follows:

PRUNES.

	Per lb.			Per lb.
100-110s	0 04	0 04½	60-70s	0 06½ 0 07
90-100s	0 05	0 05½	50-60s	0 07 0 07½
80-90s	0 05½	0 05¾	40-50s	0 07¾ 0 08
70-80s	0 06	0 06½	30-40s	0 08¼ 0 08½

CANDIED PEELS.

	Per lb.			Per lb.
Lemon	0 10	0 12½	Citron	0 15 0 18
Orange	0 11	0 13		

FIGS

	Per lb.			Per lb.
Tapnets		0 03¾	Elemes	0 09 0 20
Naturals	0 06½	0 09½		

APRICOTS.

	Per lb.
Californian evaporated	0 12½ 0 15

PEACHES

	Per lb.
Californian evaporated	08½ 0 12

CURRANTS.

	Per lb.			Per lb.
Fine Filiatras	0 04½	up	Vostizzas	0 07 0 08
Patras	0 06	0 06½		

RAISINS.

	Per lb.
Valencia, fine off-stalk	06½ 0 06½
" selected	0 07 0 07½
" selected layers	0 07½ 0 09
Sultana	0 06½ 0 10
Californian seeded, 12-oz	0 08½ 0 09
" " 1-lb. boxes	0 10½ 0 11
" unseeded, 2-crown	0 07½
" " 3-crown	0 08 0 08½
" " 4-crown	0 09 0 10

DATES.

	Per lb.			Per lb.	
Hallowees	0 03½	0 04	Fards	0 08½	0 09
Sairs	0 03½	0 03½			

FOREIGN NUTS.

The only item of interest in foreign nuts this week is the speculation now going on in Messina on both new and old crop filberts, on account of the reports of serious damage to the growing crops. Last week's quotations continue unchanged. We quote the following prices:

Peanuts, green, per lb	0 10	0 11
" roasted "	0 11	0 12
" Spanish, green, per lb		0 09
" " roasted, "		0 10
Almonds, Taragona, per lb		0 12
Walnuts, Grenoble, "		0 12
" Bordeaux, "		0 12
Filberts, per lb		0 09
Brazils "		0 15
Cocoanuts, Jamaica, per sack		4 25

Country Produce.

EGGS.

The egg market is in the most unsatisfactory condition that has been experienced in years. Country picklers have been layng in large stocks of the best season eggs at prices which are 2c higher than they should be at this season of the year. Were warm weather eggs as suitable for pickling as those of the earlier season, the city dealers would simply wait until the country picklers were stocked up, and then buy at what price they pleased. As it is, however, all picklers must get a part of the best eggs. The anxiety and competition of the country buyers have kept prices up, although the last week saw a drop of a-half cent in the country. What will happen cannot be told, but the weakening that has commenced may continue. The price for this week is 15c

APPLES.

The evaporated apple market has shown signs of improvement during the past week. It is believed that stocks are getting within small compass, and as the season for green apples is over, there has been an increased demand for evaporated apples. We quote the following prices:

Evaporated apples, per lb	0 06½

BEANS.

Very little trade is doing in beans, and last week's prices continue unchanged. Our quotations are as follows:

Beans, mixed, per bush		1 40
" prime, "		1 50
" handpicked, per bush	1 65	1 75
" water-stained "		1 00
" Lima, per lb	0 05½	0 06½

HONEY

The honey market has been quiet and featureless during the week under review. We quote the following prices:

Honey, extracted clover, per lb	0 06½	0 07½
" sections, per doz	1 50	2 00

Fish.

A brisk trade is reported in fresh fish during the week under review, with the market steadier as a result of price-cutting having ceased. No additional varieties are noted on the market this week. Our quotaions are as follows:

Halibut, "	0 12
Sea salmon, "	0 18
Whitefish, fresh caught, per lb	0 09
Haddock " per lb	0 06
Cod, steak " "	0 08
Perch "	0 06
Mackerel, fresh, per fish	0 15
Trout, lake, per lb	0 07½
Herring, lake, per lb	0 05
Pike, per lb	0 05

Green Fruits.

A brisk trade is reported in green fruits during the week under review. California seedlings are on the market in small quantities, and are quoted at $3 to $3.25. California Mediterranean sweets will be here in a few days, and will be quoted at $3.25 to $3.75. Considerable quantities of California navels are still to be seen on account of the season having lasted particularly late. Lemons are in big supply, and are moving only fairly. The New York market firmed 25c a box during the week on account of the warm weather prevailing there. Delaware and Maryland strawberries have held their own well, notwithstanding the appearance of home-grown berries on the market on June 14. The latter are "Michael's Early" and although fair in quality, they cannot compare with the imported berry as yet. Canadian berries are quoted at from 15 to 20c. A good week is reported in pineapples; at the present time Florida stock supplies the market largely. During the week prices on pines advanced 25 to 30c a case, but they are down again to a normal level. Pines will not be cheaper this season than they are at the present time. Gooseberries from Queenston, Ont., are noted on the market for the first time this season. We quote the following prices:

California navels, per box	3 50	4 25
California seedlings, per box	3 25	3 75
Messina lemons, new, 300's, per box	2 50	3 00
" " 360's, per box	2 25	2 75
Sorrento lemons, new, 300's, per box	3 00	3 50
Valencia oranges, 420 case	6 00	6 50
Valencias, large, per case	7 00	7 50
Havana pineapples, per crate	3 00	4 00
Florida pineapples, per crate	3 00	4 00
Bananas, large bunches	1 75	2 25
Bananas, red, per bunch	1 50	2 50
Apples, per bbl	3 00	4 00
California cherries, per 10-lb. box	1 75	2 00
Limes, per box		1 25
Strawberries, Delaware and Maryland, quarts	0 16	0 18
Strawberries, Ontario, per box	0 15	0 20
Mississippi tomatoes, per crate	1 50	2 00
Florida tomatoes, per crate	2 75	3 50
Watermelons	0 30	0 40
Gooseberries, per basket		1 00

Vegetables.

Trade in vegetables has been healthy during the week under review, with an especially large sale of green stuff. On the market, potatoes are quoted higher and spoken of as scarce. Provision men hold decidedly easier prices than those ruling in the market, and are of the opinion that there are still lots of potatoes available through the country. No more shipments of Egyptian and Bermuda onions are expected, and present stocks are going very slowly. New beets and carrots are 25c easier than they were last week, and are becoming more and more plentiful from week to week. Outdoor asparagus is scarce and firmer in price. New cabbage is $1 easier, and spinach from 10 to 50c easier. New potatoes are firm. Home-grown cauliflowers grown at Scarboro', Ont., are on the market this week for the first this season. Our quotations are as follows:

Potatoes, per bag		1 00
Potatoes, per bag, car lots	0 80	0 90
Egyptian onions, per sack	2 25	2 50
Bermuda onions, per bush crate	1 25	1 50
Bunch lettuce, per doz. bunches	0 25	0 30
Radishes, per doz. bunches		0 25
Mushrooms, per lb.		0 75
Mint, per doz bunches		0 30
Parsley, " "		0 20
Sage, per doz		0 15
Savoury, per doz		0 15
Carrots, new, per doz		1 75
Beets, new, per doz		1 75
Egg plant		0 25
Artichokes, per bush		1 00
Yellow turnips, per bag	0 35	0 40
Leeks, per doz		0 40
Rhubarb, outdoor, per doz		0 20
Green onions, per doz		0 15
Green house water cress, per doz		0 25
Green cucumbers, per bush. hamper	2 50	3 00
Green cucumbers, per doz	0 40	0 50
Asparagus, outdoor, per doz	0 50	1 00
Florida spinach, per bush. hamper	0 40	0 50
Florida new potatoes, per bush		2 00
Green peas, per bush.		1 50
" cabbage, per case	2 75	3 00
" beans, per bush	1 75	2 00
Waxed beans, per bush		2 50
Cauliflowers, small, home grown, per doz		1 00

Seeds.

The abundant rains have rather interfered with the sale of millet and Hungarian during the week, and as a matter of fact, very little corn has been sold on account of the extremely late and wet season. Last week's prices continue unchanged. We quote the following prices:

Corn, Dent varieties, per bu. of 56 lbs	0 80	0 95
" Flint " " "	1 15	1 25
Millet, per bu	1 08	1 10
Hungarian, per bu	1 20	1 25

Grain, Flour and Breakfast Foods.

GRAIN.

Both Manitoba and Ontario wheat are easier this week, and the market continues quiet. Manitoba wheat, No. 1 northern, No. 2 northern and No. 3 northern, are respectively 1½c easier. Red wheat and white wheat are 2c easier. We quote the following prices:

Manitoba wheat, No. 1 hard, per bush, Toronto		0 96
" " Northern No. 1 " "	0 94½	0 95½
" " " No. 2 " "	0 91½	0 92
" " " No. 3 " "	0 88	0 86
Red, per bushel, on track Toronto	0 94	0 95
White " " "	0 94	0 95
Barley " " "	0 46	0 48
Oats " " "	0 35½	0 36
Peas " " "	0 68	0 69
Buckwheat " " " Nominal		0 55½
Rye, per bushel, " " " "	0 64	0 65

FLOUR.

Easier prices generally rule the market this week than last. An easier tendency was noted several days ago, which developed into an actual drop during the week under review, namely, 15 to 20c on Manitoba wheat patents, 10 to 15c on strong bakers, 10 to 20c on Ontario wheat patents, and 10 to 15c on straight roller. The flour trade is reported as quiet. We quote the following prices:

Manitoba wheat patents, per bbl	4 60	4 80
Strong bakers "	4 40	4 60
Ontario wheat patents "	4 50	4 80
Straight roller "	4 35	4 50

BREAKFAST FOODS.

The only change in breakfast foods for the week is a drop of 25c in rolled wheat. A brisk trade in breakfast foods is reported. Immediate prospects are for a continuation of the present

level of prices in wheat and oat products. Our quotations are as follows:

Oatmeal, standard and granulated, carlots, on track, per bbl	5 05
Rolled oats, standard, carlots, per bbl., in bags	4 50
" " " " " in wood	4 75
" " " " for broken lots	4 90
Rolled wheat, per 100-lb. bbl	2 50
Cornmeal	3 50
Split peas	5 00
Pot barley, in bags	3 75
" in wood	4 00

Hides, Skins and Wool.

There is nothing new to report in hides, skins and wools for the week. A firm market in hides and wools continues, and last week's prices are unchanged. We quote the following prices:

HIDES.

No. 1 green, per lb	0 08
" 2 " "	0 07
" 1 " steers, per lb	0 08½
" 2 " "	0 07½
Cured, per lb	0 08½

CALFSKINS.

Veal skins, No. 1, 6 to 15 lb. inclusive	0 11
" " " 2 " " "	0 09
" " " 1 15 to 20 lb "	0 10
" " " 2 " "	0 08
Deacons (dairies), each	0 65
Sheep skins	1 00 1 25
Lamb skins	0 35

WOOL.

Unwashed wool, per lb	0 19
Fleece wool, new clip, per lb	0 17
Pulled wools, super, per lb	0 18 0 20½
" " extra "	0 20 0 22

QUEBEC MARKETS.

Montreal, June 16.

Groceries.

SUGAR is again the feature of the week. Another drop of 5c all around took place early in the week, occasioned, no doubt, by the speculative nature of the previous advances. The briskness of the market seems to have been satisfied for a time. The improbability of a heavy fruit crop tends to point to cheaper sugar, instead of dearer. Hot weather, however, has set in, and the sugar men believe it may continue. The market at present is not strong for sugar, and the speculators of New York are considered blameable for this. Syrups and molasses are devoid of interest, and considerable quantities are available at prices ranging from 21 1-2c to 23 1-2c, laid down here. Holders are getting anxious to dispose of it and, in addition to the small trouble over the erasure of the duty of 1 3-4c, there is another element of the situation which is troublesome: that is, the sale of considerable quantities according to contract, without any provision being made before the cancellation of the duty, which was made known by the budget. Tea is still holding steadily. Supplies are expected of Japan tea in large quantities, and a general easiness may prevail. There is a reported easiness in black pepper from Singapore. Siam white pepper is also reported on the decline, owing to the absence of demand. Inquiry for Cochin ginger, as reported last week, still continues, and the presence of warmer weather will no doubt stir up the Jamaica ginger trade. Canned goods of all kinds are selling freely, and evaporated apples are still holding at 7 1-2c in good demand. A splendid demand has been noticed all week for currants and other dried fruits. The reports from Greece show that sultanas are a cent higher than the quotations here. In speculating on filberts some holders were caught for an advance of 2s per bale on old crop. The market has also advanced for new crop, October, and sales have been arranged in Messina for some 4,200 bags on the new basis. Tarragona almonds are firmer all around. In green fruits the feature this week has been bananas, there having been copious arrivals. As many as eighteen cars have come in, and the price has dropped from 30c to 60c a bunch. Pineapples have also dropped in price, and as the season is what is known as "between," quietness pervades the market. A dull season has set in for fish of all descriptions, although the demand is still good for Gaspe salmon, and British Columbia salmon. Pike advanced a cent, and lobsters have increased from 10c to 12c.

SUGAR.

The drop of 5c all round in sugar, in addition to the one recorded last week, came with no surprise to the local trade. The sugar situation is dealt with elsewhere in this issue, and is certainly one that merits attention to all interested in the trade. We quote:

Granulated, bbls	$4 35
" ½-bbls	4 50
" bags	4 25
Paris lump, boxes and bbls	4 85
" ½-boxes and ½-bbls	4 85
Extra ground, bbls	4 70
" " 50-lb. boxes	4 90
" " 25-lb. boxes	5 00
Powdered, bbls	4 50
" 50-lb. boxes	4 70
Phoenix	4 25
Bright coffee	4 10
" yellow	4 05
No. 3 yellow	4 05
No. 2 "	3 85
No. 1 " bbls	3 75
No. 1 " bags	3 65
Raw Trinidad	3 15
Trinidad crystals	3 25

SYRUPS AND MOLASSES.

The market in syrups and molasses is tame and featureless. It is even anticipated that little advance may take place for some time. Holders are operating in small lots, at prices considerably lower than quotations of a month ago, when some orders were placed for Barbadoes stock. Holders claim that these orders will all have to be filled at contract prices. We quote:

Barbadoes, in puncheons	0 25
" in barrels	0 27½
" in half-barrels	0 28½
New Orleans	0 22 0 35
Antigua	0 37
Porto Rico	0 45 0 48
Corn syrups, bbls	0 02½
" ½-bbls	0 02½ 0 03
" ¼-bbls	0 03
" 38½-lb. pails	1 30
" 25-lb. pails	0 90
Bbls., per 100 lb	2 75
½-bbls. "	2 75
Kegs "	3 00
Cases, 2-lb. tins, 2 doz. per case	1 90
" 5-lb. " 1 doz. "	2 35
" 10-lb. " ½ doz. "	2 25
" 20-lb. " ¼ doz. "	2 10

COFFEE.

From the sources of coffee supply, short crops are reported. This is interesting, inasmuch as June is the last month of the coffee year. At one time the speculative coffee men in New York and other large centres reported a Brazil crop of fifteen million bags. Present estimates are below that by four million bags. The supplies, however, from Rio and Santos have, on the other hand, been greater than expected, and the supply will likely be over sixteen and a-half million bags. It is, therefore, generally expected that coffee will change, if it changes at all, by receding in price, even perhaps reaching the low rates which ruled at this period last year. Columbian coffee is reported easier in price, and is said to be arriving in large quantities. From Costa Rica the latest mail advices confirm the estimate of crop shortage. We quote:

Good cucutas	0 10 0 10½
Choice "	0 11½ 0 12½
Jamaica coffee	0 10½ 0 11
Java	0 18 0 22
Mocha	0 16 0 19
Rio	0 08 0 09

TEA.

The activity during the early months of the year in tea is now being felt; in fact, for the past month the trading has been light, and the market quiet. The large dealers, however, do not believe that the tea market has lost its firmness, notwithstanding the apparent tendency to sag, which is noticed in various lines. Owing to the fact that Japan tea has not yet been injured by the war at all, and the supplies are abundant, with every ease of access and delivery, the market has been supplied freely, and those buyers who stocked up well early in the season are perhaps regretting it now. Indias and Ceylons are not selling very rapidly. Greens, too, are considered slow. The market opened higher at Hankow. We quote:

Good to medium Japans	0 18 0 24
Fine to choice Japans	0 25 0 35
Ceylon greens	0 16 0 20½
Indian greens	0 18 0 30
Japan style China congoes	0 10 0 10
Pealeaf and Pinhead Gunpowders	0 23 0 40
Coarse to good Gunpowders	0 13 0 22
Ceylon blacks	0 14 0 30
Indian "	0 12 0 20

CANNED GOODS.

The demand is good for all kinds of canned goods. As was expected, salmon has attracted considerable attention lately, owing to the two large Alaska combines not having made their prices known for new stock. This has not helped to increase the sale of salmon, and has puzzled buyers, inasmuch as they do not know whether to buy at the present valuation, or to wait until new prices are known. Canned meats are slightly easier, although not subject to any new quotations. Fruit men locally are strongly of the opinion that there will be a shortage in pears, peaches and also strawberries. This has not been borne out by reports from fruit growers in the West. Nevertheless, it should be borne in mind that canned fruit men are usually good authorities as to crop reports. Evaporated apples are holding a strong position, and the price is still high. We quote:

Tomatoes	1 15
Corn	1 15
Peas	0 87½ 1 50
String beans	0 85 0 90
Strawberries, preserved	1 40 1 60
Succotash	1 00
Blueberries	1 10

GILLETT'S GOODS ARE THE BEST!

RETAIL MERCHANTS—We find some wholesale houses claim they cannot get sufficient **ROYAL YEAST** to fill all orders, and at present this is not unlikely. At the same time this is **NOT** sufficient reason for their **SUBSTITUTING** some inferior article, and the same applies to orders you get from your customers.

SEND IT BACK—Our advice to Retail Merchants in all cases when something is substituted for **ROYAL YEAST** or any articles of this Company's manufacture is to send it back at expense of shippers and to advise us promptly of the facts in the case.

SUBSTITUTES WILL NOT PLEASE your Customers and this will mean trouble for you. **REMEMBER FORMER EXPERIENCES WITH THEM.**

ORDER DIRECT FROM US—If you cannot get **ROYAL YEAST** or other articles of this Company's manufacture from your wholesale house order direct from us. All orders of this kind will receive **PROMPT** attention.

WORKING DAY AND NIGHT—Our two temporary factories are being run day and night to keep the trade and the consumer supplied with **GILLETT'S GOODS,** but the demand being more enormous than before the fire makes it utterly impossible to turn out the various articles in large enough quantities at present, and this condition of affairs will exist until we get running smoothly in our new Factory.

HANDLE THE GOODS SPARINGLY in the meantime, and a little later every wholesale and retail merchant in Canada will get all they require.

E. W. GILLETT COMPANY LIMITED,

TORONTO, ONT.

Awarded Gold Medal at Dominion Exposition, Toronto, Ont., 1903.

RETURNED
JUN 23 1904
19
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Hires STANDS FOR PURITY

Now is the season for Summer Drinks!

HIRES' ROOT BEER

is the seller.

Pays you a good profit and sells freely.
It is healthy, invigorating and refreshing.
Your customers will appreciate it.
If not carried in stock by your jobber write direct to

FIVE GALLONS FOR 25c CENTS
A HEALTHY AND DELICIOUS BEVERAGE
25c HIRES' IMPROVED 25c
ROOT BEER!
IN LIQUID. NO BOILING OR STRAINING. EASILY MADE
THIS PACKAGE MAKES FIVE GALLONS

W. P. DOWNEY, AGENT, 26 St. Peter St., MONTREAL

Raspberries	....	1 47½
Lawtenberries, 2s	....	1 57½
Raspberries, black	....	1 42½
Gooseberries	....	1 63
Pears, 2s	1 52½	1 67½
" 3s	2 00	2 20
Peaches, 2s	1 63	1 77½
" 3s	2 57½	2 72½
Plums, Lombard 2s	....	1 35
" Green Gage, 2s	....	1 47½
Cherries, red pitted, 2s	....	2 30
Baked beans, 3s	....	1 03½
3-lb. apples	....	0 90
Gallon apples	....	2 20
2-lb sliced pineapples	2 00	2 10
Grated pineapples	....	2 40
Singapore whole pineapples	....	2 40
Pumpkins, per doz	....	0 95
Spinach	....	1 00
Sugar beets	0 90	1 40
Salmon, pink	0 90	1 00
" spring	....	1 40
" Rivers Inlet red sockeye	....	1 50
" Fraser River red sockeye	1 50	1 70
Lobsters, talls	....	3 45
" 1-lb. flats	....	4 00
" ½-lb. flats	....	2 25
Canadian Sardines, ¼s	3 65	4 00
California asparagus	4 50	5 00
Asparagus tips	3 50	3 75

Foreign Dried Fruits.

Considerable activity has been noticed in dried fruits, and the demand has been especially good for currants. Reports from Greece show that stock remaining there is firmly held. Speculators for new crop report from abroad that the market is somewhat easier. No further information has been reported regarding the measures proposed in the Greek Parliament. As these have passed their first reading, and as the bill is favored by practically all parties, there is little doubt that it will ultimately pass.

Messrs. Watt, Scott & Goodacre report: Valencia Raisins—Denia mail advice reads: "Weather has been propitious up to the present, and is now favorable for the flowering of vines, which is in progress. The crop promises to exceed 25,000 tons, as compared with 23,000 in 1903, always provided conditions continue favorable." Currants—Supplies in Greece are reduced below the average level of the same period in previous years. Stock remaining in Greece is firmly held. Some frost damage to growing crop was recently reported, but the district affected was not considerable. The speculative market for new crop is cabled as being somewhat easier, without any cause being given. Sultanas—Local market continues about 1c below Smyrna quotations. Candied Peels—Jobbers have commenced to cover their Fall requirements, inasmuch as the position of the sugar market becomes stronger from day to day. First cost of peels is somewhat higher than in season of 1903, particularly as to citron. Almonds—Tarragonas are firmer, both abroad and on spot. Shelled Walnuts—Some business has been done in Bordeaux by Canadian importers, for September shelling, present low prices having been favorably received by the trade. Filberts—Speculators on the short side of Messina market have been caught for an advance of 2s per bale on old crop. Market has also advanced for new crop, October, and sales have been indented, in Messina, for some 4,200 bags on the new basis.

VALENCIA RAISINS.

New, finest off-stalk, per lb	0 06	0 06½
Selected, per lb.	....	0 07
Layers "	0 07½	0 07½

FIGS.

Comadres, per tapnet	1 00	1 10
Elemes, per box, new	....	0 90

DATES.

Dates, Hallowees, per lb	0 03½	0 03¾

CALIFORNIAN EVAPORATED FRUITS.

Apricots, per lb	....	0 12½
Peaches "	....	0 09½
Pears "	....	0 12½

MALAGA RAISINS.

London Layers	1 75	1 90
"Connoisseur Clusters"	....	2 00
"Royal Buckingham Clusters," ½-boxes	....	1 00
"Excelsior Windsor Clusters"	....	4 25
" " ¼s	....	1 25

CALIFORNIAN RAISINS.

Loose muscatels, per lb.	0 07½	0 08
" " seeded, in 1-lb. packages	....	0 10½
" " in 12-oz. packages	....	0 08

PRUNES.

	Per lb.	Per lb.
30-40s	....	0 09
40-50s	....	0 08
50-60s	....	0 07½
60-70s	....	0 06½
70-80s	....	0 06
80-90s	....	0 05½
90-100s	....	0 05
Oregon Prunes (Italian style) 40-50s	....	0 08
" " 50-60s	....	0 07½
Oregon prunes (French style), 60-70s	....	0 06½
" " 90-100s	....	0 04½
" " " 100-120s	....	0 04

MacLEAY, DUFF & CO., GLASGOW, SCOTLAND

The SCOTCH of SCOTCHES

"Freedom"
"Special Liqueur Cream"
"Extra Special"

THE BEST FOR THE PRICE

B. O. BELAND, Agent, 1684 Notre Dame Street, MONTREAL

ALEXANDER CAIRNS & SONS,

Makers of Marmalades, Jams and Jellies,

St. George Preserve Works - - - - PAISLEY, SCOTLAND.

NEW SEASON'S MAKE NOW IN STOCK of these
"MOST DELICIOUS COMBINATIONS OF DAINTIES."

PATENT AIR-TIGHT CAP, 1-LB. GLASS JARS, CASES 2 DOZEN.

Cairns' Finest Home-made	Orange Marmalade	$2.20 per dozen.
Cairns' Pure Scotch	Orange Marmalade	1.70 "
Cairns' Tangerine	Orange Marmalade	2.20 "
Cairns' Pineapple	Marmalade	2.30 "
Cairns' Ginger	Marmalade	2.30 "
Cairns' Green Figs and Ginger	Marmalade	2 30 "
Cairns' Ginger and Pineapple	Marmalade	2.30 "
Cairns' Green Fig	Marmalade	2.30 "

Cairns' Bramble Jelly from the Scottish Highlands, 1-lb. stone jars, cases 4 dozen ..... 2.00 "

The delicious flavor of the Wild Bramble is fully brought out in this Jelly by judicious addition of a small quantity of other fruit juice.

Cairns' Bramble Jelly is a specially fine Preserve. Indeed, it is quite unique and there is sure to be a large Scotch population in Canada who will appreciate it. It is superior to Preserves made from ordinary cultivated fruit. It is manufactured from Wild Brambles.

Cairns' Pure Scotch Orange Marmalade, 7-lb. tins, cases 1 doz., $7.20 per dozen.

For less quantities than original cases, add 10c. per doz. on 1-lb. glass jars and 1-lb pots.

TERMS :—NET 30 DAYS OR 1% 10 DAYS, F.O.B., MONTREAL.

For direct importation, Sterling prices F.O.B., Glasgow, supplied on demand.

Sole Agents for the Dominion of Canada:

HUDON, HEBERT & CIE,

Importing Wholesale Grocers and Wine Merchants,

MONTREAL.

THE MOST LIBERALLY MANAGED FIRM IN CANADA.

CURRANTS.

Fine Filiatras, per lb. in cases	0 04½	0 05
" " cleaned	0 05	0 05½
" " in 1-lb. cartons	00 6	0 00
Finest Vostizzas "	0 06½	0 07½
Amalias "		0 05½

SULTANA RAISINS.

Sultana raisins, per lb	0 06½	0 08
" " 1-lb. carton		0 09
Shelled Walnuts	0 19	0 20

Green Fruits.

Bananas have glutted the local market, and have dropped to $1.25 to $1.75. This was owing to the arrival of eighteen carloads. Barreled limes are coming in freely, 1,200 to 1,600 in a barrel, and are in good demand. Canadian apples have advanced to $3 and $5. Pineapples also have been attracting attention by receding in price. The first Canadian strawberries were expected Thursday, and the price quoted is 12 to 15c. First plums were noticed on the market from Alabama, selling at $5 a crate. First apricots were offering freely at 4 1-2c. Peaches from Florida were selling at 4 1-2c for 8-basket crates. Cherries are still holding at $2.50 for box of ten lbs. We quote:

Cocoanuts, per bag of 100		4 00
Canadian apples, in bbls	3 00	5 00
Pineapples, 24 to case	3 25	3 50
" 30 to case		2 50
Bananas	1 25	1 75
Egyptian onions, per bag		1 75
Bermuda onions, crates		1 25
New Messina lemons 300's		2 75
" " " 360's		2 50
California navels	3 00	2 25
Florida tomatoes, per crate	2 70	3 00
Cucumbers, per doz		0 50
Spinach, bbl		3 25
Asparagus, per basket		1 00
Radishes, per doz		0 45
Strawberries, qts	0 10	0 12½
Peanuts, Bon Tons		0 12
" Sun brand		0 11
" Diamond G brand		0 09½
" Coon brand		0 07½
New Brazils		0 13½
New potatoes, per bbl		7 50
Cabbage per crate	2 75	3 75
Mushrooms, per lb		0 75

Fish.

There has been a decided easiness about the fish market, although the demand has been steadily maintained. Brook trout continues to be scarce. Gaspe salmon and British Columbia salmon have dropped to 15c and 13c, respectively. Some grades of lake trout, white fish, dore and fresh mackerel have eased off to 7 1-2c, though the standard price is quoted as 8c. Boneless cod has dropped a-half a cent, while skinless cod has advanced $5 per 100 lb. case. The dealers believe that the decline in most popular fish is caused by large numbers of fishermen catching food for themselves, and the holidays having set in. We quote:

Haddies		0 07½
Smoked herring, per box		0 18
Fresh haddock, per lb		0 04
Pike, " round and dressed		0 07
Halibut, fresh, per lb		0 10
Gaspe salmon, fresh per lb	0 12	0 15
Fresh B. C. salmon		0 13
Fresh steak cod		0 05
Lake trout, per lb	0 07½	0 08
Whitefish	0 07½	0 08
Dore	0 07½	0 08
Fresh mackerel	0 07½	0 08
Lobsters		0 12
No. 1 Labrador herring in 20-lb pails	0 75	0 85
No. 1 Herring, Labrador, per bbl		4 75
" " half bbl	2 75	3 00
No. 1 Holland herring, per half bbl		6 50
No. 1 Scotch herring, " "		6 50
" " per keg		0 95
Holland herring, per keg	0 65	0 75
No. 2 green cod bbls. 200		5 00
Salt mackerel, pail of 20 lbs		1 60
Boneless cod, 1 and 2-lb. blocks, per lb		0 06
" fish, " " "		0 05
" " loose, in 25 lb. boxes		0 04½
Boneless fish, in crates 12 5-lb. boxes		0 05
Pure Georges cod, 40 lbs		0 7½
Skinless cod, cases 100 lb		5
B. C. salmon, choice red, per bbl		15 00
B. C. salmon, ½-bbl		8 00
Marshall's kippered herring, per doz		1 40
Canadian kippered, per doz		1 00
Canadian ¼ sardines, per 100	3 75	4 00
Canned cove oysters, No. 1 size, per doz		1 30
Canned cove oysters, No. 2 size, per doz		2 25
Standard bulk oysters, per gal		1 50
Selects		1 75

Country Produce.

EGGS.

No change has taken place in the egg market, except that receipts fell off nearly one-half on Monday morning, dropping from over 1,000 cases on Saturday to 554. Good stock still maintains 15c. Seconds were bringing 14c to 14 1-2c per dozen.

BEANS.

The bean market is very quiet. A certain steadiness, however, characterizes it, and some sales have been made of choice primes at $1.35 to $1.40 per bushel. Primes at $1.30 per bushel. Choice lots of carload primes were sold at $1.30, and primes at $1.25 a bushel.

HONEY.

The position of honey is unchanged. White clover is quoted at 13 1-2 to 14c. Extracted white clover remains at 8 1-2 to 9c in 10 lb. tins, and 7 to 7 1-2c in 300 lbs. kegs. Buckwheat remains at 6 and 7c.

MAPLE PRODUCTS.

A small business is being done in maple products, with the demand light for high-class goods. We quote:

Maple syrup, in wood, per lb	0 05½	0 06
Maple syrup, in large tins	0 80	0 85
Pure sugar, per lb	0 07	0 07½
Pure Beauce sugar, per lb	0 08½	0 09

POTATOES.

The demand for potatoes has been very slight during the week, offerings have not been large, and prices remain from 65c to 70c per bag, ex-track. Some jobbers sold stock at 75c ex-store.

Flour and Feed.

FLOUR.

The low price of flour still maintains, and little immediate hope is recorded of any change. We quote:

Manitoba spring wheat patents		4 90
" strong bakers'		4 60
Winter wheat patents	5 10	5 25
Straight rollers	4 85	5 00
Extra	3 80	3 90
Straight rollers, bags	2 30	2 35

FEED.

There has been a fair activity in bran and shorts, without any quotable change in price. We quote:

Ontario bran, in bulk		19 00
" shorts		21 00
Manitoba bran, in bags	19 00	20 00
" shorts		21 00
Mouillie	26 00	28 00

OATMEAL.

Oatmeal is quiet, with light demand. We quote:

Fine oatmeal, bags		2 06
Standard oatmeal, bags		2 90
Granulated " "		2 90
Rolled oats, bags		2 55
" bbls		5 30

HIDES.

No change has taken place in hides this week. We quote:

No. 1 beef hides	0 08	0 08½
No. 2 "	0 07	0 07½
No. 3 "	0 06	0 06½
Lambskins		1 00
No. 1 calfskins		0 11

NEW BRUNSWICK MARKETS.

Office of Canadian Grocer,
St. John, N. B., June 14, 1904.

BUSINESS is somewhat quiet, in fact the Summer is not opening up as actively as our trade had anticipated. Markets have not been favorable to buyers, and in some lines goods held over from the Fall are showing a loss. This is particularly the case with dried fruit, and while brokers are beginning to look for Fall business, there is no snap to the trade. Business will no doubt be considerably interrupted during the coming week, because of the Ter-Centenary celebration.

Change in the molasses duty will not have so wide an effect. The chief demand in St. John is for Porto Rico, even at the wide difference in price now prevailing. There is, however, wide sympathy with the principle of endeavoring to help our West India friends. We think it possible that some influence should be brought to bear upon the Government of Jamaica to show some substantial interest. We believe, however, a right line of steamers, with sufficient subsidy, either using St. John or Halifax, and St. John alternately, would be to mutual advantage.

Oil.

Because of the change in duty, prices in both American and Canadian oil have dropped 2½c. There is quite a strong competition in this market between American and Canadian companies, which will, without doubt, greatly help to keep the prices down. This movement on the part of the Government, as we suggested, is very popular, as it has been the general opinion for years that a step of this kind should be taken. There is at this season but a fair sale. Linseed oils are still selling at the very low figures quoted earlier. The demand has somewhat fallen off. Turpentine, which for so long was held firm at high prices, continues to weaken, and is quoted a little lower. Lubricating oils have a fair demand; there is no change in price.

Dried Fruits.

This is the line having but little attention at present. In seeded raising offered, there is a wide range in quality. Prices are low. In loose muscatels and valencias sales are not large, and holders are anxious to move stock.

GROCERY CLERKS OF TORONTO.

The grocery clerks of Toronto were well represented at their regular meeting on Tuesday evening, June 14, in the Temple Building. Their picnic will be held July 1 at Jackson's Point, on Lake Simcoe. All grocery clerks should take in this trip, whether they belong to the association or not. There will be a long programme of sports, and guessing contests for which valuable prizes are given.

The members had an enjoyable time after business was transacted, by indulging in progressive euchre. Any clerk wishing to become a member of the association might communicate with M. H. Anderson, corresponding secretary, 66 Churchill avenue.

"Clover Leaf" Salmon

THE FANCIEST QUALITY OF RED SOCKEYE
PACKED ON THE FRASER RIVER. . . . .

For sale by all the leading Wholesale Grocers in Canada.
We do not sell to retailers.

THE PACIFIC SELLING CO., 95 HUDSON ST., NEW YORK, N. Y.

Has stood the test of every climate.

HIGHEST AWARD

Wherever demonstrated, including the following Dominion, State, and International Exhibitions

Industrial Exhibition	Toronto, Canada	-	1903
Provincial Exhibition	Halifax, N. S.	-	1903
Provincial Exhibition	Victoria, B. C.	-	1902
Pan-American Exposition	Buffalo, N. Y..	-	1901
Paris Exposition	Paris, France	-	1900
Trans. Miss. Exhibition	Omaha, Neb.	-	1898
World's Fair	Chicago, Ill.	-	1893

The products of **THE ST. CHARLES CONDENSING CO.** are famous the world over for HIGH QUALITY, ABSOLUTE PURITY, and ADAPTABILITY for all the purposes of fresh milk.

Home Office and Address:

St. CHARLES, ILL., U.S.A.

Correspondence and Trade orders solicited.

FACTORIES: Ingersoll, Ontario, Canada, St. Charles, and Chenning, Ill.

D. RATTRAY & SONS

Commission Merchants

MONTREAL: 110 Coristine Bldg. QUEBEC: 110 Dalhousie St

REPRESENTING

John Walker & Co., Greenock, Scotland, Sugar Refiners
Armour & Co., Chicago, Ill., Packing House Products
Juan Merle, Denia, Spain, Valencia Raisins
Jose Reira, Denia, Spain, Valencia Raisins
A. T. Zini, Patras, Greece, Currants
Juan Llopis, Reus, Spain, Tarragona Almonds
Ag. Russo & Co., Catania, Sicily Filberts, Etc.
Dezerner & Van Raalt, Holland, Holland Herring
Albert Dickinson Co., Chicago, Ill., Grass Seeds
Da Costa & Co., Barbadoes, W.E.I., Sugar and Molasses
A. K. Vemian, Smyrna, Turkey, Turkish Produce
Austrian and Belgian Sugars,
Newfoundland and Gaspe Cod, Seal, Whale and Porpoise Oils,
Rangoon and Patna Rice, etc., etc., etc.

Hold Your Order For Canned Goods

The Old Homestead Canning Factory at Picton will be in full swing as soon as the various products arrive at maturity.

If your wholesale house has not got them to offer, his stock is far from being complete. Ask for "Old Homestead" Canned Goods and take no other. *Get* what you *buy,* and when you select "Old Homestead" Brand it is a guarantee you are getting it.

Our Post Office address is The Old Homestead Canning Co., Picton, Ont. All enquiries cheerfully and promptly answered.

The Old Homestead Canning Co.

BUSINESS CONDITIONS IN BRITISH COLUMBIA.

Vancouver, B. C., June 9, 1904.

THOUGH waiting for a big trade in July and August, when the special through commodity rates to Dawson by the White Pass Railway will be in force, the wholesalers here are continuing to do a very fair northern business. The ships which go north weekly are well filled with cargo, mainly provisions, and orders come in freely. The dealers in the north are to a large extent buying from hand to mouth, because of waiting for the special rates on their big consignments for next Winter's trade.

As to general prospects, they seem to be good. All reports so far to hand indicate that the clean-up on the creeks is heavy, and that the total of gold will be larger this year than last. The miners are making the best use possible of the water early in the season this year, a point on which they fell down last year, to their sorrow in many cases, as dumps were lying there all Summer waiting for water which they had to go without.

* * *

Northern coast business, in fact all coast business on the B. C. coast, is very good this year. The shipments outward by every one of the numerous freighting and passenger steamers which are engaged in trade to northern British Columbia coast points, are very heavy. The number of vessels is hardly more, engaged in trade to the Skeena, Naas, Port Simpson, Rivers Inlet, and other points well up the coast, but all are engaged and making as many trips as possible, with big cargoes each trip. The northern canning season on Naas River, Skeena River, Rivers Inlet, Lowe Inlet, and other waters, is earlier than on the Fraser, so that preparations have to be made earlier. The supplies have been pretty well all dispatched in the past few weeks.

* * *

Interest in trade with Australia has been greatly aroused here this week by the arrival of a large number of prominent Australian public and business men who are bound for St. Louis, and for England, some on pleasure and some on business as well. A few of those who have arrived are seeking for openings here for investment, and some of them may make heavy purchases in property which promises good returns.

The visitors arrived by the new steamer Manuka, built for the Union SS. Co. of New Zealand, which owns the steamers operated on the Canadian-Australian line. Mr. Chas. Holdsworth, general manager of the Union SS. Co., was among the passengers reaching this port by the magnificent new steamer. It is a fine passenger vessel, which fairly eclipses the famous Empresses, the C. P. R. white liners.

The steamer brought but a small cargo, among the items being Tasmanian apples, onions, Australian potatoes, maize, coffee, honey, cocoanuts, bananas, oil cake, flax hemp, tinned meats, hardwood lumber, skins and wool.

* * *

Mr. R. M. Palmer, freight rates commissioner for the Provincial Government, has been assured by the C. P. R. that fruit shipments will this year be handled much better than formerly. There is a prospect of heavy shipments of fruit so that better facilities mean much. The Dominion Express Co. have agreed to put on ventilated cars, which will make it much easier to market fruit in good condition in Calgary, Edmonton and Winnipeg than ever before.

* * *

The statement was made in a local newspaper yesterday that agents of the Japanese Government were making inquiries for placing orders of flour and wheat to be delivered at Port Arthur in six weeks. The agents, it is asserted, made assurances to possible shippers that by the time the cargoes reached Port Arthur in six weeks there would be no further danger from the Russians. The assertion was made that 10,000 tons are wanted for immediate shipment, and that part of it had already been secured in the State of Washington.

* * *

The feature of the week is the ripening of local strawberries in liberal

THE GREATEST BARGAINS

are those which appeal so strongly to customers that they sell on sight.

The extraordinary sale of

Clark's Pork and Beans in Chili Sauce

proves this line one of the

GREATEST BARGAINS ON RECORD.

CAPSTAN BRAND

High-grade Tomato Catsup

Put up in 10-oz. and 20-oz. bottles of a new design, and is very attractive.

This Catsup is far superior to many others and is giving perfect satisfaction.

Ask your wholesale grocer for it or see our travellers' samples.

The Capstan Mfg. Company, Toronto, Ont., Can.

EPPS'S

GRATEFUL. COMFORTING.

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.

In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg.

THE MOST NUTRITIOUS. COCOA

TRADE MARK

This design a guarantee of quality.

FIBRE WRAPPING PAPER

STRONG TOUGH AND STIFF

Will Carry all Kinds of Packages Safely to Destination.

Write us for Samples and Prices.

CANADA PAPER CO.

TORONTO LIMITED MONTREAL

Notice to the Trade

FROM THE FIRM WHO PACK "QUAKER" BRAND OF CANNED GOODS:

We are pleased to inform the trade that after due consideration and the matter being fairly placed before them, the Canadian Canners, Limited, have seen the reasonableness of our request for them to withdraw "Quakeress" label from the market, and they have agreed to do this. In reference to labels that we promised in a previous issue of "The Grocer" to place in a short time with the wholesale trade, we regret that these cannot be ready for three weeks. In the meantime, the trade will please take our word for it that this season we have the finest lot of labels and wrappers all embossed that have ever been offered by any firm to the Canadian grocery trade. The order for these labels is in the hands of three of the leading U.S. firms---one in Baltimore, one in Rochester, and one in New York City. We regret we had to place the orders in that section, but the trade in the Dominion for embossed label work is so limited in vegetable and fruit that we find it profitable to do this. In regard to the quality of "Quaker" brand of canned goods, we do not propose to say anything in this issue, as they have now been in the market for five years, and, we believe, have spoken for themselves. In next week's issue of "The Grocer," on this same page, we will give a statement showing the condition of the growing canned goods crops. As 40 % of the entire canned vegetables packed in the Dominion are grown within a circle of ten miles from this factory, we being the hub, this will give the trade a fairly intelligent idea of the prospect for futures in this line.

Bloomfield Packing Co.
Limited

BLOOMFIELD, June 13th, 1904.

quantities, the fruit being marketed in sufficient amounts to supply all demands. Last week it was a rarity to see a crate of local berries. This week the locals have shut out the Washington fruit practically. The Oregon crop is over for our market. The price quoted here for local berries is from $2.25 to $3, according to quality. The uniform crate is 24 boxes. The price is liable to go down any moment. Exceedingly fine weather has prevailed and a showery day yesterday is just what was wanted to prevent the berries drying out. The rain will bring them on again, and it has not been sufficient to spoil the fruit.

California cherries come in in very bad shape, from one reason and another. The losses each year on cherries make it a discouraging line to import. The price is quoted this week at $1.50 for the ten lb. crate, with 25c per lb. more for the cherries in 1 lb. cartons.

Next week canteloupes will arrive from California; watermelons are also to arrive and new apples and plums from California are likely to be quoted at any moment. By the Australian steamer 371 boxes of apples were received for Vancouver, and 110 boxes for Victoria. This practically represents the stock of apples in the market now, the Okanagan fruit being all cleaned up. The stock now received is said to be of particularly good quality. The price is $3.50 per box, which is nearly 10c per lb. to the trade.

Oranges are moving much quieter now, the prices being unchanged. There are very few navels now coming, the stocks being all Mediterranean sweets. Tomatoes have been dropping off in quantity, and the price is now quoted at $3.50 for the 20 lb. crate.

* * *

All vegetables are local now with the exception of cabbage, cauliflower and asparagus. Quantities of these are very light, there being so much green bunch stuff offering by local gardeners. Potatoes are still in good supply, the price being $20 for Ashcrofts and $10 to $12 for lower mainland stock. A consignment of 250 boxes of potatoes from Australia arrived this week. It is said to be more of an experimental shipment, but it comes in a bad season, as the old stock here is still fairly good and very plentiful, while new stock will be in in three weeks or so. California potatoes have not come on the market to any appreciable extent this season, the few which were handled selling at 3½c per lb.

* * *

In produce there is to be noted a strong tendency to stiffen up quotations on eastern butter. The price quoted is now 20½c to 21c. Local creamery stock is selling at 25c, and contrary to the eastern stock, it may drop still lower. A new creamery has been added to the list of shippers this week, the Cloverdale creamery, in a district south of the Fraser River, a few miles from New Westminster. Local eggs are quoted at 26½c, and eastern stocks about the same. The supplies of local stocks come in rather more freely of late. Cheese is still quoted at 12c, and not much doing. The fluttering in the eastern market has not affected prices here.

* * *

In groceries there is but little to note. Canned corn is really selling better. It is now quoted at $1.25 to $1.30, which is a little nearer the mark. Other lines remain the same. Dried peaches are scarce and dear, 11c being the quotation. Apricots are 12c and scarce too. Prunes are cheap and plentiful.

MANITOBA MARKETS.

Winnipeg, June 14, 1904.

FOR the past week rain has fallen almost incessantly, and has been general throughout the Northwest. All vegetation is showing a decided improvement in its growth. The grain in some places is over twelve inches in height, and the lowest two inches, where the seeding was held back so long on account of the water. Trade continues very bright, and the prospects are encouraging.

Sugar—The market has declined a little and Montreal granulated is quoted at $5 in barrels and $4.90 in sacks, and yellow at $4.40. The market still quotes Wallaceburg in barrels $4.95, and sacks $4.85.

Canned Fruits—The market is firm. Pineapples are still quoted 2 lb. whole at $3.75 a case of two dozen, 1 3-4 lb. sliced at $3.75 a case of two dozen, 1 1-2 lb. sliced $7.20 a case of four dozen, and 1 3-4 grated $7.60 a case of four dozen. The strawberry crop this year will be small, and canned strawberries will be rather high.

Evaporated and Dried Fruits—All lines are firm. Evaporated apples and apricots are very scarce. California 1902 stock are just about off the market, and 1903 choice are quoted at 13 1-4c to 13 1-2c a lb. New goods will not be in before about the first of July. Oregon prunes are still quoted 70 to 80 at 5 1-4c, 60 to 70 at 6c, 50 to 60 at 6 1-4c, and 40 to 50 at 6 3-4c.

Green Fruits—The market is firm. Navel oranges are quoted at $3.75 a case, pineapples $5 a case, bananas, $3 to $3.50 a bunch. Strawberries $3.75 a case of 24 quart boxes. Good River strawberries, which are of a very fine quality, are quoted at $3.75; tomatoes, $4 a case; rhubarb, 2c a lb; asparagus, $1 a dozen bunches; onions, 30c a dozen; radish, 45c a dozen; new cabbage, 4c a lb., and lettuce 40c a dozen bunches. Apples are very scarce, and there are practically none to be had.

Rolled Oats—The market is firm. 60 lb. sacks are quoted at $2.25, 40 lb. sacks at $2.30, 20 lb. sacks $2.35, 8 lb. sacks $2.65 and 5 lb. sacks $2.85.

Flour—The market situation holds flour firm. No. 1 patent is quoted at $2.55.

Eggs—The market has advanced a little, and eggs are now jobbing to the trade at 18c.

INDEFINITELY POSTPONED.

The proposed excursion of the Canadian Manufacturers' Association to Newfoundland, which was to have come off early in July, has been indefinitely postponed, owing to the lack of sufficient support.

WE WORK HARD
to make

PERFECTION
CREAM
SODAS

all that they are. Every detail gets the greatest care and attention. We get our reward in the appreciation of Soda Biscuit users—practical appreciation, for they always specify

"Perfection."

Are you our customer? YOU? If not, become so.

3-lb. Cards or Tins.

THE Mooney Biscuit & Candy Company,
LIMITED,
Stratford, - Canada.

BRANCHES:
WINNIPEG Manitoba and HAMILTON Ontario

Say! Mr. Grocer. Yes, YOU. You sell Soap? Send for a copy of our profit-sharing agreement. It means dollars in your pocket.

The Duncan Company
P.O. BOX 292. Montreal

HOW ABOUT PICKLING SPICES? NOW is the time to lay in a stock of selected high grade spices. YOU WANT THE BEST, therefore handle

S. H. & A. S. EWING'S
High-Grade SPICES

S. H. & A. S. EWING
ESTABLISHED 1845.

The Montreal Coffee and Spice Steam Mills
55 Cote St., MONTREAL

B.C. Fisheries Delegation.

F. J. FULTON, provincial secretary of British Columbia, and J. P. Babcock, fisheries inspector for British Columbia, are in Ottawa, conferring with Mr. Prefontaine and his colleagues, with the object of arranging a compromise in the fisheries dispute between the Province of British Columbia and the Dominion. Both Governments claim the right to exercise supervision over deep sea fishing grounds and collect revenue therefrom. The Province of British Columbia maintains that the Dominion is now in debt several millions for moneys collected by the federal authorities, which should have gone into the provincial treasury.

The opinion is expressed that the fisheries of British Columbia can never flourish as they should while both Governments assume authority in regard to them. The present condition of the salmon fishery in British Columbia requires, moreover, the expenditure of considerable sums of money for the erection and maintenance of hatcheries for the artificial propagation of the fish, in order to repair the depletion which appears to have occurred in recent years, due, it is believed, in no small degree to the methods employed in the fishery by American fishermen and canners. British Columbians think these matters can be better attended to by the local Government than by one three thousand miles distant, and that the industry should be placed under the sole control and direction of the Provincial Government.

Canners on Fraser River Protest.

Fraser River cannerymen are renewing their application to Ottawa to prohibit the export of all salmon caught in gill nets, on the grounds that the canners on the United States side are making extensive preparations to send vessels to the boundary line this season to buy salmon from the Fraser River fishermen, to the injury of the Canadian canners, who claim that the fish should be put up on this side of the line instead of allowing what is really raw material to be exported to furnish work for people in the United States. Another reason, they maintain, is that many of the fishermen have had advances from the canners during the Winter and are indebted to them, and if the United States boats come along and offer cash for the fish, many of these men are apt to sell to the outsiders instead of bringnig their takes to the canneries.

Fishery Outlook in Cape Breton.

Up to the present the fisheries have been excellent throughout the districts of Cape Breton. The canneries have all done well. It is said lobsters have been found as plentiful as last year, which was one of the best lobster fishing years since 1890. The cod fishery has also been good, and good hauls of mackerel have also been made on the south-east coast of the island. The outlook for various branches of the fishery industry in Cape Breton this season is very encouraging.

New Fish Company.

A new fish company has been started at Selkirk, Manitoba, under the name of the Arctic Fish Company. The partners are P. B. Finning, of Winnipeg, and Chas. Linklater, of Balsam Bay.

The Canso Cold Storage Co., with a capital of $100,000, will erect a freezing plant at Canso for the purpose of supplying bait to the Nova Scotia and Gloucester fishing fleets.

FIRST NEW JAPAN

NOW IN STORE

We have the first New Season Japan to arrive in Canada this year. Also special values in last season's Japans. Write for samples. Best values offered anywhere.

James Rutherford & Co.
DIRECT IMPORTERS OF TEAS AND COFFEES
27 St. Sacrament St MONTREAL.

It Jells Quicker

and harder than any other Jelly Powder: therefore

GEL-O

—the new dessert—is better than any other. Sell the best.

Samples on Request

THE CANADIAN GELATINE CO.
528-530 Front St. W.,
TORONTO, CANADA.

COWAN'S

Perfection Cocoa (Maple Leaf Label). **Royal Navy Chocolate, Queen's Dessert Chocolate, Chocolate Cream Bars, Cowan's Cake Icings,** Chocolate, Pink, Lemon Color and White

Cowan's Swiss Milk Chocolate, Famous Blend Coffee, etc., etc.

Are the standard goods for purity and excellence.

Manufacturers
THE COWAN CO., Limited - - TORONTO

An Irresistibly Delicious Confection

PETER'S
THE ORIGINAL
MILK-CHOCOLATE

Gives Eating Chocolate a New Meaning

MADE IN VEVAY, SWITZERLAND—FOR EATING ONLY.

A Wholesome Food, Especially Nourishing and Sustaining. Recommended for Invalids and Persons of Weak Digestion.

Push Peter's. The Original. Other Brands are Imitations. Send for Sample.

LAMONT, CORLISS & CO., Agents, 27 Common St., Montreal

Made in Locle Travers Valley,
SWITZERLAND

Klaus's

famous
Swiss Milk Chocolates
for eating and drinking.

Write for Samples and Prices to

Canadian Swiss Trading Co.
Wholesale Depot for the Dominion of Canada:
17 ST. JOHN ST.,
MONTREAL.

"MADE IN CANADA."

In 60 Seconds

we can give you the main reasons why it will pay you to stock Sovereign Lime Juice.

It is 50 per cent. cheaper than imported brands of equal quality: by refining and bottling in Halifax we avoid the duty.

It is absolutely pure and always uniform.

It retains its bright natural color.

It has the full flavor of the ripe fruit juice, only two teaspoonfuls are required to each glassful.

It is stocked by the principal jobbers from Halifax to Vancouver, ensuring you prompt delivery.

And as we guarantee every bottle you cannot lose.

If you are a man of decision it will take you but 30 seconds longer to send a sample order to your jobber for the above facts are convincing.

Sovereign Lime Juice

is refined and bottled by

SIMSON BROS. CO., LIMITED,
HALIFAX, N. S.

McWILLIAM
Mc. AND E.
EVERIST

ABOUT
THE
Price, Quality
AND
Assortment

of our present stock of LEMONS much could be said, and everything would be an inducement for an immediate purchase—it's all explained in four words :

"WE BOUGHT IN MONTREAL."

We didn't import. We bought at reasonable prices—we saw what we were buying—the best. We have a desirable assortment.

The market has advanced and will undoubtedly continue, and as it would be folly to think otherwise than that the weather will be HOT, Grocers would do well to consider the LEMON QUESTION a moment—a few boxes of our stock at present prices will give you good returns.

The
DAWSON Commission Co., Limited
FRUIT, PRODUCE AND COMMISSION MERCHANTS.
Cor. Market and Colborne Streets. TORONTO

WE BUY
BRIGHT DRIED APPLES.
HIGHEST MARKET PRICES.
The W. A. GIBB CO.
5 and 7 Market St., HAMILTON

Pineapples Tomatoes
Fancy, well-colored Pines. Lowest Prices.
Florida Tomatoes. Elegant Stock.
Strawberries. Arriving Daily.
Oranges. Lemons. Bananas.
Give us your orders.
We can fill them to your satisfaction.
HUSBAND Bros. & Co.
Wholesale Fruit and Commission Merchants.
82 Colborne St., TORONTO
Phones—Main 54, Main 3428.

GREEN FRUITS

Canadian Fruit Crop.

THE fruit crop reports received at the Fruit Division, Ottawa, from May 15 to date, do not indicate any marked changes in the general prospect. The amount of bloom is now pretty well known, except in Prince Edward Island, where the season is usually late. Growers in Ontario and Quebec are beginning to fear that the heavy rainfall will interfere with the setting of fruit, and that the abundance of bloom will go for naught. The rain also prevents spraying and provides conditions favorable to the development of fungus diseases, so that large crops of good fruit are by no means assured.

APPLES.

In western and central Ontario, Nova Scotia and British Columbia, where the apple is largely grown, the trees have had a profusion of bloom, and early, medium and late varieties all promise a good to full crop. The prospect was never better in the famous Annapolis Valley. The "Fameuse," which is the leading market variety in eastern Ontario and Quebec, is likely to give a heavy crop. "Baldwins" and "Spies" seem to have suffered more than any other standard varieties from the severe Winter.

PEARS.

Both early and late pears have an abundance of bloom in the Ontario fruit belt, but prospects are only medium in the other pear growing districts of Ontario. Nova Scotia growers are looking forward to heavy crops of both early and late varieties, while the reports from British Columbia and Prince Edward Island are satisfactory.

PLUMS AND PEACHES.

Reports indicate a medium crop of plums in the Niagara and Essex Districts, and a light yield in the rest of Ontario, except for Japan and native varieties. Nova Scotia has excellent prospects for a full crop, while the other provinces send reports of medium yields. The majority of the growers say that peaches are a total failure, but occasional orchards will give a light crop.

OTHER FRUITS.

A medium yield is all that growers seem to anticipate in the chief grape growing sections. Strawberries appear to promise an average crop in all districts except the fruit belt of Ontario, where many plantations Winter-killed badly, and the yield will be light. Raspberries are excellent in Nova Scotia, New Brunswick and British Columbia, while other provinces expect an average yield. Cherries are good in the southern part of Ontario, but irregular in the remainder and in Quebec. In Nova Scotia, New Brunswick and British Columbia the prospects are very good. Recent reports indicate a medium to full crop of both red and black currants in all sections of the country.

Market for Fruit Pulp.

By D. H. Ross.

Large quantities of fruit pulp are imported by Great Britain in tins from Europe, and some is procured from New Zealand, Tasmania and Australia. Small quantities have been imported from Canada, and very much more could be done, if a basis of trade could be adopted to suit the importer, without in any way affecting the status of the Canadian exporter.

A proper basis would be for a fully responsible reliable firm to be in touch with the makers, who would first obtain satisfactory information of the firm. They could then sell for the makers on commission, or become firm buyers themselves, and in the latter case they would pay only a proportion of cash against b. l., say 60 or 70 per cent., and the balance after inspection of consignment. As long as the makers want cash against b. l., they cannot expect to do either a large trade or get the full price of such a risky article as fruit pulp, as it varies so much in the quality, and also in the care bestowed in its tinning.

Fruit in Britain.

ACCORDING to the London Market Growers' Gazette of May 18, there are indications of a heavy fruit crop in Great Britain this season. J. Wood, of Swanley, for instance, stated at the recent annual meeting of the National Fruit Growers' Federation that there were thousands of tons of plums which would not pay for the picking by the growers within fifteen miles of London. It is some years since the fruit plantations presented so prosperous an appearance as

they show at present. Plum blossoms have mostly fallen off, having been abundant on mature trees, and less so on young trees that made a good deal of unripened wood last season. Apple blossoms which are beginning to open are abundant, and the trees will present a glorious sight a week hence, if no frost occurs to spoil the blossom. The beauty of the cherry trees, which has been great, is now over, except among late varieties. Black currants are highly promising in plantations not badly attacked by the mite, and there is a great crop of gooseberries, where the buds were not extensively devoured by birds.

Cherries.

FEW Canadians value sufficiently highly the natural fruit grown in the northern zone. For instance, cherries are grown in Canada, which for copious, luscious flavor can hardly be surpassed. Yet the cherry that is used in mixed drinks, such as the well-known cocktail, is foreign fruit almost exclusively, viz., the Bigareaux. It is not in the slightest degree superior to either the American or Canadian cherry in color or flavor, but is notable because of the process of preparation which makes it look so attractive. Originally, the fruit is placed in fumes of burning sulphur. This bleaches the fruit and gives it an elasticity. The cherry is usually picked with the stem attached, one reason being that the unstemmed cherry is not so apt to crush in packing. However, after a sufficient sulphuring, no matter what color it may have been originally, it becomes transformed into a pale yellow, inside and out. It is then packed in a solution of salt and sulphur, and in this form is shipped to the manufacturers. When the packer is ready to use the cherry it may be after several months have elapsed, it is washed in order to remove the sulphur and salt, and then soaked with dyes. The principal dye used is aniline, which intensifies that rich red color so pleasing to the cocktail fiend, and which is thought to be characteristic of a very rare cherry indeed. The flavor of this cocktail cherry is supplemented by maraschino. To describe what maraschino is would require the knowledge of the secret method of its manufacture. However, it is an almost colorless liquid, composed of a small percentage of alcohol, and is said to be obtained from the flesh of a small wild cherry grown in Spain and along the Pyrenees. Most doctors will tell you that the flavor is obtained by the skillful decoctions made up by chemists. It is very peculiar that this article, while sold almost exclusively in France, cannot be found advertised in any of the big grocery stores of Paris, or the French cities anywhere. The wily Frenchman makes up his maraschino for export purposes only. The Canadian cherry is no doubt superior in every way to this attractive looking deep red cherry, which so captures the drinking world.

TOMATOES

MISSISSIPPI, 4 basket crates, arriving now. Crates weigh net 18 to 20 lbs. Tomatoes. The price, too, is down low—too low in fact for their quality.

Florida Watermelons.

Good Watermelon weather this. We quote this week: Extra large, 35c. each; Medium, 25c. each.

HEADQUARTERS FOR BANANAS.

WHITE & CO., Wholesale Fruit and Produce
64 FRONT ST. EAST, TORONTO.

PHONE Main 4106.
Private Branch Exchange connecting all departments.

Arriving Almost Daily— Fancy Ripe BANANAS, PINEAPPLES and FLORIDA TOMATOES. Finest Quality. Prices Right.

Just in—Fresh car EXTRA FANCY NAVELS, all sizes.
Fresh arrivals—EGYPTIAN AND BERMUDA ONIONS. Mail or phone your orders.

Hugh Walker & Son, - Guelph, Ont.

McDOUGAL & LEMON
OWEN SOUND

Wholesale dealers in Foreign Fruits, Butter, Eggs, Cheese, Poultry, Raw Hides, Sheep Skins, and Wool.

We want to sell you some fruit, and we will buy your butter and eggs.

WRITE FOR OUR PRICES

Apples Dried and Evaporated **Vegetables** Green and Desiccated

FINKLE & ACKERMAN
BOWMANVILLE.

Goods we ship are grown by us, always fresh gathered and carefully packed.

When you want CHOICE CUCUMBERS, GREEN PEPPERS, TOMATOES, MUSK MELONS, SWEET CHERRIES or PEACHES, try us. PEACHBLUFF FARM, HILBORN & McLACHLAN, - Leamington. Phone No. 44.

Dried Fruit

cleaned and renovated by the latest improved machinery and appliances.

GUARANTEED TO GIVE SATISFACTION.

J. T. ADAMSON & CO.
27 St. Sacrament Street,
MONTREAL.
Tel. Main 778.

Ridge Hall Fruit Orchards.

Peaches, Plums, Cherries, Strawberries, Raspberries, Blackberries, Early Tomatoes, Cucumbers, Green Corn, Peas, Wax Beans, Etc.

CORRESPONDENCE SOLICITED.

E. E. ADAMS, Leamington, Ont.

FRASER GROWS FRUIT

Write and tell him what you want. All telegrams promptly transmitted by phone.

ADDRESS

J. D. FRASER, Leamington, Ont.

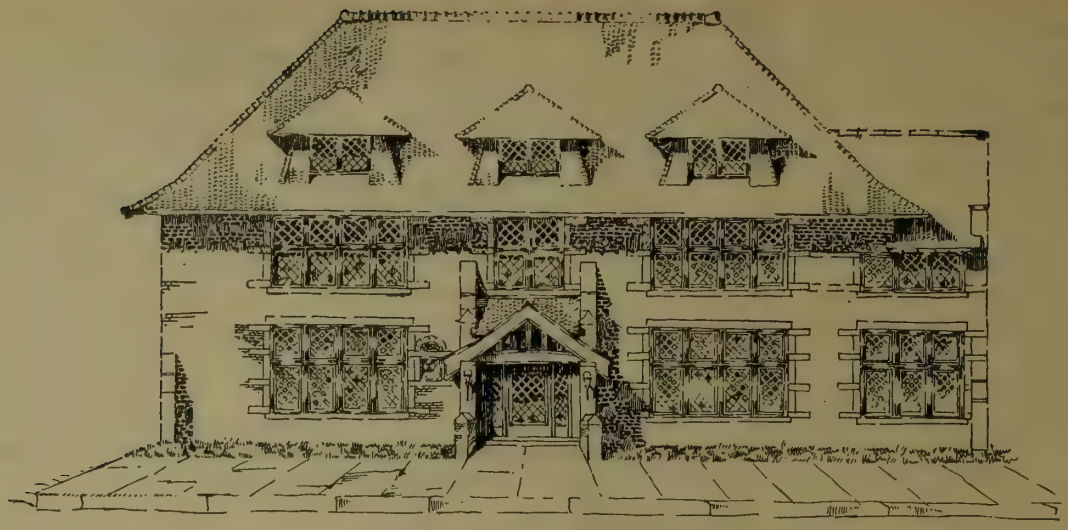
Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

New Apple Evaporator.

There is a strong probability of an apple evaporator being erected in Stratford, during the present Summer, and to that end J. R. Finkle and H. W. Ackerman, of Bowmanville, have been prospecting there for a suitable site for an apple evaporator factory.

Notes.

One of the largest plants in Ontario for the preserving of fruits and vegetables is soon to be erected at Picton, by the Old Homestead Canning Co.



Size of building, 100 x 174 ft.

The above is a cut made from the Architect's drawings for the new building for the Pure Gold Manufacturing Company. It will be situated away up town, out of the manufacturing district and in the centre of exceedingly attractive surroundings, making for pure air and cleanly factory conditions and methods. The Pure Gold Manufacturing Company has provided for no interruption or alteration in its business methods, and customers will have their supplies forwarded as soon after receipt of order as is possible to get goods out.

The Pure Gold Manufacturing Company has to thank its many friends for continued expression of their esteem in the shape of orders, more orders, and still more orders. There are no expressions of esteem which reach any company which are more valuable than these; and may there be many more years of satisfactory business relations between the Pure Gold Company and its many friends from the Atlantic to the Pacific.

Pure Gold Mfg. Co., Limited

Toronto

Flett's

Pickle Satisfaction.

Satisfaction may be a silent salesman, but it works overtime for the dealer who handles

Flett's Pickles.

ROSE & LAFLAMME

Agents, MONTREAL

MHS

"A THROAT A MILE LONG"

Is what the boy wished for when he had a glass of

BATGER'S

LEMON SQUASH.

If you want to handle a paying Summer Beverage

PUSH BATGER'S

Lemon Squash, the kind that gives satisfaction.

AGENTS :
ROSE & LAFLAMME, Limited
MONTREAL.

ROWAT'S PICKLES

Palatable Popular and Profitable

Don't stay on your shelves.

Snowdon, Forbes & Co., - Montreal

F. H. Tippet, St. John, N.B. F. K. Warren, Halifax, N.S. C. E. Jarvis & Co., Vancouver, B.C.

FLOUR AND CEREAL FOODS

Canadian Breakfast Foods in Australia.

By D. H. Ross, Melbourne, Australia.

THERE have been numerous inquiries from Canadian manufacturers of breakfast foods, etc., who are anxious to secure a new market for their products. For general information it may be stated that Victoria produces a large quantity of oats, barley, split peas, etc., which are exported to the other states, and beyond the Commonwealth.

The customs duty on oatmeal and pearl barley is one cent per lb., while the duty on split peas is sixty cents per cental. With these heavy duties, and the matter of freight and charges to be considered, it is very questionable indeed if the ordinary lines of Canadian breakfast foods can be landed in Australia at competitive prices. The term "rolled oats" is understood in Australia as "flaked oatmeal." A San Francisco wheat food has been imported in bulk for some years, and is put up in packages locally.

The principal United States breakfast food makers have their own offices in this country, and their own travelers and sub-agents in the various centres. One firm is doing an enormous trade, after spending huge amounts of money in introducing and advertising their product. It is satisfactory to know that the bulk of the Australian requirements, of this particular line, is being obtained from the Canadian branch, and it is to be regretted that every case does not advertise the fact of being "made in Canada."

Shipments aggregating over 5,000 cases of Canadian manufacture are arriving in Victoria alone, while a large trade is also being done in the other states. To successfully introduce breakfast foods requires, beyond the question of a palatable article being an essential feature, a large initial expenditure in advertising to educate the trade, and the personal supervision of an experienced salesman.

Splendid Grain Prospects in the West.

According to latest official reports of the growing crops in Manitoba and the Northwest Territories, issued on June 9 by the C. P. R., the country has abundant reason for rejoicing. The weather in every district is favorable, and there has been a generous rainfall. The height of the new grain varies considerably, varying from two to twelve inches. The common height is six inches.

Grain Inspection.

THE special committee appointed to inquire into the new Act respecting grain inspection was in session in Ottawa last week and listened to evidence from the Montreal Board of Trade and Corn Exchange, the grain section of the Toronto Board of Trade, the Winnipeg Grain Exchange and Board of Trade, and others.

The stand taken by the Montreal delegation, which was headed by W. I. Gear and E. F. Craig, was that grain inspection should not be under the control of the Government, but in the hands of local inspectors, the board of trade, in turn, to have control over the inspectors. The system worked well in the United States, and it would work well in Canada. Grain could be sold in Britain under Montreal inspection, Winnipeg inspection, Toronto inspection, and so on. Buyers in Europe should be placed in a position to buy with Toronto inspection, Montreal, or any other inspection. In answer to a question raised in regard to a lack of uniformity which might follow through the different boards of trade making different grades, the answer was given that although such might happen if all the boards insisted on inspection, it was unlikely that any more than Toronto and Montreal inspection would be found necessary. No interference with Montreal grain inspection was desired. In Montreal they simply wanted to be able to compete with the American grain ports for the grain trade, which they could not do unless they had the power of inspection.

T. Crane, of Montreal, on behalf of his own firm of grain exporters, contended that the inspection should be made to meet the views of the buyers. If the inspection was carried out to meet the views of the seller, the buyer would not have confidence in it. "I believe," said Mr. Crane, "that the chief inspector should be responsible to the Government, and that he should have the final say in reference to inspection. I think the inspection should be uniform both east and west. I am of opinion that the chief inspector in the west should be like the inspector in the east, not under the control of a survey board. The western inspector should have the say, and not the survey board. I think that Government inspection will give more satisfaction than inspection under the board of trade."

The Toronto deputation headed by C. B. Watts, of Toronto, objected to the new Act on the ground of standard and appeal. They wished the standards to be set by a board, the members of which should consist of five members of the Toronto Board of Trade, one from the Dominion Millers' Association, one from the Agricultural College at Guelph, and three from Quebec. The Act at present provided for the fixing of the standards by the chief inspector.

The Winnipeg delegates supported the bill as it stood. Mr. Horne, chief inspector at Winnipeg, gave an account of the inspection methods in that city, where all the grain from the west is sampled and graded en route east. Last year he and his assistants inspected 60,000 cars. He started the work in 1885, and had seen it grow to its present proportions, making his own rules and taking no one's dictation. There had been about twenty-five appeals to the survey board during 1903, but in ninety-five per cent of the cases the chief inspector's decision had been upheld.

The definite decision of the committee, which has now retired to deal finally with the measure, will not be announced until next week. A representative of The Grocer interviewed C. B. Watts, Toronto, on the probable outcome, but could elicit from him nothing further than that it was very uncertain which way things would go. Mr. Watts, however, was hopeful that when the final draft of the Grain In-

"Force-thoughts"

BY SUNNY JIM

VIII.

I WANT to tell you that meals are mainly digested before we eat them, and that when breakfast is over it is necessary to maintain a mood that will arrange for the digestion of your luncheon.

This is a hard physiological fact.

¶ Every mood, pleasant or unpleasant, gets into one's food; each little jar of nerves is reflected in the stomach. This is so well understood by doctors, that they look to the stomach for symptoms of all disorders; even the oculists go there, for indigestion is often the result of eye strain—fine work, night work, overwork, or any kind calling for spectacles.

¶ "Force" has an influence on moods because it relieves the stomach of half the usual work of digestion, besides feeding the brain and the nerves.

But often "Force" will fail to accomplish its chiefest benefits if moods are not controlled.

¶ So the most profitable thing that we can do after eating "Force"—and a thing that is very easy to do after eating "Force"—is to

Be Sunny.

Your truly,

Sunny Jim

Buffalo, U S.A.

(To be continued.)

I still have some celluloid buttons bearing my photograph and my motto,

"BE SUNNY."

They are nearly 1¼ inches in diameter and are attractively prepared with a patent stick pin on the back. They can be worn by man, woman or child, and they will be mighty glad to get them. They are sent upon request of any grocer. You ought to see my book, "The Gentle Art of Using Force" Free for the asking.

FOR THE GOOD OLD SUMMER TIME

NOW EN ROUTE

Be prepared for it. Your customers will be pleased if you are stocked with

STERLING BRAND PICKLES.

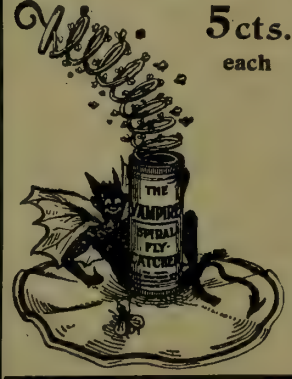
A necessity of every picnic and outing party. No hamper complete without a few bottles of Sterling Brand Pickles or Relishes—the best the world produces—Made in Canada.

WRITE YOUR JOBBER OR DIRECT.

The T. A. LYTLE COMPANY, Limited

124-128 Richmond St. West, TORONTO, Can.

THE "VAMPIRE" Spiral Flycatcher



5cts. each

Clears the house of flies.

THE "Vampire" Spiral Flycatcher consists of a small, closely-wound Spiral, covered with a sticky material, and hermetically sealed in a short tube. By simply pulling out one end the Spiral is elongated and forms the most effective Flycatcher known.

This article is a quick seller and carries a large profit. It is CLEAN, SIMPLE and EFFECTIVE. As a window show it draws crowds. No POISON. No LEAKAGE.

LABELS IN ENGLISH OR FRENCH.

SEND FOR FREE SAMPLE.

SOLE MAKERS:

KAY BROS., Ltd., Stockport, England.

SOLE AGENTS FOR CANADA:

The LEEMING MILES CO, Limited, Montreal.

spection Bill was made, part of the recommendation, at least, of the grain section of the Toronto Board of Trade would be found as the amendments to the original bill.

Falling Off in American Grain Exports.

ACCORDING to the Montreal Herald grain exporters in Philadelphia are becoming alarmed at the unusually dull condition of the trade. Not for many years, it is unhesitatingly said, has business been at such a low ebb, and it is predicted that if trading does not show a decided gain in the course of a few weeks, several storage elevators will be obliged to close because of the lack of orders for their stocks. Already the large elevator at Girard Point, operated by the Pennsylvania Railroad, which has a total capacity of nearly 2,000,000 bushels, has been shut down indefinitely, and there is little hope of it resuming operations until the arrival of the new crops.

Various causes are assigned for prevailing conditions. One exporting house puts the blame largely on the poor crop conditions throughout the country. Only enough grain is now in sight to meet the actual requirements of the domestic trade. Trading in grain for export has been virtually at a standstill, while for several months past the largest number of bushels sent abroad could be figured in four numbers. The high prices at home also influence foreign buyers to a great extent, with the result that inquiries from European importers, upon whom American exporting firms depended almost entirely heretofore for contracts, are depleting so rapidly that at this time an order for a shipment of anything more than 1,000 bushels would be regarded as remarkable.

Britain is now receiving its supplies largely from Russia, France and Germany, while Australia, India and Argentine Republic are large contributors. Wheat, corn and oats from these countries can be sold in Liverpool, for instance, at prices from two to five cents a bushel below what American grains would bring in the same market. This has caused a material falling off in demand, with the result that American exporters are underbid at almost every turn.

Orange Meat Coupons.

Owing to the popularity of the premiums given with the 15c packages of Orange Meat, as shown by the large number of coupons being received at their Toronto office daily, the Frontenac Cereal Co. have decided to extend the time on all Orange Meat coupons to Jan. 1, 1905.

British Wheat Importations.

THE following wheat report, issued by the American consul at Nottingham, England, calls attention to several important changes during the past year in England's importations of wheat. The following figures give in hundredweights of flour and wheat the relative importations :

	1903.	1902	1901.
United States..	44,294,956	67,961,476	66 855,025
Canada	14,100,934	12,226,382	8,557,960
Russia	17,176,302	6,540,457	2,541,500
India.....	17,057,842	8,841,586	3,341,500
Argentina.....	14,120,456	4,315,165	8,080,400
Roumania .. .	3,140,727	2,362,453	512,000
Australasia....	230	4,331,379	6,820,800

His comment is : "The salient facts disclosed by the preceding table are the enormous increase of imports from Russia and the decrease of imports from the United States. The latter is explainable by the short crops there, and the absolute necessity of Great Britain's transferring a part of her orders to some other country. But the explanation of Russia's prodigious gain, compared with the British possessions, rests on a different basis and has a grave significance. Equally enormous increases are marked in other kinds of agricultural exports from Russia to the British Isles and cannot be explained away by short crops in other countries. In December, 1903, the wheat imports into Great Britain from Russia alone exceeded the total from all North America. Figures for the first months of this year are not yet available, but there is nothing except the war with Japan to indicate that wheat imports from Russia will not continue to increase. The war, unless very short, will inevitably be a check."

Australian Wheat and Flour Exports.

The wheat production of Australia in the season 1903-1904 can now be stated with tolerable accuracy, as in all the states, excepting South Australia and Tasmania, official estimates have been issued.

Accepting the trade estimates for these two states, the Commonwealth production compares thus:

	1899-1900. Bu hels.	1901-1902. Bushels.	1903-1904. Bushels.
Total.....	48,352,925	12,363,080	74,210,582

The approximate value of the crop at the seaboard is £10,150,000, and on the farms about £8,900,000. The exportable surplus of the whole Commonwealth under normal conditions would be close on 50,000,000 bushels, as seed and food requirements absorb from 22,000,000 to 25,000,000 bushels per annum. The surplus still available for export is about 26,800,000.

CASH.

Every wrapper of

Mrs. Dooley's Laundry Soap

is redeemable in cash. 4 wrappers are worth one cent. Get the children to return wrappers for the sake of the cent. The influence of the children is worth cultivating. The Soap pays 10% more profit than other Soaps.

Get it from your Wholesale Grocer.

THE **Metropolitan Soap Co.** LIMITED

TORONTO.

It is going !

Don't resist the trend of things, things that are in your favor.

Orange Meat

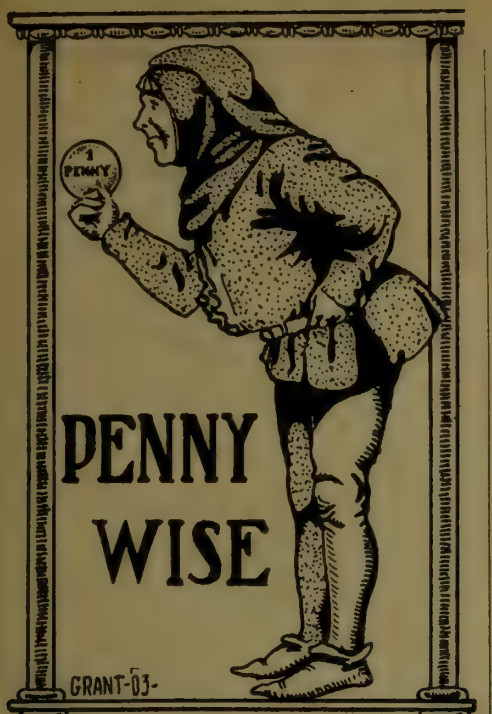
—the honey-flavored, ready-to-serve cereal—is in great public favor.

The article itself, the coupon-in-every-package feature, and the generous newspaper advertising are combining to make its sale notable.

Single cases, 36 pkgs., - $4.50.
5—10 case lots, freight paid, $4.40.

THE FRONTENAC CEREAL CO., Limited

43 Scott St., Toronto.



The only real value of money lies in making use of it.

The money that lies there in your safe from day to day doesn't do you any good until you commence to use it.

Then its value to you depends on how you use it.

Now, if you would only invest some of it in advertising space in THE GROCER, and then use the space right, you'd have a valuable assistant, working to increase your trade with grocers and to make yourself and your goods better known among them.

Some folks would sooner save (?) the money—but they are "penny wise and pound foolish."

But you're not.

Are you?

MACLEAN PUBLISHING CO -DEPT OF ADVERTISING SERVICE

MANUFACTURERS' AGENTS AND BROKERS.

TORONTO.

W. G. A. LAMBE & CO.
TORONTO.
Grocery Brokers and Agents.
Established 1885

W. H. Millman & Sons
Grocery Brokers
37 Yonge Street, - Toronto, Canada
Send us your Business
AGENTS FOR
C. CERONI, Patras,
INGERSOLL PACKING CO., Ingersoll,
OLD HOMESTEAD CANNING CO., Picton,
ONTARIO SUGAR CO., Berlin,
ROYAL CROWN SOAP CO., Winnipeg,
TILLSON CO., Tillsonburg.
Get our Prices for CHEESE, BEANS, etc.
REFERENCES
BRADSTREET'S OR DUN'S IMPERIAL BANK
Any wholesale grocery house in Ontario.

CALGARY.

Are you
Represented in the West?
If not, write us and get in
ON THE GROUND FLOOR.
Place your offerings with us and we will sell your goods.
Consign your cars to us.
Goods reshipped.
Excellent storage.
NICHOLSON, BAIN & JOHNSTON,
Wholesale Commission Merchants and Brokers.
CALGARY, ALTA.
Head Office: NICHOLSON & BAIN, WINNIPEG.

TELEPHONE { MAIN 125 " 467

Wm. McCann Milling Co.
MILLERS
AND GRAIN DEALERS
192 King Street East
TORONTO.

ROW'S GUM in Lumps, 5c. Pkgs., in 1c. Stick, in 5c. Bars.
ROW & CO., Morristown, N.Y., and Brockville, Ont.

WINNIPEG.

Dingle & Stewart
WINNIPEG, - - CANADA.
COMMISSION BROKERS.
Excellent Storage Accomodation.
Consign Your Cars to Us.

PRICE, CHAMBERS & CO.
SUCCESSORS TO
CAMERON, GORDON & CO.
Wholesale Commission Agents
WINNIPEG.

EASTERN MANUFACTURERS
—AND—
SHIPPERS.
All **EYES** are turned on
MANITOBA AND THE WEST.
WE
Represent some of the leading houses in
CANADA and the U.S.
INCREASE YOUR TRADE. WRITE US.
NICHOLSON & BAIN, WINNIPEG,
Wholesale Commission Merchants and Brokers.

BRANDON.

THE WILSON COMMISSION CO, Limited
BRANDON, MAN.
Commission Brokers, Storage.
Correspondence Solicited.
If you have any snaps let us hear from you.

TAYLOR & PRINGLE CO.,
Limited,
OWEN SOUND,
Manufacturers of
Queen Quality Pickles,
Bulk Pickles,
Pure Tomato Catsups.
Our Goods have a reputation.
MADE IN CANADA.

STRONG DURABLE LIGHT

POROUS AND CHEAP

The FOSTER POTTERY CO.
HAMILTON, ONT. Limited

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR RETAIL MERCHANTS.

New Canadian Tobacco Industry.

A NEW industry is to be started in Winnipeg, Man., shortly which is no less than a cigar factory where cigars made from Canadian grown leaf will be manufactured, the controlling syndicate to be exclusively Canadians. The tobacco used will be the finest Cuban leaf from seed sown and grown in the Kelowna Valley of the Okanagan, a few miles from Vernon, B.C., where an area of 250 square miles is capable of producing 10,000,000 pounds of tobacco annually. It is said that this British Columbia product is indistinguishable in flavor and texture from the real Havana product, except to experts. Samples submitted are pronounced to be superior to any other leaf grown in North America.

The promoters of the new industry claim to have solved all the problems in connection with the growth of the article and find that the manufacture of cigars from Cuban leaf grown in Canada is capable of great extension. The greatest obstacle to be overcome was the curing process, but experts from the South soon arranged that.

The plant is raised from seed brought from Vuelta Abajo, Cuba, and the reason why such fine tobacco can be raised in Kelowna is that the climate is perfect for its growth and the soil contains the requisite mineral salts, brought down from the mountains. The valley is also splendidly sheltered by the hills and is irrigated.

The local syndicate is spending a great deal of money in developing the industry in the Okanagan, and will, of course, spend a lot more in opening a factory and head offices in Winnipeg.

There has already been a demand from American manufacturers for the Canadian article and high officials and several of the select clubs of the Dominion have expressed their desire to patronize the Winnipeg commodity. Of course, the production of Havana cigars in Canada will more or less affect the trade, as the local factory will be able to produce the domestic article free of duty and therefore at a comparatively very low figure, compared to the present Cuban prices obtaining in Winnipeg.

Tobacco Industry in Trinidad.

The following official information concerning the Trinidad tobacco industry has been received: During the last half of the year 1901 and the first half of 1902 leaf tobacco to the amount of 561,000 pounds and manufactured tobacco amounting to 69,000 pounds was imported into Trinidad. For the same periods in 1902-1903 the imports were 592,000 pounds of leaf and 77,000 pounds of manufactured tobacco. Leaf tobacco comes almost entirely from the Uuited States, the manufactured product chiefly from Great Britain and the cigars and cigarettes (on which the duty is $1.20 per pound) chiefly from the United States.

French Contract Awarded.

THE contract which the Government of France makes yearly for its tobacco factories was let June 2. The contract for Burley has been divided between G. Reusens, who was the successful bidder last year, and Wessels, Kulenkampff & Co., of Bremen. The latter firm is the successor of E. G. Toel & Co., of New York.

Mr. Reusens was awarded the contract to furnish 3,000 hogsheads of Burley, and Wessels, Kulenkampff & Co. to furnish 4,000 hogsheads of Burley and 500 hogsheads of Dark.

The Virginia tobacco will be furnished by J. J. Huisman, of Antwerp, and will require 7,500 hogsheads. Messrs. Williams & Rehling, of Richmond, are the buyers for Mr. Huisman. He filled this contract last year also.

The contract for Maryland tobacco was let June 3 to Messrs. Boudaine,

Each Caddy of

"Currency"

Plug Chewing Tobacco

contains a tag certificate, valuable for premiums, and which will be redeemed at the following addresses:

Premium Dept., No. 210 St. Lawrence St., Montreal
" " No. 167 Yonge Street, Toronto
" " Cor. Richelieu, St. Claire Sts., Quebec
" " No. 87 Bank Street, Ottawa
" " Oddfellows' Block (Cor. Princess St. and McDermott Ave.,) Winnipeg

Popularize your store and make money by selling

CURRENCY

Plug Chewing Tobacco.

THE ESTABLISHED FAVORITE.

IN YOUR TOWN

Suppose there are 200 men who smoke cigars. Suppose each smokes 3 cigars a day—a total of 600 Suppose they are 5 centers; that means $30.00 a day. $30.00 a day for a year means $10,000. Easily $3,000 profit in $10,000 sales.

Who gets this $3,000?

Suppose there are 5 of you sharing the cigar sales; $600 a year clear money for each, and this on a 5-cent cigar basis.

See our offer to YOU next week.

J. BRUCE PAYNE, Limited, Mnfrs.
GRANBY, QUE.

T & B

A tobacco of high degree. There was never yet a grocer who had to apologise for offering his best tobacco customer T & B Smoking.

THE 10-CENT SIZE IS POPULAR

GEO. E. TUCKETT & SON CO., Limited
HAMILTON, CANADA.

W. B. Reid & Co.

Wholesale Tobacconists,

58 Yonge St., TORONTO.

The Erie Tobacco Company
WINDSOR, ONTARIO.
T. J. HORROCKS, Wholesale Distributor, TORONTO

RONTO

5c. Cigar

A Success Everywhere

Send in your order by mail.
Don't wait.

Manufactured by
T. J. Horrocks,
176 KING ST. EAST, TORONTO.

The Chamberlain Cigar

The best value in Canada! Sold the world over! It will help your trade tremendously! Order a sample lot to-day!

SAVE THE BANDS AND RETURN THEM TO
J. M. FORTIER, Limited
MONTREAL.

MANUFACTURERS OF
Cigarettes and Cut Tobaccos

No Trust

We are fighting against combinations. Sometimes our tobaccos are "knocked" by competitors, as being inferior, and so on.

We are making tobaccos equal to anything you ever saw or sold, and our tobaccos pay the grocer his due profit.

Why not sell them?

The McAlpin Consumers Tobacco Co., Limited,
TORONTO.

BRANDS

Smoking—
Tonka,
Solid Comfort,
Pinchin's
Hand-Made.

Chewing—
British Navy,
King's Navy,
Beaver,
Apricot.

UNION MADE

Brower & Co., of Paris, and to Messrs. Huffer & Co., also of Paris. The former firm will supply 6,600 hogsheads and the latter 3,300 hogsheads.

Tobacco Tax Rhyme.

A firm of English tobacconists, having decided on no account to raise the price of their well-known mixture, are poetically and punningly setting forth their resolve in a Wimbledon newspaper :

The duty on tobacco's raised,
We really must not grudge it;
The price of ours is still the same,
Even Austen cannot " Budget."

New Use for Trade Paper.

A ROVING correspondent favors the Retail Grocer with the following thoroughly practical hints:

"I have found a new use for the trade paper," remarked a western retailer of cigars the other day. "I had a well-known brand of clear Havana cigars in my case, and for some reason or other I was unable to get my customers of the better class to smoke them.

"It was just another case of one of the best values in the house going a-begging because the buyers were not acquainted with it. It was such a well-known brand that every issue of the tobacco papers, almost, had something good to say about it. That was what put this new idea into my head.

"I took a small picture frame, with a glass, and taking a bright red piece of paper, I pasted in the centre of it one of the clippings from Tobacco, which spoke highly of the special brand, placed the paper in the frame, and thus had enough red paper in sight to make any one look at the frame, and then of course the clipping attracted their attention. The next thing on the programme was to pick up the frame and read the clipping. It would surprise you to see how many times the first day that clipping was read.

"I also had some demand for the cigars, but not much, and I followed this up the next day with another clipping, but with a change of the color of the background, so readers would know it was something different. This caused the same customers to again read the clipping.

"I kept this up on the same brand for a couple of weeks, and had by that time worked up enough trade on the brand to cause me to place a new order, and it is now one of my most popular brands.

"This idea looked good to me, so I have always watched the correspondence from the different points for items mentioning the different brands of cigars I handle, and clipped them out, then put them in the frame, with a change of background each time, at the same time printing on the background a note stating what paper the clipping was from, and from what city it originated.

"I have never seen a similar scheme tried, and think other dealers will find it profitable advertising, for I gave it a severe test when I moved a brand which would not move before, and made it one of my popular brands.

"If you word your own little note, which must be printed or written on the background in a neat manner, in just the right way, you will find that your customers have great respect for what the trade papers say to their readers, who are retail tobacconists.

"The ordinary smoker feels that the paper and the dealer both know a great deal more about cigars than he does, hence he pays a good deal of attention to what the paper says to the dealer."

Tobacco Manufacture in Germany.

ACCORDING to the U. S. Tobacco Journal, the use of machinery of German, French and American designs has become common in the better German factories for all processes of tobacco and cigar manufacture where machinery has been found practicable. Inquiries made would indicate a desire on the part of the cigar and tobacco manufacturer in the locality of Mannheim to avail himself of labor-saving devices as far as possible.

Ten trade journals devoted to tobacco are published in Germany, and are extensively used for advertising machinery and other appliances used by the trade.

The feeling of hostility and alarm aroused by the introduction of American and British capital, ecpecially in cigarette manufacture, in Germany has not wholly subsided. The multitude of small manufacturers in country villages and elsewhere—over 7,000 factories and 200,000 workers, of whom 160,000 are on cigars—is referred to by the press as the surest defence against any general consolidation of the tobacco business of the Empire. This feature of German manufacturing is one sure to attract the notice of a foreigner residing there, and undoubtedly is to be taken into account in any survey of manufacturing in the Empire.

Portions of Baden and that part of Bavaria known as the Rhine Pfalz form one of the largest and by far the most important tobacco region of the Empire. Baden itself leads all the German States in acreage planted in tobacco and in the importance of its cigar manufacture.

Should be in the mouth of every smoker. What? a

McDougall Scotch Clay Pipe

Be sure and ask for it, and see that you get it.

D. McDougall & Co., Glasgow, Scotland.

Recently published statistics for the Department of Factory Inspection for Baden show that the number of cigar factories in Baden was 728, giving employment to 33,720 workmen, or more than in any other branch of manufacturing in the Grand Duchy.

U. S. Tobacco Output in 1903.

Statistics have been issued by the Department of Agriculture, at Washington, D. C., giving the acreage, production and value of tobacco in the United States in 1903. Louisiana had the smallest acreage notwithstanding the attempts made to introduce the Cuban leaf there, only ninety-one acres being planted last year. Kentucky heads the list with 338,304 acres producing 267,260,160 pounds, valued at $16,570,130. The highest yield per acre was in Vermont, 1,800 pounds, and the smallest in Alabama, 405 pounds. The highest value per pound is placed on the Florida crop, 32 cents, and the lowest on the South Carolina tobacco, 5.1 cents.

The total acreage was 1,037,735 acres, producing 815,972,425 pounds, valued at $55,514,627.

Holland-Sumatra Tobacco Maatschappij of Amsterdam.

Word has been received from Consul Brainard H. Warner, Jr., at Leipzig, Germany, that the Deli Tobacco, the Deli Plantage and the Amsterdam-Sumatra Culture Co.'s, engaged in cultivating tobacco in the Island of Sumatra, have recently been consolidated into the Holland-Sumatra Tobacco Maatschappij of Amsterdam. The new company will continue to cultivate tobacco on only the best lands it has acquired, and, by introducing modern methods in the tobacco growing, will reduce the current expenses. Mr. Brainard states that the new company will have to buy considerable quantities of agricultural implements.

Notes.

In an interview this week with Mr. Presnail, manager of Tuckett's Marguerite cigar factories, Montreal, The Grocer was informed that sales for Marguerite cigars were going up by leaps and bounds. In fact, Mr. Presnail stated that the reception in the east had more than surpassed their expectation, and he desires to express his appreciation of the support given them by the trade through The Canadian Grocer.

ONTARIO'S BUSINESS TAX

Text of the New Law.

IRRESPECTIVE of any assessment of land under this Act, in cities, towns and villages, every person occupying or using land in the municipality for the purpose of any business mentioned or described in this section shall be assessed for a sum to be called "business assessment" to be computed by reference to the assessed value of the land so occupied or used by him, as follows :

(a) Every person carrying on the business of a distiller for a sum equal to 125 per cent. of the said assessed value.

(b) Every person carrying on the business of a brewer for a sum equal to the said assessed value.

(c) Every person carrying on the business of a wholesale merchant, of an insurance company, a loan company, or a trust company, as defined by this Act, or of an express company where such land is pre-occupied or used mainly for the purposes of its business, or a land company or of a bank or a banker, or of any other financial business for a sum equal to 75 per cent. of the said assessed value.

(d) Every person carrying on the business of what is known as a departmental store or of a retail merchant dealing in more than five branches of retail trade or business in the same premises or in separate departments of premises under one roof, or in connected premises, where the assessed value of the premises exceeds $20,000, or of a manufacturer, lithographer, printer or publisher, or of a hotel or club, or the business of selling, bartering, or trafficking in fermented, spirituous or other liquors in any premises in respect of which a tavern or shop license has been granted, for a sum equal to 50 per cent. of the said assessed value.

(e) Every person practising or carrying on business as a barrister, solicitor, notary public, conveyancer, physician, surgeon, oculist, aurist, medical electrician, dentist, veterinarian, civil or mining or consulting or mechanical or electrical engineer, surveyor or architect for a sum equal to 50 per cent. of the said assessed value.

(f) Every person carrying on the business of a retail merchant, or of a photographer, or of a theatre concert hall, curling or skating rink, or other place of amusement, or of a boarding stable, or a livery or the letting of vehicles or other property for hire, or of a restaurant, eating house, or other house of public entertainment (not being premises in respect of which a tavern or shop license has been granted), or any trade or commercial business not before in this section or in clause (g) specially mentioned, for a sum equal to 25 per cent. of the said assessed value.

(g) Every person carrying on the business of a telegraph or telephone company, or of a tramway or street railway, or of the transmission of oil or water, or of steam, heat, gas or electricity for the purposes of light, heat, or power, for a sum equal to 25 per cent. of the assessed value of the land (not being a highway, road, street, lane, or public place or water), occupied by such person, exclusive of the value of any machinery, plant or appliances erected or placed upon, in, over, under or affixed to such land.

No person shall be assessed in respect of the same premises under more than one of the clauses of sub-section 1, and where any person carries on more than one of the kinds of business mentioned in that sub-section on the same premises, he shall be assessed by reference to the assessed value of the whole of the premises under that one of the said clauses in which is included the kind of business of those so carried on by him to which the highest rate of assessment is applicable.

Where the amount of the assessment of any person assessable under this section would under the foregoing provisions be less than $100, he shall be assessed for the sum of $100.

Where any person mentioned in subsection 1 occupies or uses land partly for the purpose of his business and partly for the purpose of a residence, he shall be assessed in respect of the part occupied for the purpose of his business only; but this provision shall not apply to persons assessed under clause (e) of subsection 1.

A financial or commercial business, in subsection 1 mentioned, shall not include a business carried on by operating vessel property of the following description, namely, steamboats, sailing or other vessels, tow barges or tugs; nor the business of a steam railway; nor the business of a broker or financial agent, or of a manufacturer's agent, or other agent or intermediary in the business of the sale of goods who has not the actual custody of the goods, or has the custody of samples only.

Every person liable to assessment in respect of a business under subsection 1 shall not be subject to assessment in respect of income derived from such business.

Every person assessed for business assessment shall be personally liable for the payment of the tax thereon and the same shall not constitute a charge upon the land occupied or used.

CANADIANS MUST SHARE RISKS.

THE commercial agent for the Dominion Government, stationed at Jamaica, G. E. Burke, writes the Department of Trade and Commerce, Ottawa, as follows : "Frequently I receive inquiries as to the mode of packing, etc., most suitable to this market for various food products; for instance, ham, bacon, salted beef and pork, tinned goods, butter, cheese, split peas, oats, etc., etc., accompanied with the inquiry for names of principal importers. Little practical results, however, have ever been forthcoming, from the fact that Canadian producers and manufacturers expect importers to send them direct orders, without they (the importers) having any previous knowledge of the status of the manufacturers, or the quality of the goods they are offering. The seller is always, not only expected to do the seeking, but also, in the case of a new firm to the market, be prepared to run an ordinary business risk by forwarding sample or trial shipments on consignment. It should always be remembered that the importer is perfectly satisfied with his present source of supply, and for him to be induced to divert his custom he must have some practical satisfactory knowledge of the goods he is likely to receive. The same remarks apply also to manufactured goods for the most part.

"Again, price lists and other advices seldom, if ever, quote f. o. b. at shipping ports, viz., Halifax or via New York, but always at factory or f. o. b. railway at manufacturing points. Dealers here will not even pay ordinary attention to such scant unaccustomed information. All commodities offered to the trade are quoted from the United States and Europe f. o. b., and very often c. i. f. A special trade mark or shipping brand should always be adopted."

TEA IMPORTATIONS.

In their latest report Wm. J. & H. Thompson, London, Eng., give the following figures regarding Canadian tea importations during the last eight months :

Eight months ending February, 1904.

	Direct.	via London.	Total to date.
Indian, black.....	4,562,000	1,045,000	5,607,000
Indian, green.....	547,000	197,000	744,000
Ceylon, black.....	3,346,000	1,694,000	5,040,000
Ceylon, green.....	3,302,000	497,000	3,799,000
China, black.....	641,000	124,000	765,000
China, green.....	1,312,000	144,000	1,456,000
Japan	5,704,000	11,000	5,715,000
Other kinds.....			
	19,414,000	3,712,000	23,126,000

The returns for February, 1904, are the latest available.

NABOB SAUCE

The Sauce for Epicures

Batty & Co., Limited

Sauce and Pickle Experts, - London, S.E.

ONE MORE ADDITION

TO CANADA'S ALREADY

Enviable Reputation

FOR MANUFACTURED GOODS

LEES & LANGLEY'S WORCESTERSHIRE SAUCE

No Doubt about it: every grocer should appreciate the opportunity to handle this sauce, it shows a big profit and is guaranteed to please.

Drop us a card to-day, or order from your wholesale house.

AMERICAN COFFEE & SPICE CO.
TORONTO.

Quotations for Proprietary Articles.

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper.
The following are prices of proprietary articles which are supplied by the manufacturers or their agents. For charges for inserting quotations in this department apply to Advertising Manager, THE CANADIAN GROCER, at our nearest office.

June 16, 1904.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

Cook's Friend—

	Per doz.
Size 1, in 2 and 4 doz. boxes	$4 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 3 doz. in case	3 00
12-oz. tins, " "	2 40
½-lb. " ¼ " "	14 00

W. H. GILLARD & CO.

Diamond—

1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4 doz.	10c.	$0 85
3 doz.	4-oz.	1 20
3 doz.	6-oz.	1 75
1 doz.	12-oz.	3 50
2 doz.	12-oz.	3 45
3 doz.	12-oz.	3 40
2 doz.	16-oz.	4 45
3 doz.	16-oz.	4 35
1 doz.	2½lb.	10 40
1 doz.	5lb.	19 50

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case $4 55
1 "	12 "	
1 "	16 "	

JERSEY CREAM BAKING POWDER.

½ Size, 5 doz. in case	$0 40
¼ " 4 " "	0 75
½ " 3 " "	1 25
1 " 2 " "	2 25

OCEAN MILLS.

	Per doz.
Ocean Baking Powder, ½ lb., 4 doz.	$ 45
Ocean Baking Powder, ¼ lb. 5 doz.	90
Ocean Baking Powder, 1 lb., 3 doz.	1 25
Ocean Borax, ¼-lb. packages, 4 doz.	40
Ocean Cornstarch, 40 pks. in a case	78

Freight paid, 5 p.c. 30 days.

ROYAL BAKING POWDER CO.

Sizes.	Per Doz.
Royal—Dime	$ 1 00
" ½ lb.	1 60
" ¼ lb.	2 90
" 12 oz.	4 50
" 1 lb.	5 75
" 3 lb.	15 50
" 5 lb.	25 50

Sizes.	Per Doz.
Cleveland's—Dime	$ 1 00
" ½ lb.	1 50
" 6 oz.	2 20
" ¼ lb.	2 80
" 12 oz.	4 25
" 1 lb.	5 50
" 3 lb.	15 00
" 5 lb.	25 00

"VIENNA" BAKING POWDER.

	Per doz.
1-lb tins, 4 doz in box	$2 25
½-lb tins, 4 doz in box	1 25
¼-lb tins, 4 doz in box	75

BEE BAKING POWDER.

1-lb. tins, cases 4 doz, per doz. $2 25

HOME BAKING POWDER, CO., MONTREAL.

Sizes.	Per doz.
2 doz. case ½ lb.	$2 40
1 " 1 lb.	4 75

1 to 5 cases, 5 per cent.
5 to 10 cases, 10 per cent.

EAGLE BAKING POWDER

	Per doz.
Cases of 48-5c. tins	$0 45
" 48-10c. tins	0 75
" 24-25c. tins	2 25
" 48-25c. tins	2 25

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ¼ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes, according to size	0 02 0 10

J. M. DOUGLAS & CO.—Laundry Blues.

"Blueol"—10-lb. boxes containing 50 pkgs., 4 squares each.....per lb. 15c

"Sapphire"—14-lb. boxes, ½-lb. pkgs. per lb.....12½

"Union"—14-lb. boxes, assorted, 1 & ½-lb. pkgs. per lb. 10

Black Lead.

Reckitt's, per box $1 15
Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz.; or ¼ gross, 4 oz.

JAMES' DOME BLACK LEAD.

	Per gross
6a size	$2 40
2a size	2 50

Borax.

"Bee" brand, 5 oz., cases, 40 pkgs.	1 40
" " 10 oz., cases, 48 "	3 25
" " 16 oz., cases, 48 "	4 25

EAGLE BORAX.

	Per doz.
Cases of 5-doz. 5c. packages	$0 40
" 5-doz. 10c. "	0 85

Brooms.

UNITED FACTORIES, LIMITED.

	doz. net.
Boeckh's Bamboo Handles, A, 4 strings	$4 70
" " " B, 4 "	4 40
" " " C, 3 strings	4 10
" " " D, 3 "	3 85
" " " F, 3 "	3 55
" " " G, 3 "	3 20
" " " I, 3 "	2 85

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 03
" " 7-lb. cotton bags, per bag	0 18½
Quaker Oats, 2-lb. pkgs., per case	3 00
Tillson's Oats, 2-lb. pkgs., per case	00

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Hygienic, 1-lb. tins ..... per doz.	$6 75
" ½-lb. tins ..... "	3 50
" ¼-lb. tins ..... "	2 00
" fancy tins ..... "	0 85
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50
Perfection, ½-lb. tins, per doz.	2 40
Cocoa Essence, sweet, ½-lb. tins, per doz.	2 25

MOLASSES

New Crop 1904
Barbados.

We have just landed a small lot of the above which is very choice No. 1 quality. We can offer it at a low price. Send for sample.

The Dominion Molasses Co.,

Limited

HALIFAX - - - - NOVA SCOTIA.

Dutch Chemical Works
AMSTERDAM.

EXCEPTIONAL VALUE FOR THE GROCERY TRADE

SPECIAL OFFERS
Recommend Themselves.

WE OFFER OUR MAGNIFICENT

"Butterfly Brands"

	¼-lb.	½-lb.	1-lb.
COFFEE and CHICORY per doz. tins	2/3	4/-	7/-
PURE DUTCH COCOA per doz. tins	4/3	8/-	15/-

Goods delivered, freight paid, to any Canadian port, duty not included. TERMS: Cash with order.

The COFFEE and CHICORY is packed in cases of one cwt., while the COCOA is supplied in cases of 56 lbs.

SAMPLES FREE ON APPLICATION.

Chocolate—	per lb
Queen's Dessert, ¼'s and ½'s	$0 40
" 6's	0 42
Mexican Vanilla, ¼'s and ½'s	0 35
Royal Navy Rock, " "	0 30
Diamond, " "	0 25
" 8's	0 28

Icings for cake—	Per doz.
Chocolate, pink, lemon color, lbs.	$1.75
Orange, white and almond, ½-lbs.	1.00

Confections—	Per doz.
Cream bars, large boxes	$2.25
" small "	1.35
Chocolate ginger, lbs	3.75
" ½-lbs	2.25
" wafers, ½-lb. boxes	2.25
" ½-lb. boxes	1.30

FRY'S.

Chocolate—	per lb.
Caraccas, ¼'s, 6-lb. boxes	$0 42
Vanilla, ¼'s	0 42
"Gold Medal," sweet, ¼'s, 6-lb. boxes	0 29
Pure, unsweetened, ¼'s, 6-lb. boxes	0 42
Fry's "Diamond," ¼'s, 14-lb. boxes	0 24
Fry's "Monogram," ¼'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ¼'s, 1 doz. in box	2 40
" ½'s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ¼'s, 14-lb. boxes	
" ½'s, 12-lb. boxes	
Epps's Cocoa, case of 14 lb., per lb.	0 35
Smaller quantities	0 37½

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

¼ lb tins, ½ doz. to case	per doz.,	$ 90
½ " " 4 " "	"	2.40
½ " " 2 " "	"	4.75
1 " " 1 " "	"	9.00

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.

	Per lb.
Mott's Broma	$0 30
Mott's Prepared Cocoa, ¼s and ½-boxes	0 28
Mott's Breakfast Cocoa, ¼s in boxes	0 40
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caracas Chocolate	0 40
Mott's Diamond Chocolate	0 23
Mott's Navy Chocolate, ¼s in boxes	0 27
Mott's Cocoa Nibbs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross	1 00
Mott's Confectionery Chocolate	0 21 0 32
Mott's Sweet Chocolate Liquors	0 20 0 36

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 38
Vanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 27
Breakfast cocoa, ¼, ½, 1 and 5-lb tins	0 43
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 35
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5's, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 56

The above quotations are f.o.b. Montreal.

LOWNEY'S.

Breakfast cocoa—
6-lb. boxes, 12 boxes in case, 1-5-lb. tins. 45c.
6-lb. boxes, 12 boxes in case, ½-lb, tins. . 42c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins. . 42c.

Sweet chocolate powder—"Always Ready."
6-lb. boxes, 12 boxes in case, ½-lb tins. . 32c.

Premium chocolate—
6-lb bxs., 12 bxs. in case, ¼-lb. pkgs. . 34c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs. . 34c.
6-lb. bxs., 12 bxs. in cose, ½-lb. pkgs. . 36c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs. . 36c.

Medallion sweet chocolate—
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. . 48c.

Milk chocolate—
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. . 40c.

Tid-Bit chocolate—
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. . 25c.

Vanilla sweet chocolate—
3-lb. bxs. 24 bxs., in case, ¼-lb. pkgs. . 32c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. . 32c.

Diamond sweet chocolate—
6-lb. boxes, 12 bxs. in case, ½-lb. pkgs. . 19c.

Condensed Milk.

Anchor" brand, cases 4 doz., per case	$5 00
" evap. cream, cp. 4d. "	4 65

Borden's Condensed Milk Co.

Eagle" brand	$1.50
Gold Seal" brand	1 30
Peerless" brand evaporated cream	1 20

"Reindeer" Brand
Case (4 doz $5.60

Coffee.

"Bee" brand, 1 lb. tins, cases, 30 tins	9 00
" " 2 lb. tins, cases, 15 tins	8 70

THE EBY, BLAIN CO., LIMITED.

In bulk—	Per lb.
Club House	0 32
Royal Java	0 31
Royal Java and Mocha	0 31
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Fancy Bourbon	0 20
High Grade package goods—	
Gold Medal, 2-lb. tins	0 30
Gold Medal, 1-lb. tins	0 31
Kin Hee, 1-lb. tins	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars	0 30
English Breakfast, ground only 1-lb. tins	0 1?

JAMES TURNER & CO.

	Per lb.
Mecca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.

	Per lb.
"Old Crow" Java	$0 25
" Mocha	0 25
"Condor" Java	0 30
" Mocha	0 30

15-year-old Mandheling Java and hand-picked Mocha 0 50

1-lb. fancy tins choice pure coffee, 48 tins per case 0 20

Madam Huot's coffee, 1-lb. tins 0 31
" " " 2-lb. tins 0 30

100 lb. delivered in Ontario and Quebec.

Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" II, 40-lb. boxes	42½c.
" III, 80-lb. boxes	37½c.
" IV, 80-lb. boxes	35c.

S. H. & A. S. EWING'S.

	Per lb
Mocha and Java coffee, in 1-lb tins, 30-lb cases	32
Mocha and Java coffee, in 2-lb tins, 30-lb cases	29

Cheese.

Imperial—Large size jars	per doz.	$8 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	15 00
Small size	"	12 00
Roquefort—Large size	"	2 40
Small size	"	1 40

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co. Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c.

RECKITT'S BLUE and ZEBRA PASTE {Always give your Customers Satisfaction.

Undoubtedly there are other Starches offered to you of more or less merit, but the Starch that is known to **always** please your customers, is

EDWARDSBURG

"Silver Gloss"

(Never any complaint.)

Benson's Prepared Corn

is the healthiest and purest product and particularly adapted for Summer Cooking.

ASK YOUR JOBBER FOR SAME WHEN ORDERING AGAIN.

EDWARDSBURG STARCH CO'Y, Limited

ESTABLISHED 1858

53 Front St. East, TORONTO, ONT.

Works: CARDINAL, ONT.

164 St. James St., MONTREAL, P.Q.

Allison's Coupon Pass Book.

$1 00 to 3 00 books	3	cents each
5 00 books	4	"
10 00 "	5½	"
15 00 "	6½	"
20 00 "	7½	"
25 00 "	8	"
50 00 "	12	"

Cane's Clothes Pins.

UNITED FACTORIES, LIMITED.

Clothes pins (full count), 5 gross in case, per case	$0 62
4 doz. packages (12 to a case)	0 75
6 doz. packages (12 to a case)	0 95

Cleaner.

		Per doz.
4-oz. cans		$ 0.90
6-oz.	"	1.35
10-oz.	"	1.85
Quart	"	3.75
Gallon	"	10.00

Wholesale Agents.

The Davidson & Hay, Limited, Toronto.

Food.

	Per doz
Robinson's patent barley ½-lb. tins	$1 25
" " " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " " 1-lb. tins	2 25

Gelatine.

	Per gross.
Knox' No. 1 sparkling	$15 00
	Per doz.
" " " 6 doz., at	$ 1 30z.
" No. 3 acidulated, at	$ 1 50

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant " "	1 65
Other jams	1 90
Red currant jelly	2 75

T. UPTON & CO.

Pure Fruit Jams—	
1-lb. glass jars, 2 doz. in case, per doz.	$0 95
2½-lb. tin pail, 2 doz. in crate, per lb.	0 06½
5 and 7-lb. tin pails, 8 and 9 pails to crate, per lb.	0 06
7, 14 and 30-lb. wood pails, "	0 06
Pure Fruit Jellies—	
1-lb. glass jars, 2 doz. in case, per doz.	0 95
7, 14 and 30-lb. wood pails, per lb.	0 06
Home Made Jams—	
1-lb. glass jars (16-oz. gem.) 1 doz. in case, per doz.	1 50
5 and 7-lb. tin pails, per lb.	0 09
7, 14 and 30-lb. wood pails, "	0 09

BRAND & CO.

Brand's calf's foot	$3 50
Real turtle jelly	7 75

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" " 100 sticks	0 73
Dulce large cent sticks, 100 in box	....

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.	$3 70
3 cases "	3 60
5 cases or more	3 50

Matches.

UNITED FACTORIES, LIMITED. Per case.

Surelight (Parlor)	$3 50
Flashlight (Parlor)	5.75
Kodak (Sulphur)	3 80

WALKERVILLE MATCH CO.

	1 case.	5 cases.
Parlor—		
Imperial	$5 75	$5 50
Best	3 50	3 25
Crown	1 70	1 60
Maple Leaf	1 90	1 80
Knights	4 75	4 50
Sulphur—		
Club	3 90	3 70

Mince Meat.

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., 1-lb. tins, per doz.	$1 40
" ½-lb. tins "	2 50
" 1-lb. tins "	5 00
Durham 4-lb. jar, per jar.	0 75
" 1-lb. jar "	0 25
F. D., ½-lb. tins, per doz.	0 85
" ¼-lb. tins "	1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—	
½-lb. tins, per lb.	$ 0
½-lb. tins "	0 35
1-lb. tins "	0 32½
4-lb. jars, per jar	1 20
1-lb. jars "	0 35
Old Crow," 12-lb. boxes—	
½-lb. tins, per lb.	0 25
½-lb. tins "	0 23
1-lb. tins "	0 22½
4-lb. jars, per jar	0 70
1-lb. jars "	0 25

Orange Meat.

Cases, 36 15c. packages...$4.50

5 case lots.... 4.40 (Freight paid.)

Cases, 20 25c. packages... 4.00

5 case lots.... 4.00 (Freight paid.)

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand 1-lb. glass	$1 50
" " quart gem jars	3 40

T. UPTON & CO.

1-lb. glass jars, 2 doz. case, per doz.	$ 0 95
Home-made, in 1-lb. glass jars	1 50
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 06

Pickles.

STEPHENS'.

A. P. Tippett & Co', Agents.

Cement stoppers (pints), per doz.	$ 2 30
Corked "	1 90

Soda.

COW BRAND.

Case of 1-lb. containing 60 pkgs., per box, $3 00.

Case of ½-lb. (containing 120 pkgs. per box, $3 00.

Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.

Case of 5c. pkgs. (containing 96 pkgs.), per box, $3 00.

EMPIRE

"EMPIRE" BRAND.

Brunner, Mond & Co.

Case 120 ¼-lb. pkts. (60 lb.), per case, $2 70.

Case 96 10-oz. pkts. (60 lb. case, $2 80.

"MAGIC" BRAND.

	Per case.
No. 1, cases, 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " { 30 1-lb. " / 60 ½-lb. " }	2 75

No. 5 Magic soda—cases 100—10-oz. pkgs.

1 case	2 85
5 cases	2 75

"BEE" BRAND.

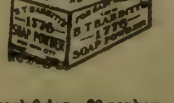
	Per case
"Bee" brand, 8 oz., cases, 120 pkgs.	
" " 10 oz., cases, 96 pkgs.	
" " 16 oz., cases, 60 pkgs.	$2 75

Soap and Soap Powders.

A. P. TIPPET & CO., Agents.

Maypole soap, colors, per gross	$10 80
" black	15 30
Oriole soap	10 80
Gloriola soap	13 00
Straw hat polish	10 80

BABBITT'S.



Babbitt's "1776" 100 6-oz. pkgs $3.50 per box. 5 boxes, freight paid and a half box free.

Babbitt's "Best" soap, 100 bars, $4 10 per box.

Potash or Lye, bxs. each 2 doz., $2 per box.

WM. H. DUNN, AGENT.

Two Lines That Lead.

A Vinegar with Advantages.

You want a brand absolutely pure. One which will keep a long time without deteriorating. One known for its delicate aroma and its excellent flavour. **Hill, Evans & Co.** (Worcester, Eng.), produce **the** one. A Malt Vinegar which is unapproached by any other for these essential properties. A Vinegar you may always rely upon.

Quinine Wine with a Reputation.

Robert Waters' Quinine Wine enjoys a 50-year reputation as the finest tonic known.

Export Agents—ROBT. CROOKS & CO., Botolph House, Eastcheap London, England.

CHASER SOAP.

1 case	$2 40
5 cases	2 30
10 cases	2 20
20 cases	2 10

5 per cent. 10 days or 60 days acceptance.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. cartons	$ 0 06½
No. 1 " " 3-lb. "	0 06½
Canada laundry	0 05½
Silver gloss, 6-lb. draw-lid boxes	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05½
Canada White Gloss, 1-lb. pkgs.	0 05½
Benson's enamel....per box 1 25 to	2 50
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 07
Canada Pure Corn	0 05½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps	0 08½

BEE STARCH CO., MONTREAL.

"Bee" brand, cases, 64 packages. 5 00

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 05½
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 06½
Barrels, 200 lb.	0 05½
Kegs, 100 lb.	0 05½
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 45 cartons, per case	3 50
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 05½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 07
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.	0 07

ST. LAWRENCE STARCH CO., LIMITED.

Ontario and Quebec.

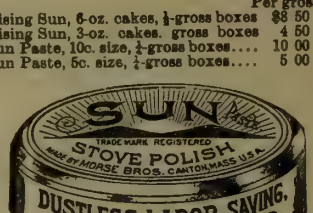
Culinary Starches—	
St. Lawrence corn starch, 40 lb	0 07
Durham corn starch, 40 lb	0 05½
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 06½
" 3-lb. cartons, 36 lb.	0 06½
" 200-lb. bbl.	0 05½
" 100-lb. kegs	0 05½
Canada Laundry, 40 to 46 lb.	0 05½
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 05½

OCEAN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

Stove Polish.

	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$8 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00



	pr. dz.
Enameline No. 4, bxs., ea. 3 dz.	0 38
Enameline No. 6, bxs., ea. 3 dz.	0 65
Enameline liquid, bxs, ea. 3 doz.	0 75
Blackene, 5-lb. cans, per lb.	0 10

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

	Per case.
Enamelled tins, 2 doz. in case	$2 40
Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 90
5 " 1 " "	2 35
10 " ½ " "	2 25
20 " ¼ " "	2 10

(10 and 20 lb. tins have wire handles.)

"BEAVER" BRAND.

	Per case.
1 gal. tins, square, 6 in case	$4 40
½ gal. tins, round, 12 in case	4 50
¼ gal. tins, round, 24 in case	4 60

SMALL'S BRAND—Standard.

	Per case.
1 gal. tins, square, 6 in case	$4 70
½ gal. tins, round, 12 in case	4 90
¼ gal. tins, round, 24 in case	5 30

Teas.

SALADA CEYLON.

	Wholesale.	Retail.
Brown Label, 1's	$0 20	$0 25
" ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60

Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c	$0 19
" " ½-lb. " "	0 20
Blue Label, retail at 30c	0 22
Green Label. " 40c	0 28
Red Label, " 50c	0 35
Orange Label, " 60c	0 42
Gold Label, " 80c	0 55

Cases, each 60 1-lb.	$0 35
" " 60 ½-lb. }	0 35
" " 30 1-lb. }	
" " 120 ½-lb.	0 36

LUDELLA CEYLON, 1's AND ½'S PKGS.

Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

"CROWN" BRAND.

	Wholesale.	Retail.
Red Label, 1-lb. and ½s	$ 0 35	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½s	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—	
"Condor" III 80-lb. boxes	$0 35
EMD AAA Japan, 40 lb " at	0 36
" AA " 40 "	0 34
Blue Jay, basket fired Japan, 70 lbs.	0 30
"Condor" IV 80-lb. "	0 32½
" V 80-lb. "	0 30
" XXXX 80-lb. boxes	0 25
" XXXX 30-lb. "	0 26
" XXX 80-lb. "	0 22½
" XXX 30-lb. "	0 23½
" XX 80-lb. "	0 20
" XX 30-lb. "	0 21
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 28½

Black Teas—"Nectar" in lead packets	
Green Label.....retails	0 26 at 0 20
Chocolate Label.... "	0 35 at 0 25
Blue Label..... "	0 50 at 0 36
Maroon Label..... "	0 60 at 0 45
Fancy tins—Chocolate, 1-lb	0 32½
" " —Blue, 1-lb	0 42½
" " —Maroon, 1-lb	0 50
" " —Maroon, 1-lb	1 50

"Condor" Ceylon black tea in lead packets

Green Label, ⅛s, ¼s and 1s, 60-lb. cases.....retail	0 25 at 0 20
Grey Label, ⅛s, ¼s and 1s, 60-lb. cases.....retail	0 30 at 0 23
Yellow Label, ⅛s and 1s, 60-lb. cases.....retail	0 35 at 0 26
Blue Label, ⅛s, ¼s and 1s, 50-lb. cases.....retail	0 40 at 0 30
Red Label, ⅛s, ¼s and 1s, 50-lb. cases.....retail	0 50 at 0 34
White Label, ⅛s, ¼s and 1s, 50-lb. cases.....retail	0 60 at 0 40

Black Teas—"Old Crow" blend—

Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1 per lb.	0 35
No. 2 "	0 30
No. 3 "	0 25
No. 4 "	0 20
No. 5 "	0 17½

LIPTON'S TEA (in packages).

Color of Label.	1 lbs & ½ lbs. per lb.	Sold ¼ lbs. for per lb.
Ceylon-India, Ex. ch'st A Yellow	45	47 70
" " B Red	40	42 60
" No. 1 C Pink	35	37 50
" 2 C Orange	28	40
" 3 C L. Blue	22	30
" 4 C L. Green	20	

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 3½s, 5s. and 10s	$0 39
" Amber, 8s. and 3s	0 50
Chewing—Stag, bars, 10½oz.	0 43
" Bobs, 5½s. and 11s	0 44
" " 10½ oz. bars, 6s.	0 44
" Currency, 12 oz. bars, 12s	0 47
" " 6½s. and 12's	0 47
" Old Fox, narrow, 12s	0 47
" Snowshoe, 14½oz b'rs, sp'c'd 6½	0 51
" Pay Roll, 7s and 6½s	0 52
" Fair Play, 8s and 13s	0 53

Vinegars.

E. D. MARCEAU, Montreal.	Per gal.
EMD, pure distilled, highest quality	$0 30
Condor, pure distilled	0 25
Old Crow	0 20

Special prices to buyers of large quantities

GRIMBLE'S MALT.

Bulk, ½-casks, 25 gals	$5 45 $10 95
" casks, 60 "	10 25 22 45
Bottles, cases, 3 doz.	3 25 4 40

Washing Powder.

FAIRBANK'S GOLD DUST.

Five cases assorted—	
24 25c. packages	$4 85
100 10c. "	7 00
100 5c. "	3 90

Freight prepaid.

Cane's Woodenware.

UNITED FACTORIES, LIMITED.

	Per doz.
Washboards, Victor	$1 35
" Crown	1 45
" Improved Globe	1 60
" Standard Globe	1 70
" Original Solid Globe	2 00
" Superior Sld. Bk. Globe	2 15
" Jubilee	2 10
" Pony	0 95
Diamond King (glass)	3 10
Tubs, No. 0	10 50
" " 1	8 50
" " 2	7 00
" " 3	6 50
Pails, No. 1, 2 hoops	1 75
" "	1 90

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case	$1 05
Gillett's cream yeast, 3 doz.	1 05
Jersey cream yeast cake, 3 doz. 5c.	1 00
Victoria " " 3 doz. 5c.	1 00
" " " 2 doz. 10c.	1 00

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The Organ of the Grocery, Provision and kindred Trades of the Antipodes.

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use "BM" Bicarb Soda.

The Best Baking Powder

contains "BM" Bicarb Soda.

The Druggists and Chemists

handle "BM" Bicarb Soda.

The Purest Soda Water

is made from "BM" Bicarb Soda.

Do these facts convince?
Grocers, be guided accordingly when determining "What Brand."

WINN & HOLLAND, MONTREAL. | *Sole Agents for Canada.*

"ACME" TABLE SALT

Ask your wholesale grocer for it. Put up in 24 3-lb. cartoons in a case, and in 50-lb. box.

TORONTO SALT WORKS, Toronto, Ont

THE PEOPLE OF

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are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.

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We make them in all shapes and sizes. We have

Patent Strawboard Berry Box Grain and Root Baskets, Clothes Baskets, Butcher Baskets,

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

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Oakville Basket Co.

Oakville, Ont.

You are Interested in Something.

Why not get the best items that are printed on the subject.

We read and clip thousands of newspapers every week — therefore we can equip you **speedily** and **economically** for a debate, speech, lecture, essay or anything else requiring up-to-date information and more of it than your competitors are likely to get.

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McLAREN'S

COOK'S FRIEND BAKING POWDER.

The Best Grocers make a point of Keeping it always in Stock.

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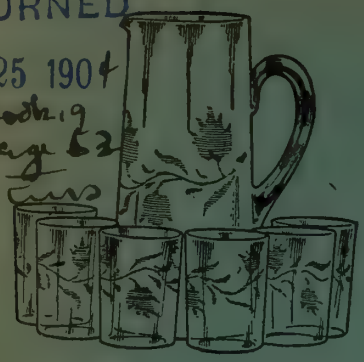

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FULL LINE OF

Water Sets Water Jugs and Tumblers.

All kinds, styles and prices. Send card for circulars. **Have you enough Fruit Jars?**

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TORONTO and WINNIPEG.

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Good Mince Meat means good business for you.

Wethey's Mince Meat

sells on its merits. You don't have to push it. Just let your customers know you have it in stock and it sells itself. Most people know the goodness of Wethey's Mince Meat. One try is enough to convince anyone.

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ORANGE, LEMON, CITRON and MIXED (O. L. & C.)

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A Weekly Newspaper Devoted to the Grocery, Provision and Food Stuffs Trades of Canada.

VOL. XVIII. MONTREAL AND TORONTO, JUNE 24, 1904. NO. 26

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Sales are increasing all over Canada.
New Buyers are cropping up everywhere.
You cannot afford to be without

ROBINSON'S PATENT BARLEY

Raised on It.

HAVE YOU CAPPED

YOUR STOCK OF

PICNIC GOODS

WITH A SUPPLY OF

PINEAPPLE WAFER BISCUIT?
The latest thing in biscuits

Christie, Brown & Co., Limited, Toronto and Montreal.

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DOMINION LICORICE & NOVELTY CO.
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Y. & S., SCUDDER, and M. & R. Brands of PURE STICK LICORICE, Acme Licorice Pellets, M. & R. Wafers in bags, Licorice Lozenges, and a full line of Licorice Specialties, including the celebrated soft licorice lines sold under the Company's brands as follows: THE FLEXIBLE LICORICE, THE PLIABLE LICORICE, THE ELASTIC LICORICE.

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106-116 John St., 227-237 Plymouth St., } Brooklyn, N.Y.
Illustrated Catalogue on request.

The Auer Gas Lamp

"Turns night-time into day-time."

New Models. Lower Prices.

Would you buy a lamp which doesn't smell or smoke?

Would you buy a lamp which will save you half your expense for coal oil?

Would you buy a lamp which shows your goods in daylight colors?

No. 29
200 Candle Power.

Would you buy a lamp which you can return, for full price, if you don't like it?

That's the kind of a lamp we make.

EVERY LAMP GUARANTEED

Write for our Catalogue and Discounts.

AUER LIGHT CO., 1682 NOTRE DAME ST., MONTREAL.

"Let the GOLD DUST twins do your work."

Welcome **GOLD DUST!**

Better for clothes, dishes, pots and pans, floors and doors—and yet more economical. GOLD DUST drives dirt before it—makes everything clean and bright—lessens the housewife's cares. With GOLD DUST'S aid wash-day ceases to be "Blue Monday." It makes it possible to have snow white clothes without rubbing them to pieces on the washboard.

THE N. K. FAIRBANK CO., - - Montreal.

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MACARONI

(Genuine French)

Made in a Model Factory, absolutely new and up to date. Made only from the finest Taganrog Russian Wheat—the only wheat from which the finest quality of Macaroni can be made. Nothing better can be produced.

ARTHUR P. TIPPET & CO., Agents,

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OF . . .

"HALIFAX" and "ACADIA"

BRANDS of PREPARED COD FISH

IS DELICIOUS

Do your customers know about it?
They would buy lots of the Fish if they did!
Don't you think it would pay to talk about it to them?
Let them experience it once and it will be dollars in your pocket afterwards.

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DATE WINE VINEGAR

IS

Perfection Itself.

The Only Date Wine Vinegar in the World.

Made from the juice of fresh dates. It is of fine golden color, and always retains its clarity. Absolutely pure, wholesome and healthful.

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Prepared by Societe Suisse d'Industrie Laitiere, Yverdon, Suisse.

Guaranteed perfectly pure, full cream, completely sterilized and germless. Gold Medals, International Exhibition, Paris, 1900. As used by the British Navy, the British Army, the India Office, H. M. Colonial Governments, London School Board, etc.

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THEY EARN THEIR COST

while you pay for them.

SOLD ON EASY MONTHLY PAYMENTS.

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164 King Street West, Toronto, Canada.

Manufacturers of...

DAYTON COMPUTING SCALES.
MONEY-WEIGHT SCALES.

SOCKEYE SALMON

"Sovereign" and "Lynx" Brands

ARE THE CHOICEST IN THE MARKET.

EVERY TIN GUARANTEED.

TO BE HAD OF ALL GROCERS.

Paid For Itself.

C. WILSON & SON, Limited, Scale Manufacturers,
TORONTO. HAMILTON, MAR. 19th, 1903.

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I have used your **BALL-BEARING COMPUTING SCALE** for several years now and I believe it has paid for itself a good many times over during that period. Most of my profits went to my customers in overweights in the past. Now I have a little left for myself.

Yours truly, ———

One of a hundred similar testimonials secured by us. Let us put you on the same road to prosperity. Catalogue free for the asking.

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SODAS

Bicarb
Sal
Concentrated Sal
Caustic

EVERYWHERE KNOWN TO BE THE BEST.

WINN & HOLLAND, Sole Agents for Canada, **MONTREAL**

—Value is always given to your
—customers when you sell them

JAPAN TEAS

value in the draw, value in health, value in the purse—

Japan Teas have a distinctly fine flavor, aroma, purity, and healthfulness, possessed by teas of no other country. Interest your trade in

JAPAN TEAS

CORKS——

—We have special job lots of Grocery Corks, all sizes and shapes.
—Will be pleased to submit samples and prices suitable for grocery
—trade. You are often asked for corks; why send your customers to
—the drug stores when you can supply them?

S. H. EWING & SONS Toronto Branch, 59-61 Front St, East

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Telephone Bell Main 65.
" Merchants 522.

TELEPHONE MAIN 1961
Telephone orders receive prompt attention.

We have recently taken up the manufacture and sale of the

Templeton Cheese Knife

It is the greatest device for merchants retailing cheese. "Soon pays for itself," the testimony of everyone who has used the machine for the past year.

KEEPS CHEESE FRESH
SAVES FROM WASTE
EASY TO OPERATE
PLEASES EVERY CUSTOMER

Sold on easy terms. Write us for particulars.

The Computing Scale Co. of Canada, Limited, - 164 King St. West, Toronto.

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THE FUNDAMENTAL BASIS

of the successful selling of Tea Rose Drips is the very high excellence of the product — Pure Cane Sugar Syrup.

ROSE & LAFLAMME, Agents,
MONTREAL.

Are You Looking For a Saleable Specialty

that will satisfy your customer and make money for you?

Paterson's Worcester Sauce

exactly fulfills these requirements.

ROSE & LAFLAMME,
AGENTS,
MONTREAL.

FACTS ABOUT CEYLON

GENERALLY speaking the climate is of Indian character, and two Monsoons in the year supply water to the uplands, whence it finds its way down to the sea in streams of no importance.

Thus it is that the interior—the home of the tea estates—is made ideal for the cultivation of tea. CEYLON TEAS are unrivalled in everything that makes for a perfect tea. The Canadian Grocer should encourage the sale of the best tea.

Black or Green

BUY

Star Brand

COTTON CLOTHES LINES

— AND —

COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.

For sale by all Wholesale Dealers

See that you get them.

IF FLIES CARRY DISEASE

AS YOUR CUSTOMERS WELL KNOW

WILL IT NOT offend your patrons if you offer them fly-blown and fly-specked goods?

WILL IT NOT be good policy on your part to spread out a few sheets of **Tanglefoot** in your store and shop windows to show that you are anxious to please your trade with clean, wholesome goods?

WILL IT NOT make you many profitable sales to keep **Tanglefoot** constantly at work within sight of every person who enters your store?

A Two Cent Mistake

Don't amount to much in any business, but the striking point is that a clerk is just as liable to make a mistake of $2.00 as he is of two cents, and a few mistakes like this would pay for enough of Allison's Coupon Books to last a year or more. With these books mistakes are impossible.

IF A MAN WANTS CREDIT

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. **NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING.** There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

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ALLISON COUPON CO., Manufacturers, Indianapolis, Indiana.

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AGENTS REQUIRED in Canada and United States to sell and obtain wholesale orders for **Ceylon Black and Green Teas** on commission. Apply,

"COMMISSIONER,"

CANADIAN GROCER,

88 Fleet Street E.C. London, Eng.

COX'S SPARKLING GELATINE

FAMED for SIXTY YEARS

Gives a bright Transparent Solution and is

Always Uniformly Strong, and always trustworthy.

Sold in shredded form in well-known checkerboard boxes.

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D. MASSON & Co., Montreal.
ARTHUR P. TIPPET & Co., Toronto, St. John's, N.B., and Montreal.

BURLINGTON CANNING CO.,

Burlington, Ont. Limited,

We are sellers of **QUALITY**

Gallon Apples, FIRST

Spies,

Baldwins,

PUMPKIN, CATSUP, PORK and BEANS in all forms.

Greenings.

The best are the cheapest.
Why not have the best?

WRITE FOR QUOTATIONS.

"Royal" Salad Dressing

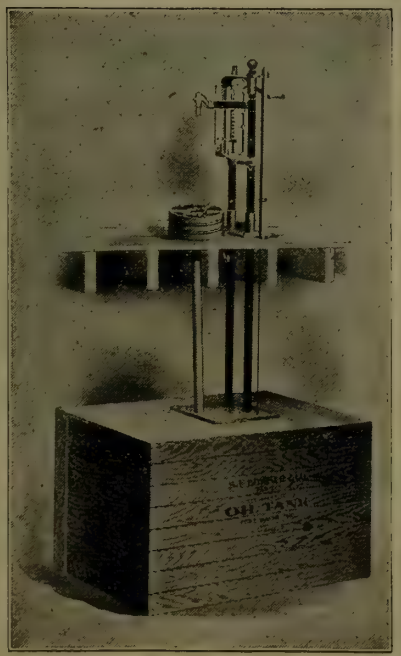
Every detail of manufacture, all materials used and the circumstances governing the production of "**ROYAL**" **SALAD DRESSING**, combine to make it the most popular salad dressing sold.

A carload of "**ROYAL**" **SALAD DRESSING** went through Buffalo on Saturday, en route for New York City.

New Yorkers know good stuff. Made only by

The Horton-Cato Mfg. Co.,

DETROIT, MICH., - WINDSOR, ONT.



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IT PUMPS AND MEASURES AN ACCURATE GALLON, HALF-GALLON, OR QUART AS DESIRED DIRECTLY INTO THE CUSTOMER'S CAN WITHOUT THE USE OF MEASURES OR FUNNELS.

Save Time and Valuable Space

This can be done by installing a

BOWSER SELF MEASURING THREE MEASURE OIL TANK

with tank in cellar and pump on store floor, and so do away with running down cellar or to a back room each time oil is drawn. It saves in other ways as well. Let us tell you more. Write for Catalog "B" to-day.

IT'S FREE

S. F. BOWSER & CO. FORT WAYNE, IND.

The Favorite

"Sterling" Brand Pickles

for Picnics

Always cater to the trade that is timely and in season. In the good old summer time, now with us, the picnicing season is at its heighth, and an essential of every picnic basket is a good supply of our pickles and relishes.

—See that you are well stocked
—with Sterling Pickles, Canadian
—Relish, South Africa Relish,
—Chili Sauce, Royal Club Sauce
—and our popular Sweet Pickles.

The T. A. LYTLE COMPANY, Limited
124-128 Richmond St. West, TORONTO, Can.

Starch for the people

"SAN-TOY" LAUNDRY STARCH

for fine quick work
SAN-TOY Starch
is a revelation
to the housekeeper – less labor, finer gloss, more lasting finish than any starch on the market.
Costs you less than other starches, pays you better profit.

Write for sample pkge. and prices and convince yourself.

J. H. MAIDEN
Agent MONTREAL

PORK AND BEANS

WHY NOT GET THE BEST?

"RED CROSS"
"LITTLE CHIEF"
"AYLMER" "LOG CABIN"
"DELHI"
"SIMCOE"

ARE THE BEST.

PRICE LOWEST. QUALITY HIGHEST.

Write your wholesale house TO-DAY for prices on any of the above brands.
They will interest you.

DON'T GAMBLE

with your trade by giving them inferior goods. Take no chance, handle the best every time. It will pay you to do this.

JAMES' DOME BLACK LEAD

without doubt the best black lead on the market.

W. G. A. LAMBE & CO., Canadian Agents.

LIPTON'S TEAS

HAVE THE LARGEST SALE IN THE WORLD.

Over 93,000,000 Packets were sold during 1903.

SOLD ONLY IN AIR-TIGHT CANS, NEVER IN LEAD PACKETS.

LIPTON'S TEAS are far more popular in Canada than any other teas carried by the grocer. The only teas in Canada offered to the grocer direct from the tea gardens—packed by the grower.

AGENTS IN MONTREAL—**Laporte, Martin & Cie., and all wholesale grocers.**

AGENTS IN TORONTO—**Canada Grocers, Limited, and all wholesale grocers**

THOMAS J. LIPTON, 39 Pearl Street, New York City.

DON'T BE BEHIND THE TIMES

ALL THE UP-TO-DATE TRAVELLERS HANDLE

MYERS SPICE for Horses, Cattle, Poultry, etc.

WHY! Because they know it is pure and the best to be had. Also they want their customers to have a genuine article and a ready seller.

Write ***MYERS ROYAL SPICE CO., Niagara Falls, Ont.,*** for further particulars.

AURORA CORN SYRUP

A Pure Golden Syrup Made from Golden Grain. A Great Spread for Daily Bread.

Better in flavor and purity than any other.

Good for everybody. A pleasant surprise to all.

2-lb. tins, cases, each 24 tins, $1.90 per case.
5 " " " 12 " 2.35 "
10 " " " 6 " 2.25 "
20 " " " 3 " 2.10 "

Freight paid on 5-case lots. Price subject to change without notice.

Ask our travellers about our Pure Maple Syrup.

W. H. GILLARD & CO., Wholesale Grocers, - HAMILTON.

Branch CANADA GROCERS LIMITED.

WOOD'S BOSTON COFFEES
THOMAS WOOD & CO.
IMPORTERS AND ROASTERS
BOSTON, MASS.
PURITY, UNIFORMITY AND EXCELLENCE GUARANTEED.

About Judgment.

A man's judgment is part and parcel of his fortune.

To possess an unerring judgment is to achieve success in any walk of life.

The Grocer who buys and sells **WOOD'S COFFEES** gets the best goods, but is not obliged to pay extra for the skill and judgment which have been acquired to bring them to their present perfection.

Purity and uniformity in all grades is the watchword.

Canadian Factory and Salesroom,

No. 428 St. Paul St., MONTREAL.

WOOD'S BOSTON COFFEES
THOMAS WOOD & CO.
IMPORTERS AND ROASTERS
BOSTON, MASS.
PURITY, UNIFORMITY AND EXCELLENCE GUARANTEED.

J. M. DOUGLAS & CO., Montreal

Manufacturers.

The BEST Laundry Blue!

Gives the best profit!

To be had from
THE EBY, BLAIN CO., Limited, TORONTO,
and other leading firms.

DOMINION BROKERAGE CO.,
TORONTO
Selling Agents.

WESTERN BOARD OF TRADE CONVENTION

The first Board of Trade Convention of the Northwest Territories, held in Calgary, Alta, June 15-16, 1904.

THE latest milestone marking the forward course of commercial development and consolidation in Western Canada is the inauguration of the first Board of Trade Convention, which took place at Calgary, Alta, on June 15-16, 1904. Fifty-seven delegates, representing the leading business men of the section bounded by Winnipeg on the east, Nelson, B.C., on the west, Edmonton on the north, and Cardston on the south, were present at the opening meeting, as well as staff representatives of the daily papers of Winnipeg, Toronto, Montreal, Vancouver and St. Paul, Minn. No more substantial testimony is necessary to the industrial significance of the convention which it is calculated will solidify for united action thousands of the leading business men of the Northwest Territories, wherever the promotion of the West is concerned, whether it be in finance, commerce or agriculture. The Grocer is indebted to the Weekly Herald, Calgary, for a full report of the first day's proceedings.

Opening Address.

In greeting the visitors and outlining the purpose of the congress, W. H. Cushing, acting in the capacity of temporary chairman, spoke as follows: Gentlemen: I esteem it a high honor, as well as a great pleasure, to extend to this large and representative gathering the hearty greetings of the Calgary Board of Trade, and to welcome you to our city.

In the month of January last year a letter was sent by the Calgary Board of Trade to as many sister organizations in the Territories as we had record of, inviting expressions of opinion as to the feasibility of holding a convention of delegates from such bodies at a central point in the West. Responses were received from many of these organizations favoring the proposal, and Calgary was suggested as a suitable place for the first convention, the next place of meeting to be decided at each convention. These, in brief, are the events that led up to the Calgary Board of Trade taking the responsibility upon itself of calling this convention.

It would be difficult, I think, I may say impossible, to estimate the value of a convention of this nature, representing as it does the business interests of a vast country with limitless possibilities and resources. We have with us representatives from Manitoba on the east and British Columbia on the west, and from all parts of the Territories, which comprise the largest part of our great Dominion.

It appears to me that such an important gathering for the purpose of discussing questions that are of vital interest to all parts of the country we represent cannot help but establish a strong bond of fellowship between the business men of all parts of this vast country and materially assist us to acquire a broader, more intelligent and more sympathetic view of the commercial and economic disabilities each section of this vast country labors under and the difficulties that confront the various branches of industry represented in our midst. Under the circumstances, the deliberations of this convention should be a potent factor in helping to build up a solid and vigorous national life. While the commercial interests of a country may not be the greatest factor in the upbuilding of a nation, it is certainly one of the greatest, and requires the best consideration of the best minds the country can produce. There are many sides to the questions involved in establishing a good, sound commercial life in a new country and I know of no better way to assist in this great work than for those who are engaged in trade and commerce to gather at stated periods for the purpose of intelligently discussing and considering ways and means to accomplish the end aimed at. With this object in view, the Calgary Board of Trade has now taken the first step towards organizing what we devoutly hope will become an annual event, second to none in importance in the West. Whatever the final outcome of this action may be, it is extremely gratifying to the board that we have met with such a hearty response from all parts of the Territories, as well as from Manitoba and British Columbia."

Delegates.

Following were the delegates present at Wednesday morning's session:

Calgary—W. H. Cushing, J. J. Young, M.L.A.; A. Allan, R. B. Bennett, M.L.A.; A. E. Cross, Wm., Pearce, D.L.S.; M. Morris, C. W. Peterson, Dr. Lafferty, Mayor Ramsay.

Cardston—W. C. Simmons, Mark Spencer.

Didsbury—J. E. Stauffer, B. J. Smith.

Edmonton—J. H. Morris, G. W. Lines, Wm. Short, K. W. McKenzie, J. A. MacDougall.

Grenfell—John Walker.

Indian Head—A. McCaul, Jas. Conn.

Innisfail—J. E. Faudry, H. M. Stewart.

Lacombe—C. T. Daykin.

Lethbridge—M. Barford, L. M. Johnston, Dr. DeVeber.

Maple Creek—John Dixon, W. R. Abbott.

Medicine Hat—David Milne, Thos. Tweed. C. R. Mitchell.

Moose Jaw—Wm. Grayson, D. McLean, G. K. Smith.

Moosomin—E. M. Saunders.

Olds—Geo. H. Cloakey.

Ponoka—Eugene Rhian.

Prince Albert—Judge McGuire.

Raymond—A. E. Moore, G. W. Green.

Red Deer—H. H. Gaetz, R. L. Gaetz, J. L. Crawford.

Regina—H. F. Mytton, H. W. Laird, Jas. Balfour.

Strathcona—J. M. Douglas, Jno. McFarland.

Wapella—Wm. J. Tudge, E. S. Zingg.

Weyburn—T. H. Blacklock.

Wetaskwin—J. F. F. Fowler, H. H. Morgan, V. C. James.

Yorkton—J. A. Magee.

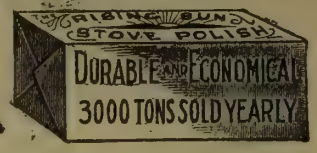
Golden—F. W. Jones.

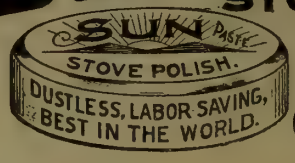
Saskatoon—M. Isbister.

Mayor Ramsay's Address.

Mayor Ramsay addressed the convention briefly and on behalf of the

RISING SUN STOVE POLISH IN CAKES
WELL KNOWN AND RELIABLE





SUN PASTE STOVE POLISH IN TINS
GUARANTEED TO THE TRADE

Our packages are larger and more attractive in style than any others.
The quality of our goods is superior to anything else on the market.

MORSE BROS., Proprietors, Canton, Mass.

For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

city tendered them the freedom of the community. He declared the occasion pregnant with the cordial spirit of the west, and predicted much substantial benefit to all the towns participating. He prefaced his remarks by alluding to the amazing industrial development of the Territories and expressing the conviction that the present activity in all business circles is a fair indication of the bright future of Western Canada.

R. B. Bennett, of Calgary, nominated Thos. Tweed, of Medicine Hat, chairman and J. W. Morris, of Edmonton, and H. W. Laird, as vice-chairmen. The motion was adopted.

Chairman Tweed suggested a committee on resolutions immediately and an adjournment until the various subjects on the programme could be informally discusssed. The convention adjourned until 2.30, while the committee at once went into session.

Resolution Committee.

The Resolution Committee held an animated session. An elaborate programme was sifted and arranged.

It was moved by Thos. O'Brien, of the Golden Board of Trade:

Resolved,—That in the opinion of this convention a duty of $2 per thousand should be imposed upon American lumber entering Canada, under such conditions and restrictions as will absolutely prevent any increase in price arising by reason of the imposition of such duty as aforesaid.

A resolution was favored introduced by D. T. Daykin, of Lacombe, that the Government stock certain lakes of the Northwest with white fish. Buffalo, Gull, Pine and other lakes in Alberta were included.

W. J. Tudge, of Wapella, urged that every man having the best interests of the country at heart should try to keep out of the convention all political questions. This was apparently the sentiment of the committee.

It was recommended by the committee that in future meetings all resolutions intended to be introduced should be in the hands of the secretary ten days before the meeting.

The subject of immigration and of closer scrutiny of undesirable classes of new citizens received the serious attention of the committee. H. C. Alexander, of Winnipeg, on behalf of the Western Canada Immigration Association, was granted permission to address the meeting on the progress of the organization.

It was the sense of the committee that a line of action should be decided on that would absolutely prevent any subject being passed upon by the convention without proper notice. To this end it was suggested that topics of prime importance should be scheduled to come up at certain hours, regardless of discussions that might be on at that time.

William Short, Mayor of Edmonton, introduced a resolution declaring that in the opinion of the convention the development of the resources of the Territories amply justifies and urgently requires the immediate and rapid construction of the projected Canadian Northern and Grand Trunk Pacific. The committee favored sending it to the convention.

The following resolution of great importance to Calgary was introduced by William Pearce, D.L.S., and favored by the committee:

"That it is highly desirable that as soon as possible a thorough investigation be made into the probability of the C.P.R. ports under present conditions being made the outlet to European markets for the grain, dairy products, cured and dead meats, for the western portion of the Northwest Territories.

"That with the completion of the Panama Canal the territory that will be economically tributary to said ports for the above mentioned shipments will be very largely extended.

"That for shipments to Asia, Australia and South Africa, those ports are the natural and cheapest outlet.

"It is therefore urged that the whole question of present and probable future traffic through these ports be closely studied.

"With that in view, it is urgent that this subject be brought forcibly to the attention of the transportation commission appointed by the Federal Government, at present investigating Canadian transportation problems, and that said commissioners be requested so far as may lie in their power, to thoroughly investigate and report on this subject.

"That a copy of this resolution be submitted to the Federal Government with a request that as far as may be possible effect be given to it."

Report on Resolutions.

Following is the report of Committees on Resolutions and Procedure, presented to the convention this afternoon:

Your Committee on Resolutions and Procedure met this morning and considered resolutions now before the convention as well as necessary rules of order. Your committee submits the attached programme, which contains the resolutions now before the convention. Your committee would recommend that no further resolutions be accepted, and

ARE YOU IN LINE?

We find our sale of Diamond Crystal Salt *increasing every day.* The quality is second to none and is making friends for us every day. We carry all sizes in bags and barrels for use for table, dairy or cheese. "The Shaker" package is a nice handy 10c. line, ready to use and guaranteed against caking.

Also Higgins' English Salt in 14 lb. and 56 lb. bags.

JUST IN—Full line Rowat's Pickles, all sizes.

LUCAS, STEELE & BRISTOL, Wholesale Grocers, **Hamilton.**

Selected Valencias

AND

Filiatra Currants

Our stock is heavy and intending purchasers will do well to consult us

JAMES TURNER & CO.

BRANCH CANADA GROCERS LIMITED

HAMILTON

"HOT SCOTCH"

The public have a **perfect right** to be **particular** about **what they drink.** It is most **important** therefore to **insist** that the **universal beverage** should be most carefully **selected.** The **best "Hot Scotch"** in the world is **"Tartan" Tea.**

Selected by specialists.
Blended by experts.
Sold on honor.

—SOLE AGENTS—
BALFOUR & CO., Hamilton, Canada.

LEAD PACKETS—½-lbs. and lbs., 3-lbs. and 5-lbs.

GREEN, MIXED and BLACK—**25c., 30., 40c., 50c. per lb.**

The only place to buy "Tartan" goods—

The best that is—"TARTAN" TEA, "TARTAN" CANNED GOODS.

BALFOUR & CO., Branch Canada Grocers Limited, Wholesale Grocers . . . . . **HAMILTON.**

LONG DISTANCE ONLY, 596.

TEAS

We are offering exceptional value in all grades of Tea—

INDIA **HYSON**

CEYLON **JAPAN**

Our lines of Green Ceylon (Japan Style) surpass anything hitherto offered.

Communicate with us or see our travellers before buying. It will pay you.

THOS. KINNEAR & CO., Wholesale Grocers, **49 Front St. E., Toronto**

MacLaren's Imperial

is one of the most pleasant and healthy foods for summer use. See that your customers are supplied with it during these warm months. Its excellent keeping qualities make it most desirable for camp or summer resort.

A. F. MacLAREN IMPERIAL CHEESE CO., LIMITED

Manufacturers and Agents,

51 COLBORNE ST., TORONTO, ONT.

also that should it be decided to arrange for any future convention that the Committee of Arrangements be requested to notify all boards of trade to the effect that no resolution can be accepted after ten days prior to the opening of such convention.

At the session on Thursday, June 16, the convention recommended the formation of good roads organizations on lines similar to the organizations in provinces of the east, to act in conjunction with the Territorial Department of Public Works. They decided to do nothing regarding the exclusion of the United States currency, and to urge on the transportation commission the great importance of improving the navigation of the Saskatchewan River. Mr. Jones, of Golden, was not present to answer to his name, and the resolution on the paper advocating a duty of $2 per thousand on American lumber coming into Canada did not come up. A resolution was passed urging upon the C.P.R. the need of annual excursion trains east during the Summer months.

In the evening the Calgary Board of Trade tendered a banquet to the visiting delegates, who attended in large numbers. The function was a brilliant one, and the entertainment provided such as to win golden opinions of the city and its people from every guest present.

MAPLE SUGAR.

We draw attention to D. Rattray & Son's advertisement, offering pure Beauce maple sugar in lots to suit purchasers. D. Rattray & Sons are the largest exporters of maple sugar in Canada, and any merchant requiring the "genuine article" should communicate with them. They have recently placed several carloads for shipment to the United States.

VINEGAR

It will pay you to give your trade the best—"Imperial"—a pure spirit vinegar of unequalled flavor and full strength. We invite your order.

THE DAVIDSON & HAY LIMITED
WHOLESALE GROCERS, TORONTO

Business Changes

ONTARIO.

THE assets of A. Albien, general merchant, Glen Robertson, were advertised to be sold by auction on June 20.

James S. Watt, grocer, Gananoque, is dead.

E. A. Rikley, baker and confectioner, Napanee, is dead.

E. W. Hazlett, grocer, Dresden, has sold out to J. T. Bryden.

C. E. Warren, confectioner, Blenheim, has sold out to E. W. Knight.

J. W. Shelly, confectioner, etc., St. Thomas, has sold out to Wm. Vair.

J. McInerney, cigar manufacturer, Hamilton, has sustained a loss by fire.

D. Rush, dealer in groceries, fruits, etc., Wingham, has sold out to J. T. Lamonby.

Rutledge Bros., grocers, etc., Fort William, have sold their shoe stock to W. H. Hardy.

West & Bonskill, millers, Wallaceburg, have dissolved partnership. Mr. West continues in business.

D. Buckley, grocer, Cornwall, has assigned to J. Buckley; meeting of creditors announced for June 27.

N. McInnis & Co., general merchants, Tiverton, have been burnt out; loss partially covered by insurance.

Cutt & McEwen, grocers, Goderich, have dissolved partnership. The business is continued by J. J. McEwen.

Hopper & Brown, grocers, Ottawa, have dissolved partnership. The business is being continued by G. Hopper.

The Wilson Macfarlane Co., of Peterboro, dealers in crockery and silverware, have assigned to J. S. McMahon.

The stock of J. Halligan & Co., dealers in groceries and liquors, Kingston, has been damaged by fire; loss covered by insurance.

A meeting of creditors of the Wilson Macfarlane Co., of Peterboro, dealers in crockery and silverware, was announced for June 24.

J. E. Deitch, grocer, who had carried on business for a long period on Broadview avenue, Toronto, has sold out to G. Laing, who will continue the business in the same place.

QUEBEC.

A. Rathe, grocer, Montreal, has registered.

W. Finn, broom manufacturer, Montreal, is dead.

Patterson & Baird, grocers, Montreal, have sold their stock.

L. D. Mathier, grocer, St. Roch, has assigned to Kent & Turcotte.

J. Tremblay, general merchant, Tremblay, has affected a compromise.

The assets of Monette Freres, grocers and liquor dealers, Montreal, have been sold.

Balance Ration Co., hay, grain and produce merchants, Montreal, have registered.

E. Laliberte, general merchant, Lotbiniere, has settled with his creditors at 100c on the dollar.

E. Villeneuve, general merchant, Jonquires, has sold his stock to Larouche & Angers, Hebertville.

Laporte, Martin & Co., wholesale grocers and liquor dealers, Montreal, have dissolved partnership.

Laporte, Martin & Co., Limited, wholesale grocers and liquor dealers, have registered. Hormisdas Laporte is president.

NEW BRUNSWICK.

R. J. Jenkins, confectioner, St. John, has been burned out; no insurance.

NOVA SCOTIA.

Terris & Peel, general merchants, Springhill, have registered partnership for H. A. Terris and J. E. Peel, to do business under the above style.

Upton's

Pure Fruit Jams, Jellies and Orange Marmalade

are what you want. You can live without them, but not as well.

A. F. MacLAREN IMPERIAL CHEESE CO., Limited, SELLING AGENTS, TORONTO.

PRINCE EDWARD ISLAND.

W. J. Lidstone, general merchant, Charlottetown, has started in business.

MANITOBA AND N.W.T.

The Tingling Co., poultry dealers, Winnipeg, have been incorporated.

Joseph Philibert, merchant, Duck Lake, has assigned to J. H. Lamont.

The A. J. Falconer Co., general merchants, Deloraine, have been incorporated.

The Dundurn Trading Co., general merchants, Dundurn, has sold stock to J. E. Dowdle.

W. J. Heaslip, grocer, Minto, has assigned to C. H. Newton; meeting of creditors June 27.

Westaway & Skelton, general merchants, Battleford, have sold their stock to Pickle & Johnston.

T. A. McIntosh & Co., tobacconists, Winnipeg, have dissolved. Duncan McIntosh retires, and David McIntosh continues the business alone.

A. Walker, general merchant, Rokeby, has advertised his business for sale.

Robertson Bros., general merchants, Rosthern, have dissolved partnership. J. W. Robertson continues.

BRITISH COLUMBIA.

T. S. McPherson, grocer, Nelson, has been damaged by flood.

Ryall & Hamilton, dairymen, etc., have dissolved partnership.

J. Kelly, dealer in fruits, etc., Nanaimo, has removed to Vancouver.

J. George, dealer in fruits, etc., Nanaimo, has gone out of business.

Fowler Bros., dairymen, Rossland, have been succeeded by A. Endersby.

The Crow's Nest Trading Co., general merchants, Fernie, have offered to compromise.

The premises of J. C. Thelm & Co., cigar manufacturers, etc., Nelson, have been damaged by flood.

J. I. Keary, tobacconist, New Westminster, has assigned to A. Malins; claims to be filed to July 1.

W. Shaw, tobacconist, confectioner, etc., Morrissey Mines, has been burnt out; loss covered by insurance.

PROGRESSIVE MANUFACTURING.

SOME three years ago, when the Pure Gold Company forsook the time-honored precincts of Front street for King street west, Toronto, opposite the Government House, many people thought they had made a mistake. It did not seem as if they were far wrong, because the whole of Upper Canada College Square was at that time a wilderness, and trade did not take kindly to the new district. It was, therefore, with perhaps some misgivings that those in charge of the Pure Gold Company's affairs commenced the erection of a building upon land in the centre of the City of Toronto, which had to be surveyed, so that the proper levels and exact situation might be secured. The erection of the building was hardly accomplished before many other enterprising manufacturers flocked to the district, and property which had been almost unsalable doubled in value in a single night.

Only the recent fire was necessary to show the wisdom of the Pure Gold Co.'s choice. People who had crowded themselves together in what was supposed to be the only district in which proper business conditions existed, found themselves sadly mistaken when they were swept out of existence in a few hours. A rush for available buildings followed immediately, and as the Pure Gold Company had deliberately put up a building which would be useful for almost anything else besides their own business, they found themselves with a valuable asset in great demand, and consequently experienced no difficulty in making a sale to the enterprising firm of the E. W. Gillett Co. This was a pleasure, primarily because Gillett's firm are in no sense competitors, and secondarily, because they were not desirous of obtaining possession until December, thus making it possible for the Pure Gold Company to secure another lot and erect another building. This they are proceeding to do on College street, near Spadina avenue, on a magnificent lot of 100 feet frontage by 274 feet deep. Thus the trend is ever westward. Not that the Pure Gold Company has no faith in the eastward conditions, but rather because the centre of population is where the biggest trade is going to be, and it is pretty well agreed that Spadina avenue is now about the centre of the city.

The new building will present some novel features, which will be of interest to the readers of The Canadian Grocer, and will contain the essence of the experience gathered in the course of twenty years by the Pure Gold Company, first in their Front street warehouse, remodelled to suit their requirements from time to time; secondly, in the King street warehouse, built especially to meet their ideas; and thirdly, in the new building on College street, which will combine the very best findings which the experience of the past few years could teach. First, as to external appearances. The building will present one of the handsomest fronts on College street, being of a low-lying warm red brick, two-storey and attic type, with a sloping red tiled roof and dormer windows. All of the windows will be the leaded diamond shape type, so dear to the heart of the average housewife, and the little porch will be quite a poem of architecture in itself.

Inside, of course, all will be business, and of a character distinctly different from the usual. For instance, no cellar; cellars are no use for foods which have to be watched carefully and kept high and dry and sweet. The entire first floor will be solid concrete on the ground, offering opportunities for washing down not excelled by a ship's deck. Every department will be separated by sheet steel partitions and fire doors. There will be no plaster in the building of any type. All of the plumbing and conveniences will be of the very latest pattern, and properly isolated so as to make them easily supervised and properly cleansed as required. Every machine will have a separate electric motor attached by a novel link arrangement, which makes for a rigid service and noiseless work. Heat will be supplied by the usual arangements of steam radiators, making every portion of the building comfortable, and as there will be only two storeys, the reader can easily imagine what a splendid broad view may be had over his entire portion by the foreman of each department. In the attic before mentioned will be situated a lunch room for the employes, entirely isolated and very comfortable, which will be appreciated, as have been the efforts of the Pure Gold Company in this direction in the past. Everything which experience can devise will be installed, and yet on such a different basis from the previous efforts of the company as to almost afford a startling contrast to the casual observer.

CATALOGUES, BOOKLETS, ETC.

"LEGGETT'S LEADERS."

"Leggett's Leaders" is the title of a 4-page circular issued to the trade by Francis H. Leggett & Co., New York. It is printed in a good red ink on good paper, and is attractively prepared. It emphasizes under classified headings the specialties or leaders this firm are offering. The circular constitutes a first-class supplement to their trade newspaper advertising, and tells with greater fulness than is possible in the newspaper the story they have to tell the trade. Francis H. Leggett & Co. are acknowledged leaders in their line of business, and their methods of reaching out after trade are instructive.

STAPLE AS GOLD

Grocers are wise to sell more Royal Baking Powder, because in the end it yields a greater profit than the low-priced powders, many of which contain alum, which is injurious to health.

Royal Baking Powder is always worth one hundred cents on the dollar, and no grocer need hesitate to carry a large amount of it in stock.

Royal Baking Powder retains its full strength in all climates all the time.

Varying atmospheres do not lessen its leavening qualities. You have no spoiled stock.

It is absolutely pure and healthful and always sure in results.

It never fails to satisfy the consumer.

It is sold the world over and is as staple as gold.

DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

The Cheese Situation in England.

THE following interesting letter on the cheese situation in England is taken from the last issue of The Grocers' Review :

Sir,—The stocks in the three principal centres (London, Liverpool, and Bristol) declared on the 31st May are 123,000 boxes, or about 60,000 in excess of the corresponding period of last year. The stock at the end of April this year was, roughly speaking, a quarter of a million boxes, possibly the heaviest on record for that period of the year. Some interested parties may point to this heavy diminution as indicating abnormal consumption. It ought, however, to be known that this reduction has been effected during the last seven to ten days of the month, and that consequently these cheese cannot possibly have been consumed yet. They have merely been taken from the main distributing points, and therefore do not figure in the stocks.

Notwithstanding the quantity of old cheese still in existence, the c. i. f. rates for new have in about a week been manoeuvred up 8s, to 9s. from the lowest points. I say "manoeuvred" advisedly, because there is no apparent justification for the advance. Stocks are exceptionally heavy for the time of the year. The supply of fodders is normal; pasture and climatic conditions at home and in Canada are favorable to a liberal flow of milk, and consequently a large make of grass goods. Another thing that ought to be remembered is that butter-making this season offers no relief, the price of that commodity presenting no inducement.

A few weeks ago, the market, like Jairus' daughter, was sick nigh unto death, so much so that some oppressed salesman had taken to composing doggerel on his plight, possibly while waiting for the buyers who would not come. But, behold, all is suddenly changed, and one searches in vain for the fairy wand. One cannot blame the farmer or the factoryman for endeavoring to obtain the highest price for his produce, but buyers throughout the country would do well to decline to be made the victims of inside operation and professional rigging of the market. The season just finished has meant financial loss to many, and disaster to a few. One would expect that it would serve as a salutary lesson and deter many from being taken in by rumors and following artificial advances. To a certain extent retailers have the remedy in their own hands. Let them buy only for their immediate wants, and the price of new will decline to its natural, and therefore safer, level. If speculate they must, then is the time and not now, unless June cheese be offered to them at several shillings below to-day's ruling rates.—Yours etc.,

"TELEMACHUS."

Canadian Export Trade.

THE official returns for the eleven months ending May 31 show Canada's aggregate foreign trade to be $407,165,145, an increase of $5,091,248 over the same period of the year previous.

The imports for the eleven months were $220,750,180, and the exports, of domestic produce only, $174,291,791. In 1903 the imports were $202,705,294, and the exports of domestic products $189,375,624.

The decrease in the exports is mainly in animals and their produce, and agricultural products. The United States exports of animals and their produce have also diminished. In April last the decline from the United States was upwards of $18,000,000, compared with the same month of 1903, while for May the falling off was $15,000,000. The drop in Canadian agricultural exports was in cheese, butter and bacon. The price of these commodities has fallen off greatly, and it would appear that shippers are holding back from export in the hope of obtaining higher prices. The average price for butter during the last fiscal year was 20c a lb. and for cheese 11c a lb. Last month butter exported sold at 17 1-2c, and cheese at 8 1-2c. The average price of bacon last year was 11c. Last May it was 9 1-2c.

Dairy Farms Closing.

THE statement of the Dominion live stock commissioner that, owing to scarcity of labor, dairy farms are being put out of business, has been confirmed by C. C. James, Ontario Deputy Minister of Agriculture. Mr. James says that few people are aware of the seriousness of the problem facing the farmers of Ontario to-day. Already considerable difficulty is being experienced in persuading arrivals from the Old Country to take positions with the farmers, in view of the promise of steady employment in Toronto for months to come.

Mr. James also points out that a significant change has been going on in regard to the dairy industry of Ontario during the last few years. In the western district of Ontario dairy farming is on the decrease, while in the eastern districts it is increasing. The western men, unable to secure the necessary farm help, have gone into the business of feeding stock, and the cheese factories have consequently been getting less milk than formerly.

In 1897 there were 820 cheese factories east of Toronto, producing 85,943,000 lbs. of cheese, while in 1902 there were 885 factories, producing 107,100,000 lbs., an increase of 65 factories and of 21,000,000 lbs. in output. West of Toronto there were in 1897, 343 factories, with an output of 51,420,000 lbs., while in 1902 there were only 242 factories, with an output of 39,700,000 lbs., a decrease of 191 in the number of factories and a falling off of 11,700,000 lbs. in the output.

In the five counties, Oxford, Middlesex, Perth, Elgin and Norfolk, the cheese centre of the west, there has been a falling off of seventeen in the number of factories and of 1,537,000 lbs. in the output, while in the eighteen other counties there are eighty-four fewer factories and the production is less by 10,200,000 lbs.

Canada's Exports to Great Britain.

The exports from Canada to Great Britain for the month of May, 1904, were as follows :

	Value.
Cattle	$149,761
Sheep and lambs, 1,215	2,138
Wheat, 303,200 cwt	107,236
Wheat, meal and flour, 74,000 cwt	37,365
Peas, 26,200 cwt	8,339
Bacon, 3,504 cwt	71,221
Hams, 1,122 cwt	26,417
Butter, 682 cwt.	2,757
Cheese, 56,080 cwt	118,464
Horses, 29	1,010

Provision Notes.

The Wm. Davies Co., of Toronto, opened a branch store at Woodstock, Ont., on Saturday last, and this week will open another in Toronto at the corner of Broadview avenue and Gerrard street. This will make in all thirty-nine stores this firm has opened in different parts of Ontario.

The Dominion Packing Company,
LIMITED.

Telegraphic Address, "DOMINO," Charlottetown.

Charlottetown, P.E.I. Canada

Codes Used A.B.C. LIEBERS PRIVATE.

GLASS JARS
FOR
Sliced Bacon Sliced Beef

A new thing in Canada. Equal to anything packed on the American continent,—best, we think, since Canadian hogs are superior to American. A magnificent summer line for home, holiday and camp.

Beechnut Sliced Bacon		Beechnut Wafer Sliced Beef	
1-lb Glass Jars, per doz....	$2.50	1-lb Glass Jars, per doz....	$2.50
1-lb Tins "	$2.40	1-lb Tins "	$2.40

Special discount to bona fide Wholesale Grocers.

The Dominion Packing Co., Limited, - Charlottetown, P.E.I.

BEECHNUT

BRAND

Hot Weather Meats.

COOKED HAMS	POTTED TONGUE
DRIED BEEF	JELLIED HOCKS
BOLOGNAS	SUMMER SAUSAGE
FRANKFURTS	COOKED CORNED BEEF

These meats are prepared under our own supervision. They will please you, they will give satisfaction to your customers and they will afford you a good profit for the handling. Sent by express only. Send us your order for weekly shipment.

F. W. FEARMAN COMPANY,
PACKERS AND LARD REFINERS. Limited.
HAMILTON, ONT.

LONG CLEAR BACON.

We can offer splendid value in this line.
Our Bacon is well trimmed.
Cured in Cold Storage of uniform temperature. Consequently no rust.

Write us for Special Prices.

The Park, Blackwell Co., LIMITED.
PORK AND BEEF PACKERS,
TORONTO. ONT.

MATTHEWS'

Cooked and Jellied Meats

are readily distinguished from other brands by their fresh wholesome appearance and fine qualities. Fresh every day, in 18 varieties.

The George Matthews Co., Limited

ESTABLISHED 1868. Peterborough Hull Brantford

Handle only the Best!

Gillett's Perfumed LYE

is the **Standard** article.

There are many imitations of it being offered. **REFUSE THEM** and handle only the **ORIGINAL** and **Best**, the kind that pleases your customers and gives you no trouble to sell.

E. W. GILLETT COMPANY LIMITED

London, Eng. **TORONTO, ONT.** Chicago, Ill.

We are buyers of

Poultry, Butter AND Eggs.

The best facilities for handling consignments. Up to-date Cold Storage.

The J. A. McLean Produce Co., Limited

73-75-77 Colborne Street

Telephone Main 2491. Toronto.

PROVISION AND DAIRY MARKETS.

Toronto.

Provisions—Quite a brisk local trade is reported for the week in smoked meats and lard, but the foreign demand has fallen off. Exporters have accordingly turned their attention to the home trade, and competition has resulted in a drop in prices. Long bacon is off a quarter of a cent, and lard, while not much cheaper, is weaker. The export trade in fresh meats is still large, but the effects of the first week's business in this line has worn off a little, and prices are somewhat easier. The most remarkable change is in spring lamb, which has come down a cent and a half. Business is active. We quote this week:

Long clear bacon, per lb	$0 07½	$0 08
Smoked breakfast bacon, per lb	0 12½	0 13
Roll bacon, per lb	0 09	0 10
Small hams, per lb	0 12	0 13
Medium hams, per lb	....	0 12
Large hams, per lb	0 11	0 11½
Shoulder hams, per lb	0 09	0 09½
Backs, per lb	0 13½	0 14
Heavy mess pork, per bbl	16 50	17 00
Short cut, per bbl	18 00	18 50
Shoulder mess pork, per bbl	14 50	15 00
Lard, tierces, per lb	0 07½	0 07½
" tubs "	0 07½	0 07½
" pails "	0 07½	0 08
" compounds, per lb	0 07½	0 07½
Plate beef, per 200-lb. bbl	....	11 00
Beef, hind quarters	9 50	10 50
" front quarters	5 50	6 75
" choice carcases	7 50	8 50
" medium	7 00	8 00
" common	6 50	7 00
Mutton	7 00	8 50
Lamb, yearling	10 50	11 00
" spring	12 00	13 00
Veal	6 00	8 50

Butter—The butter being received now is almost all from good grass, and excellent in quality. Very few large rolls are offered. Prices have hardened a little. The export demand is poor. The productions of other countries and colonies have been and are so large as to lessen the sales of Canadian make on the English market. Australia and New Zealand have shipped record quantities. The outlook is not encouraging, so dealers say, and nothing but much smaller receipts will make it so. We quote the following prices:

	Per lb.	
Creamery prints	0 17	0 18
" solids, fresh	0 16	0 17
Dairy rolls, large	0 11	0 13
" prints	0 14	0 16
" in tubs	0 12	0 14

Cheese—There is little improvement in the matter of cheese, the entire foundation of the market being the English demand. Last year English buyers were so badly bitten that they are too careful this year for the good of our exporters. They cannot stand buying at a high price and selling at a low one, any more than anyone else, and thousands of dollars were lost in last year's business. Orders are being received from England, but they are at such a level as to render their filling an impossibility. There is very little old cheese left. Board prices have been steadily dropping since the beginning of last week, when they were 8 5-16 at the highest. As low as 7 7-8 was bid on Friday. Without a larger opening abroad, prices will have to drop. Factories do not seem to be inclined to accept below 8c, but from all appearances they will be forced to do so. The board reports are as follows:

Board.	Boxes.	Price.
Lindsay	1,386	0 08 3-16 0 08 5-16
Campbellford	1,625	(two-thirds sold) 0 08 3-16
Ingersoll	600	(none sold) 0 08 0 08 3-16
Woodstock	3,500	(few sold) 0 08⅛
Peterboro	2,741	(half sold) 0 08 1-16 0 08 3-16
Picton	*2,250	(half sold) 0 08 3-16
Stirling	1,200	0 08 0 08 1-16
Brantford	1,733	(half sold) 0 08 0 08⅛
Perth	2,720	0 08
Napanee	2,549	(quarter sold) 0 08
Ottawa	2,500	0 08 *0 08⅛
Iroquois	1,322	0 07⅞
Kemptville	2,139	0 08
Brockville	3,735	(none sold) 0 08
Madoc	1,200	(few sold) 0 08 1-16
Kingston	1,880	(few sold) 0 08 1-16
Tweed	720	(half sold) 0 08 0 08 1 16
Winchester	1,689	(none sold) 0 08
Vankleek Hill	1,621	0 08
Belleville	4,700	(half sold) 0 08
London	4,033	(few sold) 0 08
South Finch	1,773	0 08⅛

*Colored Cheeses.

We quote:

	Per lb.	
Cheese, large, old		0 10½
" new	0 08¾	0 09
" twins	0 09	0 09¼

Montreal.

Provisions—Provisions were active today, when there arrived as many as 1,968 packages of tinned meats and 86 boxes of ham and bacon. The market has not changed for fresh killed abattoir stock in hogs, although there was a much easier tone to the market itself. Considerable trading was done in dressed hogs at $7.50 to $7.75 per cwt. Hams and bacon were in good demand, and, as is usually the case, the activity will no doubt increase with the warm weather. Lard held its own all the week, but pork was decidedly quiet. We quote:

Canadian short cut mess pork	$17 50	$18 00
American short cut clear	16 50	17 00
American fat back	....	17 50
Bacon, per lb	0 12½	0 13½
Hams	0 11	0 13
Extra plate beef, per bbl	11 50	12 00
Lard—"Boar's Head" brand, tierce basis	....	0 07¾
Carloads, less	....	0 00¼
20-lb. tin pails, tierce basis	....	
Half-bbls., over tierce	....	0 00¼
60-lb. tubs, "	....	0 00¼
20-lb. wood pails "	....	0 00¼
10-lb. tins, "	....	0 00¼
5-lb. tins, "	....	0 00¼
3-lb. tins, "	....	0 01
Wood net, tin gross weight—		
"Boar's Head" brand, tierces, per lb	....	0 07⅞
" " ½-tierces, per lb	....	0 07⅞
" " 60-lb. fancy tubs	....	0 07¾
Cases, 20 3-lb. tins, per lb	....	0 08¼
" 12 5-lb. tins "	....	0 08
" 6 10-lb. tins "	....	0 07¾
20-lb. wood pails, each	....	1 53
20-lb. tin pails, each	....	1 43

Butter—Last Saturday there was a slight advance in the butter market, and firmness set in all round. This, of course, started at country points, and soon spread to the city. At the wharf yesterday morning there were 300 packages sold at from 17 and 17 1-2 to 18c. The latter figure ruled for one lot only. These prices are an advance of a quarter and a half to the pound, when compared with prices of a week ago.

Cheese—Little improvement marks the cheese situation. As many as 7,000 boxes of cheese were sold at the wharf at from 7 3-4 to 7 7-8c per lb., showing a decline of a quarter of a cent since a week ago. The market generally was very quiet, with Ontarios quoted at 8 3-8.

The Exports of Cheese and Butter.

For week ending June 21, the following figures show the exports of cheese 65,023 boxes, out of which 52,203 were local shipment, and 12,820 through

You

will say that there is little room for comparison between

Napoli Macaroni

and other macaronis. A better article and at half the price of the imported.

NAPOLI MACARONI CO.,
Hayter and Teraulay Sts.,
TORONTO, CANADA

Flies Everywhere

in your food—in your bedroom—making life miserable.

Wilson's Fly Pads

will clear your house of flies in a few hours.

Stock the kind the housekeepers ask for. Avoid poor imitations.

Egg Cases

—AND—

Woodboard Fillers

BOTTOM PRICES.

WALTER WOODS & CO.
Hamilton and Winnipeg.

The Canadian Vinegar Company

HIGH-GRADE VINEGARS

Under Excise Supervision
Reputed the best on the market.

Factory and Office: 35a, 35c, 37 St. Antoine Street,

MONTREAL.

New and Second-Hand Machinery, Engines, Belting, Pulleys, Factory Equipment, Etc.

Any readers of this paper wanting any of the above goods may have an advertisement inserted free in HARDWARE AND METAL, the machinery weekly newspaper of Canada, by enclosing this notice. Address—

HARDWARE AND METAL

Montreal Toronto Winnipeg

REFRIGERATORS Useful to every one. 40 different styles. Silver medal, Quebec, 1901. Diplomas: Toronto, Ottawa, Montreal.

C. P. FABIEN,
Merchant and Manufacturer.
167 to 171 N. Dame St., **Montreal, Can.**
Write for Illustrated Catalogue.

MAPLE LEAF

Your goods are A1 quality.—J. H. Anderson, Produce Co'y., Winnipeg, Man.

Your goods are all right.—J. A. Mathewson & Co., Montreal.

Small's Maple Cream bids fair to become world famous—Ottawa Evening Journal.

Small's brand has captured all Gold and Silver Medals offered in Canada, with highest awards at Paris, Glasgow and Cork. With due appreciation of the many brands we believe Small's is market standard. Life long experience is ours. Results are: Quality, tasty packages, FREE FROM PRESERVATIVE ACIDS, perfect keeping for all time, netting dealer fair profits and pleased customers. Guarantee on every package.

MAY BE HAD THROUGH ALL WHOLESALE GROCERS.
PUT UP BY

CANADA MAPLE EXCHANGE
DUNHAM, QUE. Head Office: MONTREAL.
SEND FOR PRICE LIST.

freight. In comparison with last year these figures show a decided decrease. The total for 1903 was 122,372 boxes. The total shipments to date show that things are not improving rapidly. Since May 1st the shipments were 265,203 boxes; in 1903, 411,423 boxes.

Butter—The exports for the week ending June 21 were 23,247, out of which 22,359 packages were local shipment, and the balance through.

Winnipeg.

Lard—The market is firm, and quotations are as follows:

Lard, 50-lb. pails	4 80
" 20 "	2 00
" 10 " in cases	6 05
" 5 " "	6 15
" 3 " "	6 25
" Compound, in 20-lb pails	1 75

Cured Meats—The market continues firm. Our quotations are as follows:

Hams, per lb	0 13½
Shoulders, per lb	0 08½
Picnic hams per lb	0 09
Breakfast bellies, per lb	0 13½
Breakfast backs, per lb	0 11½
Large spice rolls, per lb	0 10½
Long dry clear, per lb	0 09

St. John, N.B.

There is quite a noticeable firmness in barreled pork, but it has done little to increase business. Beef also tends rather higher. In pork there is a wide range of quality offered. Situation in pure lard is very unsatisfactory. Dealers are holding quite large stocks, and manufacturers quote even lower prices than ever. The consumptive demand is not large. Hams and rolls have a fair sale, trade being done up by local packers. In fresh meats market shows no change, except that lamb is more freely offered. In western beef live stock is now being imported. Pork is low, and not much wanted. Mutton is very dull. Veal is rather light supply, and prices are held firm.

Mess pork, per bbl	$16 00	$17 00
Clear pork "	17 00	19 00
Plate beef "	12 50	14 00
Mess beef "	10 00	12 00
Domestic beef, per lb	0 06	0 07
Western beef "	0 08	0 09
Mutton "	0 08	0 09
Veal "	0 08	0 09
Lamb, each	3 00	3 50
Pork "	0 06½	0 07½
Hams "	0 12	0 14
Rolls "	0 10	0 11
Lard, pure, tubs "	0 08½	0 09
" " pails "	0 09	0 09½
Refined lard, tubs	0 08½	0 08½
" " pails	0 08½	0 09

Butter—Market is well supplied, prices are low. Quality requires to be extra good in order to insure quick sales, even at the rather low values.

Creamery butter	0 20	0 21
Best dairy butter	0 17	0 18
Good dairy tubs	0 16	0 17
Fair "	0 14	0 15

Eggs—Eggs continue scarce; there is a fair demand, and prices are quoted rather higher. Quality of stock so far this year has been particularly good.

Eggs, hennery	0 18	0 20
" case stock	0 14	0 15

Cheese—Domestic made now supply the market. Local demand is for twins, and prices are, if anything, rather firmer. Our factories suffer from lack of system in selling their output. They have found business quite profitable, however, the last two years, owing to full values, which have ruled.

Cheese, per lb. 0 10½ 0 11

JAPAN TEA EXPORTS.

The following statistics of exportations of tea from Japan for 1904 have been received from C. M. Bernard, agent for Bernard & Co., Yokohama, Japan.

Tea exports from Japan (last season) to 30th April, 1904.

	Lbs.	
To New York	15,252,690	
To Chicago	18,338,386	
To San Francisco	5,802,729	
To Canada	5,765,636	
		45,159,441
Total increase		5,757,669
Increase to Canada		1,455,218

Season 1904, Tea exports to May 15th.

To New York	268,008	
To Chicago	188,700	
To San Francisco	64,388	
To Canada	26,824	
		547,920
Decrease to same time last year		279,735
Increase to Canada		24,724

INQUIRIES FOR CANADIAN TRADE.

THE following inquiries relating to Canadian trade have been received by the High Commissioner for Canada, in London, Eng.:

81. A London house is prepared to act as buying and shipping agent for Canadian importers, and offer special advantages in this connection. They are also open to receive consignments of produce for sale on commission.

83. A merchant at Havre is seeking to establish an agency in Canada for Martinique rum. He is also prepared to act as agent in France for Canadian exporters of general produce, maple syrup, skids, etc.

85. A London firm interested in the Mediterranean shipping trade desire the agency for a Canadian wheat exporter who would be able to act as their agent in Canada for Italian fruits and other produce.

The following inquiries relating to Canadian trade have been received at the Canadian section of the Imperial Institute, London, Eng.:

50. A firm of factors and agents in London is open to act as agents for Canadian shippers of fruit pulps of good quality.

51. An application has been received for the names of Canadian shippers of tallow.

52. A firm possessing a large staff of travelers and agents is prepared to represent a first-class Canadian manufacturer of fruit pulps, or to undertake agencies, in any general produce lines.

54. A London firm asks to be put in communication with Canadian shippers of fruit pulps.

The names of the firms making these inquiries, with their addresses, may be obtained from the Department of Trade and Commerce, Ottawa. Persons desiring such addresses will be careful to quote the office under which the inquiry appears and the number.

Satisfaction on both sides

IN SELLING

"KOLONA"

PURE CEYLON

TEA

A RETAILER—

in sending an order for "KOLONA" Tea, writes:

—"We are getting quite a run on 'KOLONA' TEAS"
—The other stores handle————and we are more than"
—holding our own with 'KOLONA.' It gives good satisfaction."

A CONSUMER—

formerly a retailer, writes as follows:

—"To whom do you send goods in————and who keeps"
—"KOLONA" Tea here? We have not tasted good tea since"
—"getting out of "KOLONA."

"KOLONA" is sold—in lead packages only.
is sold—in BLACK, MIXED and GREEN CEYLON.
is so'd retail at 25, 30, 40, 50, 60 and 80 cts. lb.

A TRIAL CASE WITH YOUR NEXT ORDER WILL CONVINCE YOU OF THE SATISFACTION OF HANDLING IT.

THE EBY, BLAIN CO., LIMITED, TEA IMPORTERS AND PACKERS, TORONTO.

NEW YORK FIRM ENTERTAINS.

ON Thursday, June 16, 1904, the New York grocery firm of Francis Leggett & Co., entertained the grocers of New England and New Jersey to a luncheon and tour of inspection of their extensive premises in King street, and later in the day to a sail round New York harbor. This marks the third of a series of receptions tendered to the buyers and friends of Francis Leggett & Co. within the past few months.

After a sumptuous repast had been partaken of, every article of which bore the firm's label, the vice-president and secretary, J. C. Juhring, entertained the guests with an informal talk on "The Commercial Advantages of New York City." The entire party then inspected the factories, where they saw the processes of preparing food products in actual operation.

The value of such gatherings in promoting good-will between wholesaler and retailer can scarcely be overestimated, and Francis H. Leggett & Co. are to be highly complimented on the enterprise they have shown.

NAPOLI MACARONI.

It is just eight months ago since the Napoli Macaroni Co. began business. In this time the company has made a good name for itself and its goods, due largely to the tireless energy of its manager, W. C. Morris. Mr. Morris has had a hard fight to overcome a natural prejudice in favor of the imported article, but his efforts are being rewarded beyond his most sanguine hopes. His factory is a model of what such a factory ought to be. The very attractive passage which the Napoli Macaroni Co. uses for its goods, together with the big difference between its prices and those of imported stock constitute a big argument in favor of the domestic-made article.

THE "National"

IS THE BEST COFFEE MILL ON THE MARKET.

It embraces
—all the good points of the other makes,
—with several others that are found exclusively on the "NATIONAL"

A POST CARD— will bring full particulars.

THE EBY, BLAIN Co., LIMITED

Sole Agents in Canada. TORONTO.

RETURNED JUN 25 1904

TRADE WITH ENGLAND

Every Canadian who wishes to trade successfully with the Old Country should read

"Commercial Intelligence"

(The address is 168 Fleet St., London, England.)

The cost is only 6c. per week. (Annual subscription, including postage, $4.80.)

Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.

GENUINE

PRATTS ASTRAL LAMP OIL

Sold in all countries and recognized as the highest grade oil manufactured.

WHOLESALE ONLY.

THE QUEEN CITY OIL COMPANY, Limited, TORONTO, ONT.

TRUCKS

for **Warehouse** and **Factory.**

Save You Money
Do Men's Work
Draw no Salary

Our Trucks are guaranteed satisfactory. Turn in their own length.

MADE IN CANADA.

H. C. Slingsby for Canada.

Factory, Ontario Street, Temple Building, MONTREAL.

To Manufacturers' Agents

THE CANADIAN GROCER has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a Special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

Address, BUSINESS MANAGER,
CANADIAN GROCER,
Montreal and Toronto.

40 HIGHEST AWARDS
In Europe and America

Walter Baker & Co. Ltd.

Trade-mark.

The Oldest and Largest Manufacturers of

PURE, HIGH GRADE

COCOAS AND CHOCOLATES

No Chemicals are used in their manufacture.

Their **Breakfast Cocoa** is absolutely pure, delicious, nutritious, and costs less than one cent a cup

Their **Premium No. 1 Chocolate**, put up in **Blue Wrappers and Yellow Labels**, is the best plain chocolate in the market for family use.

Their **German Sweet Chocolate** is good to eat and good to drink. It is palatable, nutritious, and healthful; a great favorite with children.

Buyers should ask for and make sure that they get the genuine goods. The above **trade-mark** is on every package.

Walter Baker & Co. Ltd.
Established 1780.
Dorchester, Mass.
Branch House, 12 and 14 St. John St., Montreal

Canned Goods.

Do not trust to luck nor take any chances whatever, but place your orders **now** for Canned Goods, as everything points in your favor by doing so. We handle the Best Brands and any orders entrusted to us would be well taken care of. We guarantee the quality and full delivery.

The R. & J. H. Simpson Co.,

WHOLESALE GROCERS AND TEA IMPORTERS,

Guelph, Ont.

FISH

The Fish Trade of Halifax.

IT can be safely asserted that nowhere on the Atlantic coast is the fish business so thoroughly prosecuted and understood as in Halifax. In no other market is there to be found such a varied assortment of superior dry, pickled and shell fish. We may go further in saying that there is probably no other place on the continent where the fish business is more thoroughly and successfully conducted as in the city of Halifax. There are a number of important concerns engaged in this line, embracing most adequately every branch. Here we find some of the largest, best arranged and most complete plants of the kind in the country. The premises of A. Wilson & Son covers a ground area of 225 x 365 feet, upon which have been constructed seven two-storey buildings, embracing cold storage warehouses, wholesale and retail departments, etc.

The extent of the export trade is surprisingly large. It embraces nearly every foreign country, the West Indies securing the larger quantity. There are several first-class firms engaged almost exclusively in this trade, while there are very few wholesale grocers who do not handle at times some lines of fish. A. N. Whitman, W. and C. H. Mitchell, Geo. E. Boak & Co., R. I. Hart, and James Fraser are among the larger firms engaged in this trade on an extensive scale. The United States, more than the Upper Provinces, receives their closest attention in this line thus far.

Black Bros. & Co., with a thorough and most complete establishment at La Have, are easily foremost in the prepared fish trade. Their boneless brands, "Halifax," "Acadia," and "Bluenose" are too well known and appreciated to need further eoniums.

The trade in general complain of the impracticability of doing any extensive trade in fresh fish with the Upper Provinces. A good many who have shipped car lots on consignment report unsatisfactory results. It is to be hoped these may be minimized, as a connection is both desirable and profitable on both sides. The advanced methods of storage insure absolute safety to the retailer in buying from his jobber.

It is to be desired that the wholesale and retail trade of the Upper Provinces will get in touch with the fish dealers of Halifax, as well as the trade in general throughout the Maritime Provinces.

Scalefish Wanted.

Latest market reports from the island of Trinidad say that scalefish is in demand there. Good split herring are also salable, but other descriptions of pickled fish are neglected.

It **MUST** be a good tea that retains the grocer's faith and favor year in and year out for many years. So good is

Blue Ribbon Ceylon Tea

Push the **RED LABEL**, 40c., worth 50c.

What's in a Name?

RETURNED
JUN 23 1904
Cut book 19
Page 55
Ltd.

Nothing—But years of satisfaction and honest treatment make a name or Brand synonymous with good goods and good business. For further facts than you would care to remember the brands of the Michel Lefebvre Vinegar Works have stood for quality, and all that courtesy and fair treatment can do to make business relations pleasant.

THE OZO CO., Limited

MONTREAL.

JAMS
JELLIES
MARMALADES

VINEGARS
PICKLES
SAUCES

GREIG'S

WHITE SWAN

Cake Icings

ALL FLAVORS

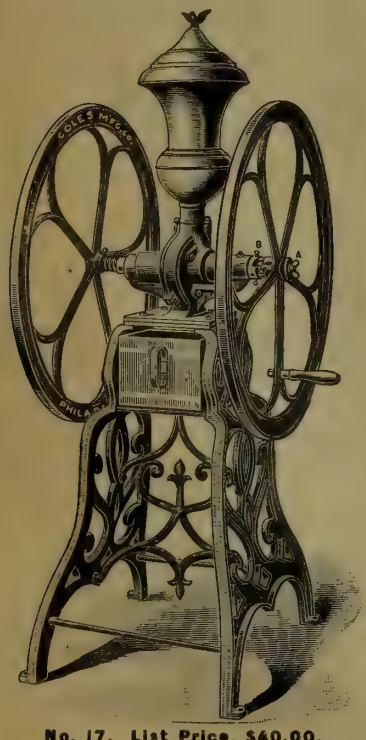
3 doz. in a box, 90c. per dozen.

The Best Yet

The Robert Greig Co., Limited

WHITE SWAN MILLS

TORONTO



No. 17. List Price, $40.00.

Coles Coffee Mills

None better for Granulating or Pulverizing.

Our mills will Pulverize without heating Coffee.

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders.

A GREAT LABOR-SAVER.

Our Grinders wear longest.

Agents... TODHUNTER, MITCHELL & CO., Toronto.
DEARBORN & CO., St. John, N.B.
FORBES BROS., Montreal.
GORMAN, ECKERT & CO., London, Ont.

Coles Manufacturing Co.

PHILADELPHIA, PENNA.

Have you the following lines of goods in stock?

If not, do you not think you are losing business by not carrying them?

IDEAL AMMONIA POWDER

1½ lb. package retails at 10c.

FOREST CITY BAKING POWDER

The trade winner.

FOREST CITY CATSUP

Full Tomato flavor.

These lines are up to the very highest standard of quality.

They will increase your trade, —and profits.

GORMAN, ECKERT & CO. LIMITED

London, Canada.

Importers and Roasters of Coffee.

Manufacturers of High-class Spices, Extracts and Baking Powder.

FEATURES OF THE NEW TARIFF.

THE GROCER continues in this week's issue the publication of interviews with leading Toronto wholesalers on the recent changes in the tariff.

Mr. W. Ince,

of Perkins, Ince & Co., doesn't think the recent tariff changes are sufficient to affect the grocery trade appreciably. Of course, the clause which aims to prevent dumping cannot help but meet with the approbation of the trade generally as being a movement in the right direction. Even so, however, it will affect dry goods men far more than grocers. Such comparatively small quantities of syrups and molasses are used on this market that the removal of the duty on British West Indian molasses is not an important item, especially when the duty is so small. The Government have undoubtedly been endeavoring to improve trade relations between Canada and the West Indies, and its latest move tends at least in the right direction.

Mr. J. S. McMahon,

of McMahon, Broadfield & Co., wholesale china and glass merchants, is inclined to think the recent changes in the tariff will not have any appreciable influence in so far as the increase in the preference on china and crockery manufactured in Great Britain is concerned. The price to the manufacturer remains unchanged, as well as that on package freight and insurance, all of which are very considerable items, the only change being a reduction in the duty of 5 per cent. This means that the retail dealer will pay perhaps one-half per cent. less for English staples than heretofore. Owing to the possibility of the lines of British china to which the new preference extends being restricted as a result of ambiguity in the reading of the clause referring to them in the new tariff regulations, it is not unlikely that even the small reduction of one-half per cent. may be further reduced. The only condition under which the change in the tariff will be noticeable is that the preference applies to all china, crockery, etc., manufactured in Great Britain.

Mr. McMahon is of the opinion that the 5 per cent. increase in the preference on English china is nothing more than a little "hip-handle" to offset the increased duty on English woolens.

Mr. H. P. Eckardt,

of H. P. Eckardt & Co.; Mr. F. Sloan, of John Sloan & Co. and others are unanimous in their endorsation of the new Fielding tariff as far as the grocery trade is concerned, and expressed similar views to the preceding.

Mr Robert Christie, of Christie,

Brown & Co., Toronto, declines to express an opinion on the new tariff regulations in respect to the probable result of the removal of the duty on West Indian molasses.

In reply to the question, "Will West Indian molasses ever take the place of New Orleans in the manufacture of biscuits and confectionery?" he says the whole thing simmers down to this—you must have a good grade of either in any case; one manufacturer likes New Orleans, another prefers West Indian; a certain kind of biscuit requires New Orleans, another West Indian, a general statement which isn't worth much, but which is as much as you will get from a manufacturer if you ask him straight as to the respective merits of New Orleans and West Indian molasses. Any more detailed information he keeps for his own benefit.

Mr. E. W. Klotz,

manufacturers' agent, Toronto, says the new tariff will undoubtedly tend to increase importations of china, etc., from Great Britain, and to a certain extent to reduce importations of German goods to Canada, although for years now the bulk of Canadian trade in staples has been supplied by British manufacturers. Where the change will be most noticeable will be in fancy lines, in which the Germans have always had the lead. Although English manufacturers have been successful in their art goods, German novelties at the present time have the preference in Canada, in spite of the inimical surtax of 10 per cent. which added to the regular duty of 30 per cent. makes the duty on German goods equivalent to 40 per cent. Englishmen have still to learn the art of manufacturing cheap novelties which will bear comparison with the German article. Any actual increased consumption of English staples in Canada will not be so appreciable as a probable increase of sales of English novelties in Canada as soon as the English manufacturer can successfully compete with his German kinsman.

Mr. Wallace Anderson,

of the Acadia Sugar Refinery, is interested particularly in the continuance of the German surtax on raw beet sugar, and submits the following statistics, which go to show that as a matter of fact it has had the effect of enormously increasing trade between Canada and the West Indies.

The total entries for home consumption in the Dominion for the first nine months of the present fiscal year were 251,549,586 lbs., of which 17,386,593 lbs. were of sugars above 16 Dutch standards, and included refined sugars. The balance, 234,163,793 lbs., was raw sugar not above 16 Dutch standard, and of the latter 165,344,561 lbs. were from the British West Indies and British Guiana, or say 66 per cent., as compared with 34,544,558 lbs. from the British West Indies and British Guiana for the previous fiscal year, or about 12 1-3 per cent. of the total, which was 280,314,425 lbs. To show the relative distribution of British Guiana sugars for the present season's production, shipments up to May 18 last were as follows: To the United Kingdom, 3,039 tons; to the United States, 4,390 tons, and to Canada, 18,185 tons. For the corresponding period of 1903 the figures were: To the United Kingdom, 1,691 tons; to the United States, 27,244 tons, and to Canada 5,045 tons, showing an increase to Canada of about 350 per cent. The price of raw sugar at the present time is about 1-4c per lb. higher than that of a year ago, although this rise is easily accounted for by the difference in existing market conditions.

COLLECTING BAD DEBTS.

THE retail grocers' associations in Canada are generally adopting a plan for collecting bad debts that is said to have worked well at Hamilton, Ont. The first step is a request from the grocer for payment, with a hint that if not paid the account will be handed over to the association and all its members made acquainted with the fact. The next step is a letter from the secretary of the association that the account has been handed over, and that if not paid by a certain date the matter will be reported to the members, after which the debtor would be unable to get further credit. If the foregoing is ineffective, suit is threatened. Should the debtor still neglect payment, a letter is written to his employer stating that all legitimate means have been taken to collect the debt, and as a last resort the matter is reported to him in the hope that he will use his influence to effect a settlement. This plan is said to work well, especially when the association has a large membership and includes the principal grocers of the community.

The grocers of Hamilton, Ont., have signed a petition providing for a weekly half-holiday on Wednesday afternoons, during June, July and August.

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FRUIT TERMINALS IN MONTREAL.

THE fruit terminals of Montreal are perhaps better than in most places, but there is still room for improvement. The railway companies have tried their best to please the wholesale fruit men of Montreal, and yet kicks continue to come. Recent interviews with several prominent Montreal wholesalers were productive of an expression of pity for the fruit men in Toronto, in which city the fruit terminals are far from being as good as they are in Montreal. Nevertheless, the attitude shown by the Montreal men is that they are half afraid to put their names on record as kickers, while in general they would be very glad to have The Grocer to refer to some of their alleged grievances a year ago which, however, have not shown themselves so far this season.

To begin with, the fruit men in Montreal have excellent shed accommodation, and first-class siding facilities. Most of the fruit is brought in over the Grand Trunk Railway. A large shed is used at the extreme west end of the G. T. R. yards, convenient to the fruit auction rooms. Immense doors are used in this shed, which permit of large numbers of cars being unloaded at once, and every accommodation is afforded for prompt piling of boxes and crates of fruit or vegetables, so as to allow them to be easily sorted, and readily distributed. The chief complaint is on the score of delivery; for instance, a trial was made recently of attaching banana cars from New York and southern points to a well-known regular passenger train from Rouse's Point to Montreal. This was done once, and was highly successful, and it is generally believed by the wholesale trade that if railroads would attach fruit cars to their passenger trains for, say, three days a week, the freights are of sufficient excess to pay better than all the passengers they could possibly carry. This would afford a six o'clock delivery of cars to the fruit shed, and would facilitate the interests of the buyer and the seller, at the same time creating a big aggregate profit for all concerned. The importation of fruit is not the most serious problem, however. The handling of Western Canadian fruit is the greatest problem. It comes in larger quantities, and hence is sometimes difficult to locate. In Montreal, the chief difficulty is not want of siding, but too much siding. Many a fruit man would give one whole car if he could find where the rest are, on a hot Summer's day. He calls up the freight department, and finds that his fruit has arrived. He has his bill, and is frequently told that the fruit will be on hand in a short time. He supposes that short time may mean an hour, and makes arrangements for his fruit to be delivered at the shed by, say eight o'clock in the morning, a generous allowance for shunting and all possible delays. To his amazement, the fruit does not turn up till four in the afternoon. He not only loses the value in the shrinkage of the fruit itself, but in all probability a ready buyer, to whom he had promised the goods at a certain time. The stock becomes immediately second grade, and has to be sold at a sacrifice. There are several large suburbs of Montreal where immense railway yards are used for shunting purposes. The chief of these are Point St. Charles and St. Henri. It is disconcerting, to say the least, to a fruit dealer to find that his car of fruit has been packed off at a siding at Point St. Charles, when he has expected it at the fruit sheds at an early hour in the morning. Delivery is the whole problem he has to fight.

A movement is on foot in Montreal to induce the Grand Trunk to resume their special fruit trains, which were put on three years ago. Railroad companies claimed in their former attempt that it did not pay, but fruit men claim that if a special train can be put on for a newspaper, for cheese and butter, or other products, surely the fruit interests ought to be considered, especially as their freight rates are higher than those paid by any other shippers. Last season, owing to the big strike at the Montreal wharf, fruit shippers were in the hands of the railway companies. This season everything has gone harmonious so far, and the fruit men are not anxious to borrow any trouble, feeling that by intelligently standing up for their rights, the railway companies will treat them generously, and everything will turn out satisfactorily.

AN AMBIGUOUS TARIFF CLAUSE.

THE fastidious tradesman, with a liberal share of political prejudice, has at last found something "agin the Government," namely, a clause in the revised tariff regulations which may be variously interpreted.

Item 185 in the new tariff resolution fixes the duty on "tableware of china, porcelain or other clay" of British manufacture imported into Canada at 15 per cent. ad valorem. This means that certain English china, porcelain, etc., is to be given an additional preference of 5 per cent.

As a matter of fact, the customs authorities in Toronto and Montreal have

interpreted the "tableware of china," etc., quite differently. In Toronto, the whole of china, porcelain, crockery, etc., manufactured in Great Britain is given the benefit of the additional preference. In Montreal the customs authorities are exacting the original duty of 20 per cent. on such articles of British manufacture as toilet sets, china novelties, flower pots, etc., while they interpret the clause in the new tariff regulations literally, and allow the additional preference to "tableware of china" only.

Those directly interested in Toronto and Montreal have written to the Department at Ottawa on the subject, but have received in reply only the useless information that it is perfectly clear what is meant by "tableware of china," and that they must exercise their own judgment. Meanwhile dealers in Montreal feel that a uniform tariff should apply without discrimination in favor of any particular port of entry. One Toronto dealer thinks there is no possible sense in discriminating between tableware and toiletware; that the Government authorities never intended but that the new tariff should include all china of British manufacture, and that the ambiguity of the term "tableware of china" is nothing more or less than an oversight. Montreal china and crockery dealers feel that the interpretation of the new regulation, according to the customs authorities there, is going to involve a lot of labor and unnecessary inconvenience, in separating tableware, crockery, toiletware, novelties, etc., and are striving to have an interpretaton placed on the fatal clause which will be inclusive instead of exclusive.

The general impression seems to be that the last stage of a tariff which requires to be interpreted before it can be understood is not much better than the first, and that the wording of the clause in question ought to be freed from possible misinterpretation if the trade is to know where it's at.

THE OBJECTIONABLE SELLING CLAUSE.

ONE of the avowed objects the canned goods packers had in consolidating their interests was the obtaining of a more uniform and better quality of goods. This object they are obtaining. The quality of their goods is, on the whole, more uniform and better than they were as a rule previous to the formation of the present joint stock company.

The company now control from 90 to 95 per cent. of the output in Canada. They will be wise if they persist in this policy and desist employing methods which are arbitrary and in the main unbusinesslike. We have particular reference to the selling clause which declares that no rebate will be given at the end of the stipulated term unless the wholesalers confine themselves to their product. This, as we have pointed out in previous issues, is a most arbitrary and unjust stipulation. No business man should be compelled to confine his purchases to any one manufacturer or group of manufacturers. It is not only unbusinesslike, but is morally wrong, and in the end must lead to the defeat of the very objects which the canners have in view.

Throughout this country from the Atlantic to the Pacific there is already a very strong antipathy to the output of the factories in the consolidation, and where it is at all possible, purchases are being made from independent companies. These independent companies are more numerous than they were a year ago, and as long as the present arbitrary selling terms of the big corporation are maintained, so will the inducements to start up independent factories multiply.

As we have repeatedly said before, we have for some years favored the consolidation of the leading canned goods factories, but in advocating this we never for one moment anticipated that the consummation of the idea would lead to the employment of arbitrary methods designed to destroy competition and to preserve the trade to a corporate interest.

The packers composing the Consolidated Company are strong enough, and have sufficient experience to turn out goods of quality which, without the employment of arbitrary measures, are qualified to build up not only a larger trade in the home market, but in Great Britain and foreign markets as well.

It is to be hoped the Canners' Consolidated will at once withdraw the clause in their selling terms which is causing so much dissatisfaction among the trade.

WESTERN BOARD OF TRADE CONVENTION.

THE latest stage in the flood-tide of western commercial and industrial development is market by the inauguration of a board of trade convention of the Northwest Territories, which held its initial meeting in Calgary, Alta., on June 15-16.

Over a year ago the Calgary Board of Trade sent a letter to the various boards of trade in the Territories, inviting expressions of opinion as to the feasibility of holding a convention of delegates from such bodies at a central point in the west. The proposal met with general approbation, and as a direct result Calgary was suggested as a suitable place for the first convention. The Calgary Board of Trade immediately took upon itself the responsibility of calling the convention, which has just closed with a large attendance of representative business men from all sections of the Territories as far east as Winnipeg, and as far west as Nelson, B. C.

What far-reaching influences this gathering may have is difficult to determine. In the first place, however, it augurs for a stronger bond of sympathy and fellowship between western business men, in whose hands lies so largely the shaping of the future of western Canada. At the same time it is a simple and most efficient means of unifying and solidifying the individual commercial interests of the west into a general aggressive national policy.

The sentimental and commercial aspects of such a convention are equally

significant factors, and it may almost be taken for granted that once the right atmosphere has been created by representative business men actually engaged in trade and commerce coming together at frequent intervals to discuss financial, agricultural and industrial problems with which they are actually confronted, the road is a short and direct one to the firm establishment of a sound commercial national life.

The present activity in western business circles is a matter over which every Canadian should be proud, and the Western Board of Trade Convention, although a big stride in the right direction, may be taken only as an indication of the bright future in store for western Canada.

RAILWAY COMMISSION MEETS.

THE Federal Railway Commission, in session this week in Toronto for the purpose of listening to complaints and making readjustments in freight charges and claims against the various railways in this section of the country, will meet with the approval of all who recognize the necessity of a safeguard in the way of Government supervision of enterprises which enjoy the distinction of being practical monopolies. The trade of a country is very largely in the hands of the railways which pass through it, and on different occasions in the past it has been evident that Canadian railways have taken advantage of their position to further their own interests at the expense of the interests of the public.

One of the chief items considered was the complaint of several manufacturers, on the ground of unjust discrimination in freight rates. For instance, the freght rate from Wallaceburg, Ont., to Winnipeg is 65c, while that from Hamburg, Germany, to Winnipeg is only 72c. From Detroit to Toronto, a distance of 228 miles, the rate is 13c, but from Wallaceburg to Toronto, a distance of 199 miles, it is 18c. This grievance is one of long standing, and it is hoped the railway commission will be able to do something towards the removal of a manifest injustice to trade in Canada. It is anomalous, to say the least, that the cost of shipping goods from Canada to England and back to Manitoba should differ very little from that of shipping direct to the West.

Another important matter was the complaint of fruit growers of the Niagara peninsula that excessive freight rates were being charged on their export products, whereas the increased earnings of the railways would warrant a material reduction in rates; also that the railway companies were not providing prompt service nor proper equipment in the way of refrigerator cars. It was also held that the fruit men were being neglected by the railroads, in order that American grain might be rushed through. As an alternative, shipping by express had been resorted to, but this ate up all the profits. The fruit men were entirely at the mercy of the carriers in regard to promptness in transportation and delivery. Shipments were frequently ruined by delay, and in addition the markets were demoralized by the dumping of partially spoiled fruit. Delays of from four to twelve days in shipments to the Northwest Territories had been recorded, and it was only necessary to suggest the experiences of the fruit dealers with the railroads during the past eight months. In one case a carload of apples was shipped from Grimsby on November 30 to catch a steamer at St. John, N.B., on December 3. It did not arrive until January 3, and was frozen. The direct loss to the shippers was $800, but owing to the non-arrival of the shipment in England a $3,000 contract had to be cancelled.

Fruit men feel that it would be too expensive to carry such a case to the courts, or to enter suit, and hope to see the railway commission take upon itself the adjustment of all such difficulties, especially since difficulty has been experienced in getting the railway companies to adjust claims of damage.

A HAPPY EVENT AT LINDSAY.

ON Tuesday last, at Lindsay, Mr. W. T. Robson, president of the Canadian Club of New York, was married to Miss Sylvester, daughter of Lieutenant-Colonel Sylvester, of that town. Mr. Robson has had a most successful career, and one deserving the emulation of every young Canadian business man. He is a native of Lindsay, where he obtained a thorough grounding in the dry goods, grocery and hardware trade in his father's store. During this time he began to write business articles for The Canadian Grocer and other trade journals, which attracted the attention of the publishers of the MacLean trade papers. Mr. Robson was offered, and accepted, an advantageous position with the MacLean Publishing Co., in Toronto. He was later moved to the Montreal office; from whence he was sent to New York about two years ago to take charge of the office there.

Mr. Robson, besides his success in the business world, has been prominent in social circles. As president of the Canadian Club of New York, he is at the head of an important organization, with a membership numbering three or four hundred. In the club are enrolled the names of two United States senators, and several multi-millionaires, besides other Canadians prominent in the life of New York City. The Grocer extends to Mr. Robson its heartiest congratulations.

TEA EXHIBIT AT ST. LOUIS.

THE East India Building at the St. Louis Exhibition opened its doors to the public without ceremonies on Saturday morning, May 4.

The building is designed after the celebrated mosque of Itmadul-Dowlah at Agra. It consists externally of a series of seven arches on the three sides; the centre arch in each facade being loftier and forming the entrances to the building. The arches are fitted with Venetian doors, which admit of the building being thrown open on all sides, and being converted into a colonnade.

Internally, there is a central square court, surrounded by a series of arches smaller than those on the exterior of the building. In the centre of this court a Hindoo temple has been erected, made of teak wood, exquisitely carved from the base to the extreme top, which is thirty-seven feet above the floor. This temple was made expressly for exhibition in St. Louis, and took two years to complete. The panels depict scenes from Hindoo mythology, all boldly carved in relief. The rest of the structure is covered with intricate designs of scrolls, conventional flower patterns, palm trees, etc., so that there is not a square inch which remains undecorated.

Overhanging the court there is a balcony, from which springs another series of arches, which carries the roof. This balcony, with its corridor, is lighted from the sides by oriel windows, and the whole building is full of light from the clere story over the court, which is practically all glass.

The building has been erected under the auspices of the Government of India, to contain exhibits of Indian products, mainly India tea, a very important industry of that country, which now produces over 200,000,000 lbs. annually, and Indian art manufactures, including carved furniture, draperies, handprints, brass, copper, silver, enamel and repousse work.

MARRIAGE OF TORONTO BROKER.

Word has reached Toronto of an interesting event which occurred in London, Eng., on June 21, 1904, namely, the marriage of Miss Massey, of Westminster, S.W., to Mr. W. G. A. Lambe, one of the leading grocery brokers of Toronto. The Grocer has much pleasure in extending to Mr. and Mrs. Lambe its heartiest congratulations.

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MARKETS AND MARKET NOTES

ONTARIO MARKETS.

Toronto, June 23, 1904.

Groceries.

THE grocery trade during the week under review has been dull to fair, the depressing effect of the recent drop in sugar not having worn itself out as yet. One wholesaler expresses himself on the situation as follows: "People are sick on sugar, and whereas usually at this time of the year there is a big sugar season, this year there is not much to record, except sorting up, the volume of trade being small, the early fruit season late, and in all probability likely to be comparatively poor. There is a tendency, however, to firmness, and one New York refiner has already advanced prices. Canned goods continue firm, especially corn and peas, with an active market for canned fruits, and unfavorable surmises regarding the volume of the coming tomato crop. Canned meats are moving readily, and canned fish are active, especially lobsters. Syrups and molasses and teas are quiet and firm. Coffees, both mild grades and Rios, have advanced, unfavorable reports having been received from primary markets regarding the coming crop. Rice, tapioca and spices continue firm and steady, and California dried fruits exhibit an upward tendency.

CANNED GOODS.

A seasonable trade in canned goods is reported for the week under review, especially in canned fruits, meats and fish. Corn continues very scarce and is entirely out of first hands. In some quarters it is already surmised that the late season and unfavorable weather portends a small tomato crop. Fish, especially salmon, are getting the full advance since the prices for the coming season's pack were announced. Only a small proportion of the salmon packers are packing this year, and fishermen are getting the high price of 35c per fish. This refers, of course, only to Fraser River salmon. Some shipments of new lobsters arriving on the Toronto market recently were caught up very quickly. Owing to the anticipated short pack of fruit, which will inevitably follow a small fruit crop, canned strawberries are said to have been changing hands. We quote the following prices:

Apples, 3's	....	0 90
" gallons	....	2 20
Asparagus	....	3 50
Beets, 2's	....	0 90
Beets, 3's	....	1 00
Blackberries, 2's	1 50	1 70
Beans, 2's	0 90	1 10
Corn, 2's	1 25	1 35
Cherries, red, pitted, 2's	....	2 20
" white	....	2 40
Peas, 2's	1 00	1 45
Pears, 2's	1 45	1 60
" 3's	1 90	2 10
Pineapples, 1½'s	1 50	1 60
" 2's	1 80	2 00
" 3's	2 25	2 40
Peaches, 2's	1 65	1 70
" 3's	....	2 60
Plums, green gages, 2's	1 10	1 40
" Lombard	1 00	1 30
" Damson, blue	0 95	1 25
Pumpkins, 3's	....	0 95
" gallon	....	2 50
Rhubarb, 3's	....	1 80
Raspberries, 2's	1 40	1 60
Strawberries, 2's	1 47½	1 67
Succotash, 2's	....	1 00
Tomatoes, 3's	....	1 12
Lobster, talls	....	3 50
" 1-lb. flats	3 50	3 70
" ½-lb. flats	....	2 00
Mackerel	1 00	1 25
Salmon, sockeye, Fraser	....	1 75
" Northern	1 65	1 75
" Cohoes	....	1 15
Chums	0 95	1 00
Sardines, Sportsman ¼'s	....	0 15
" ½'s	....	0 23
" Portugese ¼'s	0 08	0 10
" P. & C., ¼s	0 25	0 27
" P. & C., ½'s	0 35	0 38
" Domestic, ¼'s	0 03½	0 04
" " ½'s	0 09	0 11
" Mustard, ¼ size, cases 50 tins, per 100	8 00	9 00
Haddies	....	1 00
Haddies, per case		4 00
Kippered herrings, domestic	....	1 00
" " imported	1 45	1 55
Herrings in tomato sauce, domestic	1 00	1 10
" " " imported	1 45	1 55
California ripe olives, tins, per doz	....	4 75
Corned beef, 1s, per doz	....	1 50
" 2s, "	....	2 70
" 6s, "	....	9 00
" 14s, "	....	20 00
Lunch tongues, per doz	....	3 00
Potted meats, ½s, "	....	0 50
" ½s, "	....	1 00

SUGAR

There is little change to note in the demand for sugar, the market dragging on from day to day. The recent decline has created a distrust, and its effect upon the demand has been very prejudicial. A further reason for this is the lateness of the season, with the small fruit crop only beginning to arrive on the market, namely, domestic strawberries, which are coming in comparatively limited quaitities. We have, however, to note an improvement in outside markets, and the impression prevails that the decline in Europe has run its course. American refiners are believed to have been heavy buyers of beets and other non-privileged sugars, to the extent of fully 50,000 tons. The reason for this is not far to seek, in view of the rapid cessation of operations in Cuba, where there are now only twelve central factories working as compared with forty-two on the previous week, and a maximum of 171 at the height of the season.

The deficiency in stocks in the United States and Cuba together is 264,454 tons, as compared with the same time last year, and present indications are that the statistical position will get worse instead of better during the coming weeks, when the season of largest consumption is on in the United States. When American refiners can no longer be sure of supplies from Cuba they will have to further anticipate their requirements by still heavier purchases of sugars which pay full duty, such as beets and Javas.

Spot quotations for centrifugals remain now at 3.84c duty paid, on which basis there have been some small transactions, principally in Porte Ricos and San Domingos, totalling about 10,000 bags. The market in sugar for shipment from Cuba has assumed a stronger phase, and is reported to be advancing with large sales, on basis of 2 19-32c, c and f, New York, which is equivalent to 3.94c duty paid, or about 1-16 below recent highest point. There is a strong undertone, and with the impression prevailing that we have seen the lowest prices for the present season, the market favors sellers. Beet sugar, after declining to 9s 3-4d, basis f.o.b. Hamburg, has advanced to 9s 1 1-2d for June, and 9s 2 1-4d for July.

Receipts at U. S. Atlantic ports for the week ending June 15 were 23,293 tons, or nearly 24,000 tons less than the previous week, and 10,000 tons less than for the corresponding week last year. Meltings decreased for the week 2,000 tons, and are estimated at 37,000 tons, as compared with 36,000 tons for the same week last year. Total stock in all hands on June 15 was estimated at 215,717 tons, of which nearly 110,000 tons were in refiners' hands. Combined stock of Europe and America at latest uneven dates was 2,337,717 tons, as against 3,037,398 tons at the corresponding time last year, the decrease being 303,681 tons. Cables from Cuba report that a very severe storm on Tuesday of last week interrupted telegraphic communications, and it is presumed that it may have caused some damage in the cane fields.

Willett & Gray, in their weekly circular of June 16, write: "We do not change our opinion that the course of prices throughout the present campaign will be upward, with occasional reactions such as are now prevailing.

There is no change to note in either American or Canadian refined, and we quote locally as follows:

Paris lumps, in 50-lb. boxes	....	5 08
" in 100-lb. "	....	4 98
St. Lawrence granulated	....	4 43
Redpath's granulated	....	4 43
Acadia granulated	....	4 35
Berlin granulated	....	4 35
Domestic beet, granulated, 1902 (off grade)	....	4 13
Phoenix	....	4 33
Bright coffee	....	4 23
Bright yellow	....	4 18
No. 3 yellow	....	4 13
No. 2 "	....	3 93
No. 1 "	....	3 83

Granulated and yellow, 100-lb. bags, 10c. less than bbls.

Just as we go to press advices from New York say that Howell has advanced the price of American refined sugar 5c per 100 lbs., and that other refiners may follow suit at any moment.

SYRUPS AND MOLASSES.

The syrup and molasses market has been quiet for the week, and business on the street is also reported as being slack. Wholesalers report considerable stocks of West Indian molasses purchased under the new tariff regulations as being on the way. It is not expected that large quantities of West Indian stock will be brought into the local market as yet, however, as the price continues to rule pretty high, and be-

Notice to the Trade

FROM THE BLOOMFIELD PACKING CO.
PACKERS OF QUAKER CANNED GOODS.

We are making a specialty of string beans. We believe that with care and the proper attention given to this line the trade can be largely increased to the advantage of the retailer, consumer, and packer. We are packing stringless beans not string beans. Every merchant knows the difficulty in the past in getting a bean free from strings; they also know how objectionable this is to the consumer and how detrimental it is to the trade. This is all the more pity as there is no finer vegetable put inside of a can when it is packed properly and the quality of the raw material is all right. To bring this vegetable to its proper position we have added sifting and bean grading machinery to the plant. In doing this the object is to sift out all the large beans with strings in them and throw them out. After doing this we have three lines—stringless refugee, select refugee, and petite haricots. These latter will be found quite as small, a much better flavor and at half the price of the small French beans put up in glass. The stringless refugee and the select refugee are both fine stock and can be sold at the same price as the ordinary goods usually sold by other packers.

Bloomfield Packing Co.
Limited

BLOOMFIELD, June 20th, 1904.

N. B.—The Crop Report has been delayed until next week.

on for the remainder of the calendar year the receipts of mild coffees will be small); this would mean a decrease in the world's stock of coffee during July and would bring the world's stock of coffee on August 1st to a smaller total than on the corresponding date last year. The following table showing the world's stocks of coffee on the first of each month for the past three years is of interest :

Months—	1903-04.	1902-03.	1901-02.
July.....	11,900,173	11,264,331	6,867,627
August....	12,370,466	11,590,007	7,534,789
September.	13,148 200	12,226,947	8,654,801
October...	13,770,429	13,005,325	9,821,196
November.	18,918,131	13,233,284	10,576,665
December.	13,838,109	13,217,901	10 735,719
January...	13,757,746	13,212,775	10,870,930
February..	13,312,404	12 769,414	10,894,093
March.....	13,181 110	12,517.266	11 179,643
April.....	12 918,105	12,380 627	11 247 903
May	12,759,372	12,248 278	11,382,746
June	12,670,268	11,856,843	11,324,563

Our quotations are as follows :

	Per lb.	
Green Rios, No. 7		0 08½
" " No. 6		0 08½
" " No. 5		0 08½
" " No. 4		0 08½
" " No. 3	0 09	0 09
" Mocha	0 21	0 25
" Java	0 22	0 35
" Santos	0 10	0 12
" Plantation Ceylon	0 26	0 35
" Porto Rico	0 22	0 25
" Guatemala	0 22	0 25
" Jamaica	0 15	0 20
" Maracaibo	0 16	0 23

RICE AND TAPIOCA.

A steady trade is reported in rice and tapioca. Last week's prices remain unchanged with perhaps the exception of a slightly firmer tendency in tapioca. We quote the following prices :

	Per lb.		Per lb.
Rice, stand. B...	0 03¾	Tapioca, staple..	0 03¼
Patna.....	0 05 0 05¼	" double goat	0 04½
Japan.....	0 06 0 07	Carolina rice....	0 10
Sago.....	0 03½ 0 04		

SPICES.

The spice trade is quiet with the exception of a slightly easier tendency in peppers. Last week's prices continue unchanged. We quote the following :

	Per lb.		Per lb.
Peppers, blk.....	0 18 0 19	Cloves, whole.....	0 25 0 35
" white....	0 23 0 27	Cream of tartar...	0 25 0 30
Ginger.....	0 18 0 25	Allspice	0 14 0 17

Foreign Dried Fruits

There has been a good demand for foreign dried fruits during the week under review, which may be traced largely to the shortage in the home berry crop. California fruits have firmed considerably. Prunes are still in demand and comparatively scarce, owing to the fact that the trade consider this a poor time of year to stock large quantities of prunes.

A heavy crop of peaches is expected in Georgia, and good crops promise in Maryland and Delaware. The crop is estimated to be 300 carloads short of last year, while there is no old stock on hand. As there were 300 cars carried over a year ago, the supply for the coming season would thus be 600 cars short. This being the case, should the demand continue it is held to be probable that prices will go higher.

The apricot crop is not short. In fact, according to some estimates it will exceed that of last season by 200 cars. The prune crop is expected to equal that of last year. With a carryover of about 600 carloads and with the prospect of a light export demand because of large European crops, it is thought that prices will not likely advance. The supply of small sizes on the California crop will be light.

We quote the following prices :

PRUNES.

	Per lb.		Per lb.
100-110s.....	0 04 0 04½	60-70s	0 06¾ 0 07
90-100s.....	0 05 0 05½	50-60s	0 07 0 07½
80-90s.....	0 05½ 0 05¾	40-50s	0 07¾ 0 08
70-80s.....	0 06 0 06½	30-40s.....	0 08½ 0 08½

CANDIED PEELS.

	Per lb.		Per lb.
Lemon.....	0 10 0 12½	Citron	0 15 0 18
Orange	0 11 0 13		

FIGS

	Per lb.		Per lb.
Tapnets.....	0 03¾	Elemes.....	0 09 0 20
Naturals.....	0 06½ 0 09½		

APRICOTS.

	Per lb.
Californian evaporated..	0 12½ 0 15

PEACHES

	Per lb.
Californian evaporated.....	08½ 0 12

CURRANTS.

	Per lb.		Per lb.
Fine Filiatras....	0 04¾ up	Vostizzas.....	0 07 0 08
Patras.....	0 06 0 06½		

RAISINS.

	Per lb.
Valencia, fine off-stalk	06½ 0 06½
" selected..	0 07 0 07½
" selected layers.....	0 07½ 0 09
Sultana	0 06½ 0 10
Californian seeded, 12-oz.....	0 08½ 0 09
" " 1-lb. boxes.....	0 10½ 0 11
" unseeded, 2-crown.....	.... 0 07½
" " 3-crown.....	0 08 0 08½
" " 4-crown.....	0 09 0 10

DATES.

	Per lb.		Per lb.
Hallowees.....	0 03¾ 0 04	Fards.....	0 08¾ 0 09
Sairs.....	0 03½ 0 03½		

FOREIGN NUTS.

The market in foreign nuts continues quiet and steady, with no new features to record. Our quotations are as follows :

Peanuts, green, per lb.....	0 10 0 11
" roasted "	0 11 0 12
" Spanish, green, per lb.	.... 0 09
" " roasted, "	.... 0 10
Almonds, Taragona, per lb.....	.... 0 12
Walnuts, Grenoble, "	.... 0 12
" Bordeaux, "	.... 0 12
Filberts, per lb	.... 0 09
Brazils "	.... 0 15
Cocoanuts, Jamaica, per sack.	.... 4 25

Country Produce.

EGGS.

Receipts of eggs continue quite heavy with prices a trifle easier. Fifteen cents is still quoted, but the outlook is better for a lower level. The "shrink" is heavier, which means that more bad eggs are being received. The price is far too high for extensive buying, and dealers are holding themselves aloof from too extensive purchases. It is hoped that a week or two will see a drop of at least two cents.

APPLES.

A fair trade in evaporated apples is reported, especially in the northern country, where there is always a brisk demand at this season. We quote the following prices :

Evaporated apples, per lb	0 06½

BEANS.

The bean market is quiet and last week's prices continue unchanged. Our quotations are as follows :

Beans, mixed, per bush.....	.... 1 40
" prime, "	.... 1 50
" handpicked, per bush.....	1 65 1 75
" water-stained "	.... 1 00
" Lima, per lb.....	0 05½ 0 06½

HONEY

The honey market is practically at a standstill as far as actual sales are concerned. We quote the following prices :

Honey, extracted clover, per lb.....	0 06½ 0 07½
" sections, per doz.....	1 50 2 00

Fish.

Trade in fish is steadily improving, sales for the week under review having been brisk. Lake trout are ½c firmer, and will in all probability go to 9c; the advance is owing to the scarcity of supplies on the market. The demand is now principally for white fish and trout. We quote the following prices :

Halibut, "	0 12
Sea salmon, "	0 18
Whitefish, fresh caught, per lb.....	0 09
Haddock " per lb.....	0 06
Cod, steak " "	0 08
Perch " "	0 06
Mackerel, fresh, per fish	0 15
Trout, lake, per lb.....	0 08
Herring, lake, per lb	0 05
Pike, per lb	0 05

Green Fruits.

Trade in green fruits during the past week has been satisfactory in the extreme. Fruit dealers report a lively trade in oranges, but say the market is beginning to show a tendency in the direction of dulness owing to the fresh fruit market opening so briskly. The general move of the fruit and commission men from their down-town offices to the fruit market took place on Wednesday. Henceforth, until the Summer fruit season is over, the bulk of the local trade will be directed from the market, only country shipments and trade in staple lines being conducted from the regular fruit warehouses. Owing to the lateness of the season the move is considerably later than usual. California navels are nearly out of the market, also valencias, and the market is being supplied at present with mediterranean sweets and California late valencias. Lemons are in good supply and the market is easier if anything. Trade in pines is good, with Havanas nearly out of the market, and supplies of Floridas taking their place.

Home-grown cherries are on the market for the first time this week, and are quoted at $1.25 a basket. A seasonable trade on a small scale has also been done in California cherries. Florida tomatoes are out of the market, and in their place Mississippi and Texas stock supply the trade. The season for imported strawberries is over, and home-grown berries are beginning to arrive on the market freely. Latest quotations are down to 10 and 11c, with fruit of excellent quality coming from the Niagara Peninsula and surrounding country. Up to this week arrivals of Canadian berries have been rather slow, but on Tuesday the receipts were fully 600 crates, and Wednesday they were 1,000 crates. It is expected that next Tuesday, June 28, will be a big strawberry day. Cantaloupes from California have appeared on the market. The season is a little early for them, although California peaches are on the market and are selling at $2.50 per crate. Water-

SITUATION WANTED.

GROCERY CLERK—Nine years' experience ; desires position in West either in store or on road. Best references. Box 142, CANADIAN GROCER, Toronto. (26)

melons are selling well. Our quotations are as follows :

California navels, per box	3 50	4 25
Mediterrnean sweets, per box	3 00	3 50
California late valencies, per box	4 00	4 25
Messina lemons, new, 300's, per box	2 50	3 00
" " 360's, per box	2 25	2 75
Sorrento lemons, new, 300's, per box	3 00	3 50
Havana pineapples, per crate	3 00	5 50
Florida pineapples, per crate	3 00	3 50
Bananas, large bunches	1 75	2 25
Bananas, red, per bunch	1 50	2 50
Apples, per bbl	3 00	4 00
California cherries, per 10-lb. box	1 75	2 00
Canadian cherries, per basket		1 25
Limes, per box		1 25
Strawberries, Ontario, per box	0 10	0 11
Mississippi tomatoes, per crate	1 50	1 75
Watermelons	0 30	0 40
Cantaloupes	0 25	0 35
Gooseberries, per basket		1 00
California peaches, per crate (4 baskets)		2 50

Vegetables.

A seasonable demand for vegetables of all kinds is reported for the week, especially new vegetables, the majority of old roots, with the exception of potatoes, being out of the market. Potatoes continue unchanged in price with the market tending easier. It would take very little to knock the bottom out of the old potato market if new potatoes should begin to arrive freely and consumers decide to use them to any extent. In view of this grocers throughout the country having supplies of old stock are recommended to dispose of them. New carrots and beets are 25 to 50c easier in price, with supplies of the latter coming more freely. Artichokes, turnips and leeks are out of the market. New Potatoes are easier in price than last week, also green cabbage. Green peppers are on the market and are quoted at 75c per basket. We quote the following prices :

Potatoes, per bag		1 00
Potatoes, per bag, car lots	0 80	0 90
Egyptian onions, per sack	2 25	2 50
Bermuda onions, per bush crate	1 25	1 50
Bunch lettuce, per doz. bunches	0 25	0 30
Radishes, per doz. bunches		0 20
Mushrooms, per lb.		0 75
Mint, per doz bunches		0 20
Parsley, " "		0 20
Sage, per doz.		0 15
Savoury, per doz		0 15
Carrots, new, per doz	0 50	0 75
Beets, new, per doz	0 50	0 75
Egg plant	0 25	0 30
Rhubarb, outdoor, per doz		0 20
Green onions, per doz.		0 15
Green house water cress, per doz.		0 25
Green cucumbers, per bush. hamper	2 50	3 00
Green cucumbers per doz.	0 40	0 50
Asparagus, outdoor, per doz.	0 50	1 00
Florida spinach, per bush. hamper	0 40	0 50
Florida new potatoes, per bbl.		4 50
Green peas, per bush.		1 50
" cabbage, per case	2 25	2 50
" beans, per bush.	1 75	2 00
Waxed beans, per bush		2 50
Cauliflowers, small, home grown, per doz.	0 50	1 50
Green peppers, per basket		0 75

Seeds.

There is an improved demand for Hungarian and millet, with last week's quotations unchanged. The sale of corn is slow owing to the late season, and the luxurious grass which will curtail to a considerable extent corn sowing for the present season. Our quotations are as follows :

Corn, Dent varieties, per bu. of 56 lbs.	0 80	0 95
" Flint " " "	1 15	1 25
Millet, per bu	1 08	1 10
Hungarian, per bu	1 20	1 25

Grain, Flour and Breakfast Foods.

GRAIN.

The grain market continues quiet, with prices tending easier. Manitoba No. 1 hard is 1c easier. Northern Nos. 1 and 2 are each 1 1-2c easier, and No. 3 from 1-2 to 1c easier. Red and white wheat are 1c easier, respectively.

According to Bradstreet's, stocks of grain available in the United States and Canada on June 11, 1904, were 26,878,000 bushels of wheat, 11,115,000 of corn, 7,755,000 bushels of oats, 2,494,000 bushels of barley, and 1,011,000 bushels of rye, as against 29,495,000 bushels of wheat, 8,722,000 bushels of corn, 6,672,000 bushels of oats, 810,000 bushels of barley, and 1,049,000 bushels of rye, on June 13, 1903.

The quantity of wheat (including flour as wheat) exported from United States and Canadian ports for the week ending June 16 is 2,044,251 bushels, as against 3,617,415 bushels for the corresponding week of 1903.

The world's wheat shipments for the week ending June 20, 1904, are as follows: United States and Canada, 2,044,000 bushels; Argentina, 776,000 bushels; Russia, 2,752,000 bushels; India, 2,400,000 bushels; Australia, 2,400,000 bushels, a total of 10,372,000 bushels, as against 7,596,000 bushels for the same period a year ago.

Wheat on passage decreased 1,520,000 bushels, and corn increased 880,000 bushels. The Northwest Grain Dealers' Association estimates area under crop in Manitoba and the Northwest Territories as 3,420,411 acres wheat, last year 3,123,623, increase 9 1-2 per cent. Oats 1,205,960 acres, last year 1,101,333 acres, increase 9 1-2 per cent. Barley 392,569 acres, last year 381,125 acres, increase 3 per cent. Flax 46,540 acres, last year 64,636 acres, decrease 28 per cent. Condition of growing crops first-class.

Russian Minister of Agriculture reports June 15, the conditions of winter wheat as below an average. In parts southwest (an important growing district), northwest, and central regions are unsatisfactory to bad. In southwest and north Caucasus (both important growers); elsewhere satisfactory.

PORT ARTHUR STOCKS IN STORE.

	June 20, '04.	June 10, 04.	June 3, '04.
Receipts	56,366	43,837	57,782
Shipments	138,614	129,411	217,412
Total wheat	766,245	848,493	934,067

FORT WILLIAM STOCKS IN STORE.

	June 20, '04.	June 10, '04.	June 19, '03.
Receipts	231,360	292 296	640 069
Shipments	467,476	641,520	691,438
Total wheat	1,734,806	1,970,922	1,812,326

We quote the following prices:

Manitoba wheat, No. 1 hard, per bush, Toronto.			0 95
" " Northern No. 1 "	"	0 93	0 94
" " " No. 2 "	"	0 90	0 90½
" " " No. 3 "	"	0 87	0 87½
Red, per bushel, on track Toronto		0 93	0 94
White " " "		0 93	0 94
Barley " " "		0 46	0 48
Oats " " "		0 35½	0 36
Peas " " "		0 68	0 69
Buckwheat " " "	Nominal		0 55½
Rye, per bushel, " " "		0 64	0 65

FLOUR.

The flour market has been very slow during the week, with comparatively little trade doing. The market fluctuates up and down ½c, but otherwise is without special features. Fall wheat flour is reported to be scarce throughout the country. Our quotations are as follows :

Manitoba wheat patents, per bbl	4 60	4 80
Strong bakers "	4 40	4 60
Ontario wheat patents "	4 50	4 80
Straight roller "	4 35	4 50

BREAKFAST FOODS.

A steady market continues in breakfast foods, with last week's quotations unchanged. We quote the following prices :

Oatmeal, standard and granulated, carlots, on track, per bbl		5 05
Rolled oats, standard, carlots, per bbl., in bags		4 50
" " " " in wood		4 75
" " " " for broken lots		4 90
Rolled wheat, per 100-lb. bbl		2 50
Cornmeal		3 50
Split peas		5 00
Pot barley, in bags		3 75
" in wood		4 00

Hides, Skins and Wool.

Hides are noticeably scarcer than they were last week, while wool is coming in freely. There are no changes in last week's prices to record. We quote the following prices :

HIDES.

No. 1 green, per lb		0 08
" 2 " "		0 07
" 1 " steers, per lb		0 08½
" 2 " "		0 07½
Cured, per lb		0 08½

CALFSKINS.

Veal skins, No. 1, 6 to 14 lb. inclusive		0 11
" " " 2 " " "		0 09
" " " 1 15 to 20 lb "		0 10
" " " 2 " "		0 08
Deacons (dairies), each		0 65
Sheepskins	1 00	1 25
Lamb skins		0 35

WOOL.

Unwashed wool, per lb		0 10
Fleece wool, new clip, per lb		0 17
Pulled wools, super, per lb	0 18	0 20½
" " extra "	0 20	0 22

QUEBEC MARKETS.

Montreal, June 23, 1904.

Groceries.

WITH a French holiday intervening on Friday this week, a certain amount of quietness will mark the business transactions of the time. There is a lull in the sugar market just now, and even lower prices are expected. From abroad it is learned that the speculative beet market is unsettled, and the demand from the trade has been affected. The refiners' requirements of raw sugar have also been affected, and a quiet tone has marked sugar everywhere. The action of the French Government in abolishing the excise duties on sugar used for brewing and cattle feeding has materially increased the demand for sugar in that country. Sugar is in good demand all round. Sago remains unchanged in value, and is quiet. Rice will drop 15c in Quebec after July 1; that is, B and CC. Flake tapioca is fairly steady, with an occasional reduction in certain parcels. Common grade of pearl tapioca has been selling at a slight reduction, and arrowroot has been selling fairly, with little demand. Black pepper is exceedingly flat. Singapore white pepper is reported to have declined, but for fine qualities prices have been well maintained. Pimento shows some decline. Rough washed Cochin ginger has fallen off considerably; the low values of the cut variety are said to have attracted buyers. Certainly there is no probability of the price being maintained at its present low standard. Cloves are quiet and nutmegs steady. Canary seed took a jump in New York last week, but it has not been materially changed here. There has been a much better inquiry for it lately, principally from those who

"Condor" Japan and Black Tea, Baking Powder, Mustard, Vinegar.

Better now than later.

"Nectar" Black Tea, in lead packets and fancy tins only.

Cables from Japan report market higher, and considering the values I offer, buying now is a safe and profitable investment.

Don't you miss these lines

120 Half-Chests Japan Tea, good, strong, bright liquor, at - - **14c.**

198 Half-Chests Japan Tea, nicely made, clean leaf, extra good liquor, at **15c.**

JUST IN

100 Half-Chests Ceylon Green Tea, **Hyson No. 1,** fancy finished leaf, choicest liquor, at - - - - - - - **17½c.**

50 Half-Chests Ceylon Green Tea, **Young Hyson,** fancy finished leaf, choicest liquor, at - - - - - - - **19c.**

50 Half-Chests (60 lbs.) Ceylon Black Orange Pekoe, a beauty in leaf and liquor, rich and flavory, at - - - - **22½c.**

60 Chests Indian Green Tea, **Hyson No. 1,** handsomest leaf, sweetest and best liquor, nothing like it ever offered, at - - **17½c.**

Remember that I have a big stock of all teas, the best and largest assortment of every description. My prices are the most advantageous, quality considered.

Give me a call when open to buy Teas, Coffees, Spices and Vinegars.

My Brands are Standards of High Quality.

Ask for Samples, it pays.

"Old Crow" Baking Powder, Mustard, Vinegar, Black Tea.

E. D. MARCEAU

281-285 ST. PAUL STREET

MONTREAL

"EMD" Baking Powder, Vinegar, Spices, Coffee

are wide awake, and are anticipating a short crop in Turkey. The market certainly has an upward tendency, and seed will most likely be dear. Teas of all kinds are steady, with good demand for the freely arriving Japans. The quality of Ceylons has shown some signs of falling off. Indian tea has shown a steadiness that was surprising all last week, and in fact, for the present month Chicago has been looking to this market for Formosa Oolongs and Sow Mee Hysons several inquiries having been received by the trade. Common grades were most in demand, but the notable feature was the remarkable value shown by grades just above common, which to-day are as cheap relatively as the common grades are dear. Coffee is still interesting and as June draws to a close, the season's coffee comes to an end too. Canned goods of all descriptions are very strong, especially corn, which cannot be had under $1.20. A solid position is being held by all lines, and tomatoes have never wavered from their strength of a month ago. The dried apple or evaporated apple corner is still having its effect at 7 1-2c. Green fruits of all kinds are quiet.

SUGAR.

Sugar is not so much in every commercial thought as it was two weeks ago, and the tone is tame and featureless. The demand is still good, and the market strong. No change has taken place up to date. We quote:

Granulated, bbls.	$4 35
" ½-bbls	4 50
" bags	4 25
Paris lump, boxes and bbls	4 85
" " ½-boxes and ½-bbls	4 85
Extra ground, bbls	4 70
" " 50-lb. boxes	4 90
" " 25-lb. boxes	5 00
Powdered, bbls	4 50
" 50-lb. boxes	4 70
Phoenix	4 25
Bright coffee	4 10
" yellow	4 05
No. 3 yellow	4 05
No. 2 "	3 85
No. 1 " bbls	3 75
No. 1 " bags	3 65
Raw Trinidad	3 15
Trinidad crystals	3 25

SYRUPS AND MOLASSES.

There is every probability of a much stronger market for molasses. The reason given is, that although the price has sagged very materially, wholesalers are not by any means well supplied, and those who have been fortunate enough to make contracts for delivery of Barbadoes at a good rate will no doubt hold it for a higher price when they can do so without any fear of losing. The spot price is 25c, but cables from the island state there has been an advance of a cent, and further, that all the crop is about in, and the price is 13c. The season is nearly over at the islands, and there is not much molasses for sale. A better position is anticipated for molasses of all kinds. We quote:

Barbadoes, in puncheons	0 25
" in barrels	0 27½
" in half-barrels	0 28½
New Orleans	0 22 0 35
Antigua	0 37
Porto Rico	0 45 0 48
Corn syrups, bbls	0 02½
" ½-bbls	0 02½ 0 03
" ¼-bbls	0 03
" 38½-lb. pails	1 30
" 25-lb. pails	0 90
Bbls., per 100 lb	2 75
½-bbls. "	2 75
Kegs "	3 00

Cases, 2-lb. tins, 2 doz. per case	1 90
" 5-lb. " 1 doz. "	2 35
" 10-lb. " ½ doz. "	2 25
" 20-lb. " ¼ doz. "	2 10

COFFEE.

Things are looking better for the coffee men. According to the latest reports the visible supply for the world has decreased only 6,000 tons, which is considered by the trade very satisfactory, inasmuch as all the deliveries have been rported small for May and the early part of June. The importations of certain blends of coffee are ceasing, and the receipts from Rio and Santos seem to be falling off in comparison with other years. A slight advance has been reported from abroad, although no quotable change has been noted here. Colombian has sold more freely and rates have stiffened. An improved business has been done in Mochas, and firmness is reported owing to the alleged shortness in the present crop. We quote:

Good Calcuttas	0 10 0 10½
Choice "	0 11½ 0 12½
Jamaica coffee	0 10½ 0 11
Java	0 18 0 22
Mocha	0 16 0 19
Rio	0 08 0 09

TEA.

New high priced teas of various descriptions are coming in nicely and very freely. Japans have held their own from the start, and the news from abroad is most encouraging, both for buyers and consumers. The demand for low priced blacks still continues, and higher prices may be looked for. The demand for finer grades of Indian tea is less active; prices have not changed much, as the quantity offering is in very limited compass. In fact, it is generally believed that it is likely to remain so until liberal imports are made of the new crop. The poor liquoring sorts of medium teas have been disposed of to suit buyers, owing to the fact that the quantity offering has been almost equal to the inquiry. Ceylon tea maintains a slight irregularity in price, owing to some of the quality being of an indifferent character. Chicago seems to be in the market for Formosa Oolongs and Sow Mee and Kee Muns, as inquiries have been received by the trade here during the past few days. We quote:

Good to medium Japans	0 18 0 24
Fine to choice Japans	0 25 0 35
Ceylon greens	0 16 0 20½
Indian greens	0 18 0 30
Japan style China congoes	0 10 0 10
Pealeaf and Pinhead Gunpowders	0 23 0 40
Coarse to good Gunpowders	0 13 0 22
Ceylon blacks	0 14 0 30
Indian "	0 12 0 20

CANNED GOODS

A steady trade has been carried on all the week, and prices are firm, with an inclination to higher prices for some articles. For instance, corn is away up, not a can being available, except at $1.20. Some packers have already issued their prices for California fruit, and an advance is noticeable. The inquiry, therefore, has been strong for spot goods. A glance ahead would suggest to grocers that they should keep generous supplies, for the next three months are fine for the consumption of these goods. Thus with new season's pack at a premium, no mistake will be made in having a substantial stock of the old. Cohoe salmon is getting very scarce, and is available only at a high price, as high as $4 per case obtaining here. Cod liver oil s much easier, ranging from $2 to $2.25 a gallon, Newfoundland non-freezing process. In sardines it is reported that fishing has commenced off the west coast of France, but it is far too early to give an estimate of the pack. We quote:

Tomatoes	1 05
Corn	1 20
Peas	0 87½ 1 50
String beans	0 85 0 90
Strawberries, preserved	1 40 1 60
Succotash	1 00
Blueberries	1 10
Raspberries	1 47½
Lawtenberries, 2s	1 57½
Raspberries, black	1 42½
Gooseberries	1 83
Pears, 2s	1 52½ 1 67½
" 3s	2 00 2 20
Peaches, 2s	1 63 1 77½
" 3s	2 57½ 2 72½
Plums, Lombard 2s	1 35
" Green Gage, 2s	1 47½
Cherries, red pitted, 2s	2 30
Baked beans, 3s	1 03½
3-lb. apples	0 90
Gallon apples	2 20
2-lb sliced pineapples	2 00 2 10
Grated pineapples	2 40
Singapore whole pineapples	2 40
Pumpkins, per doz	0 95
Spinach	1 00
Sugar beets	0 90 1 40
Salmon, pink	0 90 1 00
" spring	1 40
" Rivers Inlet red sockeye	1 50
" Fraser River red sockeye	1 50 1 70
Lobsters, talls	3 45
" 1-lb. flats	4 00
" ½-lb. flats	2 25
Canadian Sardines, ¼s	3 65 4 00
California asparagus	4 50 5 00
Asparagus tips	3 50 3 75

Foreign Dried Fruits.

The market for dried fruits is more or less unsettled, and fluctuations have taken place in different varieties of currants. It is generally known that at this time of year there are a few bargains about as big dealers are anxious to clear out old stocks and prepare books and boards for the new shipments. The reports of the growing crop are quite satisfactory, and an abundant yield is expected. Firmness marks the Sultana market, and holders appear to be warranted in asking the high prices. Smyrna and Greek sultanas are reported to be nearly exhausted, and there has been an excellent demand right along. Valencia raisins have eased in price slightly, owing to the desire of merchants to clear their holdings in readiness for new fruit. The demand for evaporated fruits is still good, and there has been a good movement in apricots. New crops are reported short.

Watt, Scott & Goodacre report: Outside of some orders for September shipment of shelled walnuts, and prompt shipment of currants, the import trade is nil at the moment, for either prompt or futures.

Notwithstanding the low price made for California's, it is possible we may see Bosnia and French prunes again in our market. A large European crop is promised, and low freight with "French tariff" duty may bring them in. In California, it is expected that the Pacific will be about the same as in 1903, from which there are carried over about 600 cars. We quote:

VALENCIA RAISINS.

New, finest off-stalk, per lb	0 06 0 06½
Selected, per lb	0 07
Layers "	0 07½ 0 07½

FIGS.

Comadres, per tapnet	1 00	1 10
Elemes, per box, new	....	0 90

DATES.

Dates, Hallowees, per lb	0 03½	0 03¾

CALIFORNIAN EVAPORATED FRUITS.

Apricots, per lb	....	0 12½
Peaches "	....	0 09½
Pears "	....	0 12½

MALAGA RAISINS.

London Layers	1 75	1 90
"Connoisseur Clusters"	....	2 00
"Royal Buckingham Clusters," ½-boxes	....	1 00
"Excelsior Windsor Clusters"	....	4 25
" " ¼s	....	1 25

CALIFORNIAN RAISINS.

Loose muscatels, per lb	0 07½	0 08
" " seeded, in 1-lb. packages	....	0 10½
" " in 12-oz. packages	....	0 08

PRUNES.

	Per lb.	Per lb.
30-40s	....	0 09
40-50s	....	0 08
50-60s	....	0 07½
60-70s	....	0 06½
70-80s	....	0 06
80-90s	....	0 05½
90-100s	....	0 05
Oregon Prunes (Italian style) 40-50s	....	0 08
" " " 50-60s	....	0 07½
Oregon prunes (French style), 60-70s	....	0 06½
" " " 90-100s	....	0 04½
" " " 100-120s	....	0 04

CURRANTS.

Fine Filiatras, per lb. in cases	0 04½	0 05
" " cleaned	0 05	0 05½
" " in 1-lb. cartons	00 6	0 06½
Finest Vostizzas "	0 06½	0 07½
Amalias "	....	0 05½

SULTANA RAISINS.

Sultana raisins, per lb	0 06½	0 08
" 1-lb. carton	....	0 09
Shelled Walnuts	0 19	0 20

Green Fruits.

Quietness marks the green fruit market all over. New arrivals of Canadian strawberries have set the market moving a little, and prices ruled at from 12 to 14c per box. The first cargo of California fruit is expected about Saturday or Monday, including about 700 crates of apricots, 200 crates of peaches, 150 crates of plums. The orange and banana markets are steady, but inclined to easiness owing to the numerous arrivals. The country demand has not been any too good for green fruits, yet the rates have kept up remarkably well, considering all things. From Spain it is learned that there are still considerable quantities for shipment, and possibly supplies may be had from that quarter up to August. We quote:

Cocoanuts, per bag of 100	....	4 00
Canadian apples, in bbls	3 00	5 00
Pineapples, 24 to case	3 25	3 50
" 30 to case	....	3 00
Bananas	1 25	1 75
Egyptian onions, per bag	....	1 75
Bermuda onions, crates	....	1 25
New Messina lemons 300's	....	2 75
" " 360's	....	2 50
Florida tomatoes, per crate	2 75	3 00
Cucumbers, per doz	....	0 50
Spinach, bbl	....	3 25
Asparagus, per basket	....	1 00
Radishes, per doz	....	0 45
Strawberries, qts	0 12	0 14
Peanuts, Bon Tons	....	0 12
" Sun brand	....	0 11
" Diamond G brand	....	0 09½
" Coon brand	....	0 07½
New Brazils	....	0 13½
New potatoes, per bbl	....	7 50
Cabbage, per crate	2 75	3 75

Fish.

The change in the fast day this week from Friday, a great Catholic French holiday, to Wednesday, will greatly lessen the consumption of fish in Montreal and district. Special dispensation has been given for holiday seekers to fast on Wednesday and to enjoy Friday as the feast of St. Jean Baptiste. The popular fish, such as trout, whitefish, dore and mackerel, have dropped a cent and a-half in some grades. The demand for Gaspe salmon keeps good, and brook trout maintains a strong position at 18c. Black bass is selling freely at 8 and 9c a lb., and lobsters at 10c. We quote:

Haddies	....	0 07½
Smoked herring, per box	....	0 18
Fresh haddock, per lb	....	0 03½
Pike, " round and dressed	0 06½	0 07
Halibut, fresh, per lb	....	0 10
Gaspe salmon, fresh per lb	0 12	0 13
Fresh B. C. salmon	0 10	0 12
Fresh steak cod	0 04½	0 05
Lake trout, per lb	0 07	0 07½
Whitefish	0 07	0 07½
Dore	0 07	0 07½
Fresh mackerel	0 07½	0 08
Lobsters	....	0 12
No. 1 Labrador herring in 20-lb pails	0 75	0 85
No. 1 Herring, Labrador, per bbl	....	4 75
" " half bbl	2 75	3 00
No. 1 Holland herring, per half bbl	....	6 50
No. 1 Scotch herring, " "	....	6 50
" " per keg	....	0 95
Holland herring, per keg	0 65	0 75
No. 2 green cod bbls. 200	....	5 00
Salt mackerel, pail of 20 lbs	....	1 60
Boneless cod, 1 and 2-lb. blocks, per lb	....	0 06
" fish, " "	....	0 05
" " loose, in 25 lb. boxes	....	0 04½
Boneless fish, in crates 12 5-lb. boxes	....	0 05
Pure Georges cod, 40 lbs	....	0 07½
Skinless cod, cases 100 lb	....	0 05
B. C. salmon, choice red, per bbl	....	15 00
B. C. salmon, ½-bbl	....	8 00
Marshall's kippered herring, per doz	....	1 40
Canadian kippered, per doz	....	1 00
Canadian ¼ sardines, per 100	3 75	4 00
Canned cove oysters, No. 1 size, per doz	....	1 30
Canned cove oysters, No. 2 size, per doz	....	2 25
Standard bulk oysters, per gal	....	1 50
Selects	....	1 75

Country Produce.

EGGS.

The receipts of eggs were large on Monday, being 971 cases, as against 432 on Saturday. Generally the receipts are the very opposite of this, but the warm weather occasioned the difference and the tone has been pointing to a weak market, with a possible decline. Business was very tame for the first two days of the week, and the standard price ruled at 14 1-4c and 14 1-2c.

Beans, honey and maple products are quiet and unchanged in price.

POTATOES.

Potatoes were slow, and the demand did not improve all the week. Sound stock in car lots at 65 to 70c per bag, ex-track.

Flour and Feed.

FLOUR.

No signs of improvement were noted in the flour market, and the prices of last week still hold. The demand has been fair. We quote:

Manitoba spring wheat patents	....	4 90
" strong bakers'	....	4 60
Winter wheat patents	5 10	5 25
Straight rollers	4 85	5 00
Extra	3 80	3 90
Straight rollers, bags	2 30	2 35

FEED.

Little has been moving in the feed line this week. No quotable change has taken place. We quote:

Ontario bran, in bulk	....	19 00
" shorts	....	21 00
Manitoba bran, in bags	19 00	20 00
" shorts	....	21 00
Mouillie	26 00	28 00

OATMEAL.

With a fairly steady demand oatmeal has kept up a firm market. We quote:

Fine oatmeal, bags	....	2 06
Standard oatmeal, bags	....	2 90
Granulated " "	....	2 90
Rolled oats, bags	....	2 55
" bbls	....	5 30

MANITOBA MARKETS.

Winnipeg, June 18, 1904.

THE turn over for the past week, taking in all kinds of business, has been satisfactory. All markets remain steady, and the jobbers report trade in general bright, with the prospects encouraging.

Sugar—The market remains firm. Montreal granulated is quoted at $5.05 in barrels and $1.95 in sacks. Yellows at $4.45. Wallaceburg holds the price good at $4.95 in barrels, and $4.85 in sacks.

Canned Vegetables—The market is now firm and corn is still quoted at the advance price of $1.75 per case.

Canned Fruits—The market continues firm. Pineapples, 2 lb. whole, are quoted at $3.75 per case of 2 doz.; 1¾ lb. sliced $3.75 per case of 2 doz.; 1½ lb. sliced $7.20 per case of 4 doz.; and 1¾ lb. grated $7.60 per case of 4 doz.

Evaporated and Dried Fruits — The market remains firm, but all lines of evaporated fruits are very scarce, especially California apricots. 1902 stock is about off the market, and 1903 choice is offering at 13¼c to 13½c. Oregon prunes continue to bring good prices, 70 to 80 at 5½c, 60 to 70 at 6c, 50 to 60 at 6½c, and 40 to 50 at 6¾c.

Rolled Oats—Prices are firm. The market quotes 80 lb. sacks at $2.25, 40 lb. at $2.30, 20 lb. at $2.35, 8 lb. at $2.65, 6 lb. at $2.85.

Cornmeal—The market is steady with prices firm, and cornmeal is quoted at $1.75 per sack and 90c per ½ sack.

Flour—The market is firm, and quotes No. 1 patent at $2.45, No. 2 at $2.30, and No. 3 at $1.80.

Tapioca—The market still quotes tapioca at ½c advance, and prices hold good at 3¾c per lb.

Green Fruits—The market is somewhat firmer. Late valencia oranges are quoted at $4.50 per case, and sweets at $3.50 to $4 per case. Pineapples, $5 per case. Bananas, $3 to $3.50 per bunch. Strawberries, $3.25 per case of 24 quart boxes. Hood River strawberries, $3.25 per case. Tomatoes, $3 per case. Rhubarb, 2c per lb. Onions, 30c per doz. Radishes, 45c per doz. Cucumbers, $1 per doz. New cabbage, 4c per lb. Lettuce, 40c per doz. Asparagus is off the market; apples are very scarce and there are practically none to be had.

Eggs—The market quotes a little higher and they are jobbing to the trade at 20c.

NEW BRUNSWICK MARKETS.

Office of Canadian Grocer,
St. John, N. B., June, 1904.

BUSINESS in all lines has been retarded by the backward season. It is now the middle of June, and we have not had what could be called a real warm day

In markets there have been but few changes of importance. Perhaps that of chief interest is the firmer feeling in cheese. This of late years is a very important industry in these lower provinces. We have each year pointed out the disadvantage our factories are put to through lack of system in selling their output, but there is as yet no sign of improvement.

Brokers visiting the wholesale grocers are now busy pushing Fall lines, particularly fruits and canned goods. Owing to present conditions there is little competition in canned goods, and orders are given at open prices, particularly in Canadian vegetables and fruits. Owing to the rather dull market dealers are not inclined to place dried fruit orders very early this year, and there will be very little business indeed placed at open figures, our buyers preferring to wait until markets settle.

Salt.

In Liverpool coarse salt there continues to be rather light demand. Our dealers are holding ample stocks. Prices remain unchanged. The principal demand at present is for cheese and butter salt, and there is little used outside of the Canadian. In box salt, both English salt boxed here and Canadian salt is being sold. The latter has very much the larger sale. Those, however, who are packing English salt report a much larger demand this year than previously. Dealers carry a light stock of rock salt. In the days of wooden ships this was a large business.

Canned Goods.

There is a steady sale for vegetables and fruits at even prices. In new, some outside canners have quoted prices; the very large quantity of goods sold, however, will be from the Consolidated Canners' Association. The pack of strawberries, it is said, will be light, and prices rule quite high. The prices of salmon for later shipment daily expected, it is thought will rule well above last year's figures. Canned meats hold firm at Fall prices, and are having quite a large sale. Our wholesalers handle little outside of Canadian goods. In oysters, firm prices rule, and higher prices are expected. In domestic fish the market is quite bare, although new haddies are now being received. In sardines arrangements are being made for a large pack. It is impossible, of course, to foresee what run of fish there will be, for the immense number of people coming into western Canada, a very increased demand is expected for these goods. Western buyers should take more interest in our domestic packed clams, which are special value. Lobsters are high and scarce. Dealers are inclined to shade prices on gallon apples, owing to rather light sales, and the prospect of full pack this season.

Green Fruits.

In bananas high prices are the order of the day, and, while large quantities are handled, dealers are finding it difficult to supply demand. In oranges some nice valencias are still offered; prices are higher. In California's stock being received shows considerable waste, but quality is good, and there is a steady sale. The Sorrentos received are but fair quality. Strawberries are more plentiful this week, and prices are lower. Tomatoes keep quite scarce and high. Rhubarb is low, and sells well. Lemons are low; there is a good sale at this season and quite large stocks are held. In fact our dealers rather overstocked early in the season. Pines are freely sold at rather lower prices.

Fish.

Season for gaspereau and shad is about done. While the former were quite a large catch, in the latter the catch was practically a failure. Pickled shad of late years have become a luxury. As yet catch of salmon has been small, owing, however, to receipts from other points prices are a little lower. In dried fish rather lower prices rule. There is but fair business reported. Pickled and smoked herring are very scarce.

Flour, Feed and Meal.

While we have no changes to report in price, flour, particularly Ontario, is quite firm. While oats are comparatively low, oatmeal is high; it has but a limited sale, and it is thought the price is out of proportion. Owing to the number of breakfast foods offered, some factories find it necessary to keep travelers through the province that their special food will not be overlooked; this creates an increased sale, and, of course, affects the sale of oatmeal. Cornmeal is firm. Beans are dull, even at the present low price. In barley there is a light sale. Split peas hold at full figures and move slowly.

NATURAL FOOD CO 'S NEW PRICE LIST.

On and after July 1, 1904, the following prices will rule in the products of the Natural Food Co.: Shredded whole wheat biscuit, per case containing 50 cartons, $5.25; one-half case, containing 25 cartons, $2.75; one dozen, $1.32. Triscuit, per case, containing 30 cartons, $3. One per cent. ten days, net cash thirty days.

PERSONAL MENTION.

Mr. W. Kerns, of the Burlington Canning Co., Burlington, Ont., reports that domestic strawberries are ripening very fast, and that his company will begin to operate on Monday next, June 27, at the latest.

Ald. N. Lapointe, the prominent west end grocer, Montreal, is making a trip through the Niagara fruit district this week. Mr. Lapointe is a heavy buyer of fruit, and annually visits the different sections to thoroughly post himself on the fruit situation and make shipping connections with the best growers and packers.

Mr. J. H. Maiden, Montreal, has been appointed agent for the Province of Quebec for the Diamond Crystal Salt Co., St. Clair, Mich. Mr. Maiden has also been appointed agent for Simson Bros. Co., Ltd., Halifax, Sovereign lime juice, and for the convenience of the trade will carry stock for prompt delivery orders.

A WELL-EARNED HOLIDAY.

MR. Wm. Dobie, general manager and treasurer of E. W. Gillett Co., Toronto, was a caller at the Montreal office of The Canadian Grocer this week. Mr. Dobie, who was accompanied by Mrs. Dobie, is taking a well-earned vacation, his trip comprising a tour through Lakes Champlain and George, Boston, New York, Philadelphia, Atlantic City, and home via New York and Hudson River.

A PROMINENT CUBAN VISITOR.

A KEEN, wide-awake and wealthy business man was at the Windsor Hotel, Montreal, last week, in the person of Senor Arturo de Gomez, from Santa Cara, Cuba. He is a sugar and tobacco planter of considerable importance, and is concerned in the flotation of new companies, the object of which would be to further induce capital to invest money in Cuban sugar and tobacco. Senor de Gomez will visit Montreal on his return from Europe. He has succeeded in interesting Montrealers in Cuban sugar and tobacco.

PROFIT IN STARCH

The first profit in anything is not the only profit to be considered. The question to ask is—will the article continue to sell ?

IVORINE
Cold Water
Starch

is a profitable starch from first to last. Pays 60 per cent.

Order it from your Jobber.

ST. LAWRENCE STARCH CO., Limited
Port Credit, Ont.

"Clover Leaf" Salmon

THE FANCIEST QUALITY OF RED SOCKEYE PACKED ON THE FRASER RIVER. . . . .

For sale by all the leading Wholesale Grocers in Canada.
We do not sell to retailers.

THE PACIFIC SELLING CO., 95 HUDSON ST., NEW YORK, N. Y.

Do the following Snaps interest you? No new Canned Vegetables or Pickles will be on the market before four or five months.

28 doz. Tomatoes
12 " Corn
10 " Peas
50 doz. Standard Brands for **$50.00**

Agents for Salada Tea.

210 5-gallon Pails Taylor & Pringle Sour Mixed Pickles at **$2.75**

PROVOST & ALLARD, Wholesale Grocers, OTTAWA.

You are not well matched, if you do not sell our

MATCHES

BEST and CHEAPEST on the market.

The Walkerville Match Co.
LIMITED

WALKERVILLE, ONT.

FIVE GALLONS FOR 25 CENTS
A HEALTHY AND DELICIOUS BEVERAGE
25c HIRES' IMPROVED 25c
ROOT BEER!
IN LIQUID. NO BOILING OR STRAINING. EASILY MADE
THIS PACKAGE MAKES FIVE GALLONS

Hires' ROOT BEER

All good things are imitated.

Be sure and buy **Hires'** from your jobber. It is profitable to you and just what your customers want this hot weather. Please them and pay yourself.

Above all others—

"White Dove" COCOANUT

—in pkgs. and pails, the best made and most handsomely packed goods in the market. A ready and steady seller.

If your jobber does not handle these goods write direct to me and I will see that you are supplied.

W. P. DOWNEY, AGENT, 26 St. Peter St., MONTREAL

THE OLD HOMESTEAD CANNING CO.

Has a few remarks to make and will continue making them on **this page** for the next several months to come.

STRAWBERRIES **STRAWBERRIES** STRAWBERRIES

Notwithstanding all reports to the effect that we would not be ready to pack strawberries, it is a fact we were the first factory to pack them this season in the noted Bay of Quinte district.

The **crop** is not large and we would advise the trade to place their orders at once and ask for **"Old Homestead" Brand.** Insist on it and if your wholesale dealer will not provide you, write direct to us.

The "Old Homestead" Brand will take the front rank and has come to stay, not to be laggard, but to **lead.** A happy bye-word in every household, which causes the smile that wont come off.

Quality guaranteed not to be excelled by any Canadian Brand.

The Old Homestead Canning Co.

PICTON, ONT.

BUSINESS CONDITIONS IN BRITISH COLUMBIA.

Special correspondence of The Canadian Grocer.

Vancouver, B. C., June 17, 1904.

THE steamer Princess May reached this port yesterday afternoon from Skagway. She brought with her a number of passengers who had come up the Yukon River from Dawson by steamer, the navigation of the northern waters being entirely open to Dawson now. Advices received indicate that there is a feeling of confidence in the north. Activity in cleaning up the work of the Winter is the chief subject of interest in the northern country at the present time. Some business men from Dawson arrived to purchase supplies for their next Winter's trade. They will interview the wholesale merchants of Vancouver and Victoria.

Outgoing shipments north have dropped in the last week. Immediate wants have been supplied in nearly all lines, and shipments will not begin to be heavy until the through commodity rates are in force in July and August. Then it is anticipated there will be a rush of goods north by every available means of transportation.

• • •

Discussing the new tariff of freight rates in force in the Kootenays, Mr. H. E. Macdonell, general freight agent of the C. P. R. for the Kootenays, is reported as saying:

"The new tariffs give practically the same rates to Nelson and Rossland as the previous tariffs. To points beyond Nelson, in the Slocan, Boundary, and elsewhere, there is an arbitrary payable above Nelson rates. The wholesale distributing rates are higher than these arbitraries and apply only to shipments made by wholesalers to traders at the various stations in the district. The local rates out of Nelson on ordinary business are about the same as hitherto, as only a very few have been changed to meet the altered conditions.

"In the Crow's Nest Territory there is a 25 per cent. reduction in favor of Nelson wholesalers. This reduction prevails as far east as the summit of the Rocky Mountains, which is the provincial boundary line. I am certain," said Mr. Macdonell, "that the rates will be satisfactory to all concerned. That they will redound to the benefit of Nelson and give the wholesale business of the city a secure and stable footing, goes without saying. No one is more pleased than I am at the outcome of a well-sustained agitation that has resulted so favorably to Nelson."

• • •

The rapid growth of the customs of this province is an evidence of the increase in volume of trade here. For the eleven months of the current fiscal year the total of customs' duties collected was $1,405,200. For the whole of last fiscal year the revenue was $1,389,927. The revenue for the eleven months of the current year, therefore, exceeded the revenue for the whole of the previous fiscal year. As there was still a month to run, the estimate for which was $62,000, making the total year's returns estimated at $1,167,200, which gives an

THE GREATEST BARGAINS

are those which appeal so strongly to customers that they sell on sight.

The extraordinary sale of

Clark's Pork and Beans in Chili Sauce

proves this line one of the

GREATEST BARGAINS ON RECORD.

CAPSTAN BRAND

High-grade Tomato Catsup

Put up in 10-oz. and 20-oz. bottles of a new design, and is very attractive.

This Catsup is far superior to many others and is giving perfect satisfaction.

Ask your wholesale grocer for it or see our travellers' samples.

The Capstan Mfg. Company, Toronto, Ont., Can.

EPPS'S

GRATEFUL. COMFORTING.

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.

In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg.

THE MOST NUTRITIOUS. COCOA

TRADE MARK

This design a guarantee of quality.

Heavy Red-Brown Wrapping

FOR EXPRESS PARCELS. STRONG, TOUGH AND STIFF

Samples and Prices gladly sent.

CANADA PAPER CO.

TORONTO LIMITED MONTREAL

BLACK JACK

TRY A 3 DOZ. CASE

ASK YOUR JOBBER FOR IT

A BIG WINNER SELLS ON SIGHT

"OK" FINE SALT
In Bags. All Sizes.
BEST SALT. BEST VALUE.
WARREN BROS. & CO.
TORONTO.

increase (estimated) for the year at this port alone, of $77,273 over last year.

* * *

A shipment of 33 tons of Indian corn imported from Australia was seized under instructions of the Department of Agriculture, Provincial Fruit Inspector Cunningham making the seizure. The corn was found to be badly infested with weevil, and as there is no evidence of such a pest existing in the Dominion it wac decided to prevent the possibility of its introduction. There is but one sure way to kill it, and that is to treat it with bisulphide of carbon, which would destroy the usefulness of the grain as a food. It is rather unfortunate, as the Australians are really most enterprising in sending forward samples and trial shipments of goods. A gentleman who recently wrote a firm in Sydney to send him quotations on lines which he thought he could handle here with advantage, was horrified to see come by express several large packages, one or two of them being more than one man could budge, let alone carry. It turned out that the biggest box contained samples of hardwood, other boxes were full of cases of honey, butter, pickles, and so on all the way through. When he came to pay freight and clear the goods through customs it cost him over $100.

* * *

The Pugsley-Dingman Co., of Toronto, have decided to establish a branch of their soap works in British Columbia, and have chosen Vancouver as the base of their operations. Mr. Wm. Foreman, a former Vancouverite, is expected here any day to take the first steps toward opening the new place.

* * *

Mr. G. L. Campbell, well known to the wholesale and retail trade in Vancouver and other coast cities, has opened up in the wholesale produce line in the city, having taken a very convenient warehouse on Abbott street. Mr. Campbell will make a specialty of handling local fruit and dairy produce. He is well connected in the trade, having for some years been city salesman for the J. Y. Griffin Co., Limited, and previous to that with the Parsons Produce Co. Mr. Campbell is also looking to establishing a connection among the merchants and butter makers of the Northwest, to receive their consignments of goods to be sold under their personal instructions.

* * *

This week the activity in local fruit is altogether unprecedented. There were received in one day no less than 700 boxes of strawberries on one train. These berries were received from the growers in the districts between Vancouver and Mission, and from places south of Mission and the Fraser River. The arrival of such an immense quantity on this market right after last Saturday, when the market had been bare, caused some trouble. The retail dealers imagined that it was dangerous to handle them at quoted prices, and stood out, fearing to get caught in a big slump.

The jobbers offered the berries away down to $1.25 and even less per case, and still they did not move very readily. Yesterday the price stiffened up to $1.50 on the average, the rise being caused by threatening weather. There is also the feeling that there will not be such large quantities marketed all at once again. As one dealer said, "There is always bound to be one big glut of berries in the season. This time it came as the local berries made their appearance. It is over now, and there is no fear that the price will be as low again."

There are some, however, who think that there are still likely to be very large quantities of berries to market. The fruit came in all of a sudden, but the season for the local crop is early yet. There is plenty of time for a large crop yet to be marketed. Victoria berries have been shipped over to this market also, which would indicate that the Vancouver Island growers have a good crop too.

In California fruits there are apricots, the first peaches, the first canteloupes, and cherries still arriving. There are no plums this week yet, and the arrival of new California apples is apparently delayed. The only apples on the market are the Tasmanian and Australian apples imported by the last steamer. This fruit is very choice, and is packed

MacLEAY, DUFF & CO., GLASGOW, SCOTLAND
The SCOTCH of SCOTCHES
"Freedom"
"Special Liqueur Cream"
"Extra Special"
THE BEST FOR THE PRICE
B. O. BELAND, Agent, 1684 Notre Dame Street, MONTREAL

Corrugated Iron

For Sidings, Roofings, Ceilings, Etc.

Absolutely free from defects—made from very finest sheets.
Each sheet is accurately squared, and the corrugations pressed one at a time—not rolled—giving an exact fit without waste.
Any desired size or gauge—galvanized or painted—straight or curved.
Send us your specifications.

The Metallic Roofing Co.
WHOLESALE MANFRS. LIMITED
TORONTO, CANADA.

Merchants Who Buy Hides

I purchase Hides, Calfskins, Sheep Pelts, Tallow and Bones. I pay spot cash, full market values, freights, customs charges. I want an agent in every town and village in Canada. I furnish the money and keep my agents fully posted. Write me for fuller particulars.

CARROLL S. PAGE, - HYDE PARK, VT.

Orlan Clyde Cullen, C.E.L.L.M.

Counseller at Law U.S. Supreme Court.
Registered Attorney U.S. Patent Office.

U S. and Foreign Patents, Caveats, Copy rights and Trade Marks. Military and Naval Inventions a specialty. Address,

Box 264, Station G., Washington, D. C.

GUN SHOP and MODEL SHOP,
Warren White Sulphur Springs,
Totten P. O. Virginia.

"I Want Brock's."

Why, O Why

will anybody buy a bird seed with no reputation? We are speaking of grocers. Ours is right.

SAMPLES SENT

NICHOLSON & BROCK, - TORONTO

especially in cartons similar to egg boxes.

Prices of oranges have gone up, as the navels are about out, and the St. Michaels, which have come in very rapidly, are likely to be out soon too. The prices of lemons are also very firm. Bananas are somewhat lower. Prices are as follows: Alexander, clingstone peaches, $2.25; apricots, $2; canteloupes, $2 per doz., $6 per crate; tomatoes, $3.25 per 20 lb. crate; cherries, $1.50 to $1.85; oranges, navels, $3.75, St. Michaels, $3.75, Mediterranean sweets, $3 to $3.25; bananas, $2.75 to $3.25; apples, Australian, $3.50 per box.

* * *

In vegetables the market is so dominated by local fresh stock that importations of California green vegetables have dropped down. Asparagus is being brought in from Washington at $2 to $2.25 per crate of ten lbs. California cabbage is quoted at 3½c per lb.; onions, 2c per lb.; new California potatoes, 3c per lb; cauliflower is very scarce.

* * *

The very large quantities of local fresh butter, now being marketed in this city from the Fraser Valley are having the effect of making slow work of sales of imported butter. The stocks of eastern Ontario butter are about cleaned up. Only three or four cars came forward this Spring altogether, and they sold well. About one car more would have gone all right, but dealers were nervous of ordering more, and now it is too late. There will be stocks ready from Manitoba and the Northwest as soon as wanted. It is very likely, however, that the amount brought forward will be very light until the shipments for Fall stocks to the Yukon begin. Prices quoted now are 25c for local creamery, 20c to 21c for eastern Canadian. Eggs are quoted 27c for local fresh, in a jobbing way, and 25c for eastern eggs. Manitoba is paying as high as 18c for eggs in a jobbing way, and consuming all that are produced, so that there is not likely to be much stock brought from there this season. There are some stocks on the way from the east now. Cheese is lightly stocked; prices are low, and little moving. There is no stock of cheese from Manitoba yet. Another car of eastern is expected for distribution among the trade here.

DEATH OF A BUSINESS MAN.

Death came suddenly Saturday last to Mr. F. Radcliffe Howard at his family residence, 102 Stanley street, Montreal. Mr. Howard was a partner in the firm of A. H. Brittain & Co. of the Board of Trade Building, and had many friends in social and business circles. The firm represented Black Bros. & Co., of Halifax, and had worked up a first-rate business by dint of energy and ability. It was three years ago that Mr. Howard contracted typhoid fever, and since then he has been far from well. A severe attack of pneumonio last week was too much for his failing health, and he succumbed. The funeral took place Monday afternoon, and was largely attended.

CONDENSED OR "WANT" ADVERTISEMENTS

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.
Contractions count as one word, but five figures (as $1,000) are allowed as one word.
Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.
Where replies come to our care to be forwarded, five cents must be added to cost to cover postages, etc.

YEARLY CONTRACT RATES.

100 words	each	insertion,	1 year	$30 00
"	"	"	6 months	17 00
"	"	"	3 months	10 00
50	"	"	1 year	17 00
"	"	"	6 months	10 00
25	"	"	1 year	10 00

AGENCY WANTED.

TO packers of canned goods—One of the oldest established firms in the city of London, with warehouse and offices in centre of city, and doing an extensive business with best wholesale buyers and largest co-operative stores in London and country, desires to negotiate with packers of canned goods, etc., with a view to sole agency in England; first-class houses only invited, and must be first hand; full particulars will be furnished; reply in first instance to "Established," care CANADIAN GROCER, 88 Fleet street, London, E.C. (28)

SITUATIONS WANTED.

EXPERIENCED traveler with connection in Manitoba, N. W. T. and British Columbia wants position; good reference. L.L.D. Box 148, CANADIAN GROCER, Toronto. (26)

FOR SALE.

FOR SALE—Good grocery business, including dwelling; a bargain. Address Box 147, CANADIAN GROCER, Toronto. (27)

FOR SALE—The Elfrida roller, flour and saw mills. Apply to R. Quance, Corwhin P.O., Ont. f

FOR SALE—The Mooretown Salt Co. works at Mooretown, Ont.; one of the best salt plants in Canada; it is not in the combine; a good profitable business can be done; good shipping facilities, both rail and water; price reasonable; terms easy; satisfactory reasons for selling. Apply to Steinhoff & Gordon, Wallaceburg, Ont. f

SITUATION VACANT.

BAKER—At once; Good on bread and cakes; also improver with one or two years' experience. Apply to A. W. Watson, Durham. f

BAKER—At once; Must be good on bread and cakes; wages $9 per week and board. Gilmour Bros., Box 366, Huntsville. f

BOY—With about six months experience in baking; state age and experience; all doughs machine made; wages $5 per week. Apply to D. Rovot, Gananoque, Ont. f

FOR SALE.

No Fake—Town and city right for preserving eggs by a first-class process; no cold storage needed. Circular for your address. Box 118, CANADIAN GROCER, Toronto.

EVERY GROCER DOES NOT SELL

VAN HOUTEN'S COCOA

but nearly **All First-Class Grocers** do. And **Every Grocer** who has a single customer that drinks Cocoa should retain that customer by supplying **Van Houten's.** Custom is retained by supplying the best goods in any line. The best Cocoa is **Van Houten's. Best and goes farthest.**

Dominion Agents { J. L. WATT & SCOTT, - - TORONTO
WATT, SCOTT & GOODACRE - MONTREAL

MOTT'S DIAMOND CHOCOLATE
JOHN P. MOTT & CO. HALIFAX, N.S.

Ever pleasing
to your customers

MOTT'S CHOCOLATES

have held their own against the finest imported makes,—because their quality is the highest and *purest.*

Ask your jobber for MOTT'S.

John P. Mott & Co.
HALIFAX, N.S.

SELLING AGENTS:
J. A. TAYLOR, MONTREAL. R. S. McINDOE, TORONTO. JOS. E. HUXLEY WINNIPEG.

Received Highest Award **GOLD MEDAL** Pan-American Exposition

The full flavor, the delicious quality, the absolute **purity** of **Lowney's Cocoa** distinguish it from all others. It is a **natural** product; no "treatment" with alkalies or other chemicals; no flour, starch, ground cocoa shells or coloring matter; nothing but the the nutritive and digestible product of the **choicest** Cocoa Beans. A quick seller and a **profit** maker for dealers.

THE WALTER M. LOWNEY COMPANY, No. 447 COMMERCIAL STREET, **BOSTON, MASS**

New Crop Maple Syrup and Sugar

Prompt delivery guaranteed for **FOREST BRAND.** Freight prepaid in reasonable lots. Sugar in pound and half-pound blocks. Syrup in tins, bottles and wood.

We feel quite sure the quality will please you.

The F. J. Castle Co., Limited, WHOLESALE GROCERS,
OTTAWA,——————CANADA.

Biscuits And Confectionery

An Expanding Business.

WHEN a manufacturing concern is forced by pressure of business to enlarge its plant, it is a sure sign of its prosperity and success. The Mooney Biscuit and Candy Co., of Stratford, are compelled to add another oven, of the largest capacity obtainable, and similar to those they already have in operation, to overtake the increased business in their biscuit section.

The success of this company is deserved. In the first place, they have left nothing undone necessary to the turning out of a strictly first-class article. Coupled with this, there has been an aggressiveness in going after the trade that could have only one result, namely, larger sales. In particular, the company have been featuring their "Perfection Cream" Sodas, with much good to themselves. Every member of the staff, from the president down to the humblest member, believes that no sodas are equal to "Perfection"—surely a good belief, and if any ought to know, it is they who are engaged in biscuit manufacture.

In other lines of biscuits, plain and fancy, and in chocolates and confectionery, generally, the business of the Mooney Biscuit & Candy Co., has had, to use the language of Mr. W. J. Mooney, the manager, a phenomenal growth—all of which is complimentary to the manufacturer and to the public, which shows its appreciation of goods of quality by increased consumption of the same.

Chocolate Combine.

Two of the largest Swiss milk chocolate houses, known as Peter's and Kohler's, have resolved to join forces. The shareholders of each concern have unanimously agreed to the amalgamation. The new company will be known as the Societe General Suisse de Chocolat, and will have a capital of 2,500,000 francs, divided into 25,000 shares of 100 francs. Each house will continue to trade under its own name as heretofore.

Chocolate Note.

The Canadian Swiss Trading Co., Montreal, agents in Canada for Klaus Improved Swiss Milk Chocolates, advise that in order to impress their brands on the minds of the consumers, purchasers of Klaus' chocolates will receive with every box a number of very handsome brooches. These brooches are of oxydized metal, and very artistic in design. A certain number of these handsome brooches are packed in each box for distribution to purchasers of Klaus' chocolates. If more than the number of brooches usually packed in a box are desired, same can be obtained at the rate of 15c apiece, which price is very much under cost.

A. Kelly, of Sarnia, Ont., will shortly remove his confectionery and fruit business to the premises formerly occupied by the post-office, which he is having thoroughly remodelled.

TRADING STAMPS.

Editor CANADIAN GROCER:

Sir,—I have noticed in The Grocer many references to the use and abuse of trading stamps. It appears to me that some people make a great ado about nothing. We are being taught by our trade paper education to use various methods of attracting trade. If trading stamps prove an attraction not only to trade, but an inducement to pay cash, and such has been the writer's experience, why should special legislation be invoked to prohibit their use? If there is anything fraudulent about their use, it is a simple matter for any person injured thereby to have recourse to our laws, and punish the offenders. If, on the other hand, as appears most probable, the merchants who do not use them have suffered thereby, surely their proper course is to use the same or similar methods to attract or hold their trade. If trading stamps are issued indiscriminately for cash or credit purchases, then their usefulness is practically done, but as a means of inducing customers to pay cash I have found them invaluable. If my competitor adopts a scheme that draws away my trade, I am going to resort to some similar method, and not run to the Government for special legislation and protection.

TRADER.

"Those Stratford fellows make a first-class soda biscuit I admit, but I think ours is as good."——"AS GOOD," mark you.

PERFECTION CREAM SODAS

by competitors are reckoned as the standard.

We are not concerned about how good other sodas are. Our business is to make ours THE BEST.

Are YOU our customer? Send for an initial lot if you have never sold them.

3-lb. Cards or Tins.

THE Mooney Biscuit & Candy Company,
LIMITED,
Stratford, - Canada.

BRANCHES:
WINNIPEG Manitoba and HAMILTON Ontario

TELEPHONE { MAIN 125 " 467

Wm. McCann Milling Co.

MILLERS
AND GRAIN DEALERS

192 King Street East
TORONTO.

HOW ABOUT PICKLING SPICES? NOW is the time to lay in a stock of selected high grade spices. YOU WANT THE BEST, therefore handle

S. H. & A. S. EWING'S High-Grade SPICES

S. H. & A. S. EWING
ESTABLISHED 1845.

The Montreal Coffee and Spice Steam Mills
55 Cote St., MONTREAL

I APPEAL to the readers of THE CANADIAN GROCER, who I know are the best buyers of High-Grade Goods in the country. I want to say that my Old English Candy,

MACKINTOSH'S TOFFEE

is the most delicious and best Candy made, pure as the crystal springs.

This Old English Candy has made me famous the world over. I am called **THE TOFFEE KING OF ENGLAND** because I am by far the largest manufacturer of Toffee over there. Handle this line and you have a trade winner. Write for prices, etc., at once.

CHARLES GYDE, 20-22 ST. FRANCOIS-XAVIER STREET, **MONTREAL.**

The secret of success is success, and any grocer who hopes to "win out" nowadays must first be sure of his goods. There are well-known makes in all lines that can be thoroughly relied on including COW-BRAND

We spend thousands of dollars every year to double the demand, and those who keep it in evidence will fare better than those who don't.

JOHN DWIGHT & CO., Manufacturers
TORONTO.

FIRST NEW JAPAN

NOW IN STORE

We have the first New Season Japan to arrive in Canada this year. Also special values in last season's Japans. Write for samples. Best values offered anywhere.

James Rutherford & Co.
DIRECT IMPORTERS OF TEAS AND COFFEES
27 St. Sacrament St **MONTREAL.**

It Jells Quicker

and harder than any other Jelly Powder: therefore

GEL-O

—the new dessert—is better than any other. Sell the best.

Samples on Request

THE CANADIAN GELATINE CO.
528-530 Front St. W.,
TORONTO, CANADA.

COWAN'S

Perfection Cocoa (Maple Leaf Label). **Royal Navy Chocolate, Queen's Dessert Chocolate, Chocolate Cream Bars, Cowan's Cake Icings,** Chocolate, Pink, Lemon Color and White

Cowan's Swiss Milk Chocolate, Famous Blend Coffee, etc., etc.

Are the standard goods for purity and excellence.

Manufacturers
THE COWAN CO., Limited - - TORONTO

An Irresistibly Delicious Confection

PETER'S
THE ORIGINAL
MILK-CHOCOLATE

Gives Eating Chocolate a New Meaning

MADE IN VEVAY, SWITZERLAND—FOR EATING ONLY.

A Wholesome Food, Especially Nourishing and Sustaining. Recommended for Invalids and Persons of Weak Digestion.

Push Peter's. The Original. Other Brands are Imitations. Send for Sample.

LAMONT, CORLISS & CO., Agents, 27 Common St., Montreal

Made in Locle Travers Valley,
SWITZERLAND

Klaus's

famous
Swiss Milk Chocolates
for eating and drinking

Write for Samples and Prices to

Canadian Swiss Trading Co.
Wholesale Depot for the Dominion of Canada:
17 ST. JOHN ST.,
MONTREAL.

"MADE IN CANADA."

In 60 Seconds

we can give you the main reasons why it will pay you to stock Sovereign Lime Juice.

It is 50 per cent. cheaper than imported brands of equal quality: by refining and bottling in Halifax we avoid the duty.

It is absolutely pure and always uniform.

It retains its bright natural color.

It has the full flavor of the ripe fruit juice, only two teaspoonfuls are required to each glassful.

It is stocked by the principal jobbers from Halifax to Vancouver, ensuring you prompt delivery.

And as we guarantee every bottle you cannot lose.

If you are a man of decision it will take you but 30 seconds longer to send a sample order to your jobber for the above facts are convincing.

Sovereign Lime Juice

is refined and bottled by

SIMSON BROS. CO., LIMITED,
HALIFAX, N. S.

McWILLIAM
Mc. AND E.
EVERIST

Since We Saw (?) You Last

Canadian Strawberries have become a FEATURE—they're arriving daily in large quantities, and stock is exceptionally nice. We'll take care of your orders and ship at the closest possible price.

We might just hint in passing that the season is going to be very short, and if you wait until late to secure your Canning Supply, you'll figure with the long prices. Our advice is: "Secure while stock is good and price moderate."

We have just to hand (the first this season) a car of nice Florida Pines, also a car of Texas Tomatoes. Get some for the HOLIDAY.

The DAWSON Commission Co., Limited
FRUIT, PRODUCE AND COMMISSION MERCHANTS.
Cor. Market and Colborne Streets. TORONTO

WE BUY
BRIGHT DRIED APPLES.
HIGHEST MARKET PRICES.
The W. A. GIBB CO.
5 and 7 Market St., HAMILTON

Pineapples Tomatoes
Fancy, well-colored Pines. Lowest Prices
Florida Tomatoes. Elegant Stock.
Strawberries. Arriving Daily.
Oranges. Lemons. Bananas.
Give us your orders.
We can fill them to your satisfaction.
HUSBAND Bros. & Co.
Wholesale Fruit and Commission Merchants.
82 Colborne St., TORONTO
Phones—Main 54, Main 3428.

GREEN FRUITS

Apple Trade of Great Britain.

THE Glasgow Herald, of June 7, remarks on the apple trade of Great Britain as follows: "Competition between apple shippers in the British market has been unusually keen lately, and it seems possible that in future years British colonial growers will maintain the premier position and control the late apple trade in the United Kingdom. At the present time apples are arriving from the United States, Canada, Tasmania, and Australia. We find, after a careful estimate, that during the past week 50,000 bushels were consigned from these four sources. Never before have such large imports been put upon our markets at the like period. In addition, the stocks on hand cannot be less than 200,000 bushels, so that a quarter of a million bushels of apples are available to carry on the supplies. This year the apple season may continue until the new home grown fruit is ready.

WEEK'S IMPORTS.

"In dissecting the shipments we find results to be as follows:—Of the total 50,000 bushels for the week, 30,000 came from Tasmania, 6,000 from Australia, 12,000 from Canada, and 2,000 from America. Our colonial apple shippers thus take a good lead; that this lead is due to superiority in the quality of their product is evident. The Americans could just as easily have sent us 50,000 bushels as 2,000, for they have the fruit on hand in cold storage. This season the colonial growers have marketed some specially fine specimens of apples. If they will but thin out their crops, aim at the production of mammoth and evenly graded fruits, they can depend upon forcing up values by 15 or even 25 per cent. at a very low estimate. According to our direct advice, if the season is favorable the June imports will be larger still next year.

POPULAR VARIETIES.

"Strange to say, the yellow skinned apples are now making the highest prices; the Wellington, although a culinary variety, realizing as much as 12s. 6d. a bushel wholesale. The New York pippin is always highly appreciated by trade buyers, for it is one of the best ever sold in our markets. It is worth 12s. a bushel. Cox's orange pippin makes a similar price on account of its flavor. In fact, it is worth 25 per cent. more than the Colonial Ribston pippin. A striking feature of the trade is the sale of the bulk of the sixteen varieties of apples imported from Australasia at better prices than are being made for the famous Californian Newtown pippins. Such sorts as Cleopatra, Cox's orange pippin, Wellington, scarlet pearmain, and Adam's pearmain, are exactly 25 per cent. higher priced than Newtown pippins from the Pajaro Valley. This is the more remarkable as the American apples are packed in better style than are the Australasians. If colonial apple shippers were more careful in the preparation and packing of the fruit they send us, none of the samples which come to hand in good salable condition would be sold under 10s. a case first hand and in quality.

"Before the first fruits came to hand during the late Spring months we predicted that the best samples would command 20s. or more per bushel. They actually sold as high as 22s. 6d. and 25s. That they are now valued at 8s. and 12s. a case is not due exclusively to the advanced season. The quality and grade of the first arrivals have not been maintained. As the result, though the demand is brisk and the fruit still popular, lower prices naturally prevail.

DIRECT APPLE BOATS.

"Towards the close of the season a quantity of Australasian apples came to hand in wet condition, showing that the transportation of this fruit from Australasia has not been brought to that state of perfection noticeable in the transport of apples from America. Although countless boxes of apples are sent into our markets from Canada, New York and California, seldom does one come across a box of bad fruit. The failure of some of the Australasian shipments shows that the introduction of direct or specially built fruit boats is badly needed. Even if engaged exclusively in the traffic, they would always be in demand throughout the year. Our colonial apple fields are assuming such enormous proportions that special fruit shipping firms would find their exploitation attended with ample profit."

W. R. Smith of Winnipeg has opened a fruit store in Portage la Prairie.

Fruit, Flower and Honey Show.

ARRANGEMENTS are being made for the Ontario Fruit, Flower and Honey Show it is proposed to hold in Toronto during the second week in November. It will be the biggest show of the kind ever held in Canada. The various associations interested include the Ontario Fruit Growers' Association, the Ontario Bee Keepers' Association, the Toronto Horticultural Society, the Toronto Gardeners' and Florists' Association, and the Toronto Electoral District Society.

The prize list is already in circulation. The fruit growers will expend over $1,000 in their part of the show. Money has been reserved to provide for the collection of representative exhibits of fruit from all the counties in the province. The fruit will be kept in cold storage.

A series of big meetings will be held at the time of the show. The Fruit Growers' Association will hold its annual convention, as will also the Bee Keepers' Association. There will also be a meeting of delegates from all the Horticultural Societies in the province, as a result of which it is expected that a Provincial Horticultural Association will be formed.

California Deciduous Fruit Season Opens.

The first car of California fruit to come to Toronto this season arrived and was sold Friday last, June 17. The car was shipped from Vacaville County, and contained over a thousand packages, consisting chiefly of apricots and plums, with a few peaches and cherries. That the car traveled across the continent and arrived on schedule time, and in perfect condition, speaks volumes for the management and care exercised in picking, packing and shipping, as well as for the keeping qualities of the fruit, to say nothing of its prompt handling by the railroads.

California is enjoying a bountiful crop this year,—not too big, but enough to go round,—and it is the aim of fruit growers there to place their fruit in houses where it has heretofore been known only as a great luxury. In several of the cities across the border this fruit is not only being used as a fresh table fruit, but owing to its lusciousness of flavor, fine appearance and keeping qualities, is being canned and preserved for Winter use. It is thought by placing it before the public in sufficient quantities, at reasonable prices, that the same will be accomplished here in Canada. The season may be said to have fairly started, and regular arrivals may be looked for from now on.

OPENING of the SEASON!

CALIFORNIA APRICOTS
" CHERRIES
" PEACHES
" PLUMS

The first car of the season was sold by us at auction on Friday last. Further cars will be sold this week.

Order a supply for **DOMINION DAY** trade—it is the most profitable line we handle. **Tastes best! Looks best! Sells best!**

Headquarters for Bananas, Oranges, Lemons, Pineapples, Strawberries, Watermelons, etc.

WHITE & CO., Wholesale Fruit and Produce
64 FRONT ST. EAST, TORONTO.

PHONE Main 4106.
Private Branch Exchange connecting all departments.

Arriving Almost Daily- Fancy Ripe BANANAS, PINEAPPLES and FLORIDA TOMATOES. Finest Quality. Prices Right.

Just in—Fresh car EXTRA FANCY NAVELS, all sizes.
Fresh arrivals—EGYPTIAN AND BERMUDA ONIONS. Mail or phone your orders.

Hugh Walker & Son, - Guelph, Ont.

McDOUGAL & LEMON
OWEN SOUND
Wholesale dealers in Foreign Fruits, Butter, Eggs, Cheese, Poultry, Raw Hides, Sheep Skins, and Wool.
We want to sell you some fruit, and we will buy your butter and eggs.
WRITE FOR OUR PRICES

FRASER GROWS FRUIT
Write and tell him what you want. All telegrams promptly transmitted by phone.
ADDRESS
J. D. FRASER, Leamington, Ont.

Goods we ship are grown by us, always fresh gathered and carefully packed.
When you want CHOICE CUCUMBERS, GREEN PEPPERS, TOMATOES, MUSK MELONS, SWEET CHERRIES or PEACHES, try us. PEACHBLUFF FARM,
HILBORN & McLACHLAN, - Leamington.
Phone No. 44.

Dried Fruit
cleaned and renovated by the latest improved machinery and appliances.
GUARANTEED TO GIVE SATISFACTION.
J. T. ADAMSON & CO.
27 St. Sacrament Street,
MONTREAL.
Tel. Main 775.

Ridge Hall Fruit Orchards.
Peaches, Plums, Cherries, Strawberries, Raspberries, Blackberries, Early Tomatoes, Cucumbers, Green Corn, Peas, Wax Beans, Etc.
CORRESPONDENCE SOLICITED.
E. E. ADAMS, Leamington, Ont.

Australian Export of Fruit.

By D. H. Ross.

THE final returns for the present season are not yet completed, but the following figures can be taken as approximately correct. The extent of the export of apples from Australia to the United Kingdom and Europe, April 18, comprises:

	Cases.
From Hobart	413,505
From Melbourne	40,998
From Adelaide	47,795
Total	502,298

The increase over last year is about 170,000 cases, without considering the exports to South Africa.

Tasmania, as usual, heads the list, and shipments will continue to be made from Hobart for some time yet. By the Miowera, sailing from Sydney recently, a trial shipment of about forty cases of Victorian assorted apples and pears was forwarded to Vancouver. Local growers will be guided by the result of this initial shipment as to the varieties to forward next season. Tasmania has hitherto made all the shipments of Australian apples to British Columbia. It is not likely that there will be more shipments to Canada this year. In October or November next, Melbourne fruit importers hope to receive shipments of apples from Western Canada, as the local market will be quite bare of supplies then.

FLOUR AND CEREAL FOODS

Pure Seed Bill.

THE bill for the inspection and sale of seeds, which is now before the House at Ottawa, enacts that no person shall sell or offer, expose, or have in his possession for sale, for the purpose of seeding, any seeds of cereals, grasses, clovers or forage plants containing any seeds of the following weeds: Wild mustard or charlock, tumbling mustard, hares ear mustard, ball mustard, field pennycress, or stinkweed, wild oats, bindweed, perennial sowthistle, great ragweed, purple cockle, orange hawkweed, or paint brush, ergot of rye, unless each receptacle containing such seeds, or a label securely attached thereto, is marked in a plain and indelible manner (a) with the initials of the Christian names and the full surname and address of the wholesale or retail seller; (b) with the name of the kind or kinds or seed; (c) with the common name or names of the aforenamed weeds, the seeds of which are present in the seed sold or offered, exposed or had in possession for sale.

No person shall sell or offer, expose or have in his possession for sale any seeds of timothy, red clover, alsike, or any mixture containing the said seeds, in any receptacle, upon which is marked "No. 1," or any other designation which represents such seeds as of first quality, unless they are free from the seeds of weeds named above, and are also free from the seeds of white cockle, night flowering catchfly, false flax, Canada thistle, oxeye, daisy, curled dock, blue weed, chicory, and contain out of every one hundred seeds not less than ninety-nine seeds of the kind or kinds represented, or seeds of other useful and harmless grasses and clovers, of which ninety-nine seeds ninety seeds must be germinable.

No person shall sell or offer, expose or have in his possession for sale for the purpose of seeding in Canada any seed of timothy, alsike or red clover, or any mixture containing the said seeds, if the seeds of the weeds named above are present in a greater proportion than three to one thousand of the seed sold or offered, exposed or held in possession for sale.

An inspector is to be clothed with power to take any necessary samples for inspection, and the samples are to be sent to an official seed analyst. Infringement of the Act is punishable by a fine of from $1 to $5 for the first offence, and from $5 to $25 for subsequent offences, together with the costs for each package offered for sale, and in default of payment imprisonment for a term not exceeding one month.

In case of obstructing an inspector in the performace of his duties, a penalty is provided of from $25 to $500 and costs, or imprisonment for a term not exceeding six months.

The Governor-in-Council may make regulations determining the maximum proportion of seeds of the weeds named above that may be tolerated in any seeds which shall within the meaning of the Act be considered as free from the seeds of the said weeds.

The bill is designed for the purpose of protecting the farmer from loss too frequently sustained by him by reason of inferior seed being placed on the market. Canadian farmers are unanimous in their demand for stringent legislation, but seedsmen have protested against the measure being made too drastic, and certain modifications have been made to meet their views. According to latest reports, the bill is not being favorably received by the Government, and it is not improbable that it may go over for another session like last year's bill, of which the present is a modification.

Wheat Crop of 1904.

THE Statist, London, Eng., in a recent issue, reports the wheat crop outlook for 1904 in the various wheat-producing countries as follows:

United Kingdom—The area sown is expected to be the smallest on record, viz., about 1,400,000, against 1,620,000 acres last year. The probability, therefore, is that next season the United Kingdom will require more foreign wheat than in any previous season.

Argentina—Argentina has already exported, since January, 1.40 per cent. more wheat than in the corresponding period last year, and there is no longer any doubt that the last crop was a very large one.

United States—Winter wheat: Average condition 15 per cent. worse than last year, on an acreage to be reaped, probably 2,000,000 to 3,000,000 acres less than last year. Spring wheat sowing is rather in arrear, but there is plenty of time for a full if not an increased acreage.

Russia—An unfavorable seed time in the autumn has caused a much smaller area to be sown than last year, and the weather conditions during the winter having been unfavorable, on the whole the present condition is generally poor, although the weather is now much more favorable. Spring sowings are in arrear and on the whole the prospect is for a much smaller crop in Russia than was reaped last year.

Italy—The prospects are good, but not so favorable as at this period last year.

Australia—Recent cables give the crop in New South Wales at 27,200,000 bushels, against 1,600,000 bushels last year; and in South Australia at 13,200,000 bushels, against 6,360,000 bushels last year. The total yield in the south of Australia is estimated at 80,000,000 bushels, against 19,840,000 bushels last year, so that the sulplus for export will be about 44,000,000 bushels, which is more than double the quantity exported in any previous year.

India—The Indian Empire has, it is now tolerably certain, a record crop this year, estimated at about 320,000,000 bushels, against 294,000,000 bushels last year, when the crop allowed of an export of about 48,000,000 bushels.

France—There has been a great improvement in the crop prospects here, but the area sown is smaller than last year Last year's crop is proving to be larger than had been expected, little or no foreign wheat being wanted. The value of home-grown wheat in France is, in fact, 4s to 5s (97c to $1.21) per quarter below an importing point.

Austria-Hungary—Prospects are quite favorable in these countries.

"I wish to goodness we could simplify our Cereal trade and get down to one or two good lines."

So said the other day a sensible grocer. His view is echoed by all grocers.

Of the "one or two good lines"

Swiss Food

was one he approved of. He went on to say that wheat and oats in some form or other would always be called for--wheat of course would outsell oats in the hot months.

In a wheat preparation SWISS FOOD excelled all others, and it had demonstrated by many years history its ability to endure against every form of attack and competition.

Do you sell SWISS FOOD? In packages only. Order direct or from your jobber.

P. McIntosh & Son

Millers and Manufacturers

TORONTO

SHREDDED
WHOLE WHEAT

BISCUIT AND TRISCUIT

SCIENTIFICALLY-PREPARED FOOD
MADE OF THE WHOLE WHEAT.

Shredded Whole Wheat Biscuit—A standard all-day cereal served with milk, cream, or in combination with fruits, preserves or vegetables.

Triscuit—The New Cracker. Served with soups as a crouton, or as a successor to crackers when served with cheese.

For information and prices address...

THE NATURAL FOOD COMPANY,
32 Church St., TORONTO, ONT.

NOTE.—Tell your customers that heating the BISCUIT and TRISCUIT in a warm oven before serving will renew their crispness.

THE

"VAMPIRE"
Spiral Flycatcher

A good FLYCATCHER and a good money-maker for the retail merchant.

Write for prices and terms.

It will keep in any climate. No bad stock as it will keep from one year to another.

Labels and Directions in English or French

SEND FOR FREE SAMPLE.

SOLE MAKERS:

KAY BROS., Ltd., Stockport, England.

AGENTS FOR CANADA:

The LEEMING MILES CO, Limited, Montreal.

Roumania—The crop conditions are favorable on the whole, but not so promising as at this time last year.

Germany—The official report for April 15 made the condition of wheat eight points better than last year, and also states that only four-tenths of 1 per cent. of the area sown has had to be replowed, while last year about 14 per cent. was winter killed.

The Canadian wheat outlook is not included, as more recent reports are available from local sources.

Scarcity of Flour.

Numerous reports from Ontario points indicate a growing scarcity of flour, and The Grocer has reliable authority for the statement that a leading Ontario milling industry will shut down one of its most important branches directly the latter has used up present supplies of wheat The reason for the shortage of flour is undoubtedy traceable to a scarcity of wheat. Ontario farmers are holding grain for higher prices, and will in all probability be disappointed. As a consequence of their unwillingness to sell, however, comparatively little wheat is being delivered for milling. A report from Palmerston says that wheat deliveries have ceased almost entirely in that section. Grain reports from Liverpool will doubtless serve as a timely warning to would-be holders, in so far as prices current on the Liverpool market are on a level with those ruling at Ontario country points.

Grain Inspection.

IN a recent editorial, the Manitoba Free Press took occasion to criticise the stand taken by the Toronto and Montreal grain authorities on the new Grain Inspection Bill. The criticism is partly correct and partly not; in so far as it credits Toronto grain men with a desire to allow grain-mixing east of Winnipeg, it is incorrect. As a matter of fact, the present regulation ruling in the west with regard to the prohibition of re-inspection of grain east of Fort William was warmly advocated in the first place by Toronto men, and, moreover, the amendments to the new Grain Inspection Bill proposed by the grain section of Toronto Board of Trade, by which the selection of grain standards is handed over to a board of survey, having supervision of the grain inspectors, corresponds exactly to the system of grain inspection practised in Manitoba. Criticism, is correct in so far as it refers to complaints preferred against Montreal grain certificates by English millers. It is just this individual inspecton that Toronto grain dealers take exception to, and the Free Press is mistaken in classing both Toronto and Montreal as being opposed to grain inspection as it exists in Manitoba at the present time.

New Elevator at Fort William.

Work on the new Empire elevator at Fort William is progressing rapidly, and the concrete work on the structure will in all probability be started this week. The Empire Elevator Co.'s elevator will be completed in time to handle this year's crop. It will have a working-house capacity of 500,000 bushels, and a tile tank storage of 1,250,000 bushels. Its machinery will be capable of unloading 150 cars of grain in ten hours and two 500 foot vessels will be able to tie up at the elevator's wharf and be loaded at the rate of 60,000 bushels an hour.

Seed Growers Organize.

The Macdonald-Robertson Seed Growers' Association of Canada held a convention in Ottawa last week with the object of widening the sphere of influence of the society and giving it a national character similar to that of the Canadian National Live Stock Association. The profit to the individual and the benefit to the country to be gained by the exercise of care in the growth of grain and seed, and trained intelligence in selection of stock for perpetuation. were strongly emphasized as well as the advantage of having a national association and of working together for mutual good by disseminating the results of individual experience. It was decided to form a society under the name of the Canadian Seed Growers' Association, to carry on its work under the auspices of the Department of Agriculture. It will be remembered that the Macdonald-Robertson Seed Growers' Association arose out of the competitors for the prizes, aggregating $10,000, that were given by Sir William Macdonald for seeds and grain grown in the years 1900, 1901 and 1902. These competitions were conducted under the supervision of Professor Robertson, hence the name of the original association.

Grain Area of Northwest.

Official reports dated June 16 estimate the area under crop in Manitoba and the Northwest Territories as follows: Wheat (1903), 3,123,633; (1904), 3,420,411 acres; increase, 9 1-2 per cent.; oats (1903), 1,101,333, (1904), 1,205,960 acres; increase, 9 1-2 per cent.; barley (1903), 381,135, (1904), 392,569; increase, 3 per cent.; flax (1903), 64,639, (1904), 46,540; decrease, 28 per cent.

Notes.

It is reported on reliable authority that the rolling mills at Belleville will commence work on June 27.

ONE CENT CASH FOR EVERY FOUR WRAPPERS

Cash is better than premiums.

Mrs. Dooley's Laundry Soap

should appeal to both grocers and the public on the strength of its *cash returns.*

THE **Metropolitan Soap Co.** LIMITED

TORONTO.

The Success of Orange Meat

is pronounced.

Liberal newspaper advertising is doubtless the cause of the enormously increased demand. Back of and underneath this is the intrinsic merit of the cereal itself.

Buy ORANGE MEAT from your wholesaler.

Single cases, 36 15c.-pkgs., $4.50.
5—10 case lots, freight paid, $4.40.

THE FRONTENAC CEREAL CO., Limited

43 Scott St., Toronto.

The Canadian Grocer

When an Apple Drops

. from a tree it always falls faster the last second than it does the first—and the farther it falls the more speed it acquires and the harder it hits the ground.

And the longer your ad runs in THE CANADIAN GROCER the more force it acquires and the harder it hits..

In these days of keen competition it is usually necessary to hit hard to make an impression.

Which means that you must often keep your ad running a long time before it "hits" some readers.

Every ad that appears in these columns has the force of all previous ads behind it—and with each consecutive insertion YOUR ad hits harder.

The first time your ad appears it does not do as much good as the second time—and the second time it is not so effective as the third time.

"Appearances" count for a great deal in advertising.

The Canadian Grocer

Montreal and Toronto.

MANUFACTURERS' AGENTS AND BROKERS.

TORONTO.

W. G. A. LAMBE & CO.
TORONTO.
Grocery Brokers and Agents.
Established 1885

W. H. Millman & Sons
Grocery Brokers
37 Yonge Street, - Toronto, Canada
Send us your Business
AGENTS FOR
C. CERONI, Patras,
INGERSOLL PACKING CO., Ingersoll,
OLD HOMESTEAD CANNING CO., Picton,
ONTARIO SUGAR CO., Berlin,
ROYAL CROWN SOAP CO., Winnipeg,
TILLSON CO., Tillsonburg.
Get our Prices for CHEESE, BEANS, etc.
REFERENCES
BRADSTREET'S or DUN'S IMPERIAL BANK
Any wholesale grocery house in Ontario.

CALGARY.

Are you
Represented in the West ?
If not, write us and get in
ON THE GROUND FLOOR.
Place your offerings with us and we will sell your goods.
Consign your cars to us.
Goods reshipped.
Excellent storage.
NICHOLSON, BAIN & JOHNSTON,
Wholesale Commission Merchants and Brokers.
CALGARY, ALTA.
Head Office: NICHOLSON & BAIN, WINNIPEG.

ROW'S PURE SPRUCE LUMP GUM
ROW'S GUM in Lumps, 5c. Pkgs., in 1c. Stick, in 5c. Bars.
ROW & CO., Morristown, N.Y., and Brockville, Ont.

WINNIPEG.

Dingle & Stewart
WINNIPEG, - - CANADA.
COMMISSION BROKERS.
Excellent Storage Accomodation.
Consign Your Cars to Us.

PRICE, CHAMBERS & CO.
SUCCESSORS TO
CAMERON, GORDON & CO.
Wholesale Commission Agents
WINNIPEG.

EASTERN MANUFACTURERS
—AND—
SHIPPERS.
All EYES are turned on
MANITOBA AND THE WEST.
WE
Represent some of the leading houses in
CANADA and the U.S.
INCREASE YOUR TRADE. WRITE US.
NICHOLSON & BAIN, WINNIPEG,
Wholesale Commission Merchants and Brokers.

BRANDON.

THE WILSON COMMISSION CO., Limited
BRANDON, MAN.
Commission Brokers, Storage.
Correspondence Solicited.
If you have any snaps let us hear from you.

STRONG DURABLE LIGHT

POROUS AND CHEAP
The FOSTER POTTERY CO.
HAMILTON. ONT. Limited

FLOUR FEED CEREALS
Place a Trial Order with Us for a Full Line of Our Goods.
QUALITY UNEXCELLED. SATISFACTION GUARANTEED.

Ontario Winter Patents,
Manitoba Blends,
Pure Manitoba.

Rolled Oats (Standard and Granulated)
" Barley, Oatmeal,
" Wheat, Pot and Pearl Barley
Wheatlet, Farina, Split Peas.

"Matchless" Feed.
THE G. CARTER, SON & CO., Limited,
ST. MARYS, ONTARIO.

WALL PAPER.

JAPANESE DESIGNS.

OWING to the recognized beauties and the great possibilities in the Japanese style of decorative art, and the fact that the war has brought things Japanese into renewed favor, Japanese ideas in wall paper might well be followed out.

There was a time, several years ago, when Japanese art was popular. The Mikado was the favorite opera, and homes were filled with things Japanese. This fad died out, and conditions are now favorable for reviving this popularity along more practical lines.

There is a life-giving quality in both Japanese and Chinese art, to which decorative artists have frequently turned for inspiration, and to nothing can this art be more profitably applied than in the designing of wall paper.

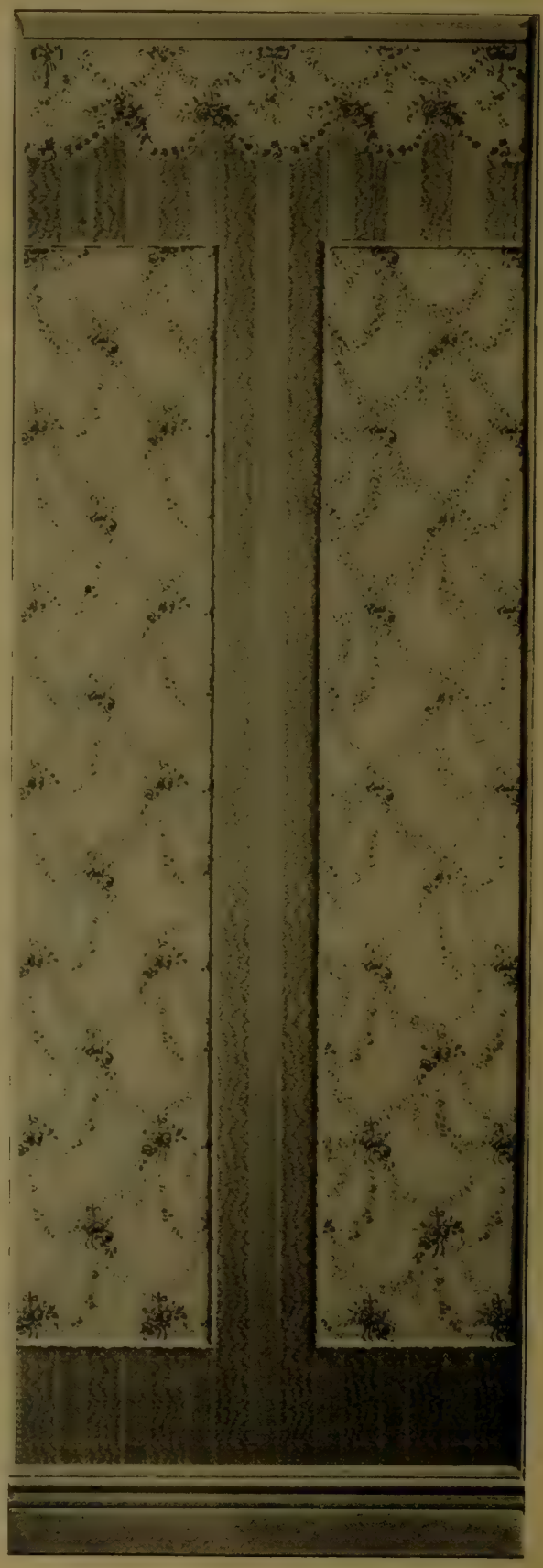
PANELS IN WALL PAPER.

WOOD panelling is known to everyone, as well as panelling in stucco work, and with it in everyone's mind is connected the idea of great expense. There is, however, another method of obtaining quite a similar effect at a cost beyond the reach of few. The use of wall paper and moulding in this way is developing rapidly, and as soon as its possibilities are more widely known it will be more generally adopted.

It is in his attention to specialties, in his evident efforts to get what is new and what is best, that a merchant's reputation is built up in his town. He might go on, year after year, laying in nothing but rolls and borders of paper for the ordinary uses, and his business would never grow very large. But let him keep in touch with all the latest ideas and novel effects, and his townspeople will get into the habit of coming to him for the best goods, as well as the cheapest.

In the cut shown is given a good idea of how effective this panel treatment can be, and how simply it is worked out. For the walls there are three papers, called the "style," the portion outside the panels; the "panel," and the "border." At the top of one is a fourth paper, which is intended for the ceiling. Around the panels is a small neat moulding, which carries out accurately the panel idea.

The border is of a special kind, with the edge shaped to the pattern. This is printed in ordinary strips of border with straight edge, and afterwards cut to the pattern.



Panel Treatment—Shown by Stauntons Limited.

COMPANIES INCORPORATED, ETC.

THE Tingley Poultry Co., Kildonan, Man., has been incorporated with a capital stock of $25,000, to raise and sell poultry.

The Union Tobacco Co., Leamington, Ont., has been incorporated to manufacture and deal in tobacco. The share capital of the company is $150,000, and the provisional directors are: H. McSween, W. McSween, and E. Winter, of Leamington; and A. Gerow and W. Kessler, of Detroit.

The Thamesville Canning Co., Thamesville, Ont., has been granted a charter to carry on a general canning business in fruit, grain, vegetables, etc. The share capital of the company is $30,000, and the provisional directors are: J. M. Thompson, E. S. Hubbell, W. McKenzie, C. A. Watts, and J. Coutts, all of Thamesville.

The Frankford Canning & Packing Co., Frankford, Ont., has been incorporated to carry on a general canning business. The share capital of the company is $30,000, and the provisional directors are: O. Sills, G. Weston, W. E. Windover, W. Rose, and E. F. Turley, all of Frankford.

The Crown Mfg. Co., Toronto, with share capital of $40,000, has been incorporated to manufacture and deal in druggists' and grocers' sundries and confections. Provisional directors are: T. Bates, H. Wase, W. Armour, A. W. T. Martin, and W. H. Dawson, all of Toronto.

The Naisbitt Co., Toronto, with share capital of $40,000, has been granted a charter to manufacture and deal in food for stock and poultry. The provisional directors are: H. F. Naisbitt, S. O. Naisbitt, J. W. Milburn, W. B. Laidlaw, and W. H. Van Winckel, all of Toronto.

RETURNED
SEP 15 1904
Cut Book 23
Page 60
and

RETURNED
SEP 15 1904

WALL PAPERS

OUR
TRAVELERS

will be on the road before the end of June with the

1904-5 Samples

Our personal opinion is that we have surpassed any former offering—you call that prejudice perhaps—but you'll be just as enthusiastic as we are when you see the new "STAUNTON" line.

THERE'S NOT A WEAK SPOT IN THE COLLECTION.

Strength in every design. Beauty in every color scheme. A style and attractiveness peculiar to our products. No end to variety and a good profit for you in every roll.

THE ONE LINE

that every dealer must see to see

THE BEST

STAUNTONS LIMITED

TORONTO

944 YONGE ST. CANADA

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR RETAIL MERCHANTS.

A Plug Tobacco Factory.

"'LECTRICITY'S done 'way wid de mu-el, en so fuh ez I kin see machinery's gwine do 'way wid de nigger," was the sagacious remark of a son of Ham as he disapprovingly contemplated the recently perfected "stemming machine" his boss was experimenting with in his tobacco factory.

All sorts of short cuts of labor are being fashioned in machinery, and Southern negroes are constantly having many a fat job wrested from them by the introduction of some labor-saving device. It is for this reason that a visit to a Richmond (Va.) tobacco factory, which has not yet succumbed to the fascinations of such devices, and whose pay-roll of hundreds of "hands" is not small, may prove of interest.

The investigation of a "plug" tobacco factory begins on the outside, not on account of any peculiarity in the architecture of the building itself, but because of the delicious odor of "seasoning" which pervades the atmosphere around it and assails the nostrils for several blocks before the building has been reached. It is an indescribable mixture of orris, licorice, strawberries and tobacco, mingled in delicate proportions by every warm south wind that blows from the river.

Entering a huge freight elevator they begin operations on the top floor, to which a sliding door gives access. The room first entered resounds with the hum of voices and the low clink-clink of machinery. At the upper end the tobacco is heaped in great brown piles over the floor, and at each pile sit a dozen or two picturesque looking negro men and women engaged in sorting the leaves into smaller heaps. "We use these bright yellow leaves ('brights,' we call them) as wrappers for the plugs," says the Boss, "and it is the kind of tobacco exclusively used in cigarette factories. The light mahogany goes into the highest priced plugs and the darkest brown into the inferior grades, the cheap plug, such as, I am sure, old Uncle Jonas there has in his pocket."

"Uncle Jonas," a grizzled old darkey of befo-de-wah type, pulls out the questionable brand and looks at it affectionately. "Dis good 'nuff fuh me," he says, grinning lavishly as he held it up for inspection.

"How long have you been working here?" is asked.

"Wall, say, nineteen yeah, off'n on."

"What do you mean by off and on? Don't they give you a steady job?"

"Oh, yas, sah; 'taint dat. 'Off' ginrully means gettin' drunk er gettin' ma'ied. Dey is two things ha'd tuh resis,' marster, en one is likely tuh 'cur ez t'other. My wife is down now wid de final-come-en-git-us," he adds, wagging his head from side to side.

"What does he mean?" the visitors ask.

"Spinal meningitis," explains the "boss" briefly. "Jonas is an old reprobate."

We make our way to the further end of the room, where, in enormous vats, the sweet smelling seasoning of licorice and other ingredients was simmering. "We buy our licorice by the ton," said the "boss," pointing to the huge lumps near the vat. "It is melted here and carried through pipes to little sprayers, which you see over-hanging those big copper, cylinders. Then, as you notice, the tobacco is tossed into the cylinders, which slowly revolve till each leaf is thoroughly saturated with the seasoning, and it is then tossed out and falls through these chutes to the next floor, where we will follow and see what becomes of it."

On the next floor women feeding the leaf tobacco to revolving dryers, half as long and wide as the roof from which it emerges soft and pliable, to be seized by

Each Caddy of

"Currency"

Plug Chewing Tobacco

contains a tag certificate, valuable for premiums, and which will be redeemed at the following addresses:

Premium Dept., No. 210 St. Lawrence St., Montreal
" " No. 167 Yonge Street, Toronto
" " Cor. Richelieu, St. Claire Sts., Quebec
" " No. 87 Bank Street, Ottawa
" " Oddfellows' Block (Cor. Princess St. and McDermott Ave.,) Winnipeg

Popularize your store and make money by selling

CURRENCY

Plug Chewing Tobacco.

THE ESTABLISHED FAVORITE.

This Summer, many of you will have business to do with tourists. **DON'T** disappoint the men looking for a good Cigar. **DON'T** let dimes and half-dimes slip through your fingers. Sell Cigars.

We send to any grocer 1,000 Cigars, express prepaid, assorted as desired, on usual terms. We buy back at the end of three months any unsold stock. No risk—a safe investment—a good thing. Include **"Pebble,"** a 5-center, and **"Pharaoh,"** a 10-center, with the order—any proportion you wish.

J. BRUCE PAYNE, Limited, Mnfrs.
GRANBY, QUE.

T & B

No grocer who offers **T & B** is looked upon with suspicion. His sincerity of service is at once perceived.

THE 10-CENT SIZE SELLS BEST.

GEO. E. TUCKETT & SON CO., Limited
HAMILTON, CANADA.

W. B. Reid & Co.

Wholesale Tobacconists,

58 Yonge St., TORONTO.

The Erie Tobacco Company
WINDSOR, ONTARIO.
T. J. HORROCKS, Wholesale Distributor, TORONTO

RONTO

5c. Cigar

A Success Everywhere

Send in your order by mail.
Don't wait.

Manufactured by
T. J. Horrocks,
176 KING ST. EAST, TORONTO.

The Chamberlain Cigar

The best value in Canada! Sold the world over! It will help your trade tremendously! Order a sample lot to-day!

SAVE THE BANDS AND RETURN THEM TO
J. M. FORTIER, Limited
MONTREAL.

MANUFACTURERS OF
Cigarettes and Cut Tobaccos

Shake Hands.

Is there, to your knowledge, any other manufacturer of tobaccos who is half so friendly with you, half so loyal to your interests as ourselves? Not one. They don't care a straw whether you make a cent in selling their tobaccos. You are a tool—that is all. We are the good friends of the grocer—we see in him a fellow man.

The McAlpin Consumers Tobacco Co., Limited,
TORONTO.

BRANDS

Smoking—
Tonka,
Solid Comfort,
Pinchin's
Hand-Made.

Chewing—
British Navy,
King's Navy,
Beaver,
Apricot.

UNION MADE

the stemmers, who deprive it of its backbone. These stemmers wear small nickel thimbles over their thumbs, which enable them to seize the end of the stem and peel it quickly from the leaf. They are paid by the pound, and the deftest workers among them average from 75c. to $1 per day.

"What do you smell now?" asked the "boss," as we descend to the next floor.

"Peaches," remark the visitors, with a luxurious sniff, "and ——" "Stop, stop!" he cries, laughing, "or you will guess all our secrets. You probably do not know that the recipes for the different brands of tobacco are invaluable, and that some of the most famous suits ever decided in Southern courts have been those relating to tobacco recipes. No housekeeper of the olden time ever hoarded the hand-me-down recipes of her great-grandmother as religiously as we do ours for the different brands of tobacco. Why, it means our trade, our reputation, everything; so cover up that diagnosing nose of yours and come along.

This room is by far the most interesting yet visited. The temperature, which has risen steadily as we descended, is now stifling to unaccustomed nostrils, and the combination of steam and animal heat is anything but pleasant; though, as the "boss" explained, it is often the only kind of heat those poor people ever know, even in the bitterest weather.

The room is fitted with row after row of high, narrow tables, on each of which stands a small pair of scales, and before each a negro man or woman moulds into shape the embryo "plug," weighing it in the scales and lopping off bits till it is the regulation size. Then wrapping it in the bright yellow leaf which gives such a delicious mellow tone to the "soldiers and sailors' friend."

The shapes thus modelled are piled on wheeling tables and trundled by lightly clad pickaninnies to the great hydraulic presses where they are pressed into the shape commonly known as "the plug."

The moulders stand or sit on high stools before their tables, and there is not a sad face among them, a vital proof of the adage, "The law of happiness lies in labor."

We stop before the table of a tall dignified looking negro who is working with great swiftness and dexterity, and the "boss" informs us that "this is Adams, the leader of John Jasper's old choir. I want you to hear him sing."

In a few moments the word is passed around, and Adams, after many apologies for "de frawg in his th'oat," lifts up one of the best barytone voices we have in Virginia.

De doctors all has 'sputed long
On dis pretense en dat,
But on one thing dey all agree,
Dat larfter makes us fat.

Then the chorus — imagine it—of a hundred and fifty voices, male and female, all of that peculiar soft, mellow timber to be found only in the voice of the Southern negro, the voice cultivated on "'possum and 'taters" in the Winter and "mush-milliums and watermilliums" in Summer, and sweetened with the seasoning of the very plugs they were now moulding and wrapping and weighing:

Den larf—Ha, ha!
Once mo'—He, he!
Fur larfin' makes us fat.
Now a merry, merry rhyme,
Wid de larfter all in time,
For larfin', larfin' makes us fat—
Ha! Ha! Ha!

The very walls vibrate to the staccato,

Now the merry, merry rhyme,
Wid de larfter all in time,

and the rafters ring to the sonorous.

Ha! Ha! Ha!

"Dat's de larfin' song," exclaimed Adams with much dignity. "We will now give you 'Ma'chin' th'ough Georgy,' and follow it wid one uv Brer Jasper's favrit 'vival hymns."

"Listen to that bass voice over there," remarks the "boss," as the full tones swell exultingly and carry the air, while the chorus is "marching on." "They always work better when they sing. Time seems to come natural to them, and their fingers move with the rhythm."

Willingly would we have listened to the whole repertory of the "sweet singers in Israel," but that a feeling of lightheadedness hurries us from its enchantment to the fresher atmosphere of the labelling, boxing and shipping departments, where thousands of neat 50-lb. boxes are being prepared for their various journeys to Gibraltar, Calcutta, Australia, Cuba—strange as it may seem—and the African interior.—Western Tobacco Journal.

Anti-Cigarette Bill.

The anti-cigarette bill has passed its second reading in the House of Commons, Ottawa. There has been a disposition in Parliament to treat the thing as a joke. It is very far from a joke, however, to interfere with a branch of trade and the liberty of men who choose to use tobacco to do so in whatever form they like. The bill not only propose to destroy a trade and to curtail the liberty of the subject, but if it is passed it will establish a precedent which meddling and ill-informed people will advance as an argument for further invasions. Not a word that was said in Parliament by the promoter of the bill justified its passage. It has received no support outside of Parliament to indicate that there is even a mistaken general sentiment in its favor. It is not creditable to Parliament that it has been allowed to progress so far. It should be dealt with when next it comes up in a manner that will discourage all advocates of such meddlesome legislation, of which the country is getting far too much.—Montreal Gazette.

Should be in the mouth of every smoker. What?

McDougall Scotch Clay Pipe

Be sure and ask for it, and see that you get it.

D. McDougall & Co., Glasgow. Scotland.

Syrian Tobacco.

IN a report from the German consul at Beyroute, that official says: Syria grows various kinds of tobacco. Peculiar to it is the so-called Aburiha, a kind containing saltpetre and burning with a black ash, which grows in the neighborhood of Latakia and comes into the market exclusively from there. In normal years about 4,000 bales of 100 kg. are shipped to Great Britain, which is the only European customer. In 1902 the crop was a particularly large one; 6,509 bales were shipped and 2,000 bales remained unsold at the port to which they had been sent on account of their inferior or mixed quality. Lately the Ottoman Tobacco Regie Co. in Constantinople, which lays claims to the sole right of buying the raw tobacco (but up to now unsuccessfully with regard to Syria), is said to have secured the English deliveries in the place of private dealers. Other kinds of tobacco are cultivated, principally round Damascus, in the Bekaa, Yebel, Saida, and also in the Lebanon. A Beyroute firm is exporting Yebel tobacco from Beyroute at the price of 3.50 to 4.10 marks for 1 kg. f. o. b. Altogether 1,151 dz. of Syrian tobacco was exported from Beyroute in 1902.

Cigarette By-Law Quashed.

An order has been made quashing the by-law to prohibit the sale of cigarettes in Owen Sound, Ont., on the ground that it is too wide, not being limited to retail sales.

English Importations of Cigarettes.

The importation of cigarettes into England for the month of April, 1904, and for four months compared with the two previous years, was as follows:

For April, 1904, 493 lbs.; 1903, 19,892 lbs.; 1902, 28,015 lbs. For four months of 1904, 3,180 lbs.; 1903, 56,141 lbs.; 1902, 44,980 lbs.

TRADE AND COMMERCE ILLUSTRATED

NO. 1—TEA HOUSE OF T. H. ESTABROOKS, ST. JOHN, N.B.

THE success of the tea trade of T. H. Estabrooks, of St. John, N. B., is remarkable. Mr. Estabrooks began business on his own account in May, 1894, with one clerk, in a small store on Dock street, St. John. For the first five or six years the trade in tea occupied only a portion of his attention. To-day he has one of the finest tea warehouses in Canada, employs over seventy persons, has sixteen travelers on the road, has branch houses in Toronto and Winnipeg, and his "Red Rose" tea is sold from Newfoundland to Vancouver. From the moment when he first devoted his whole attention to the tea business, importing, blending and packing teas, the growth of his trade has been phenomenal.

Tea warehouse of T. H. Estabrooks, corner of Mill and North streets and Drury Lane, St. John, N.B.

New Warehouse.

As already stated, his new warehouse into which he moved a few months ago, is one of the finest in Canada. It is a five-storey brick building, with basement, fronting 114 feet on Mill street and 110 feet on Drury Lane, while one end fronts on North street. The average width of the building between Mill street and Drury Lane is about 70 feet. The location is on one of the principal thoroughfares of the city, and near the Intercolonial Railway station.

Designed and built especially for the tea trade, the building, from top floor to basement, affords every facility that experience and forethought could suggest, for the clean, economical, thorough and rapid handling of teas, from the original package through the various processes of testing, blending, packing,

Flett's

Pickle Economy.

In the ladder of economy every round counts.

Handle **FLETT'S PICKLES** and "every round" will count in your favor.

ROSE & LAFLAMME

Agents, MONTREAL

MHS

. . . FOR . . .

PICNICS, CAMPING, YACHTING,

ETC.

BATGER'S

LIME JUICE CORDIAL

IS JUST THE THING

ORDER FROM YOUR JOBBER

AGENTS:
ROSE & LAFLAMME,
MONTREAL.

MAPLE SUGAR

FINEST BEAUCE COUNTY

Orders for 500 lbs.—or over,

D. RATTRAY & SONS

QUEBEC:
110 Dalhousie St.

Montreal
110 Coristine Bldg.

labelling, and preparing for shipment to customers all over Canada.

From the standpoint of fire risk, the building is the best constructed in St. John. Each floor is separate. There are no openings between them except such as are protected by automatic fire-proof appliances. It would therefore take a fire several hours to work through from one floor to another. The staircases and elevator are in brick shafts, with fire-proof doors.

The view from the roof of the building, looking out over city and harbor, is a magnificent one.

The Offices.

The offices, which are entered from the corner of Mill and North streets, are about 50 feet square, with plate glass windows on three sides, making them exceptionally bright and cheerful. They are very handsomely fitted up in quartered oak, the divisions being of quartered oak and plate glass, and the furniture made to correspond. Facing the entrance is the cashier and salesman's desk and counter.

To the right of the entrance is the large sample room, with two plate glass windows fronting North street. Around the fittings of this room are metal sample cases, containing about 1,200 large sample tins. The lower part of the tasting table, which is next to the windows, and is 18 feet long, is a cabinet of drawers in which samples of teas blended each day are kept for future reference.

Opening from the sample room is the private office of Mr. Estabrooks. Seated at his desk, he has an unobstructed view of the whole of the offices, and of the shipping room in the rear. His desk is also fitted with electric calls to all other desks in the offices.

In the back portion of the large room are the general offices, where the ledger keepers and clerks are at work. A private telephone system connects the offices with all parts of the building. They are, moreover, provided with very handsome electric light fixtures.

A large vault adjoins the office, and there is in addition a coat room and lavatory.

A Million Pounds.

All teas as they arrive are taken in the original packages to the fifth floor of the building, so that they may be handled only once, passing from floor to floor downward again to the shipping room on the ground floor. This fifth floor has a very high ceiling, so that tea can be piled eight chests high. The great room has a capacity of 10,000 chests, or about a million lbs. of tea.

It may as well be noted just here that in January and February, 1904, Mr. Estabrooks imported no less than 885,586 lbs. of tea, so that his huge building is none too large.

On this fifth floor is the milling and sifting machine, which is operated by an electric motor. At one operation it cuts the large leaves to a uniform size, and sifts out the dust and broken tea. It has a capacity of 100 lbs. in every eight minutes.

Near it are two hoppers, leading to the great blenders on the floor below. These hoppers are fitted with automatic, fire-proof shutters in the bottom, so that when the tea is dumped in the operator has a chance to examine it before it goes to the blender. It is very interesting to watch the operation of these hoppers.

The Blending Floor.

On the fourth floor are the two blenders, of 2,000 and 800 lbs. capacity respectively. They are also operated by an electric motor. Teas come down from the hoppers on the fifth floor into these blenders, and when the blending process is completed they are poured out into metal chests and emptied again into hoppers holding 2,000 lbs. each. These connect with electric automatic weighing machines on the next floor below.

The bulk teas, however, are packed beside the blenders, on the fourth floor. They are put up in metal chests of 100 to 120 lbs. each; metal half chests of 50 to 60 lbs. each; and tins and caddies of 3, 5, 10 and 20 lbs. each, as well as in other sizes. These are lacquered and labelled, and present the very attractive appearance so familiar to those who handle them throughout the country. "Nothing can be done too well" is the motto; and the greatest attention is given to the smallest details. To this rule Mr. Estabrooks attributes a large measure of his success.

A very noticeable feature throughout the building is the care and cleanliness rigidly enforced.

On the fourth floor are also stored some of the empty packages and bulk teas that are packed ready to go out. While "Red Rose" tea has a prominent place everywhere in the building, there are a large number of brands, many of them standard, and some special ones put up for important firms in the Maritime Provinces, Quebec, Ontario, Manitoba and the Northwest, as well as Newfoundland.

Seven Packing Machines.

On the third floor are seven packing machines, together with the electric and automatic weighing machines. The latter, which seems almost human in its operation, has a capacity of 16 packages per minute. An important fact is that the weight must be absolutely correct. There is never such a thing as a complaint that "Red Rose" tea is short weight.

Some of the packing machines are of a new type, not used by any other Canadian firm, and are a great improvement on the older style. Each machine has a capacity of about 4,000 packages per day. Packages of all sizes, 2 oz., ¼ lb., ½ lb., and 1 lb., can be put up by simply adjusting the machines. The packages from the machines are placed on trays holding 50 each, and are sent by an iron chute, which has an automatic, self-closing attachment, to the floor below.

The new packing machines are operated by a separate electric motor.

The great bulk of the third floor, outside the packing room, is used for storing stock. Indian and Ceylon teas are used very largely, and the stock embraces a great variety of these, in all grades of blacks and greens. The greens are used largely in Quebec, Ontario and farther west, and are fast displacing Japans. A large stock of Japan is carried, however, as well as Chinas and Oolongs.

On this third floor also is a room for the convenience of the men. It has lavatory, gas stove, table and chairs. Here the men may heat their lunch and smoke—the only place in the building where smoking is permitted.

Labelling Floor.

The package teas, when they pass from the third floor by an iron chute, go to the labelling room on the second floor, and after being labelled are stored on racks to dry. The labelling is done by girls seated each at a separate table beside an endless belt running from the gumming machine. The labelling of the packages is done very quickly, and they are carried on trays out of reach of each other by means of a new contrivance of rollers. The girls are able to sit very comfortably at their work, and have on the same floor a cloak room, etc., as well as a room for their private use.

When labelled, the packages are placed on racks to dry. To give an idea of the capacity of these racks, which occupy most of the area of this floor, it may be stated that 200,000 lbs. of package teas can be stored there.

Shipping.

When the packages are dry enough they are taken from the racks to give place to others, and packed in cases of various sizes for shipment. They then go down the elevator to the receiving and shipping floor, in rear of the offices, which has two large doors opening on Drury Lane. The quantity of tea shipped out every week is enormous.

It will be seen from this description that everything in the process of preparing the teas for shipment works downward, ensuring the greatest economy, and that in every detail the work is marked by cleanliness, care, and the best that experience has suggested for effective work.

With regard to the heating of the building, the warehouse generally has steam heat, and there is a separate hot water plant for the offices. The greatest care is taken in looking after the comfort of all employes, as the best guarantee of the faithful performance of their duties. The establishment is a credit to the city, and to the business acumen and tireless industry of its proprietor.

The best Trade

Sell SOUTHWELL'S

JAMS

THE STANDARD JAMS OF TWO CONTINENTS

We might truly say of two hemispheres

GOOD FOR YOU TO SELL

FRANK MAGOR & CO.,

AGENTS FOR CANADA. 403 St. Paul St., MONTREAL.

IT'S A FACT!

We will for the next 30 days send charges **prepaid and no charge for package,** one beautiful counter tin of

Golden Eagle Coffee

Price 28c.

SAY IF YOU WISH IT GROUND OR WHOLE.

AMERICAN COFFEE & SPICE CO.

TORONTO.

Quotations for Proprietary Articles.

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper.

The following are prices of proprietary articles which are supplied by the manufacturers or their agents. For charges for inserting quotations in this department apply to Advertising Manager, THE CANADIAN GROCER, at our nearest office.

June 23, 1904.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes	$4 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 3 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ¼ " "	14 00

W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4 doz.	10c.	$0 85
3 doz.	4-oz.	1 20
3 doz.	6-oz.	1 75
1 doz.	12-oz.	3 50
2 doz.	12-oz.	3 45
3 doz.	12-oz.	3 40
2 doz.	16-oz.	4 45
3 doz.	16-oz.	4 35
1 doz.	2½lb.	10 40
1 doz.	5lb.	19 50

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

JERSEY CREAM BAKING POWDER.

¼ Size, 5 doz. in case	$0 40
½ " 4 " "	0 75
¾ " 3 " "	1 25
1 " 2 " "	2 25

OCEAN MILLS.

	Per doz.
Ocean Baking Powder, ½ lb., 4 doz.	$ 45
Ocean Baking Powder, ¼ lb. 5 doz.	90
Ocean Baking Powder, 1 lb., 3 doz.	1 25
Ocean Borax, ½-lb. packages, 4 doz.	40
Ocean Cornstarch, 40 pks. in a case	78

Freight paid, 5 p.c. 30 days.

ROYAL BAKING POWDER CO.

Sizes.	Per Doz.
Royal—Dime	$ 1 00
" ½ lb.	1 60
" 6 oz.	2 25
" ¼ lb.	2 90
" 12 oz.	4 50
" 1 lb.	5 75
" 3 lb.	15 50
" 5 lb.	25 50

Sizes.	Per Doz.
Cleveland's—Dime	$ 1 00
" ½ lb.	1 50
" 6 oz.	2 20
" ¼ lb.	2 80
" 12 oz.	4 25
" 1 lb.	5 50
" 3 lb.	15 00
" 5 lb.	25 00

"VIENNA" BAKING POWDER.

	Per doz.
1-lb tins, 4 doz in box	$2 25
½-lb tins, 4 doz in box	1 25
¼-lb tins, 4 doz in box	75

BEE BAKING POWDER.

1-lb. tins, cases 4 doz, per doz	$2 25

HOME BAKING POWDER, CO., MONTREAL.

Sizes.	Per doz.
2 doz. case ½ lb.	$2 40
1 " 1 lb.	4 75

1 to 5 cases, 5 per cent.
5 to 10 cases, 10 per cent.

EAGLE BAKING POWDER

	Per doz.
Cases of 48-5c. tins	$0 45
" 48-10c. tins	0 75
" 24-25c. tins	2 25
" 48-25c. tins	2 25

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ¼ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes, according to size	0 02 0 10

J. M. DOUGLAS & CO.—Laundry Blues.

"Bluecl"—10-lb. boxes containing 50 pkgs., 4 squares each, per lb.	16½c
"Sapphire"—14-lb. boxes, ½-lb. pkgs. per lb	12½
"Union"—14-lb. boxes, assorted, 1 & ½-lb. pkgs. per lb.	10

Black Lead.

Reckitt's, per box	$1 15

Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz.; or ¼ gross, 4 oz.

JAMES' DOME BLACK LEAD.

	Per gross
6a size	$2 40
2a size	2 50

Borax.

"Bee" brand, 5 oz., cases, 40 pkgs.	1 40
" " 10 oz., cases, 48 "	3 25
" " 16 oz., cases, 48 "	4 25

EAGLE BORAX.

	Per doz.
Cases of 5-doz. 5c. packages	$0 40
" 5-doz. 10c. "	0 85

Brooms.

UNITED FACTORIES, LIMITED.	doz. net.
Boeckh's Bamboo Handles, A, 4 strings	$4 70
" " " B, 4 "	4 40
" " " C, 3 strings	4 10
" " " D, 3 "	3 85
" " " F, 3 "	3 55
" " " G, 3 "	3 20
" " " I, 3 "	2 85

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag	0 18½
Quaker Oats, 2-lb. pkgs., per case	3 00
Tillson's Oats, 2-lb. pkgs., per case	00

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Hygienic, 1-lb. tins, per doz.	$6 75
" ½-lb. tins "	3 50
" ¼-lb. tins "	2 00
" fancy tins "	0 85
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50
Perfection, ½-lb. tins, per doz.	2 40
Cocoa Essence, sweet, ½-lb. tins, per doz.	2 25

MOLASSES

New Crop 1904
Barbados.

We have just landed a small lot of the above which is very choice No. 1 quality. We can offer it at a low price. Send for sample.

The Dominion Molasses Co.,

Limited

HALIFAX - - - - NOVA SCOTIA.

Dutch Chemical Works
AMSTERDAM.

EXCEPTIONAL VALUE FOR THE GROCERY TRADE

SPECIAL OFFERS
Recommend Themselves.

WE OFFER OUR MAGNIFICENT

"Butterfly Brands"

	¼-lb.	½-lb.	1-lb.
COFFEE and CHICORY per doz. tins.....	2/3	4/–	7/–
PURE DUTCH COCOA per doz. tins.	4/3	8/–	15/–

Goods delivered, freight paid, to any Canadian port, duty not included. TERMS: Cash with order.

The COFFEE and CHICORY is packed in cases of one cwt., while the COCOA is supplied in cases of 56 lbs.

SAMPLES FREE ON APPLICATION.

Chocolate—	per lb
Queen's Dessert, ¼'s and ½'s	$0 40
" 6's	0 42
Mexican Vanilla, ¼'s and ½'s	0 35
Royal Navy Rock, " "	0 30
Diamond, " "	0 25
" 8's	0 28

Icings for cake—	Per doz.
Chocolate, pink, lemon color, lbs.	$1.75
Orange, white and almond, ½-lbs.	1.00

Confections—	Per doz.
Cream bars, large boxes	$2.25
" small "	1.35
Chocolate ginger, lbs.	3.75
" ½-lbs	2.25
" wafers, ½-lb. boxes	2.25
" " ½-lb. boxes	1.30

FRY'S.

Chocolate—	per lb.
Caraccas, ¼'s, 6-lb. boxes	$0 42
Vanilla, ¼'s	0 42
"Gold Medal," sweet, ¼'s, 6-lb. boxes	0 29
Pure, unsweetened, ¼'s, 6-lb. boxes	0 42
Fry's "Diamond," ¼'s, 14-lb. boxes	0 24
Fry's "Monogram," ¼'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ¼'s, 1 doz. in box	2 40
" ½'s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ¼'s, 14-lb. boxes	....
" ½'s, 12-lb. boxes	....
Epps's Cocoa, case of 14 lb., per lb.	0 35
Smaller quantities	0 37½

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

¼ lb. tins,	4½ doz. to case	per doz.,	$ 90
½ " "	¼ " "	"	2.40
½ " "	½ " "	"	4.75
1 " "	1 " "	"	9.00

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.

	Per lb.
Mott's Broma	$0 30
Mott's Prepared Cocoa, ¼s and ½-boxes	0 28
Mott's Breakfast Cocoa, ¼s in boxes	0 40
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caracas Chocolate	0 40
Mott's Diamond Chocolate	0 23
Mott's Navy Chocolate, ½s in boxes	0 27
Mott's Cocoa Nibbs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross	1 00
Mott's Confectionery Chocolate	0 21
Mott's Sweet Chocolate Liquors	0 20

	Per lb.
	0 32
	0 36

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 38
Vanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 27
Breakfast cocoa, ¼, ½, 1 and 5-lb tins	0 43
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 35
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5's, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 56

The above quotations are f.o.b. Montreal.

LOWNEY'S.

Breakfast cocoa—	
6-lb. boxes, 12 boxes in case,	1-5-lb. tins. 45c.
6-lb. boxes, 12 boxes in case,	½-lb. tins. 42c.
6-lb. boxes, 12 boxes in case,	¼-lb. tins. 42c.
Sweet chocolate powder—"Always Ready." 6-lb. boxes, 12 boxes in case, ½-lb tins.	32c.
Premium chocolate—	
6-lb bxs., 12 bxs. in case, ¼-lb. pkgs.	34c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs.	34c.
6-lb. bxs., 12 bxs. in cose, ¼-lb. pkgs.	36c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs.	36c.
Medallion sweet chocolate— 6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	48c.
Milk chocolate— 6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	40c.
Tid-Bit chocolate— 6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	25c.
Vanilla sweet chocolate— 3-lb. bxs. 24 bxs., in case, ½-lb, pkgs.	32c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	32c.
Diamond sweet chocolate— 6-lb. boxes, 12 bxs. in case, ½-lb. pkgs.	19c.

Condensed Milk.

Anchor" brand, cases 4 doz., per case	$5 00
" evap. cream, cp. 4d. "	4 65

Borden's Condensed Milk Co.

Eagle" brand	$1 50
Gold Seal" brand	1 30
Peerless" brand evaporated cream	1 20

"Reindeer" Brand
Case (4 doz $5.60

Coffee.

"Bee" brand, 1 lb. tins, cases, 30 tins	9 00
" " 2 lb. tins, cases, 15 tins	8 70

THE EBY, BLAIN CO., LIMITED.

In bulk—	Per lb.
Club House	0 32
Royal Java	0 31
Royal Java and Mocha	0 31
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Fancy Bourbon	0 20
High Grade package goods—	
Gold Medal, 2-lb. tins	0 30
Gold Medal, 1-lb. tins	0 31
Kin Hee, 1-lb. tins	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars	0 30
English Breakfast, ground only 1-lb. tins	0 1?

JAMES TURNER & CO.

	Per lb.
Mecca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.

	Per lb.
"Old Crow" Java	$0 25
" Mocha	0 25
"Condor" Java	0 30
" Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 31
" " 2-lb. tins	0 30
100 lb. delivered in Ontario and Quebec.	
Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" II. 40-lb. boxes	42½c.
" III, 80-lb. boxes	37½c.
" IV, 80-lb. boxes	35c.

S. H. & A. S. EWING'S.

	Per lb
Mocha and Java coffee, in 1-lb tins, 30-lb cases	32
Mocha and Java coffee, in 2-lb tins, 30-lb cases	29

Cheese.

Imperial—Large size jars	per doz.	$8 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	15 00
Small size	"	12 00
Roquefort—Large size	"	2 40
Small size	"	1 40

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co. Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Un-numbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c

Never anywhere except in the lead:

Edwardsburg "SILVER GLOSS" Starch

and

Benson's Prepared Corn.

—these **2** lines are household necessities—

"Silver Gloss" Starch in the laundry.
Benson's Prepared Corn in the kitchen.

—every merchant in Canada handles them; every housekeeper prefers them; they always —give satisfaction; don't experiment; stick to what *pleases* and *pays*.

MANUFACTURED BY

EDWARDSBURG STARCH CO'Y, Limited

ESTABLISHED 1858

63 Front St. East, TORONTO, ONT.

Works: CARDINAL, ONT.

164 St. James St., MONTREAL, P.Q.

Allison's Coupon Pass Book.

$1 00 to 3 00 books	3	cents each
5 00 books	4	"
10 00 "	5½	"
15 00 "	6½	"
20 00 "	7½	"
25 00 "	8	"
50 00 "	12	"

Cane's Clothes Pins.

UNITED FACTORIES, LIMITED.

Clothes pins (full count), 5 gross in case, per case	$0 62
4 doz. packages (12 to a case)	0 75
6 doz. packages (12 to a case)	0 95

Cleaner.

		Per doz.
4-oz. cans		$ 0.90
6-oz.	"	1.35
10-oz.	"	1.85
Quart	"	3.75
Gallon	"	10.00

Wholesale Agents.
The Davidson & Hay, Limited, Toronto.

Food.

	Per doz
Robinson's patent barley ½-lb. tins	$1 25
" " " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " " 1-lb. tins	2 25

Gelatine.

	Per gross.
Knox' No. 1 sparkling	$15 00
	Per doz.
" " " 6 doz., at	$ 1 30
" No. 3 acidulated, at	$ 1 50

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant " "	1 85
Other jams	$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.

ure Fruit Jams—	
1-lb. glass jars, 2 doz. in case, per doz.	$0 95
2½-lb. tin pail, 2 doz. in crate, per lb.	0 06½
5 and 7-lb. tin pails, 8 and 9 pails to crate, per lb.	0 06
7, 14 and 30-lb. wood pails, "	0 06
Pure Fruit Jellies—	
1-lb. glass jars, 2 doz. in case, per doz.	0 95
7, 14 and 30-lb. wood pails, ...per lb.	0 06
Home Made Jams—	
1-lb. glass jars (16-oz. gem.) 1 doz. in case, per doz.	1 50
5 and 7-lb. tin pails, per lb.	0 09
7, 14 and 30-lb. wood pails, "	0 09

BRAND & CO.

Brand's calf's foot	$3 50
Real turtle jelly	7 75

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" " 100 sticks	0 73
Dulce large cent sticks, 100 in box	....

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.	$3 70
3 cases "	3 60
5 cases or more	3 50

Matches.

UNITED FACTORIES, LIMITED. Per case.

Surelight (Parlor)	$3 50
Flashlight (Parlor)	5.75
Kodak (Sulphur)	3 80

WALKERVILLE MATCH CO.

Parlor—	1 case.	5 cases.
Imperial	$5 75	$5 50
Best	3 50	3 25
Crown	1 70	1 60
Maple Leaf	1 90	1 80
Knights	4 75	4 50
Sulphur Club	3 90	3 70

Mince Meat.

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., -lb. tins, per doz.	$1 40
" ½-lb. tins "	2 50
1-lb. tins "	5 00
Durham 4-lb. jar, per jar.	0 75
" 1-lb. jar	0 25
F.D., ¼-lb. tins, per doz.	0 85
" ½-lb. tins "	1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—	
¼-lb. tins, per lb.	$ 0
½-lb. tins "	0 35
1-lb. tins "	0 32½
4-lb. jars, per jar	1 20
1-lb. jars "	0 35
Old Crow," 12-lb. boxes—	
¼-lb. tins, per lb.	0 25
½-lb. tins "	0 23
1-lb. tins "	0 22½
4-lb. jars, per jar	0 70
1-lb. jars "	0 25

Orange Meat.

Cases, 36 15c. packages	$4.50
5 case lots	4.40
(Freight paid.)	
Cases, 20 25c. packages	4.00
5 case lots	4.00
(Freight paid.)	

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand 1-lb. glass	$1 50
" " quart gem jars	3 40

T. UPTON & CO.

1-lb. glass jars, 2 doz. case, per doz.	$0 95
Home-made, in 1-lb. glass jars "	1 50
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 06

Pickles.

STEPHENS'.

A. P. Tippett & Co', Agents.

Cement stoppers (pints), per doz.	$ 2 30
Corked "	1 80

Soda.

COW BRAND.

Case of 1-lb. containing 60 pkgs., per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. (containing 96 pegs.), per box, $3 00.

EMPIRE

"EMPIRE" BRAND.

Brunner, Mond & Co.

Case 120 ¼-lb. pkts. (60 lb.), per case, $2 70.

Case 96 10-oz. pkts. (60 lb. case, $2 80.

"MAGIC" BRAND.

	Per case.
No. 1, cases, 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " { 30 1-lb. " / 60 ½-lb. " }	2 75

No. 5 Magic soda—cases 100—10-oz. pkgs.

1 case	2 85
5 cases	2 75

"BEE" BRAND.

	Per case
"Bee" brand, 8 oz., cases, 120 pkgs.	$2 75
" " 10 oz., cases, 96 pkgs.	
" " 16 oz., cases, 60 pkgs.	

Soap and Soap Powders.

A. P. TIPPET & CO., Agents.

Maypole soap, colors, per gross	$10 20
" " black	15 30
Oriole soap	10 20
Gloriola soap	12 00
Straw hat polish	10 20

BABBITT'S.

Babbitt's "1776" 100 6-oz. pkgs. $3.50 per box. 5 boxes, freight paid and a half box free.
Babbitt's "Best" soap, 100 bars, $4 10 per box.
Potash or Lye, bxs. each 2 doz., $2 per box.
WM. H. DUNN, AGENT.

Two Lines That Lead.

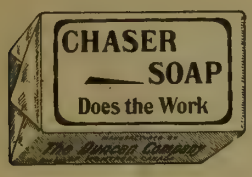
A Vinegar with Advantages.

You want a brand absolutely pure. One which will keep a long time without deteriorating. One known for its delicate aroma and its excellent flavour. **Hill, Evans & Co.** (Worcester, Eng), produce **the** one. A Malt Vinegar which is unapproached by any other for these essential properties. A Vinegar you may always rely upon.

Quinine Wine with a Reputation.

Robert Waters' Quinine Wine enjoys a 50-year reputation as the finest tonic known.

Export Agents—ROBT. CROOKS & CO., Botolph House, Eastcheap London, England.



CHASER SOAP.

1 case	$2 40
5 cases	2 30
10 cases	2 20
20 cases	2 10

5 per cent. 10 days or 60 days acceptance.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. cartons	$ 0 06½
No. 1 " " 3-lb. "	0 06½
Canada laundry	0 05½
Silver gloss, 6-lb. draw-lid boxes	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05½
Canada White Gloss, 1-lb. pkgs.	0 05½
Benson's enamel...per box 1 25 to	2 50
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 07
Canada Pure Corn	0 05¾
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps	0 08½

BEE STARCH CO., MONTREAL.

"Bee" brand, cases, 64 packages. 5 00

BRANTFORD STARCH WORKS, LIMITED Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 05½
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 06½
Barrels, 200 lb.	0 05½
Kegs, 100 lb.	0 05½
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 45 cartons, per case	3 50
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 05½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 07
Crystal Maize Corn Starch —	
1-lb. packages, boxes 40 lb.	0 07

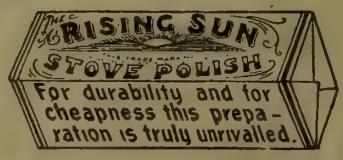
ST. LAWRENCE STARCH CO., LIMITED. Ontario and Quebec.

Culinary Starches—	
St. Lawrence corn starch, 40 lb	0 07
Durham corn starch, 40 lb	0 05¾
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 06½
" 3-lb. cartons, 36 lb.	0 06½
" 200-lb. bbl.	0 05½
" 100-lb. kegs	0 05½
Canada Laundry, 40 to 46 lb.	0 05½
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 05¾

OCEAN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$8 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00

D. INN, AGENT.

	pr. dz.
Enameline No. 4, bxs., ea. 3 dz.	0 38
Enameline No. 6, bxs., ea. 3 dz.	0 65
Enameline liquid, bxs, ea. 3 doz.	0 75
Blackene, 5-lb. cans, per lb.	0 10

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

	Per case.
Enamelled tins, 2 doz. in case	$2 40
Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 90
5 " 1 " "	2 35
10 " ½ " "	2 25
20 " ¼ " "	2 10
(10 and 20 lb. tins have wire handles.)	

"BEAVER" BRAND.

	Per case.
1 gal. tins, square, 6 in case	$4 40
½ gal. tins, round, 12 in case	4 50
¼ gal. tins, round, 24 in case	4 60

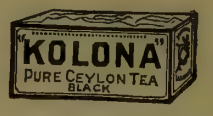
SMALL'S BRAND—Standard.

	Per case.
1 gal. tins, square, 6 in case	$4 70
½ gal. tins, round, 12 in case	4 90
¼ gal. tins, round, 24 in case	5 30

Teas.

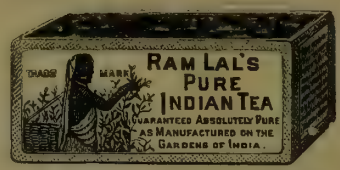
SALADA CEYLON.

	Wholesale.	Retail.
Brown Label, 1's	$0 20	$0 25
" " ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c	$0 19
" ½-lb. " "	0 20
Blue Label, retail at 30c	0 22
Green Label. " 40c	0 28
Red Label, " 50c	0 35
Orange Label, " 60c	0 42
Gold Label, " 80c	0 55



Cases, each 60 1-lb.	$0 35
" " 60 ½-lb.	0 35
" " 30 1-lb.	
" " 120 ½-lb.	0 36

LUDELLA CEYLON, 1's AND ½'S PKGS.

Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

"CROWN" BRAND.

	Wholesale.	Retail.
Red Label, 1-lb. and ½s	$ 0 35	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½s	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—		
"Condor" I 40-lb. boxes	$0	42½
" II 40-lb. boxes	0	40
" III 80-lb. boxes	0	35
EMD AAA Japan, 40 lb " at	0	36
" AA " 40 "	0	34
Blue Jay, basket fired Japan, 70 lbs.	0	30
"Condor" IV 80-lb. "	0	32½
" V 80-lb. "	0	30
" XXXX 80-lb. boxes	0	25
" XXXX 30-lb. "	0	26
" XXX 80-lb. "	0	22½
" XXX 30-lb. "	0	23½
" XX 80-lb. "	0	20
" XX 30-lb. "	0	21
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0	28½

Black Teas—"Nectar" in lead packets	
Green Label, retails	0 26 at 0 20
Chocolate Label "	0 35 at 0 25
Blue Label "	0 50 at 0 36
Maroon Label "	0 60 at 0 45
Fancy tins—Chocolate, 1-lb	0 32½
" " —Blue, 1-lb	0 42½
" " —Maroon, 1-lb	0 50
" " —Maroon, 1-lb	1 50

"Condor" Ceylon black tea in lead packets

Green Label, ¼s, ½s and 1s, 60-lb. cases retail	0 25 at 0 20
Grey Label, ¼s, ½s and 1s, 60-lb. cases retail	0 30 at 0 23
Yellow Label, ½s and 1s, 60-lb. cases retail	0 35 at 0 26
Blue Label, ¼s, ½s and 1s, 50-lb. cases retail	0 40 at 0 30
Red Label, ¼s, ½s and 1s, 50-lb. cases retail	0 50 at 0 34
White Label, ¼s, ½s and 1s, 50-lb. cases retail	0 60 at 0 40

Black Teas—"Old Crow" blend—	
Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1 per lb.	0 35
No. 2 "	0 30
No. 3 "	0 25
No. 4 "	0 20
No. 5 "	0 17½

LIPTON'S TEA (in packages).

Color of Label.	1 lbs. & ½ lbs. per lb.	¼ lbs. for per lb.	Sold per lb.
Ceylon-India, Ex. ch'st A Yellow	45	47	70
" " B Red	40	42	60
" No. 1 C Pink	35	37	50
" 2 C Orange	28		40
" 3 C L. Blue	22		30
4 C L. Green	20		

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 3½s, 5s. and 10s.	$0 30
" Amber, 8s. and 3s.	0 60
Chewing—Stag, bars, 10½oz.	0 43
" Bobs, 5½s. and 11s	0 44
" " 10½ oz. bars, 6s.	0 44
" Currency, 12 oz. bars, 12s.	0 47
" " 6½s. and 12's	0 47
" Old Fox, narrow, 12s.	0 47
" Snowshoe, 14½oz b'rs, sp'c'd 6½	0 51
" Pay Roll, 7s and 6½s	0 53
" Fair Play, 8s. and 13s	0 53

Vinegars.

E. D. MARCEAU, Montreal. Per gal.

EMD, pure distilled, highest quality	$0 30
Condor, pure distilled	0 25
Old Crow	0 20

Special prices to buyers of large quantities

GRIMBLE'S MALT.

Bulk, ¼-casks, 25 gals.	$5 45 $10 95
" casks, 50 "	10 25 22 40
Bottles, cases, 3 doz.	3 25 4 40

Washing Powder.

FAIRBANK'S GOLD DUST.

Five cases assorted—	
24 25c. packages	$4 65
100 10c. "	7 80
100 5c. "	3 90

1 case 50 5c. packages free with 5-case lots. Freight prepaid.

Cane's Woodenware.

UNITED FACTORIES, LIMITED.

	Per doz
Washboards, Victor	$1 35
" Crown	1 45
" Improved Globe	1 60
" Standard Globe	1 70
" Original Solid Globe	2 00
" Superior Sld. Bk. Globe	2 15
" Jubilee	2 10
" Pony	0 95
Diamond King (glass)	3 10
Tubs, No. 0	10 50
" " 1	8 50
" " 2	7 50
" " 3	6 50
Pails, No. 1, 2 hoops	1 75
"	1 90

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case	$1 65
Gillett's cream yeast, 3 doz.	1 65
Jersey cream yeast cake, 3 doz. 5c.	1 00
Victoria " " 3 doz. 5c.	1 00
" " " 3 doz. 10c.	1 80